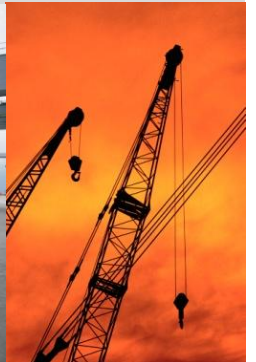




INDUSTRIAL AND LOGISTICS SERVICES



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 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



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CYPRUS

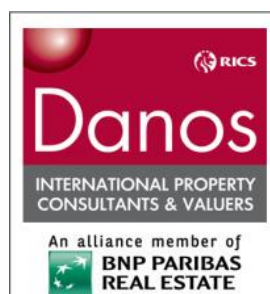
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