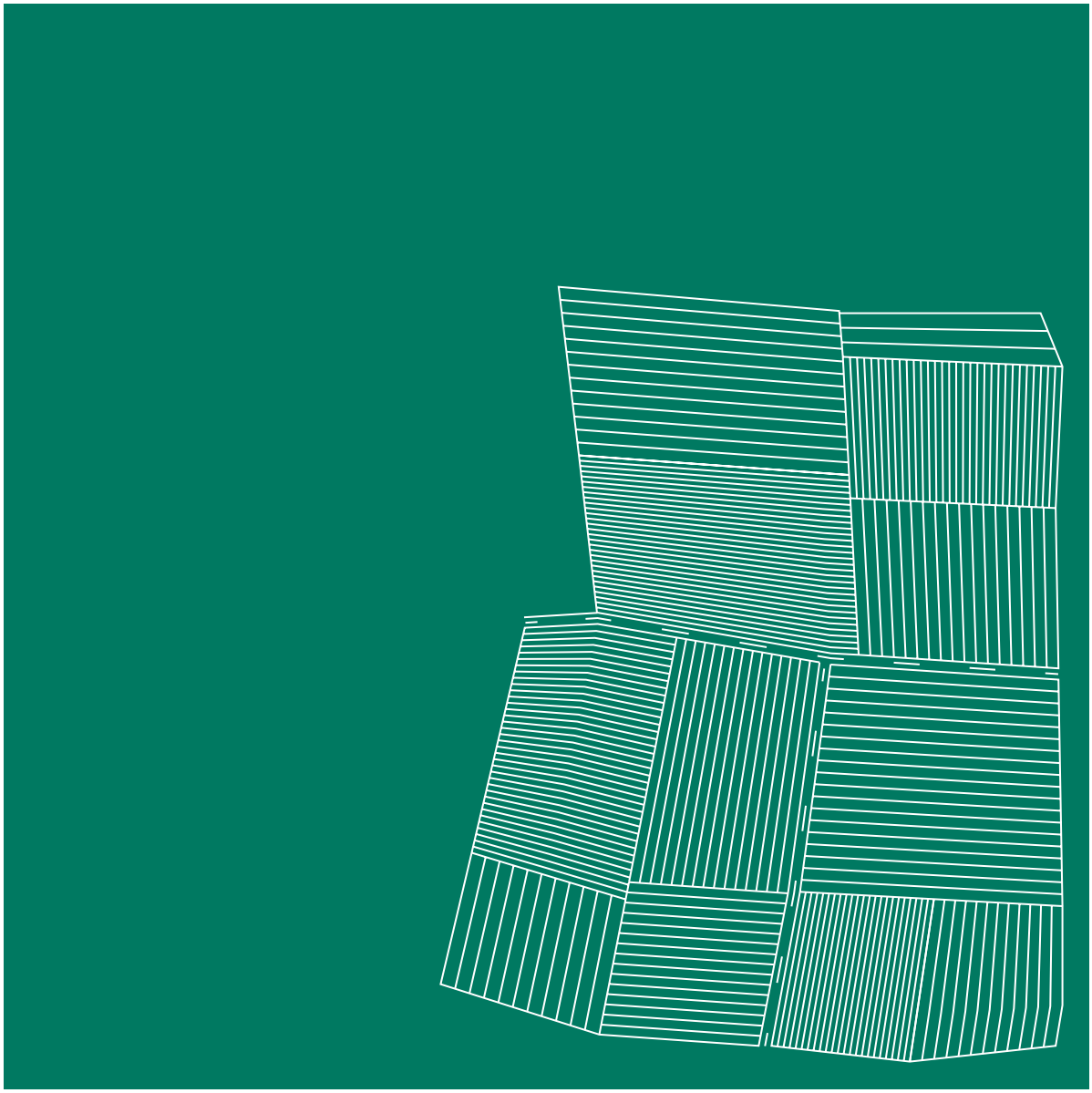
ZEPOS & YANNOPOULOS

Real Estate



A leading Greek law firm renowned for its long heritage, legal acumen and integrity

We have a strong international orientation which is echoed in our structure, standards and approach, and ultimately attested in the profile of our client base, our rankings and the network of our affiliations and best-friend law firms around the world.

Our multidisciplinary resources count more than 150 talented professionals. We take pride in our distinctive mind-set and offering as a full service business law firm, marked by our responsiveness and the ability to draw upon a second to none bench of tax and accounting specialists. Our ongoing endeavor is to raise the bar on legal and tax advisory by fielding versatile and approachable, easy to work with teams of practitioners who truly understand our clients' interest.

