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INTERNATIONAL EDITION  
ISSUE 02-WINTER 2009

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MILTOS KAMPOURIDES

# RISING STAR OF THE GLOBAL PROPERTY MARKET

MILTOS KAMPOURIDES WAS BORN IN CYPRUS AND LATER STUDIED IN THE USA. AS CO-FOUNDER OF DOLPHIN CAPITAL PARTNERS AND DOLPHIN CAPITAL INVESTORS, HE CAUSED A STIR IN HIS HOME COUNTRY IN 2007 WHEN HE ACQUIRED ARISTO DEVELOPERS FOR €289 MILLION...AT THE AGE OF 35.

**O**N COMPLETION OF HIS STUDIES AT MIT, BOSTON, WHERE HE ACQUIRED BACHELORS AND MASTERS DEGREES IN ENGINEERING AND MATHEMATICS, Kampourides knew that, despite his love of science, he would be entering the investment and business fund sector: "I was convinced it would be the next big challenge," he told IN Business International. He first joined Goldman Sachs, working on its Whitehall Fund, before having the good luck (as he calls it) to be employed by George Soros, along with three others, in launching Soros Real Estate Partners. "He then gave us \$200 million and we raised \$800 million more, which we then invested successfully around the globe," he says.

It was while looking at Athens that Kampourides realised that the property sector, and particularly residential real estate, was unexploited in comparison with what was happening in other Mediterranean countries such as Spain and Portugal.

"I decided to leave Soros and, along with Pierre Charalambides, founded Dolphin Capital Partners in 2004 and Dolphin Capital Investors in 2005," he recalls.

Most Cypriot entrepreneurs first heard about their remarkable young compatriot in 2007, following Dolphin's acquisition of one of the island's biggest property companies, Aristo Developers. The €289 million deal, which constituted the biggest-ever acquisition of a public company for cash in Cyprus, enhanced Kampourides' reputation as

one of the most prominent figures in the global property sector. Property Week magazine ranks him sixth on the list of the 100 rising stars under 35 who are expected to dominate the global property market in the next five years. This distinction comes as recognition for the work of Dolphin, says Kampourides, noting that the acquisition of Aristo Developers was significant for the company since it came with many years of precious expertise and experience.

