



Danos

INTERNATIONAL PROPERTY
CONSULTANTS & VALUERS

RETAIL 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 retail 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

- ▲ As a major player and market leader acting for both landlords and tenants in the retail sector we provide our clients with intelligent market knowledge and thinking.
- ▲ Landlords can be confident that our close relationship with retailers will result in securing the best occupier for their premises despite the current challenging environment.
- ▲ Our retail clients 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 a retail site and penetration studies to advice on the best way to locate a retail activity in a specific market.
- ▲ Our experience and expertise in construction management and property management provide the optimum one stop service to retail property owners and retailers 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 retail property owners with coordinated marketing and leasing. This strategy leverages the entire retail property portfolio, thereby increasing overall retail 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.
- ▲ Retail Valuation: Our expert retail 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 retail services, such as agency, valuation, portfolio management, development as well as shopping centre feasibility studies (including demographic searches, swot analysis, catchment demographics, financial statement analysis, tenancy mix exercises etc).



3M	Fokas	Rebecca Blu
Adidas Hellas	Glou	Replay
Aion 1922	Grigoris Mikrogevmata	Ridenco
Aldi	H&B	S. Oliver
All about shoes	Hatsios Development	Sato
Alouette	Hondos Center	Sephora
Alpha bank	Hunter	Shacolas Group
Aroma	Inditex	Shooz!
Artisti Italiani	Intersport	Shop & Trade
Aspis bank	Kem	Sonae Sierra
Ate bank	Lidl	Sprider
Athienitis Group	Mango	Starbucks
Athoniki Techniki	Mark Aalen	Tally Weijl
Attica bank	Matou France	Technolipantiki Helergo
Bank of Cyprus	Mc Donald's	Toyota
Bed & Bath	Med	Vamvax
Benetton	MGP Europe	Veropoulos
Bill Cost	Millennium bank	Vertice
BSB	Mothercare	Viohalco
Carrefour	Moustakas	Virgin Megastores
Claire's	Multirama	Vivartia
Cosmote	Orchestra	Vodafone
Debenhams	Pasal Development	Wind
Dexim	Pinko	Zenon - Athanasiadis
Dia	Pizza Hut	
Elite	Pradera	
Elmec Sport	Praktiker	
Energiers	Prenatal	
Eurobank	Puma	
Fidele	Radio Korasidis	
Fnac	RBS	

Indicative Recent Experience

Agency high street retail



Danos was exclusively instructed by the company to expand its retail banking network. The first phase incorporated a market study, negotiation support and transaction completion of 48 retail branches (2002-2003). The second and third phases that incorporated the research for 65 more new branches across Greece have also been successfully completed.



Danos was exclusively instructed by the company to expand its retail network. There has been a leasing contract in Thessaloniki, while we are in negotiations for 5 more options in Greece.

Shopping malls retail agency & Project management



Danos introduced FLORIDA 1 to Pradera and completed the transaction on their behalf. We undertook the market research and the technical due diligence. Our report included a building surveying, drawings review, market and planning study. The results of the market study were presented through a SWOT analysis. Danos acted also as project managers for the legal and tax due diligence as well as for construction works of the project.

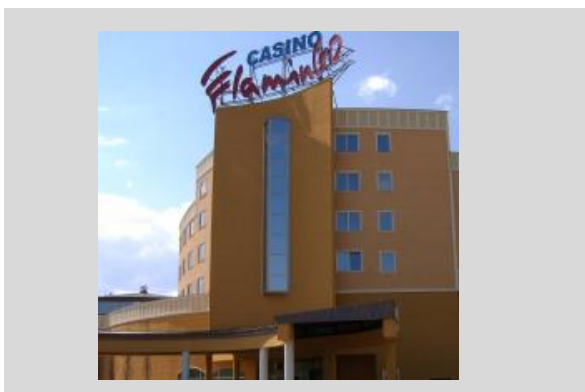
Shopping malls retail agency & Property management



Danos was selected on an exclusive basis to provide consulting services for the development of Pantheon Plaza in Larissa. These services included the investigation of the development framework, design layout and tenancy mix analysis, property management and letting - selling agency for the scheme. Feasibility studies were successfully completed, while the centre is now in operation. We have also concluded negotiations with various investors which resulted in the sale of the scheme to SONAE SIERRA/ ROCKSPRING.



Danos was selected by Zenon – Athanasiadis to provide the tenancy mix exercise and signing of leasing agreements for a retail park in Xanthi - Greece. The Shopping Center has 15,000 sq m GLA in a land of 80,000 sq m. Indicative tenants are Praktiker, Carrefour, Elektroniki, Kou Kou.



Danos was instructed by the client to perform a market research and valuation of a land plot under development in FYROM. The client intended to develop a complex with Hotel and Casino facilities. The study included a research about the hospitality and gaming market in Europe. The development has been completed according to our advice.



Danos was selected by Beoincon on an exclusive basis to provide agency services for the development of Tamis Gate Shopping Center (approximately 9,500 sq m GLA) in Pancevo, Serbia. It is situated in the vicinity of the city center with excellent accessibility from all parts of the city. The Shopping Center will begin its operation in April 2010.

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

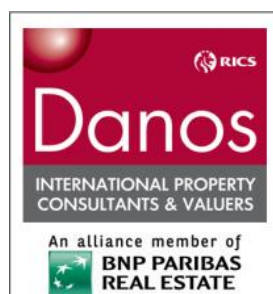
Nicosia

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