



2nd Annual Greek Road Show – London 3 & 4 October 2007

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THE COMPANY AT A GLANCE

THE COMPANY at a glance

- **Market leader in Retail sector – 65% of Investment Portfolio.**
- **Developer of the 2 largest and first of this type Shopping and Leisure centers in Greece, completed at year-end 2005.**
- **Successful diversification in the residential/office sectors.**
- **S.E. Europe expansion strategy based on local established networks.**
- **Top reputation as member of Latsis Group.**
- **Strong track record & reliability resulting to 99% occupancy rates.**
- **Blue chip clientele, long term leases.**
- **Strategic alliances with international and local players include HSBC Properties, Sonae Sierra, ECE, J&P Avax, GEK.**

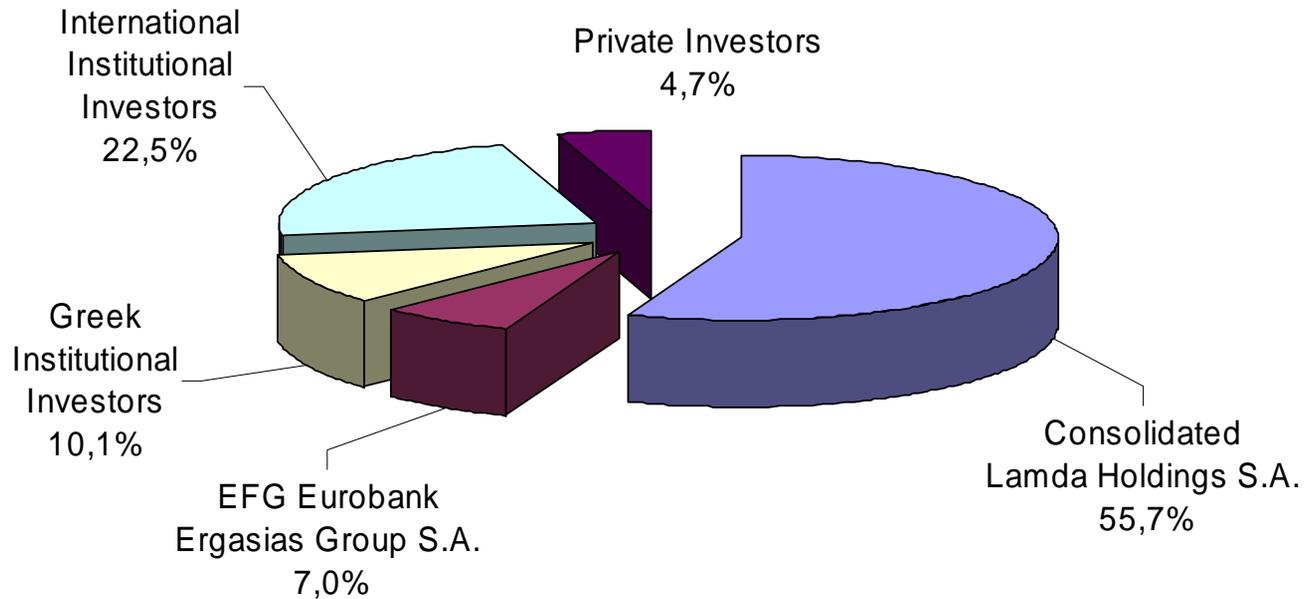
THE COMPANY at a glance

- **Market Cap** : € 625 million – August 27, 2007
- **NAV** : € 425 million – June 30, 2007
- **Investment portfolio** : € 612 million
- **Shares** : 44 million
- **Major shareholder** : Latsis Group 55,7%
- **Free Float** : 37,3%
- **Headcount** : 87
- **Listed** : ASE in 2000
- **Indices** : FTSE EPRA/NAREIT &
FTSE ASE Mid-40,
FTSE Global Developed Europe Index

SHAREHOLDERS COMPOSITION

(as of August 17th, 2007)

SHARE CAPITAL BREAKDOWN



Total number of shares: 44.029.950

Completed developments

	SIZE
2 Shopping Centers	104.000 sq.m. GLA
6 Office buildings	33.000 sq.m. GLA
4 Residential complexes	74.000 sq.m.
1 Marina	247 yachts - 3.000 sq.m.

Sold developments

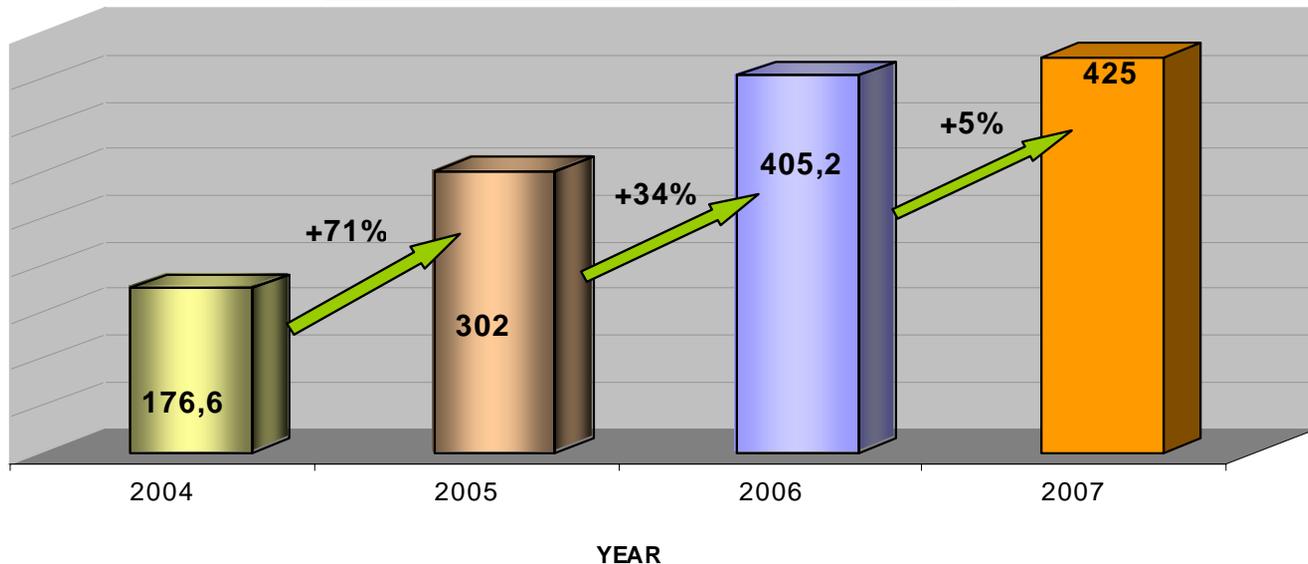
- ▶ **ILIDA BUSINESS CENTRE – Office Building**
- ▶ **APPOLLO – Office Building**
- ▶ **SISSINI – Office Building**
- ▶ **AVRA – Residential**
- ▶ **LAKE VIEW CONDOMINIUM – Residential**
- ▶ **XYLOKASTRO – Holiday Apartments**

