



Danos

INTERNATIONAL PROPERTY
CONSULTANTS & VALUERS



FACILITY MANAGEMENT



An alliance member of



**BNP PARIBAS
REAL ESTATE**

www.realestate.bnpparibas.com

Why you can trust us

Key Facts

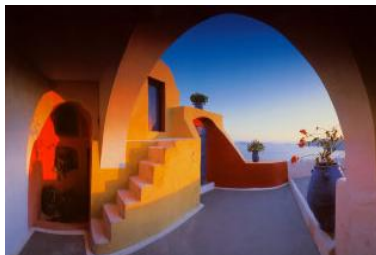
We support our Customers with a multi - country perspective thanks to our strong European network

Our Customers receive cost efficiency and performance through our integrated and flexible FM solutions

We guarantee to provide our Customers with a transparent and consistent vision thanks to innovative reporting tools

Our Customers have an improved quality workplace environment through our quality Management system, which aims at minimizing impact on the environment

Our Customers have access to the best FM practices resulting from our continuous technical and regulatory watch and extensive experience at European Level



The leading European provider of Total Facility Management solutions

DANOS offers your company a consistent and transparent approach to manage your facility services across Europe. Our pragmatic approach is **based around your needs**, helping you to concentrate on your core business whilst we deliver **effective and measurable results** and improve the working environment for your employees.

Our capabilities enable us to respond to the needs of companies looking for an **outsourced FM provider across several countries in Europe**. Thanks to the experience gathered by DANOS in the provision of **integrated facility management services**, we can also address the needs of customers looking for **technical maintenance** services or **bundled soft services only**.

Driven by our focus on **customer satisfaction** and our **commitment to performance**, we continuously develop our geographical presence and our technical capabilities and skills in a suitable manner **to support you over the long term**.

Let us introduce you to our partnership approach that we use.



Performance throughout Europe

A strong network helping you to provide services across Europe



Single point of contact to serve you across Europe
Facility Management activities in Europe are managed from a single contact point, with the support of DANOS / BNP PARIBAS Real Estate specialists in each area of FM expertise.

The single interface ensures through state-of-the-art monitoring and reporting systems that contractual commitments are met and that all customer requirements are rigorously monitored.



Tailor – made solutions

Whatever their customer profile or industry sector, DANOS supports its Customers in the outsourcing of facility and real-estate services through dedicated solutions, which take into account the local environment, specific customer requirements and conditions regarding service delivery.



Sharing best practices

Our Customers benefit from our FM expertise, shared over 5 different countries and enriched through different local approaches and cultures.

As an FM partner, it is our duty to inform our Customers about new practices and innovation within Facility Management field.

