

Business Valuation Workshop

10:00 Welcome Address by Antigoni Dounavi,
_10:10 President of the Association of Greek Valuers

Session 1: Business Valuation Approaches

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| 10:10 _11:00 | Unlocking Market Signals: Business Valuation through the Market Approach | Stefanos Mamakis M.Sc., Ph.D., MRICS, FMVA, Member of the European Business Valuation Standards Board (EVS-BV) of TEGOVA |
| 11:00 _12:00 | From Cash Flows to Value: Applying the Income Approach in Business Valuation | George Koumis, MBA, FCCA, CEFA |
| 12:00 _12:30 | Coffee Break / Networking | |

Session 2: Case Studies

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| 12:30 _13:00 | From Waves to Value: Assessing a Surf Park Project | Paulo Barros Trindade REV, REV-BV , President of TEGOVA |
| 13:00 _13:30 | Market Value vs. Synergistic Value vs. Investment Value – Oil Terminal Case | Ivars Strautins REV REV-BV, Chairman of the European Business Valuation Standards Board (EVS-BV) of TEGOVA |
| 13:30 _14:00 | Defending Your BV from the Sell-Side Perspective - Two Tales, Same Cheese Factory | Daniele Manate Member of the Recognition Committee |
| 14:00 _14:30 | Learning to Value or Value from Teaching? The case of K12 Private Schools | Vasilis Efthymiou MSc., Ph.D., CFA, MRICS, PRM |
| 14:30 _15:00 | Q&A Session | |

Moderator: Eleni Adamopoulou

Thessaloniki
02.10.2025