NAV PERFORMANCE

30/6/2007 vs 30/6/2006 : 18%



30/6/2007 vs 2004 : 141%

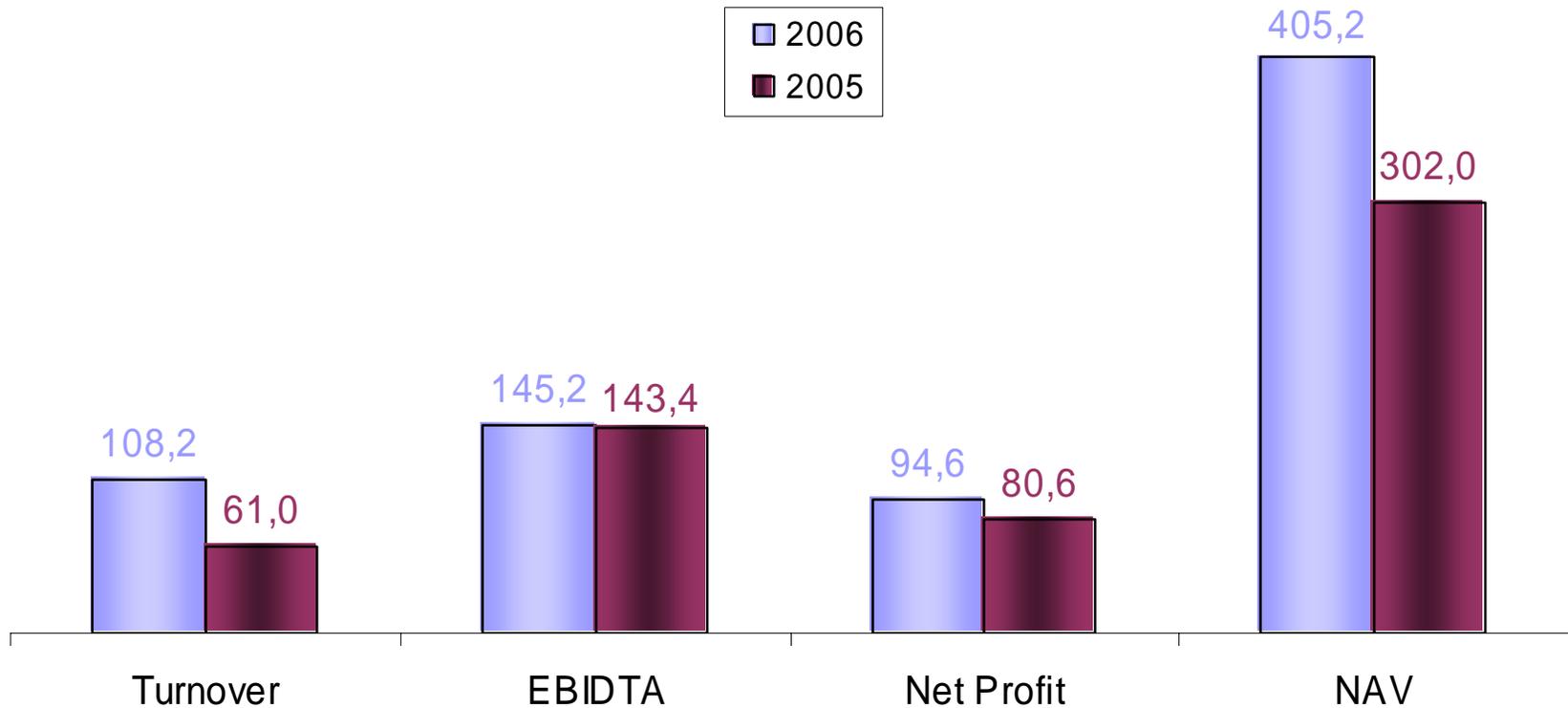


NET PROFIT IMPROVEMENT : 17%

NAV IMPROVEMENT : 34%

Year 2006 vs 2005

(in € million)



PROPERTIES



RETAIL PROPERTIES

1. “THE MALL ATHENS”, Maroussi, Athens

Completed November 2005 – GLA 58.000 sq.m. – 2.065 parking spaces.

- Annual fixed rent estimated at € 24,5m (2007), adjusted annually by CPI plus 1,5%. Avg rent per sq.m. : 37 euro/month - 6 to 20 years contracts
- Turnover rent and parking revenues are expected to provide additional revenues estimated at € 6m for 2007.
- 2007 EBIDTA (NOI) estimated at € 26m.

- Investment of € 320 million.
- June 2007 valuation by FPD Savills – € 482 million.

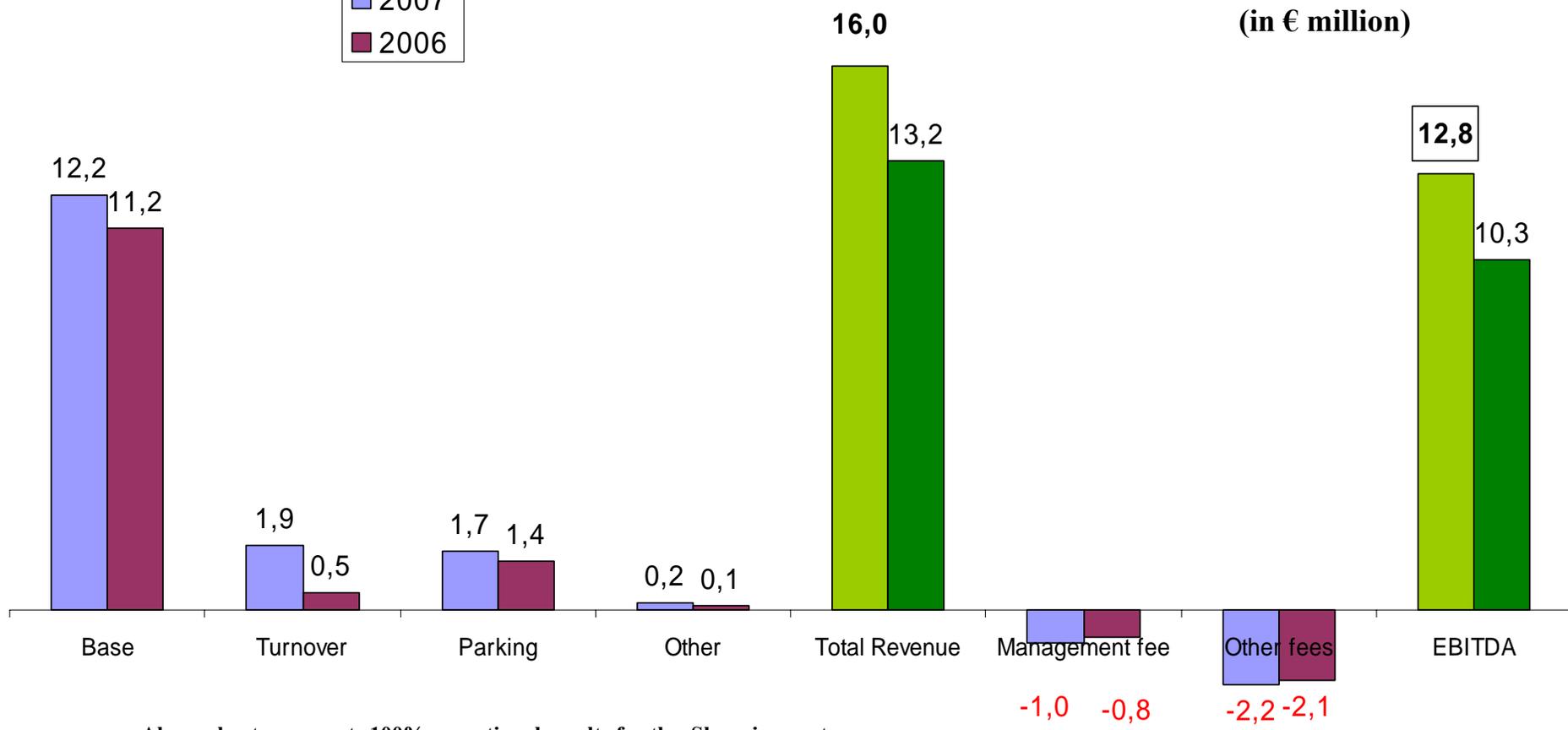
- 100% occupancy - 200 Tenants - All major Greek and international retailers in the country.
- Property management by ECE-LAMDA Development JV (ECE 66%).

