

## **QUESTIONS FROM JOURNALISTS – PRESENTATION OF THE ELLINIKON COMMERCIAL HUB**

**What is the timetable for the development of The Ellinikon Commercial Hub presented today?**

*From Teti Igoumenidi (Naftemporiki)*

Based on our planning, the works for the Commercial Hub will be completed in 2025. All construction works for the developments of the complex will run simultaneously, so that they are delivered in the same period.

**What is the budget for these developments? Specifically for the shopping center and the retail park.**

*From Teti Igoumenidi (Naftemporiki)*

The estimated investment for the development of the Vouliagmenis Mall ranges between €335-410 million. According to our agreement with the FOURLIS Group, for the creation of the 30,000 sq.m. Retail Park, the FOURLIS Group will undertake the implementation of this investment totaling €55 million.

**Is the mixed-use tower a development that Lamda Development will carry out on its own or is the company looking for a partner? What is the budget for this project?**

*From Teti Igoumenidi (Naftemporiki)*

As per Lamda Development's business strategy for The Ellinikon, the mixed-use tower is among the developments for which LAMDA is looking for a partner/ co-investor.

**What is the budget for the individual projects of the complex and when is the relevant tender expected?**

*From Christina Papagianni (BUILD)*

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**What is the total investment for the four poles [of The Ellinikon Commercial Hub]?**

*From Stefania Souki (Proto Thema, Newmoney.gr)*

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**Have you already reached an agreement with chains regarding leases of spaces and -if yes- to what extent to date? Are there foreign chains entering the Greek market for the first time? What is your estimate in terms of the number of visitors on an annual basis and possibly the expected turnover of the stores given the great experience you have from the three malls you already operate?**

*From Stefania Souki (Proto Thema, Newmoney.gr)*

There is already a great interest and we are in advanced discussions with leading companies and brands, Greek and international and soon we will be able to announce our collaborations. Among them, popular brands that do not currently have a presence in the Greek market. There will be a new update when the relevant agreements are finalized.

It should be noted that on the website of The Ellinikon Commercial Hub ([theellinikoncommercialhub.com](http://theellinikoncommercialhub.com)), companies and professionals who wish so, can contact us and express their interest using the special form available.

**What is the forecast for the environmental footprint of the new hub?**

*From Lida Deligianni (Boussias)*

Conditions have been laid down from the very beginning, so that The Ellinikon Commercial Hub is a model of sustainable development. Its design incorporates, among others, smart and “green” solutions for light and temperature control. By using well-designed systems and controls, as well as natural materials, we have minimized the environmental footprint of the building complex, making it a leader in this field. At the same time, green dominates both the outdoors, the patios, and the roofs of the buildings.

Note that the extensive environmental conditions set by the legal framework will be fully complied with both in relation to the design as well as the construction and operation of the Commercial Hub. At the same time, the Environmental Impact Study and the planned environmental certifications will highlight the Commercial Hub as a model complex.

**How will you make use of BIM technology for the forecasting and management of risks during the construction and lifecycle of the project?**

*From Lida Deligianni (Boussias)*

The studies are underway and will be submitted in BIM (Building Information Modeling) environment in all phases of the lifecycle of the project. This methodology, following international standards, certifies the development of fully coordinated projects, reducing the overall budget and completion time of projects by 20-30%. In addition, due to the complexity of the project, it is required to use all the latest technology to automate the design and construction processes, avoiding any obstacles and delays. The digital BIM models will include all the necessary information to successfully complete the design, construction, management, and operation of the complex.

**What has been done for the seismic resistance of the tower?**

*From Lida Deligianni (Boussias)*

The international structural designers of the tower, in collaboration with Greek designers, will take into account all the data required for its structural solution, based on domestic and international seismic

regulations, combined with the use of specialized software, thus ensuring its optimal behavior against earthquakes.