



COMPANY'S PRESENTATION

*"we focus on your
needs..."*

STRATEGIC ALLIANCE



d.biniaris s.a.
Real Estate Group

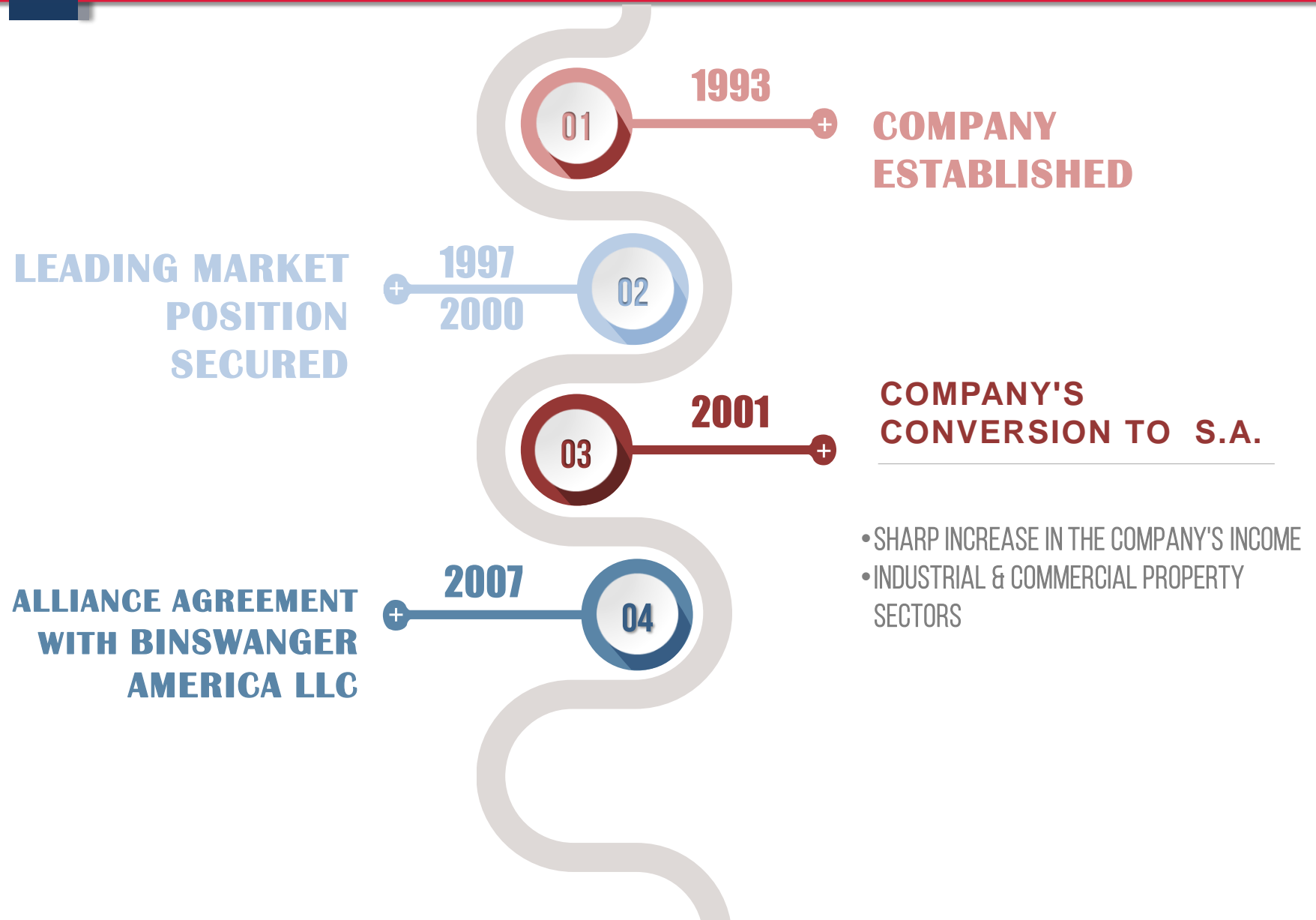
25th
Years
ANNIVERSARY



BINSWANGER

80⁺
YEARS
EXPERIENCE

COMPANY'S MILESTONES



PROFESSIONAL QUALIFICATIONS



COMPETITIVE STRENGTHS

**STRONG
BRAND
RECOGNITION**

**25 YEARS OF EXPERIENCE
IN GREEK REAL ESTATE MARKET**

**SOLID PROJECT
CONSTRUCTION
MANAGEMENT TEAM**

**WELL EDUCATED WITH
HIGH STANDARDS
CONSULTANCY TEAM**



BINSWANGER
BINIARIS

**UNIQUE
CAPABILITIES IN
STRATEGIC SERVICES
ADVISORY**

**EXPERIENCED SALES
TEAM**

**OFFICE OPERATING
IN ATHENS**

**PRESENCE IN
74 LOCATIONS
IN GREECE**

FULL RANGE OF SERVICES

- Strategic Planning
- Appraisal / Highest & Best Use
- Location Consulting
- Acquisition / Tenant / Landlord Representation
- Disposition / Single & Multiple Properties
- Transaction Management
- Project Construction Management
- Legal / Litigation Services
- Asset & Facilities Management
- Portfolio management

