

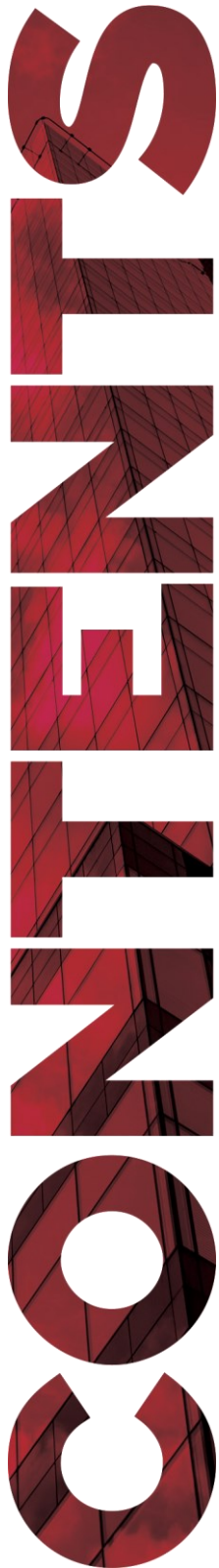


## CORPORATE PRESENTATION



*We don't wait for opportunities  
We create them*

2026



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# 01

## Who we are



Danos is a Chartered Surveying company that over the last 58 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 35 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 real estate projects in Greece, Cyprus, 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.



# Background of Company

## 02

### Offices in Cyprus, Greece and the Balkans



- Cyprus: Nicosia office established in 1968
- Greece: Thessaloniki and Athens offices established in 1995  
Chania office established in 2010 and Heraklion in 2011
- Serbia: Belgrade office established in 2009
- Personnel:



- Full range of services with significant track record
- High quality and expertise in corporate client representation
- 58 years of experience
- Greece offices, in alliance with BNP PARIBAS Real Estate  
Our company has formed a strategic alliance with BNP PARIBAS Real Estate one of the most profound real estate consultancy services in Europe thus increasing the impact of DANOS company in the market.
- Registered RICS company

**Cyprus:** 11 employees

**Athens:** 14 employees

**Thessaloniki:** 7 employees

**Crete:** 10 employees

**Belgrade:** 5 employees

**Outsourced associates network:** 45 professionals

# 03

## Our Services



### Valuation Services

#### FINANCIAL VALUATIONS

- Mergers & Acquisitions
- Liquidations
- Adjustment to International Accounting Standards (IAS)
- Purchase Price Allocation (PPA)
- Litigation support
- Real Estate operations (Sale & Leaseback, etc.)
- Exchange of Capital Shares

#### INDUSTRIAL VALUATIONS

- Mergers & Acquisitions
- Liquidations
- Adjustment to International Accounting Standards (IAS)
- Due Diligence Processes
- Property Damage Insurance

#### ADVISORY

- Corporate Restructuring
- Private Equity Operations (Management Buy Outs, etc.)
- Solvency Opinions
- Mortgage Valuations

Full compliance with the “Red Book” of the Royal Institution of Chartered Surveyors (RICS), the “Blue Book” of the European Group of Valuers’ Associations (TEGoVA) and local regulations.



## Core Services

- Feasibility Studies (Highest & Best Use studies)
- Valuations
- Technical Due Diligence
- Property Management / Facilities Management
- Agency & Negotiations
- Investment Advice & Portfolio Management
- Market Studies & Location Analysis
- Development Advice, Tax, Legal, Planning and Design

## Office & Commercial Services

- Agency Leasing & Selling: Strategic market plan to suit each and every client property or portfolio.
- Portfolio Leasing: Coordinated marketing and leasing strategies of the property portfolio.
- Investment Sales: Real estate transactions, efficient use of capital, credit resources, mitigation of tax burdens.
- Valuation: Risk assessment, investment options, capital allocation and redeployment opportunities.
- Market Studies: Feasibility studies, VS studies, Relocation studies, etc.



## Industrial & Logistics Services

- Intelligent market knowledge and thinking.
- Best occupier of industrial & logistic premises despite the current challenging environment.
- Full understanding of the specific industrial & logistics sector to place the business in the best locations, to maximize profits and future sustainability.
- Respective feasibility and market studies to optimize development of an industrial or warehouse site, technical due diligence, environmental studies.
- Vast expertise in construction management and property management provide the optimum one stop high-quality professional service to property owners and companies.



