


# Case Study – Development Support Services

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