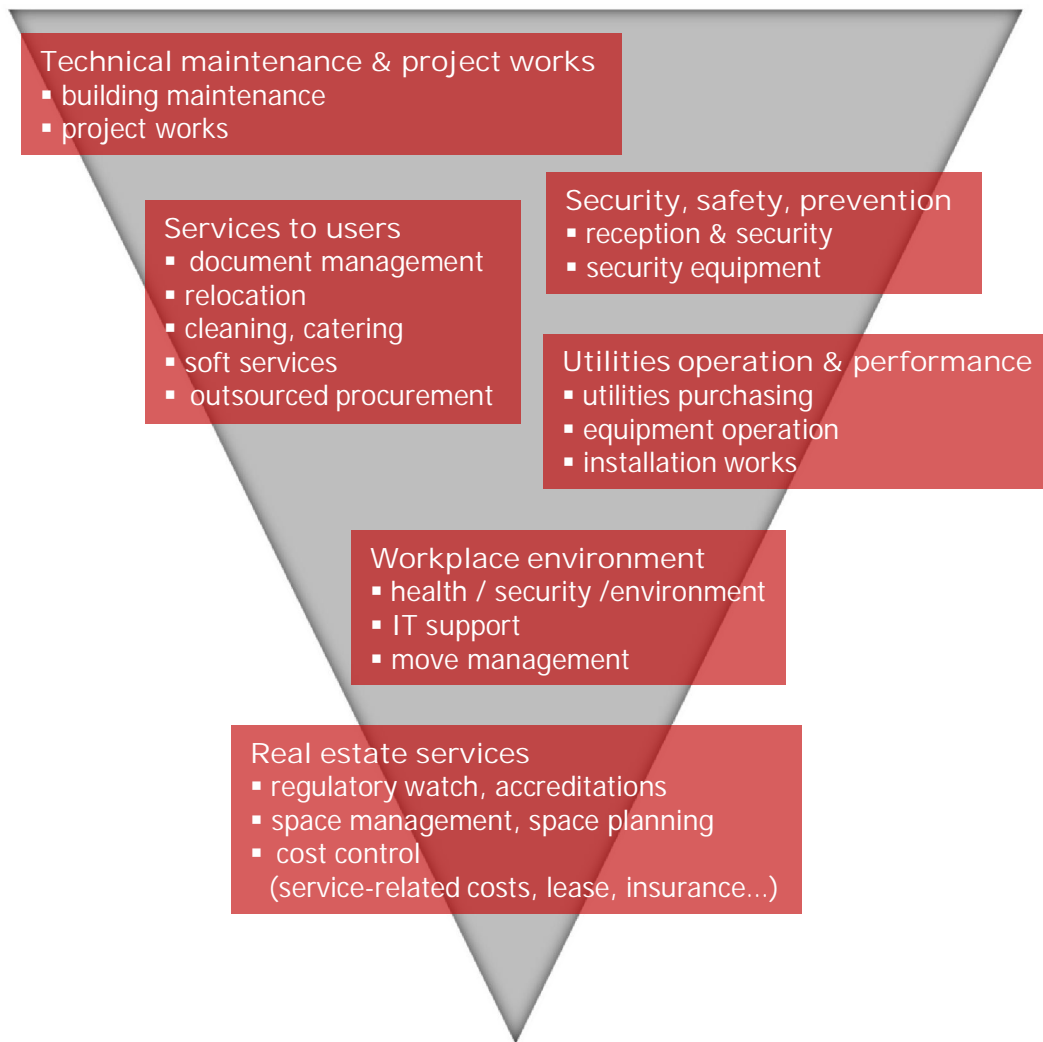
Danos



Your FM partner across Europe

The ability to deliver bundled solutions across diverse portfolios without affecting quality

We provide you with Total Facility Management



DANOS is the partner of companies having chosen to **outsource all or part of their facility services**.

We have the capacity to expertly manage the overall operational and statutory responsibility of our customers' sites, while making a **commitment to performance and continuous improvement**.

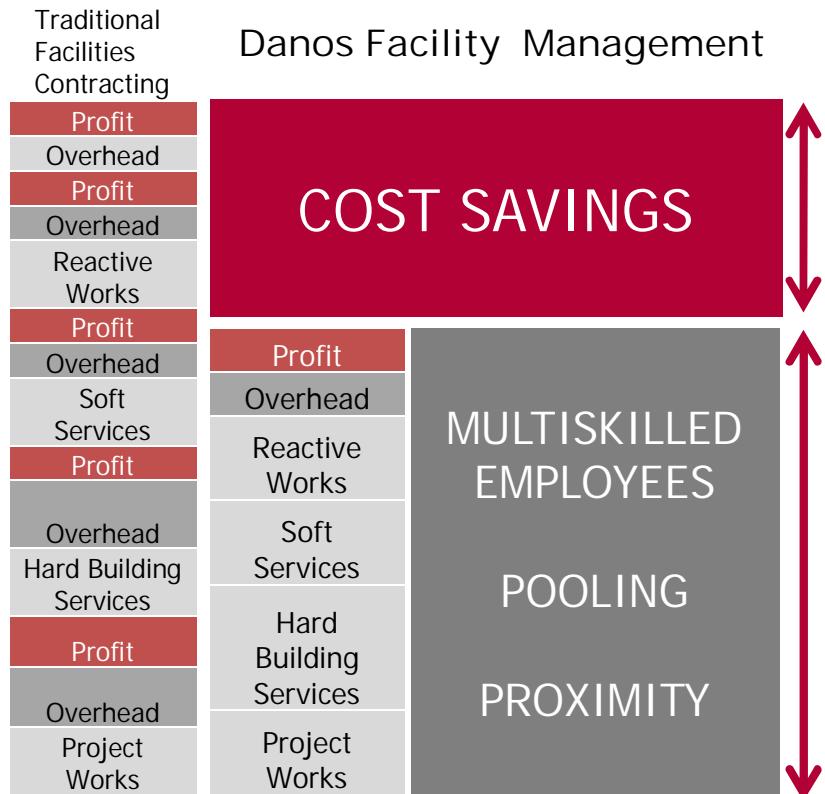
We deliver over 120 types of services structured to take advantage of the leverage effects of bundling services together.