## Retail Services

- Development of profound 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.
- Expertise in property management provides the optimum one stop service to retail property owners and retailers alike.
- Detailed marketing strategies to promote or find real estate assets and meet the specific needs of clients.
- Coordinated marketing and leasing of multiple – market retail property. This strategy leverages the entire retail property portfolio, thereby increasing overall retail community exposure.

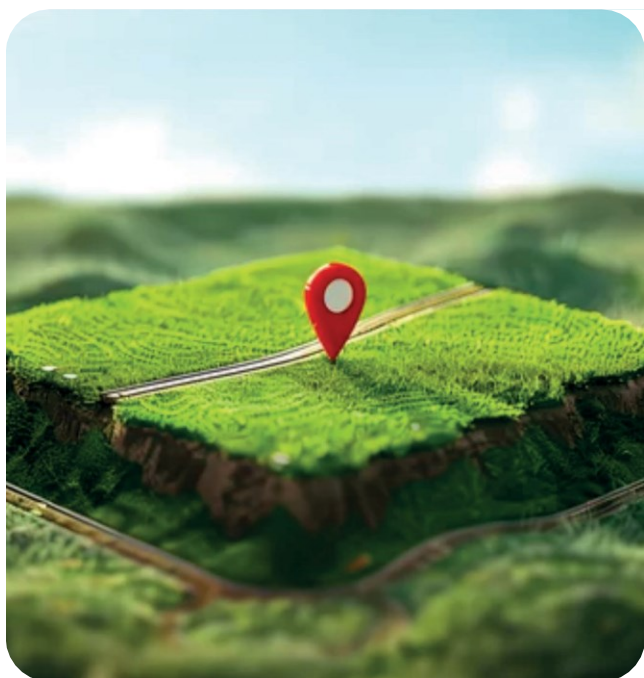


## Residential Services

Since 1968 Danos has been recognized as a leader in real estate brokerage.

We offer:

- A wide selection of urban and rural residential properties
- Unique vacation homes
- Land plots
- Rental brokerage
- Relocation and settling-in services
- Property management
- Project management
- Mortgage financing through related companies





# 04 Professional Qualifications

## Professional Qualifications



- The Royal Institute of Chartered Surveyors (RICS)
- The Institute of Revenues Rating and Valuation (IRRV)
- The International Real Estate Federation (FIABCI)
- Cyprus Valuers Association (CVA)
- The Scientific Technical Chamber of Cyprus (ETEK)
- The Hellenic Valuation Institute (H.V.I.)
- The Association of Greek Valuers (A.V.A.G.)
- The European Group of Valuers' Associations (TEGOVA)
- Economic Chamber of Greece (OEE)
- The Urban Land Institute (ULI)
- The Investment Property Forum

- The Technical Chamber of Greece (T.C.G.)
- The Registry of Certified Valuers of the Ministry of Finance
- The European Real Estate Society (ERES)
- The International Real Estate Society (IRES)
- The Chartered Institute of Building (CIOB)
- The Athens Bar Association (DSA)
- National Association of Valuers of Serbia (NAVS)



# 05

## Company Structure



- Administration / Marketing
- Sector Valuation & Research
- Property & Project Management services
- Sector Agency / Market Research services
- Financial & Human Resource Department
- International Business Department
- Legal Department



# 06

## Competitive Advantages

### Valuation Department



- Experience - more than 500 valuations per month
- International Standards according to the regulations of RICS, TEGOVA, and IVS
- Global recognition
- Professionalism - Credentials
- Expertise – Multi disciplined
- Integrity – Brand name for more than 58 years



### Agency Department

- Real Estate Agent Registration Number 1
- Corporate approach and international know how
- More than 58 years of experience with more than 6.000 agency deals as a track record
- International Standards according to the regulations of the RICS
- Trustworthy and Effective





