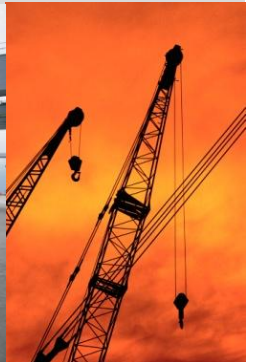




# INDUSTRIAL AND LOGISTICS SERVICES



An alliance member of  
 **BNP PARIBAS  
REAL ESTATE**  
[www.realestate.bnpparibas.com](http://www.realestate.bnpparibas.com)

## Who we are

Danos is a Chartered Surveying company that over the last 42 years has built up a large and varied customer base for which it provides a wide range of professional services that includes property management, project management, planning and development advice, property agency, valuations and market research.

Headquartered in France, BNP PARIBAS Real Estate is one of the world's leading real estate services companies operating in more than 30 countries. BNP PARIBAS Real Estate exists to build long-term relationships with clients and to demonstrate continual excellence in order to help clients build profits, grow their businesses and achieve their ambitions.

BNP PARIBAS Real Estate and Danos formed a strategic alliance in 2008 and as a result work collaboratively on a number of industrial projects in Greece, Cyprus, Albania, Bulgaria and Serbia with BNP PARIBAS Real Estate bringing a broad international expertise and Danos providing a deep knowledge and base of experience duly adjusted to suit the local market conditions.



## Core Services

- ▲ As a major player and market leader acting for both landlords and tenants in the industrial sector we provide our clients with intelligent market knowledge and thinking.
- ▲ Landlords can be confident that our close relationship with all key commercial and industrial players will result in securing the best occupier for their premises despite the current challenging environment.
- ▲ Our clients in the industrial & logistics sector are assured that we have their best interest at heart and that we understand their business in depth, allowing us to place them in the most suitable locations to maximize profits and future sustainability.
- ▲ Our strong connections with numerous property companies and institutional landlords give the best opportunity to gain representation in a complex market place.
- ▲ We provide feasibility and market studies to seek the optimum development of an industrial or warehouse site; also technical due diligence and environmental studies to evaluate and advice on the best way to proceed on each exercise.
- ▲ Our experience and expertise in construction management and property management provide the optimum one stop service to property owners and companies alike.



## Why us

We create maximum asset value by positioning the property in the marketplace, identifying suitable prospects, creating customized marketing and financial strategies and managing all steps associated with leasing, among other services.

- ▲ Agency Leasing & Selling: Our agents develop a strategic market plan to suit each and every client property or portfolio. The plan details strategies to promote or find real estate assets and meet the specific needs of clients.
- ▲ Portfolio Leasing: We provide multiple – market industrial property owners with coordinated marketing and leasing. This strategy leverages the entire property portfolio, thereby increasing overall industrial community exposure.
- ▲ Investment Sales: We formulate and execute real estate transactions that help clients achieve specific cash flow and financial statement objectives, promote efficient use of capital and credit resources, and mitigate tax burdens.
- ▲ Industrial and logistics Valuation: Our expert valuation team helps clients make decisions regarding risk assessment, investment options, capital allocation, and redeployment opportunities.



## Indicative Clients

Below we summarize a list of our indicative clients to who we provide all kind of consultancy real estate services, such as agency, valuation, portfolio management, development advice as well as feasibility studies, technical due diligence studies, environmental studies, etc.

AXON DEVELOPMENT  
AIMS  
ALUMIL  
ARCHICON  
AREVA TD  
ASPROKAT  
BITROS  
CHAPS DEVELOPMENT  
DROMEAS DEVELOPMENT  
DRUCKFARBEN HELLAS  
EMPORIKI REAL ESTATE  
FABEL SOUND  
FINTEXPOR  
FRAKAPOR LOGISTICS  
FRIESLAND FOODS  
GEK TERNA  
GIOXAS  
HATZIOANNOU

HELLENIC PETROLEUM GROUP  
HELLENIC POSTBANK  
IONIOS PHARMACEUTICAL  
KARPATHIOS CONSTRUCTIONS  
KOKKOS- POGATOS  
MAVE LOGISTICS  
MEDITERRANEAN FOOD  
MICHAILIDES  
MITEM PIERALISI  
MOTOR PRESS  
PASAL DEVELOPMENT  
PASSALIS  
SPIRALUMIN  
TELESTAR  
THRIASIO CONSTRUCTION  
TRANSCOMBI  
WARDI  
NOE CONSTRUCTIONS

## Indicative Recent Experience



Danos has been instructed by Areva T&D to dispose in the market two buildings located in the industrial zone of the north side of Athens of total surface of 15,000 sq m.

The project has finished and the total selling price was 12.2 m. €.



Danos was instructed by Mitem Pieralisi to source warehouse and office premises in order to consolidate its facilities in one single unit in Athens.

The project began with identification of indicative options, but through the procedure and attendance to clients' needs, concluded to exclusive representation. Finally, the company successfully relocated in a mixed use building on Athens - Lamia National Highway.



Danos was instructed by Frakapor to promote to the market a warehouse facility of 10,000 sq m.

The property was successfully disposed, as Roswald Ltd let the space and sublet it to Friesland Foods Hellas.



Danos was instructed by the Hellenic Petroleum to identify, examine and evaluate all potential options to consolidate its facilities in Athens.

The report was successfully conducted within the agreed timeframe.

## Indicative Projects

### LEAF TOBACCO A. MICHAILIDES

Danos was instructed to undertake the valuation of land and industrial premises of the company. These properties are located in Greece, Albania, Bulgaria, Fyrom, Slovakia, Moldavia and Italy.



Danos has been instructed by Bioland Estate to dispose in the market 5 buildings located in the industrial zone of the west side of Thessaloniki, Greece of total surface of 12,000 sq m warehouse and 30,000 plot.

The project is promoted to potential buyers and the asking price is 12,000,000 €.



Danos has been instructed to market and lease Industrial Park Sofia East, the largest industrial and logistics development around Sofia, Bulgaria. The project comprises of 250,000 sq m of class A warehouse space, which is planned to be developed in stages. Flexible scenarios are offered to potential users, such as build-to-suit, purchase options, etc.



Danos has been instructed by a development company to dispose in the market a logistics property in Sofia, Bulgaria. The property is fully let and is being promoted as an investment opportunity.

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