Change, whether in the legal or economic environment, is inherent to our jurisdiction; we have a robust track record of market first transactions and ground-breaking mandates. We are accustomed in implementing untested legislation, structuring innovative solutions and we put our bold legal argumentation and diligent work to the service of our clients.

We advise corporations from all commercial and industrial sectors, financial institutions, non-profits, startups and high-net-worth individuals, working closely with regulators and all major professional service firms.

Building on solid foundation

Our real estate practice goes back to the origins of our firm. Over the decades we have witnessed the market grow, transform and evolve, being involved in some of the most complex and prominent real estate transactions. Our practice is underpinned by the unmatched interplay of our designated real estate tax desk with our real estate law experts and is consistently top ranked by all major directories.

We work for developers, occupiers and funders with a focus on international players. Our clients include investment banks, private equity funds, REICs, large corporates and high net worth individuals, and our work covers the entire property "life-cycle", from initial acquisition, joint venturing, financing, development, holding and leasing through to sale, whether on a transactional, regulatory or litigation basis.

Breadth of products

From a private island to a shopping mall and from a luxury private residence to a prime hotel facility, our toolkit of precedents includes the widest range of property types which, in a jurisdiction as heavily regulated as Greece, gives us a competitive advantage when it comes to structuring, advising or litigating on real property. We know the market and we know rules; we know how to help our clients create value, share risk and mitigate costs in a vast array of asset profiles. We deal with commercial (office, retail, hotel & leisure, storage & logistics), industrial and residential assets, borderline, coastal and island properties, infrastructure (windfarms, power plants, highways), to name a few asset classes, located throughout Greece.

Depth of bench

We have the resources both in terms of numbers and in terms of expertise to deliver on large scale and complex transactions in a field where diligence is key and clarity of advice makes the difference. With a combined real estate and tax team in its kernel, our practice draws-upon the firm's multidisciplinary bench of specialists, thus ensuring our advice is comprehensive, pragmatic and acute. Our finance, litigation, administrative & public, and insolvency practice groups work hand in hand with our real estate experts who are further supported by our affiliate Zeya Accounting when it comes to accounting compliance and advisory services. Our wide network of best-friend law firms around the globe gives access to our team to valuable insight when doing cross-border work.

Multidimensional

There is no aspect of real estate we don't cover: acquisitions and disposals, construction and development, lease and tenancy, tax and regulatory compliance, accounting bookkeeping, investment and divestment structuring, M&A and joint ventures (both diligence and transactional), real estate finance, asset backed transactions and RE backed NPL portfolios, asset management, dispute resolution. We structure, we advise, we diligence, we draft, we litigate. The kaleidoscope of our perspectives allows us to adapt to the needs of each mandate and pick up the issues and address the risks quickly, thoroughly and efficiently; in other words, impeccably.

Project Development

Our RE practice is complemented by our dynamic project development team making a strong way in the infrastructure and project development market. We draw upon the team's insights on construction, EPC, O&M and development contracts, paved on a robust track record on privatisations, energy &infrastructure and asset development projects. We are proud of our work for the Stavros Niarchos Foundation which we advised all the way from inception of the SNFCC up to the delivery to the Greek State of what is considered today the landmark of modern Athens.

Our expertise

- Investment / divestment structuring
- Due diligence – title surveys & searches
- Sale & acquisition deeds
- Lease & tenancy documentation
- Sale & lease back schemes
- Construction, operation, maintenance documentation
- Facilities management arrangements
- Establishment and operation of Real Estate Investment Companies
- Establishment & restructuring of collateral packages
- Real estate tax structuring
- Tax & Accounting compliance
- Litigation & dispute resolution

Zepos & Yannopoulos has 'deep knowledge and expertise in the area of real estate and lease matters'. Key figures include team head Sonia Melegou, who handles transactional matters, Marina Allamani, who is recommended for real estate-related tax advice, and litigation partner Nikos Christoforidis, who is praised for his ability to 'formulate tailor-made solutions in a very challenging environment'.

Legal 500, 2018

"They have a deep and broad understanding of the market and the key issues."

The Chambers Europe, 2018

Your key to success

To discuss how we can help you succeed in Greece, please contact one of our key people.



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We are responsible

Just to mention two aspects of our pro bono and social responsibility work: we donate to not-for-profit associations that support children in need, and we fund law student activities and run internships.

We are transparent

We are committed to conduct business to the highest ethical standards. That is why we have been selected as the Greek partner of Trace International.

Stay in the Know
Zepos & Yannopoulos comprehensive news alerts highlight a variety of legal insights for a wide array of practice areas and industries. Subscribe to our Newsletters at www.zeya.com/stay-know and keep abreast of all latest legal and tax developments in Greece.

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