INTEGRATED SERVICES

TRANSACTION SERVICES

- ✓ Property Acquisitions
- ✓ Dispositions
- ✓ Financing
- ✓ Leasing
- ✓ Development
- ✓ Subleasing
- ✓ Industrial/Office
- ✓ Commercial
- ✓ Residential

SPECIAL PROJECTS GROUP HANDLED BY D. BINIARIS

- ✓ Logistics and Distribution
- ✓ Life Science Services
- ✓ Food Processing
- ✓ Hotels and Resorts

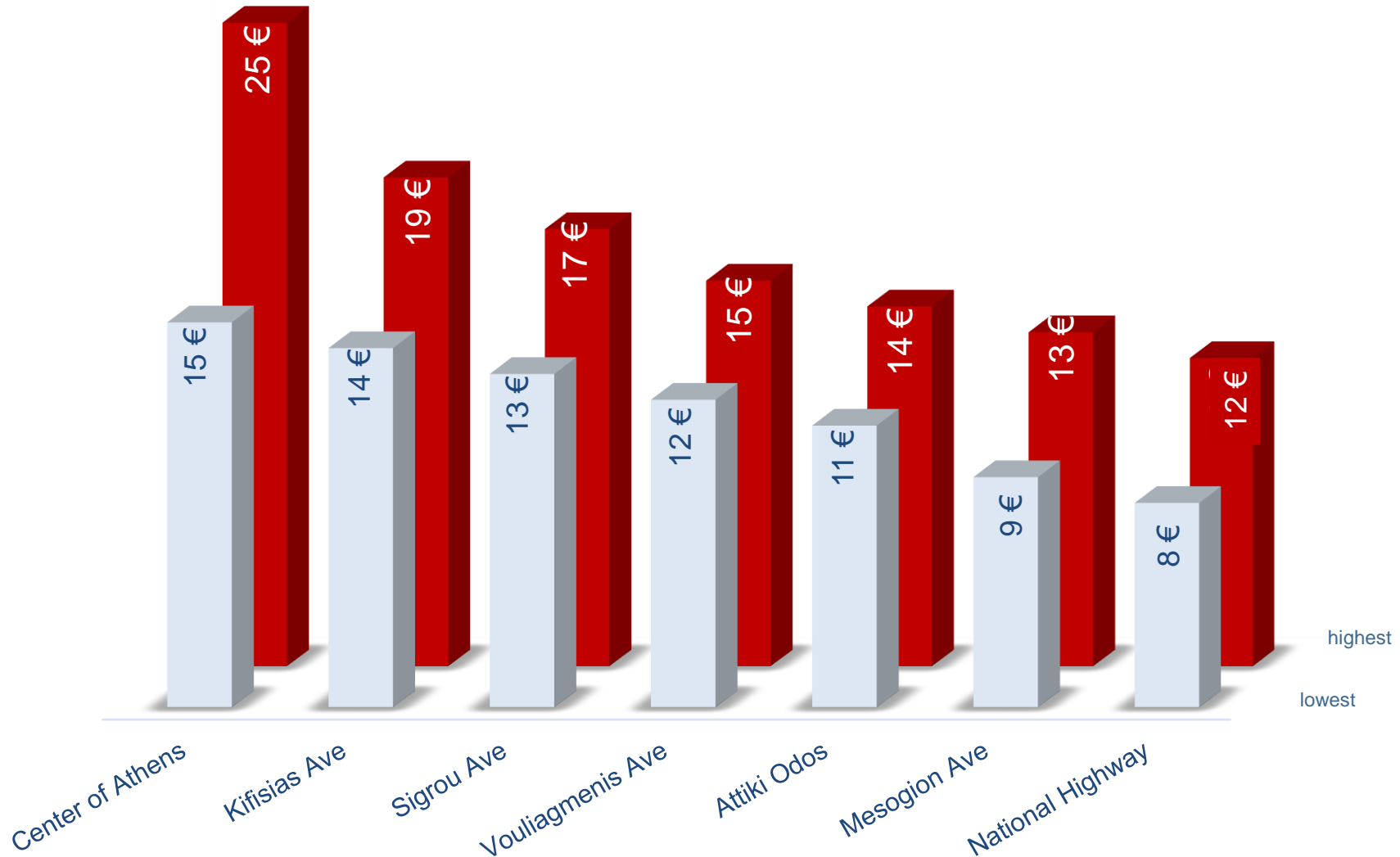