# 07

## Our Clients

- PRODEA INVESTMENTS
- EUROBANK
- CREDIA BANK
- NATIONAL BANK OF GREECE
- FORTRESS
- PIRAEUS BANK
- BANK OF CYPRUS
- TRASTOR
- UNIVEREXPORT
- PANCRETA BANK
- HELLENIQ ENERGY
- BROOKLANE CAPITAL
- PROCREDIT BANK
- BAIN CAPITAL
- HHG
- NIKAS
- OLYMPIAKOS BC
- AIK BANKA
- IKEA
- BLUE HOUSE
- DELTA MAXI GROUP
- ALPHA BANK
- J&P
- JYSK
- HINES
- OAKA
- WD CONCORD
- INGRAP OMNI
- POSTANSKASTEDIONCA BANK
- SONAE SIERRA
- DROMEUS CAPITAL GROUP
- TEN BRINKE
- ΔΟΜΙΚΗ ΚΡΗΤΗΣ
- INTERAMERICAN
- GRANT THORNTON
- ACCOR HOTELS
- METAXA HOSPITALITY GROUP
- HC LEASING
- INTERLIFE ΑΣΦΑΛΙΣΤΙΚΗ
- AUTOHELLAS HERTZ
- ASPIS PRONIA
- LAMDA DEVELOPMENT
- ΔΕΘ HELEXPO





- AVIN
- SEMELI ESTATE
- ΠΕΑ ΜΑΙΕΥΤΙΚΗ
- ΕΠΠΙΚΟΣ ΝΤΥΝΑΝ
- ORILINA PROPERTIES
- DO VALUE
- INTRUM
- PRIMONIAL REIM
- LEPTOS
- ZEUS INTERNATIONAL
- EURASIAN REAL ESTATE
- EY
- ГЕК ТЕРНА
- HELLENIC REPUBLIC ASSET DEVELOPMENT FUND
- MERCATOR
- ALUMIL
- AIR SERBIA
- SBERBANK
- BESICO
- MILENIJUM OSIGURANJE
- METROPOLIS PALACE
- ΚΥΠΡΙΑΚΗ ΔΗΜΟΚΡΑΤΙΑ ΤΜΗΜΑ ΚΤΗΜΑΤΟΛΟΓΙΚΟΥ & ΧΩΡΟΜΕΤΡΙΑΣ
- API BANK
- EUROPEAN BANK
- BEKAMENT
- BLUE CENTER
- AW ARLONGLOBAL
- EURASIAN REAL ESTATE
- MILSPED GROUP
- UNIQA
- MOL
- VERO
- MPC
- NBL BANK
- FORMA IDEALE
- CORAL
- ALTA BANKA
- CDB BANK
- UNICREDIT
- BANKA INTESA
- SOCIETE GENERALE
- MK GROUP
- CREDIT AGRICOLE
- MIRA BANK
- RAIFFEISEN BANK
- OTP BANK
- NIS
- HYPO GROUP
- MAXI PROTEIN



## GREECE

### Athens

15 Vouliagmenis Ave. 116 36  
Tel: +30 - 210 7 567 567  
Fax +30 - 210 7 567 267  
office@danos.gr

An alliance member of  
 **BNP PARIBAS**  
REAL ESTATE

### Thessaloniki

4, Aristotelous Str., 54623  
Tel.: +30 – 2310 244 962  
Fax +30 – 2310 224 781  
E-mail: info.thes@danos.gr

### Crete - Heraklion

67, Dimokratias Avenue,  
71306  
Tel.: +30 2810 282822  
Fax + 30 2810 282822  
info.crete@danos-melakis.gr

### Crete - Chania

8th Dekemvriou & 1  
Papanastasiou Str. P.C.  
73134 Chania.  
Tel:+30 – 28210 50900  
Fax:+30 – 28210 59700  
info.crete@danos-melakis.gr

[www.danos.gr](http://www.danos.gr)

## CYPRUS

### Nicosia

103 Andreas Avraamidis Street  
2024 Strovolos, Nicosia, Cyprus  
Tel.: +357 – 22 31 70 31  
Fax +357 – 22 31 70 11  
E-mail: sales@danos.com.cy

[www.danos.com.cy](http://www.danos.com.cy)

## SERBIA

### Belgrade

Milutina Milankovica Str. 9z/l,  
11070 New Belgrade  
Tel.: +381 11 2600 603  
Fax +381 11 2601 571  
E-mail: office@danos.rs

[www.danos.rs](http://www.danos.rs)

[www.danos-group.com](http://www.danos-group.com)