50% of The Mall Athens was sold to HSBC Properties in November 2006 at 6,1% initial yield - ROE 78%.

EBITDA BREAKDOWN THE ATHENS MALL June YTD 2007 vs 2006

Revenue	+ 21%
Visitors	5.0 m.
Shopkeeper sales	+ 31%

■ 2007
■ 2006



Above chart represents 100% operational results for the Shopping center.

The Athens Mall is consolidated on a proportional basis (49.24 %) for published results purposes.

RETAIL PROPERTIES

Blue chip clientele

- ▶ **FNAC**
- ▶ **ZARA**
- ▶ **VILLAGE ROADSHOW**
- ▶ **DIXONS**
- ▶ **VODAFONE**
- ▶ **COSMOTE**
- ▶ **TIM**
- ▶ **EUROBANK**
- ▶ **KOTON**
- ▶ **HELLENIC POST OFFICES**
- ▶ **INTERSPORT**
- ▶ **SFERA**
- ▶ **FOLLIE-FOLLIE**
- ▶ **MARKS & SPENCER**



RETAIL PROPERTIES

2. “MEDITERRANEAN COSMOS” Thessaloniki, N. Greece

- The first large regional shopping and leisure center in Northern Greece.
- Inaugurated October 2005 – GLA 46.000 sq.m. – 2.800 parking spaces.

- Annual base rent estimate: € 15 million (2007) adjusted annually by CPI plus 1,5%.
Avg rent per sq.m. : 27 euro/month - 6 to 20 years contracts
- Turnover rent and other income are expected to provide additional revenues estimated at 1,1 million.
- 2007 EBIDTA (NOI) estimated at € 10,8m.

- Investment of € 120 million.
- June 2007 - Valuation € 164 million.

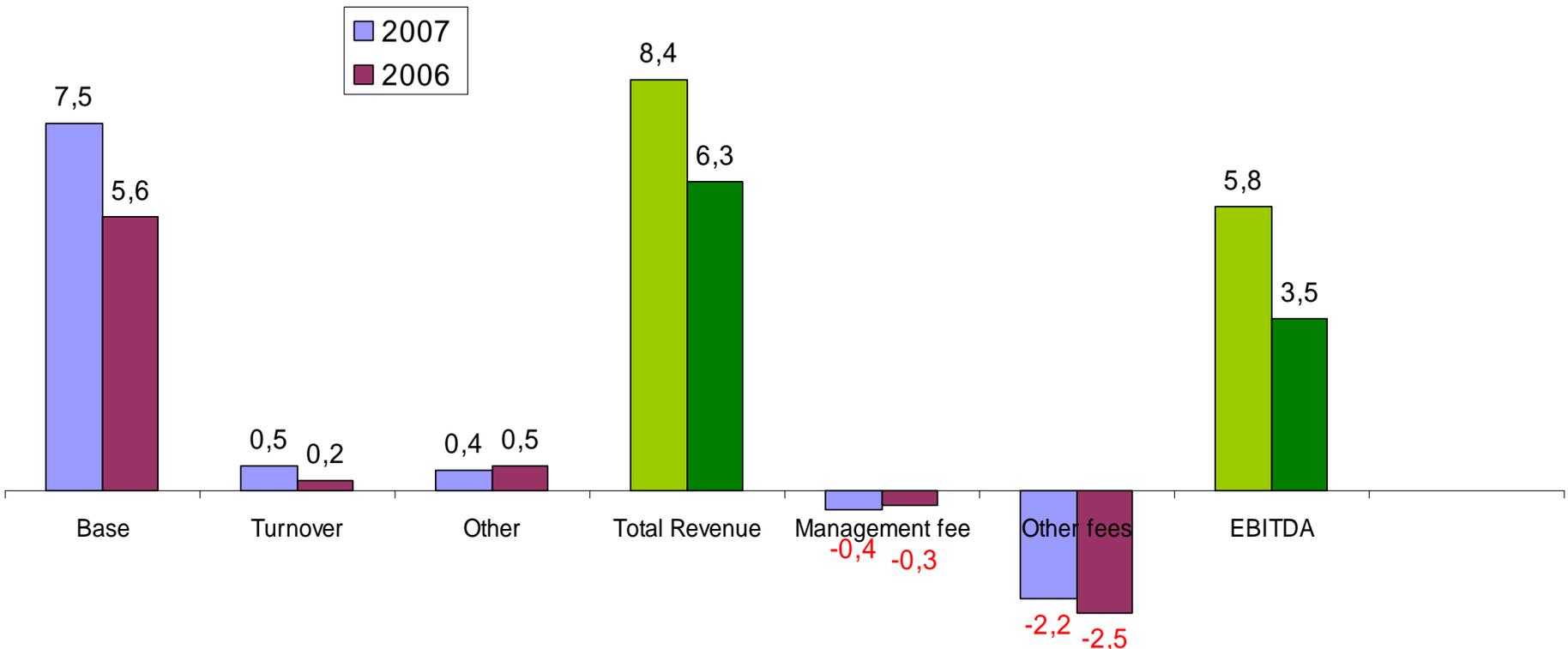
- Owned by LAMDA Development 60,1%, SIERRA Charagionis 39,9%.
- Concession agreement for 30 years.
- Property management by Sonae Sierra – LAMDA Development JV.

EBITDA BREAKDOWN MEDITERRANEAN COSMOS

June YTD 2007 vs 2006

Revenue +33.3%
Visitors 3.8 m.
Shopkeeper sales +38%

(in € million)



Above chart represents 100% operational results for the Shopping center.

Mediterranean Cosmos is consolidated on a full basis and minority interest is taken into account.