STRATEGY SERVICES

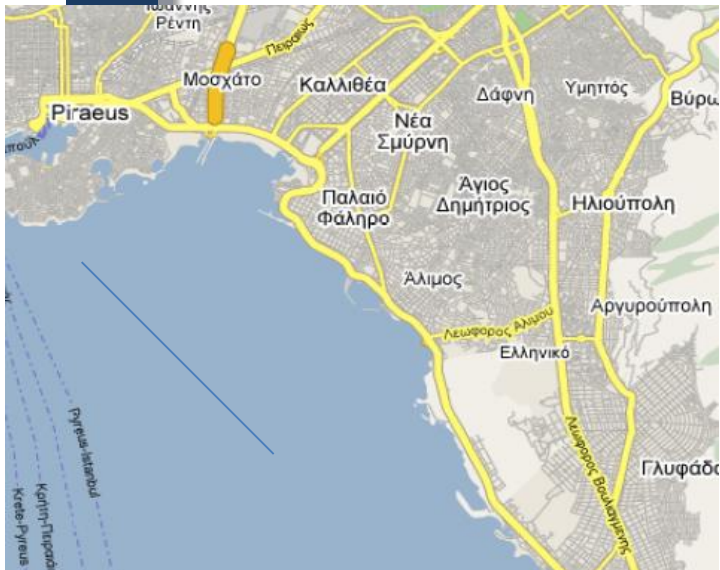
- ✓ Project/Construction Management
- ✓ Business Location Consulting
- ✓ Asset Strategies & Feasibility Analysis
- ✓ Market Research & Due Diligence
- ✓ Appraisal & Valuation,
- ✓ Real Estate Assessments & Cost Analysis
- ✓ Legal Services Administration

OFFICE MARKET RENTALS IN ATTICA-ATHENS

PRIME RENTALS RANGE (EUROS / SQ.M / MONTH)