## HEROES

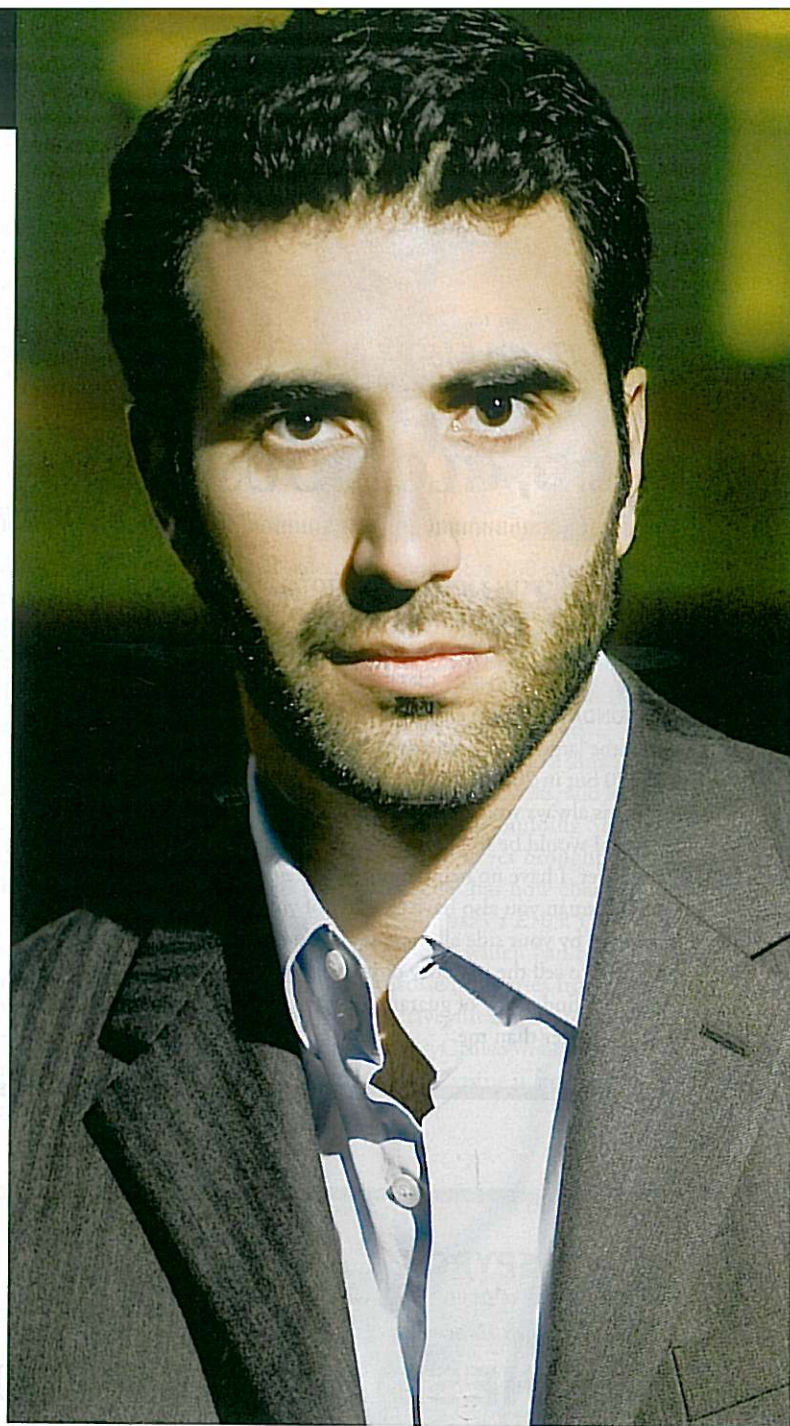
Kampourides has become something of a hero to the vast majority of young entrepreneurs, especially for those in the property sector, but he has heroes of his own. He points to Wes Edens, founder and CEO of the Fortress Investment Group, one of the most successful investment groups worldwide.

"He started from scratch many years ago and, through hard work, he has achieved excellent things. His friendship and support for Dolphin have been invaluable," he says.

Outside the realm of business, Miltos Kampourides admires his own parents who, he says, taught him the art of thinking freely and sensibly. This, together with hard work and a good education, is what he sees as the key to his success. "I never wanted to lean on others or to rely on luck. I decided when I was just a child that I would invest in myself, use my own abilities. Two aspects of my character that have



**KAMPOURIDES KNEW THAT, DESPITE HIS LOVE OF SCIENCE, HE WOULD BE ENTERING THE INVESTMENT AND BUSINESS FUND SECTOR. "I WAS CONVINCED IT WOULD BE THE NEXT BIG CHALLENGE."**



helped me to succeed are being organised and having ambition."

One unexpected development in the Kampourides story was when he became hugely famous in Greece, but not due to his business acumen. The media frenzy was all because of his marriage to the "love of his life" Marina, the daughter of Greek entrepreneur George Vernikos. The couple have two children.

#### DOLPHIN BY NUMBERS

Dolphin Capital Investors (DCI), established by Dolphin Capital Partners (DCP) in 2005, which has raised approximately **€1 billion** in equity capital, is the leading investor in the residential resort sector in south-east Europe and the largest investment company listed on the Alternative Investment Market (AIM) of the London Stock Exchange. The company's investments exceed **€450 million** and it currently owns more than **50 million square metres** of land for development.

#### WHAT MAKES MILTOS HAPPY?

- His family, his wife Marina and their two children
- Technology that helps him to manage efficiently his time
- Electronic gadgets
- Travelling
- Enjoying sea sports
- Discussions on socio-economic affairs