SHOPPING CENTER SECTOR

Country	Total Shopping Centre Density (sq.m. per 1000 inhabitants)
France	235
Spain	231
Portugal	200
Italy	150
Greece	55
EU 15 Average	200
Norway	700

Source: Savills European Research 2005-2006

OFFICE & RESIDENTIAL PROPERTIES



ILIDA BUSINESS CENTRE

- Developed in 2005 – 13.000 m² NLA
- 6 levels - average floor space 2.160 m²
- Two underground levels - 4.960 m² - 310 parking spaces
- Sold in June 2007 @ €40,8M - ROE : 85%



ILIDA

- Innovative residential complex
- Developed in 2005, Maroussi, Athens
- 241 apartments, 40 apartments remain available

OFFICE & RESIDENTIAL PROPERTIES



CECIL

- **Luxurious office building – 6.000 m² NLA**
- **Fully renovated in 2002**
- **Developed in five levels and one underground level**
- **95% occupancy**



KRONOS Business Centre

- **High standard office building - 4.000 m² NLA**
- **Developed in 2003 – 4 levels**
- **3 underground levels of total surface 12.000 m² with 438 parking spaces**
- **100% occupancy**



- **First VIP marina in Greece**
- **40 year concession**
- **39% participation**
- **Investment of € 45 million**
- **3.000 sq.m. commercial & recreational facilities**
- **Construction completed Dec. 2006**

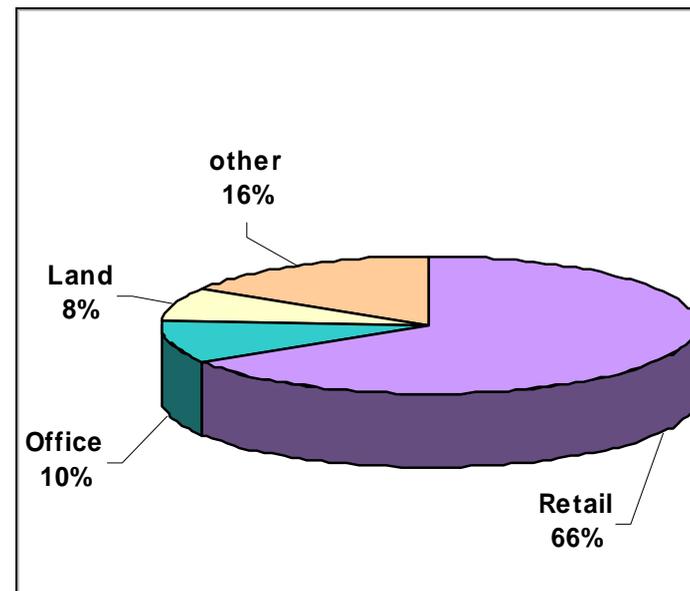
INVESTMENT PORTFOLIO

(in € million)

NAME	VALUE 30/06/2007	LAMDA Development %	Balance Sheet Value	VALUATION METHOD	YIELDS %	Retail net yield %
RETAIL						
The Mall Athens (1)	482,5 €	49,24	237,6 €	Fair Value 30/06/07	5,70	
Mediterranean Cosmos (2)	164,4 €	60,10	164,4 €	Fair Value 30/06/07	7,23	
IBC Mall	3,5 €	100	3,5 €	Cost		
SUB-TOTAL (RETAIL)	650,4 €		405,5 €			6.1
OFFICES						
Cecil	34,0 €	100	34,0 €	Fair Value 30/06/07	6,35	
Kronos	15,7 €	80	12,6 €	Fair Value 30/06/07	7,45	
Othonos	10,8 €	100	10,8 €	Fair Value 30/06/07	7,40	
Koropi	3,4 €	100	3,4 €	Fair Value 30/06/07	6,35	
SUB-TOTAL (OFFICE)	63,9 €		60,8 €			7,21
RESIDENTIAL						
Ilida (Residential) (1)	17,8 €	49,24	8,8 €	Cost		
LAND						
Spata	16,1 €	100	16,1 €	Cost		
Viltanioti (1)	8,3 €	50	4,2 €	Cost		
Bulgaria (Residential Use)	2,5 €	100	2,5 €	Cost		
Bulgaria (Retail Use) (1)	5,2 €	50	2,6 €	Cost		
Bulgaria((Retail Use)	13,0 €	100	13,0 €	Cost		
Serbia (Residential Use)	3,0 €	100	3,0 €	Cost		
Montenegro (Residential Use)	3,6 €	100	3,6 €	Cost		
Romania (logistics)	2,8 €	90	2,6 €	Cost		
SUB-TOTAL (LAND)	54,5 €		47,6 €			
OTHER ASSETS						
Kronos Parking	5,8 €	100	5,8 €	Fair Value 30/06/07		
Flisvos Marina (2)	40,7 €	34,75	40,7 €	NBV		
EFG Properties Shares	394,8 €	10,22	40,3 €	Market Price @ 16,18		
Other Fixed Assets	3,1 €	100	3,1 €			
SUB-TOTAL (ASSETS)	444,4 €		89,9 €			
GRAND TOTAL	1.231,0 €		612,6 €			

(1) Proportional Consolidation

(2) Concession



DEBT PORTFOLIO DEVELOPMENT

Debt Analysis - Euro M	Jun 30, 2007	Dec 31, 2006
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The Athens Mall - 2014	136	138
Medit. Cosmos Mall - 2020	70	70
Marina - 2019	30	30
Other - 2014	20	38

Total Debt	256	276
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% Long Term	99%	93%
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Long Term - Hedged	4,07%
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Spread	1,0%
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Total interests cost	5,08%
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Average Debt Maturity	10 years
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THE MARKETS

COMMERCIAL PROPERTY MARKET

Greece

Retail sector

- GDP and consumer spending growth above European average.
- Rental values grow with CPI plus 1%-2%.
- Significant number of new international retailers have entered the market, most of which occupy space in “The MALL Athens”, the “Mediterranean Cosmos” and have signed up for the under development “Golden Hall” . New international retailers continue to eye the Greek Market.
- A growing number of international investors are interested in the market but there is shortage of product available in Greece. Three new large Shopping Entertainment Malls are under development in Athens totaling about 150.000 GLA.
- Yields are decreasing and continue to converge to those of W. Europe. Prime yields currently at around 6%.

Office sector

- Demand for office use has stabilized since last year. Companies now consider other than traditional office districts.
- Supply of new office space is mostly linked to immediate occupancy, i.e. contained leasing risk.
- Yield compression over the years has reached about 6,5% - 6,8% for Grade A space.
- Demand outlook is affected by consolidation and decentralization of public administration. No significant rental growth is anticipated. CBD prime rents range between € 22 - € 30 (Vas. Sofias Ave), whereas rental values in the main commercial business artery , Kifissias Avenue, range between €15 and € 21/sq.m./month

COMMERCIAL PROPERTY MARKET

South Eastern Europe

- CEE GDP growth much higher than Western Europe. Employment growth prospects remain strong. Take-up levels improve, prime rents increase, whereas vacancy rates and prime yields decrease.
- Given the higher yields prevailing in these markets, capital available to invest exceeds supply for the right product, resulting to yields compression.
- Retailer demand for shopping outlets remains strong. Prime city centre stock is limited in size and in terms of future availability. Hence a growing trend forward the polarization of CEE commercial markets between city centre and decentralized locations with satisfactory transport connections.
- Insufficient logistics and distribution infrastructure

Residential

- Growing middle class looking for quality accommodation, international standards and affordable prices
- Demand for residential investment is booming as disposable income increases and household needs converge to those of developed Europe. Immediate and long term prospects are very promising.
- Growing foreign investment attracting ex-pats
- Urban regeneration
- Growth in mortgage lending