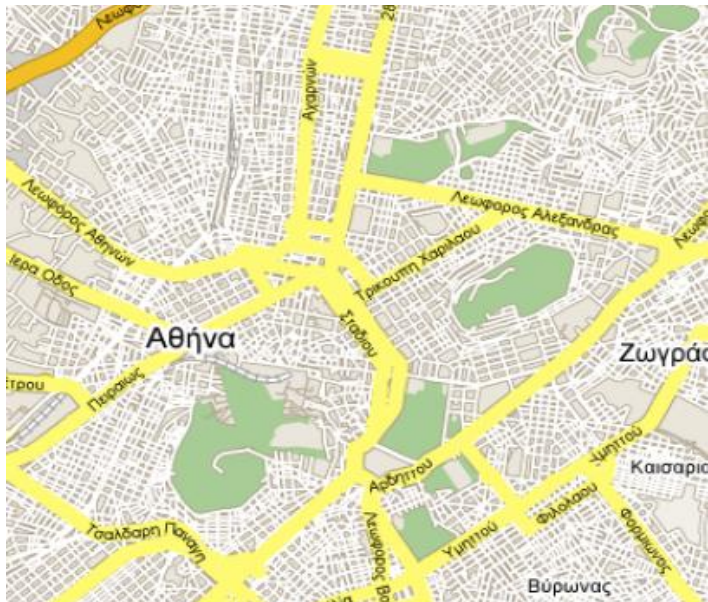


ATTICA - ATHENS RETAIL MARKET INFORMATION



MAJOR RETAIL MARKET AREAS

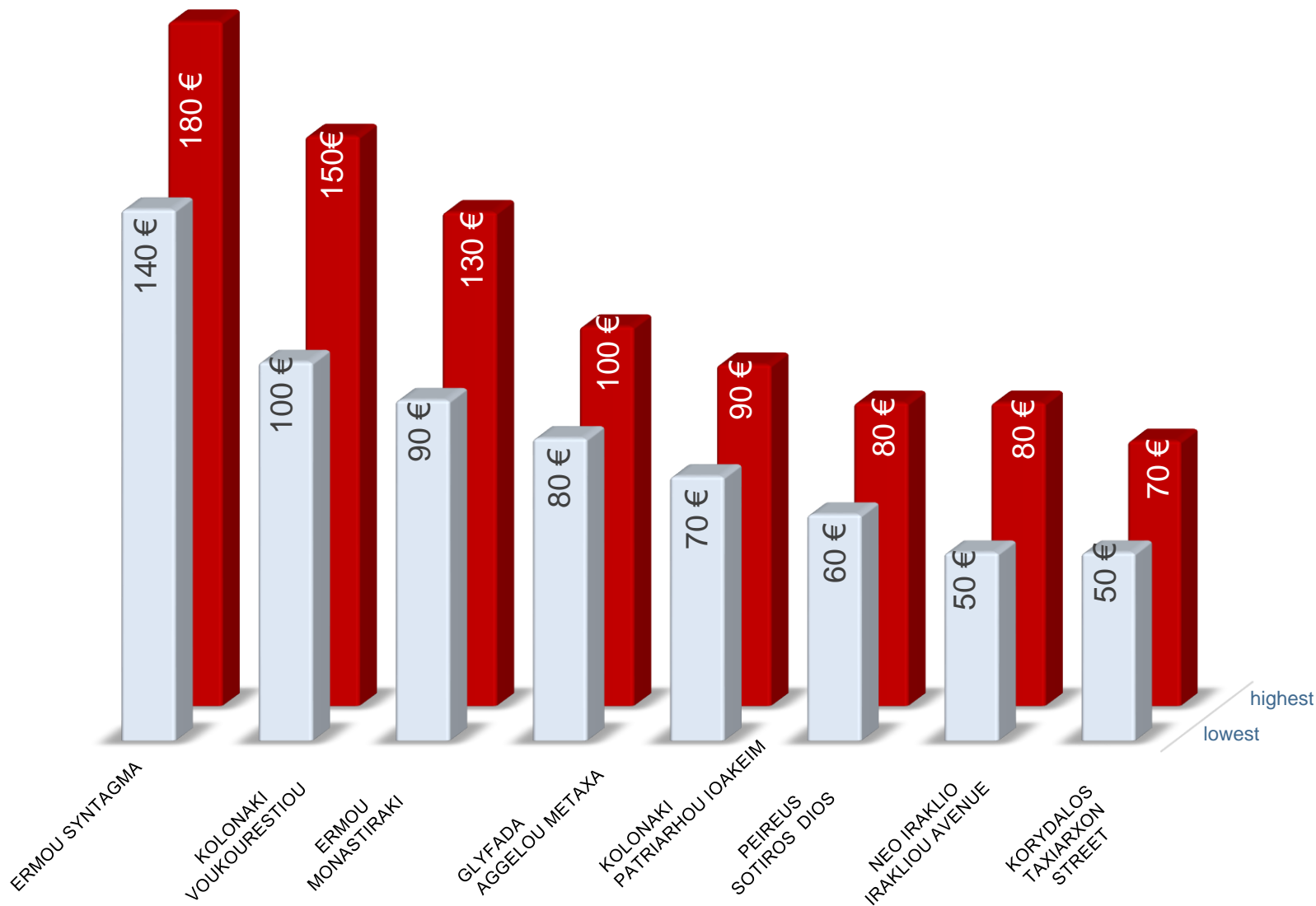
1. **ATHENS: ERMOU ST.**
2. **KOLONAKI: PATRIARCHOU IOAKIM ST.**
3. **KIFISIA: KOLOKOTRONI / LEVIDOU / KYRIAZI ST.**
4. **PIREUS: VAS. GEORGIU / SOTIROS DIOS ST.**
5. **GLIFADA: AGGELOU METAXA ST.**
6. **KORIDALOS: TAXIARHON ST.**
7. **NEA IONIA & NEO IRAKLIO: IRAKLIU AVE.**



