



2021 Chinese Version

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**Greece
New Investment Guide**

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Resilience and Recovery

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**V²房地产开发公司总裁
范吉利斯·克特尼亚迪斯
(VAGGELIS KTENIADIS)**
表示, 由于中国投资者占希腊黄金签证申请者的70%以上, 因此恢复国际旅行对该项目的恢复至关重要。

GIG:您能否给我们介绍一下V²房地产开发公司? 中国市场在您的业务范围内有怎样的重要性?

Kteniadis: V²房地产开发公司是希腊第一大房地产开发公司。自1962年公司成立以来, 我们已协助7千多家客户购买了我们的房产。这些经验使我们公司在协助客户选择房产的过程中拥有明显的优势。我们的核心业务活动是土地开发、建筑、贸易和物业管理。我们主要在雅典东南郊区开展业务, 并且几乎90%的项目和个人房产都位于那里, 但我们在市区也有一些个人房产。此外, 我还是Van Poll房地产公司的主持人。Van Poll是欧洲最负盛名的房地产公司之一。作为其主特许商, 我们将总部设立在了

在雅典市中心的宪法广场。到目前为止, 国际客户约占我们投资组合的90-95%, 其中许多国际投资者来自中国, 目前我们在北京、上海和广州设有三个办事处。其他主要的国际投资者群体来自土耳其、俄罗斯、阿联酋和东欧市场。

GIG:受新冠疫情的影响希腊的“黄金签证项目”几乎停滞不前。国际投资者有什么样的兴趣? 为了该项目恢复到我们在2019年看到的势头需要做什么?

Kteniadis: 与2019年相比, 黄金签证项目相关的新交易减少了90%。由新冠疫情引起的边境关闭, 第三国投资者无法来访希腊, 因此目前处理的交易都来自2019至2020年。随着希腊逐渐减少对国际旅行的限制, 一旦我们的大使馆和领事馆被许可向第三国公民发放签证来访希腊——当然一切在要遵守所有必要的新冠疫情防控措施的前提下——我相信该项目将能够恢复其势头。但是这也是至关重要的一点, 因为投资者在决定申请希腊黄金签证项目之前, 需要有能够到访这个国家和考察潜在的房产的可能性。

GIG:根据您的经验, 中国投资者为什么选择希腊? 哪部分投资者最容易被吸引到这个市场(家庭、企业等)?

Kteniadis: 在“金签证”投资者项目中, 中国公民占投资者的70%以上, 而且他们的参与比例逐年递增。

其受欢迎的关键原因是它为投资者提供了最可观的回报。该项目为被接受的申请人提供了自由旅行到申根地区26个国家的便利, 并为企业家申请人提供在希腊注册公司并与欧洲其他国家或原籍国开展业务的机会。

如果一个家庭连续七年在希腊居住, 且每年居住时间在183天以上, 成年人满七年后则有权通过该项目申请成为希腊公民。至于未成年人, 即18岁以下的儿童, 连续六年入学即符合申请公民身份的标准。自2013年以来, 希腊永久居留项目或希腊黄金签证无疑在希腊房地产市场的复苏中发挥了巨大作用, 在我个人看来, 它起到了最重要的作用。

各类投资者都对该项目感兴趣; 但具体来说:

- 一高净值投资者: 因为在整个免护照申根地区旅行很容易;
- 一商务人士: 因为在希腊注册公司并在申根地区设立分支机构可以成为投资者本国和欧洲之间的桥梁; 以及
- 一家庭: 因为希腊提供了高质量的生活、教育和健康的环境。●



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Reinstatement of the Greek “Golden VISA” Program

Mr. Vaggelis Kteniadis, the President of V² DEVELOPMENT, he said that more than 70% Greek Golden Visa applicants are Chinese investors, the resumption of international travel is vital to the restoration of the project.

GIG: Can you introduce us about the V² DEVELOPMENT? How important is the Chinese market in your business?

Kteniadis: V² DEVELOPMENT is the No.1 residential development company in Greece. Since the establishment of the company in 1962, V² DEVELOPMENT has sold over 7000 real estate assets under our exclusive ownership. These experiences give our company a distinct advantage in assisting our clients in the property selection process. Our core business activities cover land development, construction, trading and properties management. Our main properties are concentrated in the southeastern suburbs of Athens, and almost 90% of our projects and private properties are located there, but we also have some private properties in the center.

In addition, I am the Master Franchisor of Von Poll REAL ESTATE in Greece. Von Poll is one of the most prestigious real estate companies in Europe. As the Master Franchisor, we have set up our headquarters in Syntagma Square in the center of Athens. Until now, the international clients account for about 90-95% of our total investments. Many of these international investors come from China. We currently have three offices in Beijing, Shanghai and Guangzhou. Other major groups of international investors come from Turkey, Russia, UAE and Southeast Asian.

GIG: Affected by the COVID-19, the Greek “Golden VISA” Program has almost been suspended. What is the interest of international investors? What can we do to make the project thriving like 2019?

Kteniadis: Compared with 2019, the new deals related to “Golden VISA” Program, have decreased by 90%. Due to the border closure caused by the COVID-19, third-country investors cannot visit Greece, so the deals currently processed are all from 2019 to 2020.

As Greece gradually reduces restrictions on international travel, once our embassy and consulates are allowed to issue visas to the third-country citizens to visit Greece, of course, all actions need to comply with all necessary COVID-19 precautions. I believe this project will be able to restore its prosperity. But this is also a crucial point, because the investors need to visit our country and check the potential property before deciding to apply for the Greek “Golden VISA” Program.

GIG: Based on your experience, why did Chinese investors choose Greece? Which investors are most likely to be attracted to this market (family, business etc.)?

Kteniadis: In the “Golden VISA” Program, Chinese citizens account for more than 70% of investors, and their participation rate is increasing year by year.

The key reason for its popularity is that it can provides delivery unparallel financial return on investment. The applicants who were approved by the program are free to travel to the 26 countries in the Schengen area, and it can provides entrepreneur applicants with the opportunity to register a company in Greece and they can conduct business with other European countries or their country of origin.

If one family have lived in Greece for seven consecutive years and they have lived for more than 183 days per year, an adult has the right to apply the Greek citizenship through the program after seven years. For the minors, the children under 18 years old, they meet the criteria for applying the citizenship by studying for six consecutive years. Since 2013, the Greek permanent residence program or the “Golden VISA” Program has undoubtedly played a huge role in the recovery of the Greek real estate market. In my personal view, it has played the most important role.

All kinds of investors are interested in this project; but specifically:

- High-net-worth investors: As it is easy to travel throughout the passport-free Schengen area;
- Business people: As registering a company in Greece and setting up a branch in the Schengen area can serve as a bridge between the investor's origin country and Europe; and
- Family: As Greece can provides a high-quality life, education and a healthy environment.