YIELDS ACROSS EUROPE

Prime Retail Yields

City EU	Retail Yields
Vienna	4,50%
Brussels	4,50%
Copenhagen	4,00%
Paris	4,25%
Berlin	5,50%
Dublin	2,75%
Amsterdam	4,50%
Madrid	4,00%
London City	3,80%
Stockholm	5,00%
EU-15 average	4,50%
EU-new members	
Sofia	7,00%
Prague	5,00%
Budapest	6,00%
Bucharest	6,50%
Bratislava	6,50%
Warsaw	6,00%
Other	
Moscow	9,00%
Istanbul	7,00%

YIELDS ACROSS EUROPE

Prime Offices Yields

City EU	Prime Office Yields
Amsterdam	5,80%
Barcelona	5,10%
Berlin	5,00%
Brussels	5,60%
Copenhagen	4,80%
Dublin	4,25%
Frankfurt	4,60%
Lisbon	6,80%
London City	4,00%
London West End	3,50%
Madrid	4,50%
Munich	5,50%
Paris	4,50%
Rome	4,80%
Vienna	4,00%
EU-new members	
Sofia	8,00%
Belgrade	8,50%
Prague	5,50%
Budapest	6,50%
Bucharest	6,50%
Bratislava	6,00%
Warsaw	5,80%
Other	
Moscow	9,00%
Kiev	9,50%
Istanbul	8,00%

* Source : Colliers – Data Autumn 2007

STRATEGY & GROWTH PROSPECTS

CORPORATE STRATEGY

- **Maximize shareholders value through:**
 - ▶ **New investment plan of € 700 million by year end 2008.**
 - ▶ **Current portfolio performance**
 - ▶ **Optimum NAV/EBIDTA Balance**
- **Further exploit International Strategic Alliances as well alliances with local players to strengthen competitive position as appropriate.**
- **Maintain a lean organization. Incentive compensation plan.**
- **Corporate governance.**

NAV SENSITIVITY ANALYSIS

Current Portfolio

NAV Sensitivity Analysis

	Cap Rates Sensitivity			Total
	The Athens Mall	Pilea Mall	Offices	
June 2007 Valuation	483	164	51	698,0
June 2007 Cap rates	5,70%	7,23%	6,4%-7,4%	
NAV change from 1% cap rate change	103	27,0	8,7	
Lamda Development share	50,7	16,2	8,1	75,1
	EBITDA Sensitivity			
NAV change from 1M EBITDA change per project	18	14		
Lamda Development share	8,9	9,0		17,9
Total Yields and EBITDA sensitivity				92,9

CORPORATE STRATEGY

- **Greece : Maintain leadership in developing and managing:**
 - ▶ Shopping and Leisure Centers
 - ▶ Retail developments (Big Boxes, Factory & Designer Outlets)
 - ▶ Prime quality Tourist Residential Resorts
 - ▶ Selective office developments

- **Central - Eastern Europe : Pursue opportunities in retail, office and residential sectors.**

GROWTH PROSPECTS – New Projects

- **Target Investment cost : € 700 million**
- **Signed Projects Pipeline : € 430 million**

- **70% Commercial – 30% Residential**
 - **Greece : 25 – 30%**
 - **Central-Eastern Europe : 70 – 75%**

- **Total ROI : 30%**
- **Total ROE : 80%**
- **Leverage : 65%**

- **Total generated recurring EBIDTA from commercial investments : € 25million ***

* Excl. Residential gains

PROPERTY PORTFOLIO MIX

	Current		Target
Retail	65%	⇒	60%
Office	14%	⇒	5%
Residential/Land	7%	⇒	25%
Other	15%	⇒	10%
Total	<u>100%</u>		<u>100%</u>

NEW PROJECTS FUNDING

June 30, 2007 Dec 31, 2006

Euro - M

Total Debt	256	276
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Investment portfolio value	613	593
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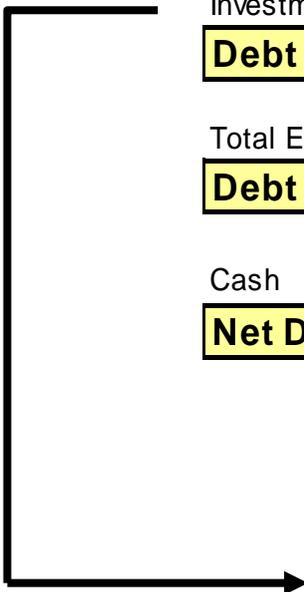
Debt / Investment portfolio	42%	46%
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Total Equity	425	408
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Debt / Equity	60%	68%
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Cash	60	80
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Net Debt	196	196
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	<u>Euro M</u>
Increase leverage of current portfolio to 65%	142
Cash @ 30/06/2007	60
Cash from HSBC transaction	51
	253
New Projects capacity (65% leverage)	722

The Athens Mall debt is consolidated on a proportional basis in 2006.
Total Athens Mall debt is 280m - Lamda Development share is 49,24%

DEVELOPMENTS - PIPELINE

ACTIVE DEVELOPMENT PIPELINE

Total L.D. Participation : € 430 million

GREECE

115m

- ▶ **“The Golden Hall” Shopping Center, Maroussi Athens**
 - Total investment cost : € 65 million (€ 45 million construction cost)
 - Expected completion : Autumn 2008
 - Signed contracts : 67%
 - LAMDA Development 100%
 - 40 year concession & 6 year renewal option
 - Shopping center : approximately 40.000 sq.m. GLA
 - Office space : 4.500 sq.m.
 - 1.400 parking spaces
 - Managed by ECE – LAMDA Development JV

- ▶ **Second Home Resort Residential, Aegina island**
 - Estimated investment cost : € 50 million
 - LAMDA Development 100%
 - Acquisition of 116.000 sq.m. land plot, to develop a 23.000 sq.m. second home resort residential complex
 - Land cost : € 13,5 million

ACTIVE DEVELOPMENT PIPELINE

BULGARIA

58m

► **Sophia – Mixed use** (V. Levski Blvd – Oborishte)

- Estimated Investment Cost : € 40 million
- LAMDA Development 100%
- Acquisition of 6.300 sq.m. of land to develop a mixed use office/retail property totaling 30.000 sq.m.
- Land cost : € 13 million

► **Sophia – Mixed use** (Ring Road Project)

- Estimated Investment Cost : € 20 million
- LAMDA Development/GEK joint participation
- Acquisition of 13.500 sq.m. of land for mixed use office/retail development of about 19.000 sq.m.
- Land cost : € 5 million

► **Sophia – Residential** (Dragalevtsi)

- Estimated Investment Cost : € 8 million
- LAMDA Development 100%
- Acquisition of 10.700 sq.m. of land for luxury residential development of about 8.000 sq.m.
- Land cost : € 2,4 million

ACTIVE DEVELOPMENT PIPELINE

ROMANIA

41m

- ▶ **Bucharest – Logistics (Pitesti)**
 - Estimated Investment Cost : € 23 million
 - LAMDA Development 90% participation
 - Acquisition of a 95.000 sq.m. land plot in the western part of Bucharest to develop logistic spaces of about 47.500 sq.m.
 - Land cost : € 2,6million

- ▶ **Bucharest – Residential (Grivita Lake)**
 - Estimated Investment Cost : € 18 million
 - LAMDA Development 100%
 - Acquisition of a 10.000 sq.m. land plot in the North part of Bucharest
 - Residential development of about 15.000 sq.m.
 - Land cost : € 4,7 million

- ▶ **Bucharest – Office building (Bucuresti – Ploiesti Blvd)**
 - Estimated Investment cost : € 5,5 million
 - LAMDA Development 40% participation
 - Started development of office building in Bucharest (6.500 sq.m.)
 - Land : 1.023 sq.m.