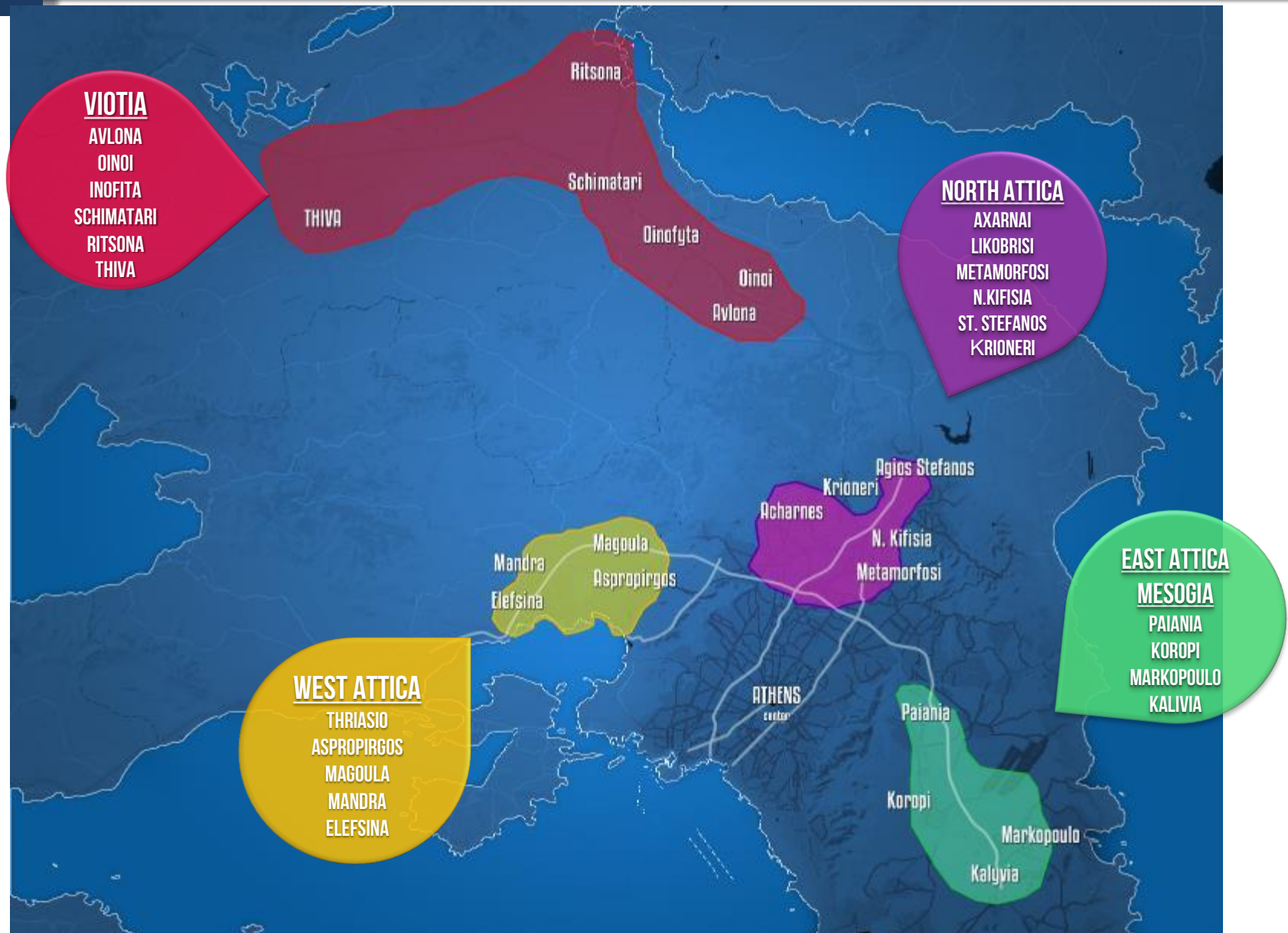
RETAIL MARKET RENTALS IN ATHENS

PRIME RENTALS RANGE

EUROS / SQ.M. / MONTH

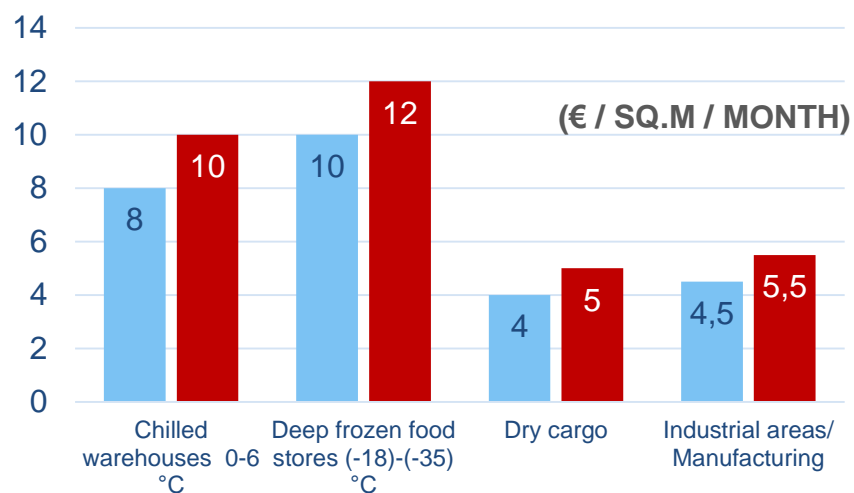


INDUSTRIAL & LOGISTICS MARKET AREAS



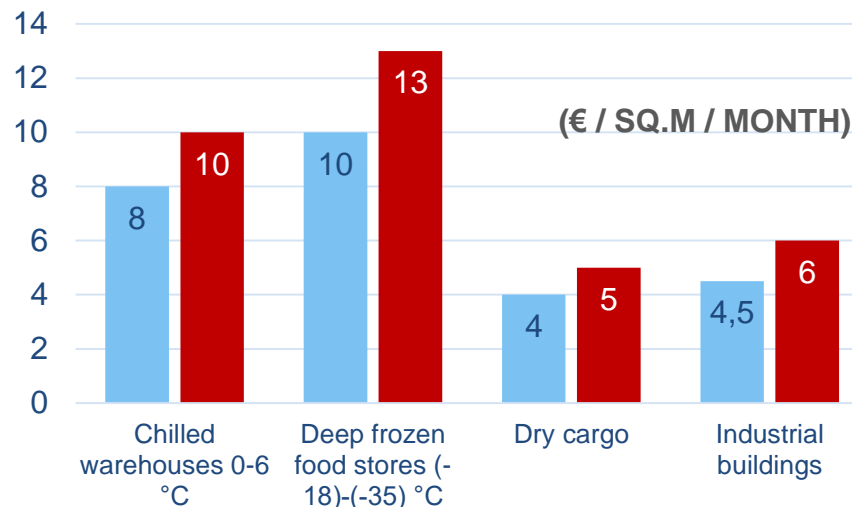
PRIME RENTALS RANGE FOR GRADE A & B LOGISTIC & INDUSTRIAL BUILDINGS

WEST ATTICA



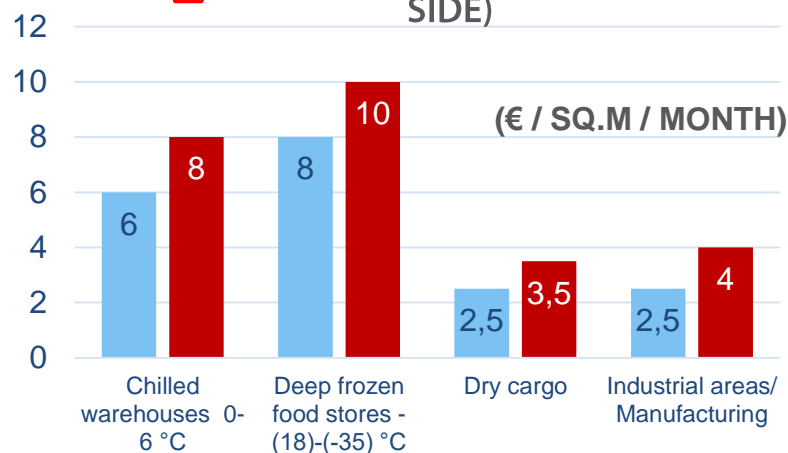
■ low ■ High

EAST ATTICA



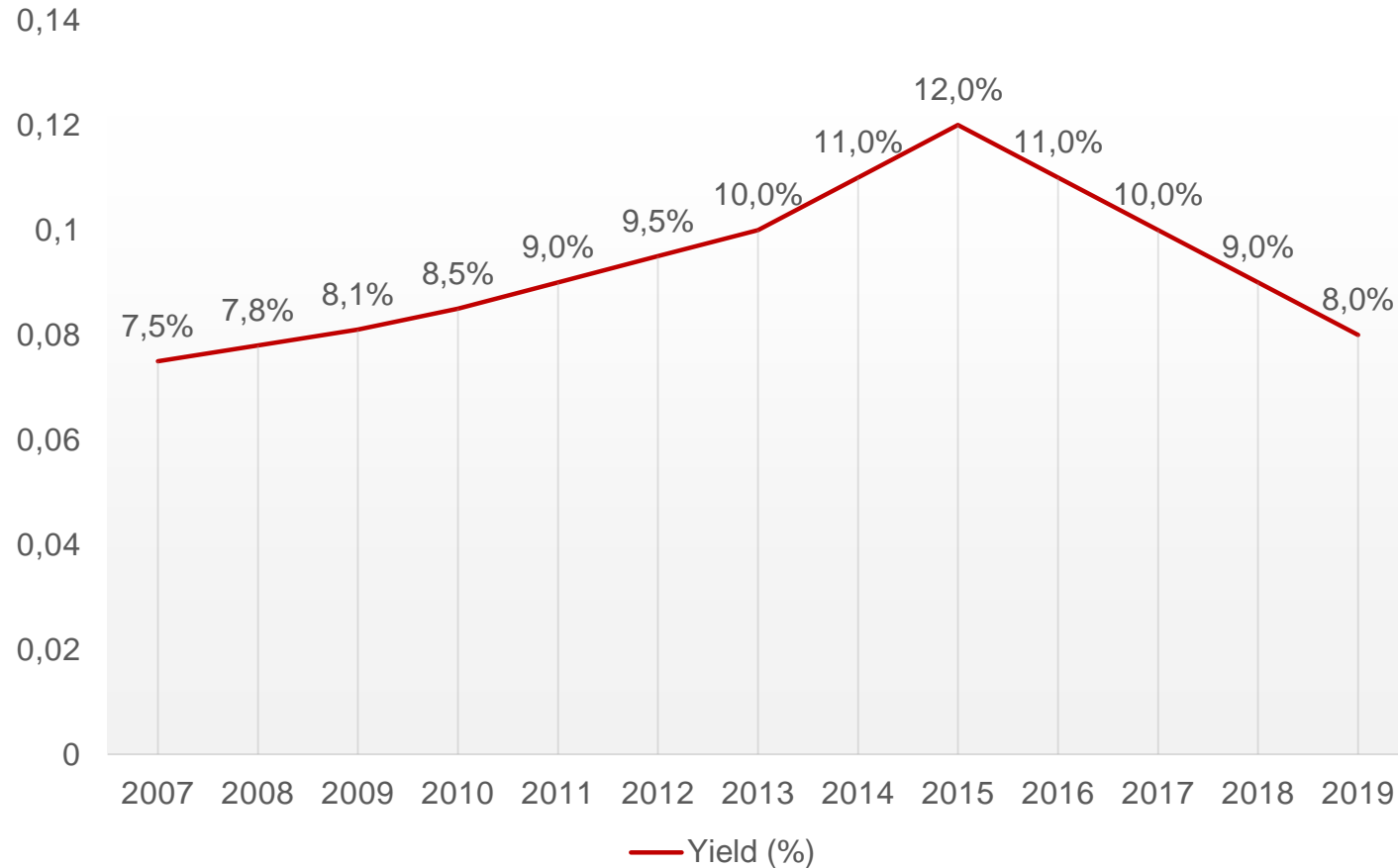
■ low ■ High

VIOTIA REGION (NORTH SIDE)



■ low ■ High

INDUSTRIAL & LOGISTICS PRIME YIELDS SINCE 2007



GREEK REAL ESTATE MARKET PRIME YIELDS

PRIME YIELDS

RETAIL STORES

PRIME

4,5 - 5 %

HIGH
STREET

5,5 - 6 %

OFFICE MARKET

6 - 7 %

INDUSTRIAL & LOGISTICS

