



# SHOPPING CENTERS PROPERTY MANAGEMENT SERVICES

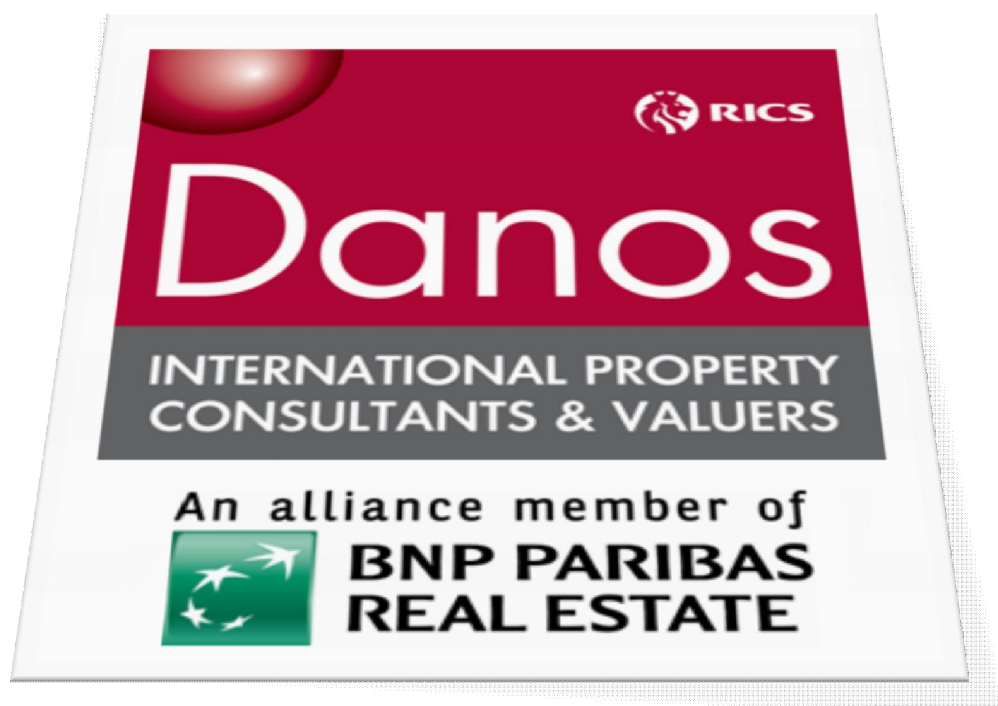


## Who we are

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 shopping center 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.



# What we offer

## PROPERTY MANAGEMENT CONSULTANCY PROCESS FOR SHOPPING MALL

### Phase One: Feasibility study & Design consultancy

#### A) Feasibility study

- Economic Data
- Location Analysis
- Catchment Demographics
- Expenditure in the Catchment Area
- Competition
- Market Research - Determination of Rents

#### B) Design Consultancy audit

- Shops according the sq/m & use
- Parking
- Warehouses
- Waste area
- Common areas
- Signage

### Phase Two: Pre-opening strategy & Management set up

Some 12 to 15 months prior to opening the S/M

- Preparation of the DRAFT:
- launch marketing & publicity,
- search, recruitment and appointment of the management team
- tendering of all service contracts (cleaning, security, waste management, desinsectisation & rats ..)
- preparation of management capital expenditure budget & procurement of equipment
- preparation of draft service charge budget estimates
- staff training
- health & safety documentation
- annual planned maintenance program
- opening of the shopping center

### Phase Three: On going management

- |   |   |
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| <ul style="list-style-type: none"> <li>➤ operational management</li> <li>➤ technical management</li> <li>➤ maintenance</li> <li>➤ marketing</li> <li>➤ promotions</li> <li>➤ secondary income</li> <li>➤ car park management</li> <li>➤ data collection and analysis</li> </ul> | <ul style="list-style-type: none"> <li>➤ customer services</li> <li>➤ food court management</li> <li>➤ waste management</li> <li>➤ energy management</li> <li>➤ financial services</li> <li>➤ health &amp; safety</li> <li>➤ life-safety systems</li> <li>➤ crisis management &amp; forward planning</li> </ul> |
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#### C) Expense reduction

##### Saving categories

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>➤ Energy</li> <li>➤ Equipment leasing</li> <li>➤ Insurance</li> <li>➤ Office products</li> <li>➤ Packaging</li> <li>➤ Payroll processing</li> <li>➤ Printing</li> <li>➤ Security</li> <li>➤ Constructions</li> </ul> | <ul style="list-style-type: none"> <li>➤ Maintenance and repair (building &amp; equipment)</li> <li>➤ Records management</li> <li>➤ Telecommunications</li> <li>➤ Travel</li> <li>➤ Uniforms</li> <li>➤ Waste management</li> <li>➤ Couriers</li> <li>➤ Cleaning</li> <li>➤ Car policy</li> </ul> |
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ONE REAL ESTATE COMPANY  
THAT'S INTERNATIONAL  
AND LOCAL.

Canada and USA



India



Japan



Canary Islands



Cyprus



- Our locations
- Our alliances

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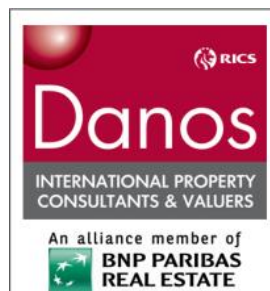
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