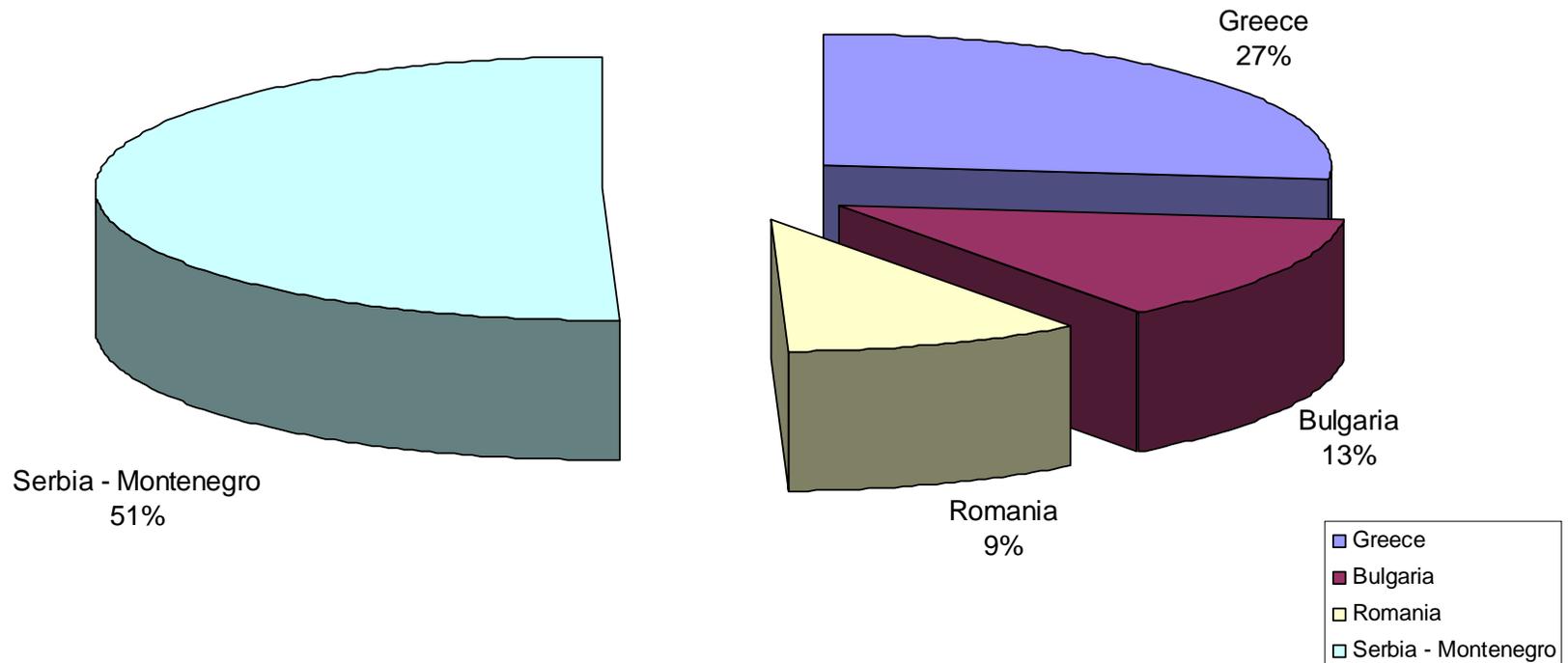
ACTIVE DEVELOPMENT PIPELINE

SERBIA – MONTENEGRO

219m

- ▶ **Belgrade – Mixed use** (Kalemegdan – Old City of Belgrade)
 - Estimated Investment Cost : € 190 million
 - LAMDA Development 100%
 - Acquisition of 43.000 sq.m. land plot for the development of approximately 120.000 sq.m.
 - Residential 60% - Commercial 40%
 - Land cost : € 56million
- ▶ **Belgrade – Residential** (Vracar – Juzni Blvd)
 - Estimated Investment Cost : € 13 million
 - LAMDA Development 100%
 - Acquisition of 3.000 sq.m. land plot for the development of a residential complex of approximately 11.000 sq.m.
 - Land cost : € 2,9million
- ▶ **Budva – Resort residential** (Sveti Stefan)
 - Estimated Investment Cost : € 16 million
 - LAMDA Development 100%
 - Acquisition of 10.500 sq.m. land plot for the development of an exclusive second home resort complex
 - Land cost : € 3,7million

INVESTMENT PIPELINE PER COUNTRY



OWN LAND - DEVELOPMENT PIPELINE

Total L.D. Participation : € 90million

GREECE

PROJECT TYPE	POTENTIAL ESTIMATED INVESTMENT (€million)	PARTICIPATION (%)
Residential (Kifissia)	9	100
Office (Kifissia)	19	50
Retail (Spata)	60	100