Our guarantee to achieve performance

We provide our Customers with synergies, and cost efficiency.

Thanks to the expertise and experience of our specialists, we guarantee the optimal value of service at the best price through:

- performance-based framework agreements
- financial plans
- bespoke performance management system



Partnership on the long run

Sustainability meeting the needs of the present without compromising the ability of future generations to meet their own needs

GOING GREEN

Our energy management expertise develops a comprehensive Green FM offer, which consists in assessing risks, advising on improvement measures and providing technical solutions to run operations on site in an efficient and sustainable manner.

PROVIDING A SECURE AND HEALTHY WORKPLACE ENVIRONMENT

Our integrated quality management system guarantees that DANOS service delivery comply with our customer's requirements with corresponding regulatory and legal requirements. This system minimizes the impact on the environment through regular audits, regulations and market watch and risks assessment programmes.

INCLUSION AND INDIVIDUAL OWNERSHIP

The culture of the company ensures that all individuals understand the part they play in helping us to achieve our sustainable objectives.

E.g. energy champions – managing individual waste – ensuring that the supply chain conforms and delivers to our sustainable policies.

Build an FM project with DANOS

To manage their building services, some companies think on a larger perimeter than a single country. DANOS can support them, notably in the elaboration of a multi-country contract. A multi-country contract is made up of contractual clauses which set out the general principles specifying how the parties will work together. These principles remain valid for the whole considered scope.

Global challenges vs local constraints

The multi-country contract is translated and often adapted into local agreements to take into account local FM specificities, which may sometimes be contradictory – e.g. the Applied Rights Directive (Referring to staff transfer regulation) or pensions.

In spite of those constraints, multi-country contracts help customers win in efficiency.

Thanks to the definition of the general principles of the partnership, Customers can get a consistent vision:

- ❑ SLA's are consistent among all sites
- ❑ Common KPI's are shared
- ❑ Our Customers can benefit from benchmarks
- ❑ Savings can be achieved more easily on a European perimeter

Key of success: a balanced partnership

Discussed and shared by the various stakeholders, from the client company and the partner, an FM project is more easily manageable when the operational staff, who will implement it on site and legal teams of each country are equally involved through the process. DANOS guides all managers and operational staff through this critical phase thus ensuring project objectives are clearly implemented.



ONE REAL ESTATE COMPANY
THAT'S INTERNATIONAL
AND LOCAL.

Canada and USA



India



Japan



Canary Islands



Cyprus



- Our locations
- Our alliances

BNP PARIBAS REAL ESTATE

GREECE

Athens

1 Eratosthenous Street & Vas.
Konstantinou Avenue, 116 35

Tel.: +30 210 7 567 567

Fax: +30 210 7 567 267

info@danos.gr

Thessaloniki

3 Ionos Dragoumi Street, 546 25

Tel.: +30 2310 244962

Fax: +30 2310 224781

info.thes@danos.gr

Crete

Chania

3 Iroon Polytechniou Street, 731 33

Tel. & Fax: +30 28210 57040

info.crete@danos.gr

www.danos.gr

CYPRUS

Nicosia

35 I. Hatziosif Avenue, 2027
Strovolos

Tel.: +357 22317031

Fax: +357 22317011

danosa@spidernet.com.cy

Limassol

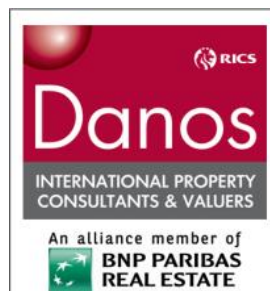
69 Gladstonos Street, 3040
Acropolis Centre, Shop 10

Tel.: +357 25343934

Fax: +357 25343933

danosa@cytanet.com.cy

www.danos.com.cy



ALBANIA

Tirana

Blvd. Deshmoret e Kombit
Twin Towers, Building 2

Tel.: +355 4 22 80 488

Fax: +355 4 22 80 192

info@danos.al

www.danos.al

BULGARIA

Sofia

Blvd. Hristo Botev 28

Tel.: +359 2 953 23 14

Fax: +359 2 953 23 99

info@danos.bg

www.danos.bg

SERBIA

Belgrade

6 Vladimira Popovića Street
Office B31, 11000

Tel.: +381 11 2600 603

Fax: +381 11 2601 571

office@danos.rs

www.danos.rs