8 - 8,5 %

HOTELS & RESORTS

6,5 - 7,5 %

CURRENT (REAL ESTATE) LOAN SPREADS IN GREECE: **3 - 4 % YEARLY**

FOOD INDUSTRY CLIENTS



RETAIL CLIENTS



NATIONAL BANK OF GREECE



COMMERCIAL CLIENTS



MUNICIPALITY OF KALLITHEA



APPRAISAL / VALUATION SERVICES



TOTAL SURFACE: 19.584 sq.m.



TOTAL SURFACE: 20.094 sq.m.



TOTAL SURFACE: 18.580 sq.m.



TOTAL SURFACE: 10.262 sq.m.



TOTAL SURFACE: 2.000 sq.m.



130 VALUATIONS OF PROPERTIES
OWNED BY CREDIT AGRICOLE BANK
LOCATED IN SEVERAL AREAS IN GREECE



TOTAL SURFACE: 2.000 sq.m.



TOTAL SURFACE: 12.172 sq.m.



TOTAL SURFACE: 24.000 sq.m.



TOTAL SURFACE: 8.373 sq.m.



TOTAL SURFACE: 7.100 sq.m.

APPRAISAL / VALUATION SERVICES



TOTAL SURFACE: **9.932** sq.m.



TOTAL SURFACE: **1.669** sq.m.



TOTAL SURFACE : **1.162** sq.m.



TOTAL SURFACE : **420** sq.m.



TOTAL SURFACE : **311** sq.m.

VALUATION REPORTS
FOR **25** PROPERTIES
OWNED BY NN
DUE TO THE I.F.R.S.



TOTAL SURFACE : **276** sq.m.



TOTAL SURFACE : **367** sq.m.



TOTAL SURFACE : **240** sq.m.



TOTAL SURFACE : **240** sq.m.



TOTAL SURFACE : **304** sq.m.

APPRAISAL / VALUATION SERVICES



TOTAL SURFACE: 13.512 sq.m.



TOTAL SURFACE : 13.702 sq.m.

VALUATIONS OF OFFICE COMPLEXES WITH
OVER 70.000 sq.m. TOTAL SURFACE
FOR THE POST BANK



TOTAL SURFACE: 27.321 sq.m.



TOTAL SURFACE: 3.100 sq.m.



TOTAL SURFACE: 17.082 sq.m.