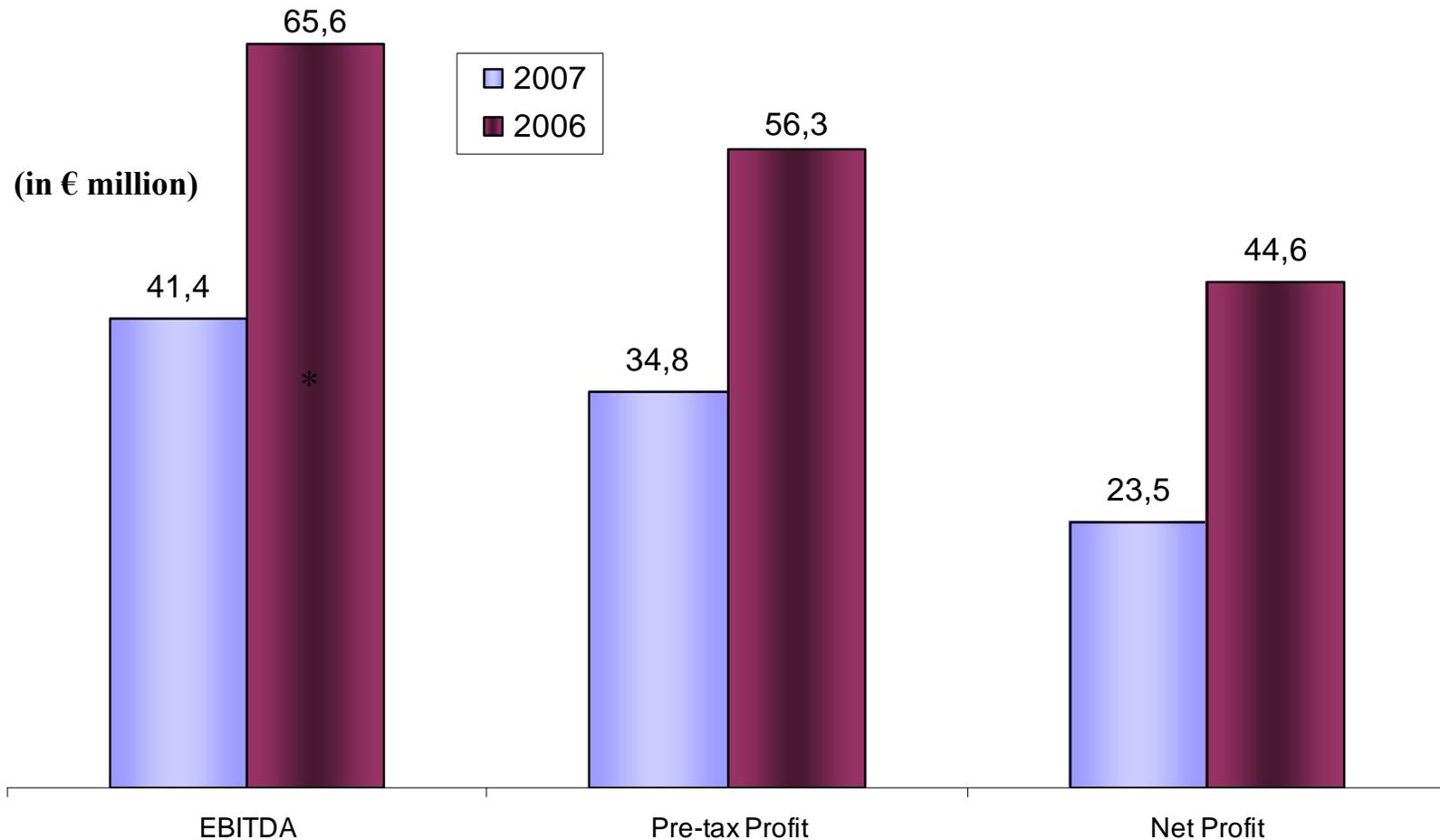
APPENDIX - FINANCIALS

BALANCE SHEET SUMMARY

Balance Sheet - Euro M	<u>Jun 2007</u>	<u>Dec 2006</u>	
Investment Property	465,3	439,0	Fair Value
Fixed Assets & Inventory	107,0	111,5	At cost
Available for sale (EFG Properties)	40,3	42,4	Market Value
Total Investment portfolio	612,6	592,9	
Cash	60,0	79,9	
VAT Receivable	25,5	28,4	
HSBC Receivable	50,8	42,8	
Other Receivables	38,0	38,3	
Total Assets	786,9	782,3	
Bank Debt	255,6	275,8	
Payables	54,1	53,6	
Deferred Tax Liability	52,0	44,7	
Total Liabilities	361,7	374,1	
Share Capital	235,7	235,7	
Retained Earnings	143,3	129,9	
Minorities	46,2	42,6	
Total Equity	425,2	408,2	
Total Liabilities & Equity	786,9	782,3	
NAV	425,0	405,2	

INCOME STATEMENT SUMMARY

June YTD : 2007 vs 2006



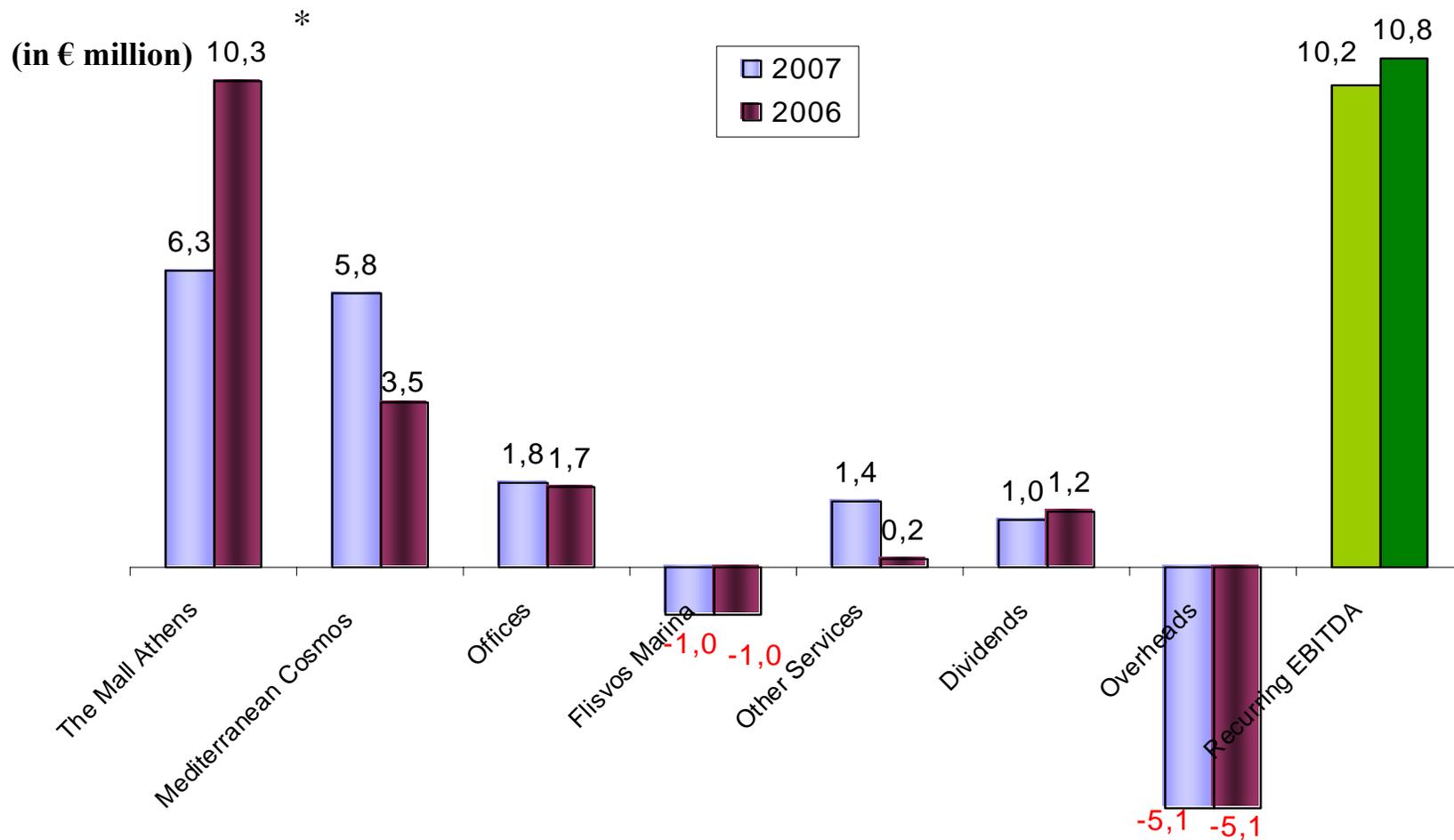
2006 EBITDA includes 100% of The Mall Athens which was 10.2 m.

Net Profit in 2006 includes a once off tax benefit of 6.5 m.

