

OFFICE SOLUTIONS COMMERCIAL SERVICES



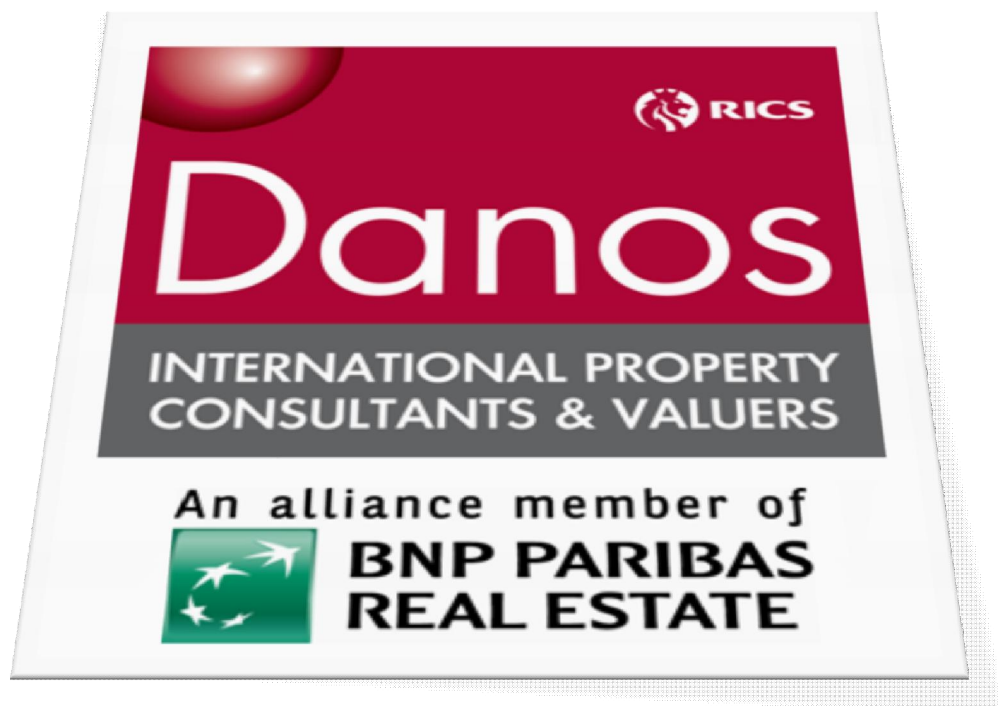
An alliance member of
 **BNP PARIBAS
REAL ESTATE**
www.realestate.bnpparibas.com

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 commercial 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

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 property owners with coordinated marketing and leasing strategies which leverage the entire property portfolio and conclude on increasing overall community exposure.
- ✓ **Investment Sales:** We formulate and execute real estate transactions that help clients achieve specific cash flows and financial statement objectives, promote efficient use of capital, credit resources, and mitigate tax burdens.
- ✓ **Valuation:** Our expert valuation team assists clients make decisions on risk assessment, investment options, capital allocation and redeployment opportunities.

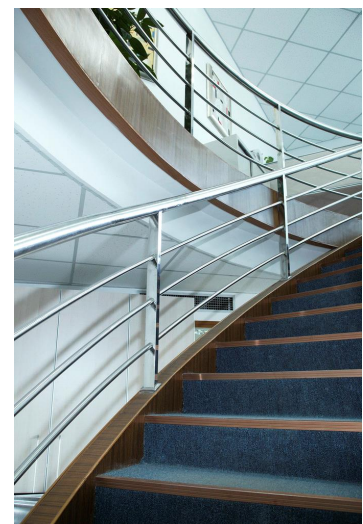


We provide specific market studies (Feasibility studies, VS studies, Relocation studies, etc) to consult on the optimum development scheme and best project solution, as well as Penetration studies to advice on the best way to enter and secure business activity in a specific market.

Our experience and expertise in Construction Management and Property Management services provide a single referral point to our clients in resolving effectively any specific property need they might experience.

Why us

- As a major player and market **leader** we provide our clients with intelligent market knowledge and **innovative** thinking.
- Landlords may be confident that our close relationship with multinational companies will result in **securing** the best occupier for their premises despite the challenging business environment.
- Our clients may stay assured that we have their best interest at heart and the **skills** required to **understand** their business in depth, allowing us to provide them with the most suitable solutions, maximizing profits and resulting business sustainability, according to their needs.
- Our **strong connections** with numerous specialized property companies and institutional landlords give us the opportunity to broaden our scope of market view.
- Our experience and expertise in Construction Management and Property Management services provide a **single referral point** to our clients in resolving effectively any specific property **need** they might experience.
- Our track record does not include only simple, “net & clean” transactions but also **large** and high complicated deals. We act for the public sector corporate, institutions, property companies and have specialist **expertise** in acquisitions and sale strategies, negotiation, marketing and all legal aspects of the process.
- We are in constant contact **nationally** and through our network. This provides us powerful market **knowledge** from which we negotiate **value adding** solutions on behalf of our clients in terms of price, and other various transaction conditions.



Indicative Client Portfolio

Financial Institutions



Miscellaneous



Indicative Recent Experience



REUTERS

Danos was instructed to assist the client in its real estate strategy implementation. Danos engaged into negotiations with the landlord to help the client on its downsizing and cost reducing strategy, which concluded by reducing first year's rent by 15% and the sign of an updated lease agreement claiming better conditions for our client. Two years later, Danos was again instructed to complete the lease negotiation of a relocation exercise, which completed successfully on behalf of REUTERS.



Danos was exclusively instructed by an American-based multinational company to implement its relocation project in the Athens Centre market. We successfully completed the exercise and the company relocated in a 2,500 sq m building at Othonos Street, Syntagma. Two years later we were again appointed by the company to assist them in subletting the first floor.



AMGEN

Danos was exclusively instructed by AMGEN to search for available options to establish its business activity in Athens.

Danos successfully completed the task by identifying all properties which met the client's criteria, negotiating terms and conditions of the lease and supervising the whole procedure until the sign of the leasing contract.



Procter & Gamble

Danos was instructed by PROCTER & GAMBLE to search for available options in Athens market for office relocation. Danos successfully completed the current project by comparing and advising on the long list options, negotiating with the landlords of the shortlisted options, and concluding to an agreement at the best possible terms. The legal due diligence was also been conducted by the firm.

Indicative Recent Experience



Danos was instructed on an exclusive basis to provide consultancy services about NIKAS' property portfolio in Greece, Bulgaria and FYROM. Danos conducted a complete valuation report on the property portfolio and then, by taking into account all relevant market and financial information, formed the optimum strategic solution for NIKAS. The property disposal is under progress.



nielsen

Danos was instructed on an exclusive basis to provide services regarding relocation, design and fit-out of Nielsen Headquarters in Athens.

Danos worked closely with the client to understand its current working practices and space utilisation, introduce flexi working conditions, establish new space standards suited to their operations and to assist in the search and validation for a new regional headquarters.

Finally the client were successfully relocated on Siggrou Avenue, within limited timeframe, as there were legal and financial implications on their previous premises.



SIEMENS

Danos acted as an exclusive real estate consultant for SIEMENS. The company wanted to relocate its offices. Danos sourced an opportunity and concluded a lease agreement for the client.

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

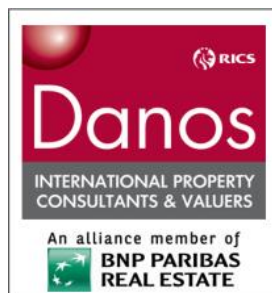
69 Gladstonos Street, 3040
Acropolis Centre, Shop 10

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