


Case Study – Development Support Services

Company Background	Transaction Details	SGC's Role
<ul style="list-style-type: none">▪ CNS Group is a prominent and diversified Cyprus-based company with interests that include media, agriculture, and exports in Cyprus as well as the AKS hotel chain in Greece. 	<ul style="list-style-type: none">▪ In 2014 the Government of Cyprus initiated a process to attract an integrated Resort Casino Development▪ Our client partnered with casino operator Melco International to bid, and eventually win the sole casino license with a 15-year exclusivity▪ The plan is to develop a €500M project with 500 rooms in Phase I, the largest casino resort in Europe	<ul style="list-style-type: none">▪ Organize a development and financing strategy▪ Oversee a market study prepared by Spectrum Gaming Group▪ Undertake an international search for a casino operating partner, eventually arranging the JV with Melco▪ Attract global investment banks to participate in the bid on behalf of the JV▪ Support negotiations with the government and a bank consortium