RECURRING EBITDA

June YTD : 2007 vs 2006

10.2m vs 10.8m

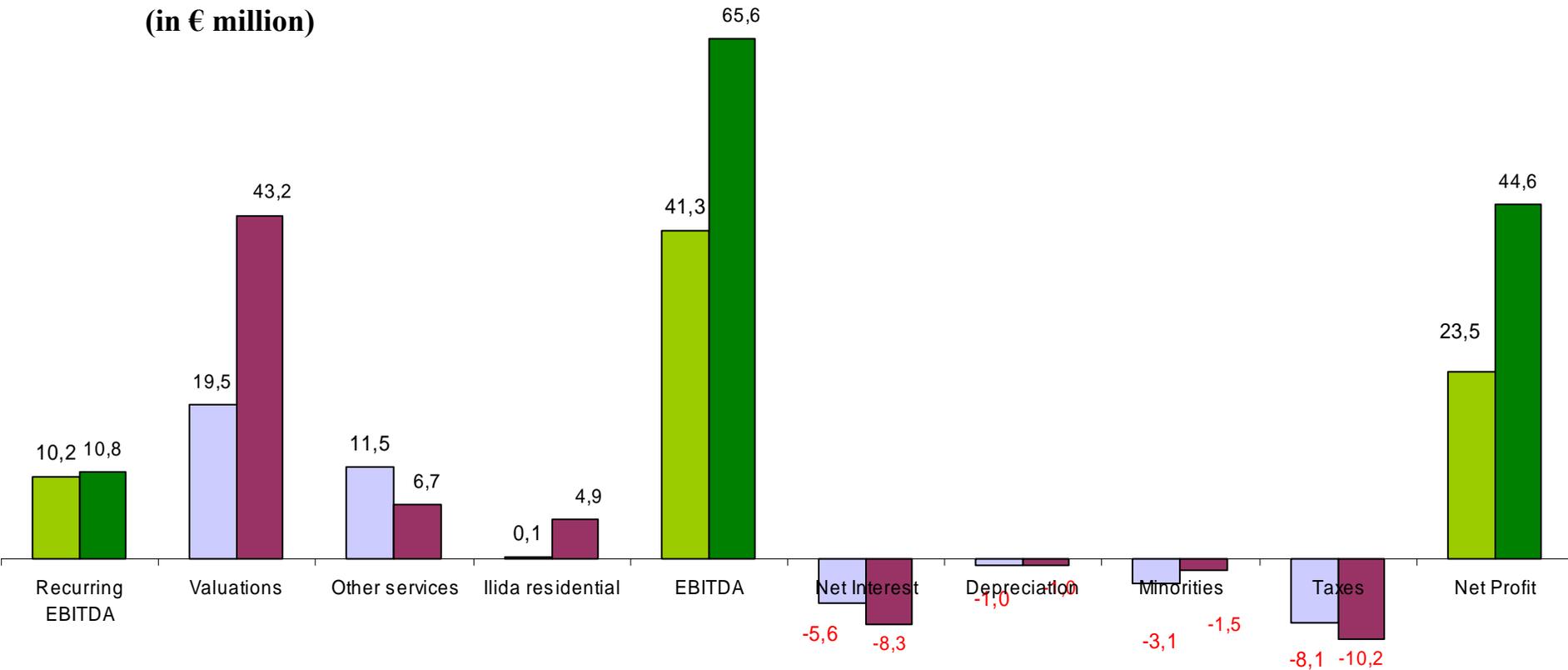


*2006 EBITDA includes 100% of The Mall Athens. 2007 represents a holding of 49.24 %

PROFITABILITY DRIVERS

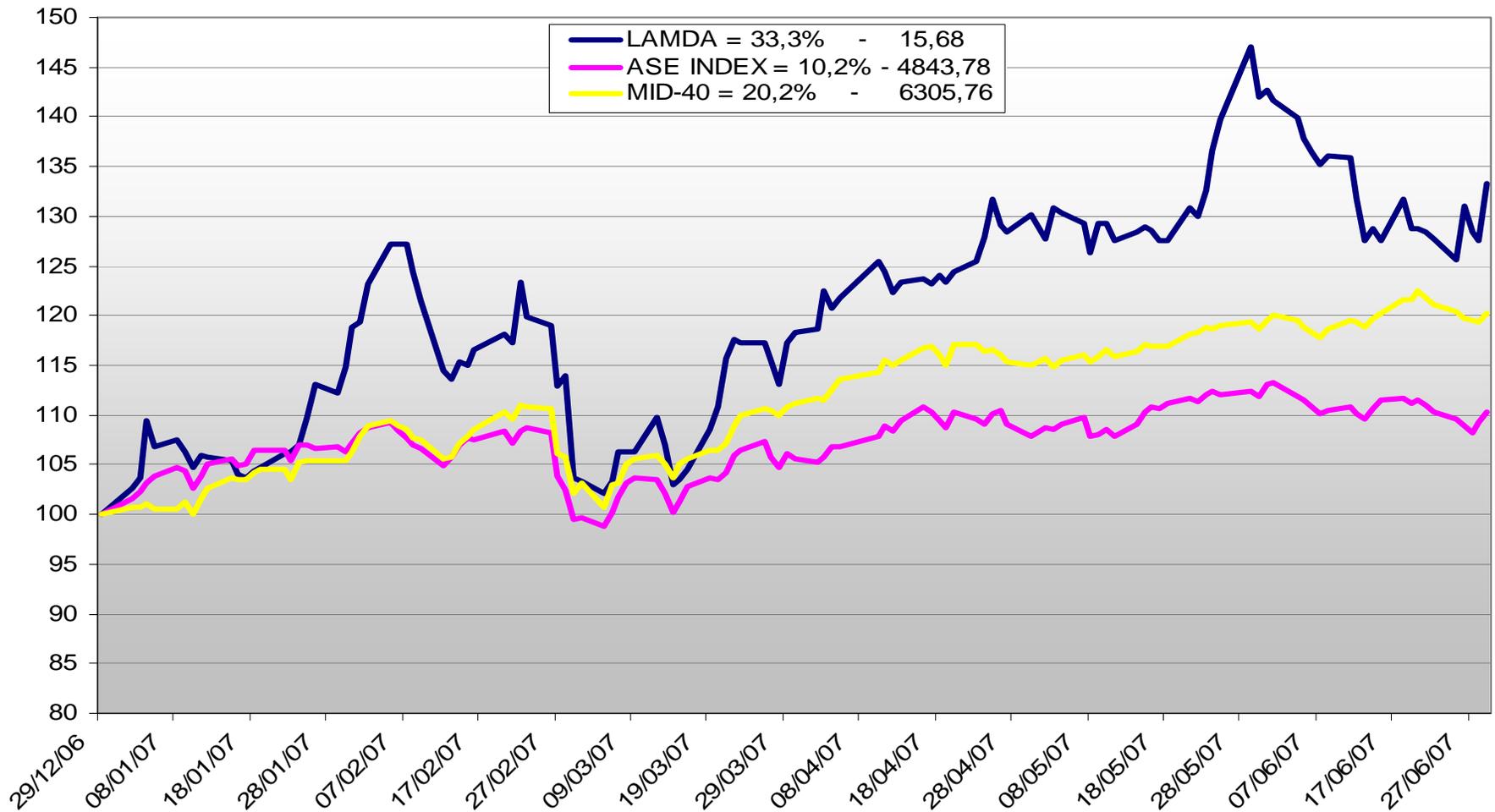
June YTD 2007 vs 2006

(in € million)



SHARE PERFORMANCE

01/01/2007 - 30/06/2007



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