5★ HOTELS & RESORTS VALUATION

✓ HOTEL VALUATION APPRAISAL



5★ HOTELS & RESORTS VALUATION

ASSIGNMENT

- ✓ HOTEL VALUATION APPRAISAL
- ✓ HOTEL INVESTMENT PORTFOLIO STRATEGY

ATLANTIS HOTEL, CRETE



ELOUNDA VILLAGE, CRETE

PLOT SIZE: 50.786 M²
BUILDING SIZE: 11.398 M²



5★ HOTELS & RESORTS VALUATION

- ✓ HOTEL VALUATION APPRAISAL
- ✓ HOTEL INVESTMENT PORTFOLIO STRATEGY



EVALUATION & RENEGOTIATION OF RENTS EXPERTISE



WE WORKED FOR GREGORY'S IN ORDER TO VALUATE AND RENEGOTIATE **60 RETAIL STORES LEASING CONTRACTS** .

everestgroup

La Pasteria
CUCINA ITALIANA

WE WORKED FOR EVEREST & LA PASTERIA GROUP IN ORDER TO VALUATE AND RENEGOTIATE **46 RETAIL STORES LEASING CONTRACTS**.

WE WORKED FOR MEDIA STROM (THE LARGEST COMPANY LAYER & FURNITURE SECTOR) IN ORDER TO VALUATE AND RENEGOTIATE **39 RETAIL STORES LEASING CONTRACTS**.



WE WORKED FOR HELLENIC BANK IN ORDER TO VALUATE AND RENEGOTIATE THE LEASING CONTRACTS OF THE BANKS' BRANCHES. WE HAVE SUCCESSFULLY COMPLETED THE ASSIGNMENT, RENEGOTIATING **7 CONTRACTS** IN ATTICA.



RESIDENTIAL EVALUATION EXPERTISE




THE COMPANY HAS BEEN ACTIVELY INVOLVED, IN THE VALUATION OF **MORE THAN 5.000 PROPERTIES**,
VARYING FROM SMALL FLATS TO LUXURY VILLAS AROUND GREECE.





ΚΤΗΜΑΤΙΚΗ ΕΤΑΙΡΕΙΑ
ΤΟΥ ΔΗΜΟΣΙΟΥ



INDUSTRIAL & LOGISTIC EXISTING PROJECTS

NOYNOY®

EXCLUSIVE TENANT REPRESENTATION

ASSIGNMENT:

WEST ATTIKA ATTIKI ODOS, Exit 4,
ASPROPIRGOS, WHOLESALE AREA

■	Total site surface	52.500 m ²
■	Total buildings surface	13.291 m ²
■	Warehouse	7.186 m ²
■	Chilled warehouse	3.760 m ²
■	Office building	1.092 m ²
■	Warehouse extension	1.260 m ²



SUPPLY CHAIN PROJECT - ATHENS DISTRIBUTION FACILITIES



drills - screws & fasteners






MUNICIPALITY OF
KALLITHEA



ASSIGNMENT:

THIVON 210, RENTIS

	Warehouse total surface	22.000 m ²
	Total plot size	32.000 m ²
	Total Investment	15.000.000 €

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**EXCLUSIVE OWNERSHIP
REPRESENTATION**

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SOLUTION

OWNERSHIP REPRESENTATION: APPRAISAL, FINANCING, ACQUISITION, PROJECT MANAGEMENT, LEASE AGREEMENT

TENANT REPRESENTATION: LEASING

SUPPLY CHAIN PROJECT, TURNKEY SOLUTION

NEW TENANT



ASSIGNMENT:
ATTIKI ODOS, Exit 4, ASPROPIRGOS

Warehouse	2.700 m ²
Office space	1.100 m ²
Basement	550 m ²
Total Investment	6.000.000 €

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EXCLUSIVE OWNERSHIP REPRESENTATION

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SOLUTION

OWNERSHIP REPRESENTATION: MARKET RESEARCH, LAND ANALYSIS, APPRAISAL, LAND ACQUISITION, FINANCING,
PROJECT CONSTRUCTION MANAGEMENT, LEASE AGREEMENT NEGOTIATION, LEGAL SERVICES
TENANT REPRESENTATION: LEASE AGREEMENT

DISTRIBUTION FACILITIES 6.000 m² TURN-KEY PROJECT



INDUSTRIAL EQUIPMENT



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EXCLUSIVE TENANT REPRESENTATION

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ASSIGNMENT:

EAST ATTICA, INDUSTRIAL ZONE OF MARKOPOULO,
NEXT TO THE INTERNATIONAL AIRPORT
EL. VENIZELOS

B	Total plot size:	10.500 m ²
B	Distribution Centre:	4.500 m ²
B	Office space:	1.500 m ²
B	Total Investment:	6.500.000 €



SOLUTION

OWNERSHIP REPRESENTATION: MARKET RESEARCH, APPRAISAL , HIGHEST & BEST USE ANALYSIS, STRATEGIC PLANNING, LOCATION CONSULTING, FINANCING, PROJECT CONSTRUCTION MANAGEMENT, LEGAL SERVICES, LEASE AGREEMENT NEGOTIATIONS

TENANT REPRESENTATION: MARKET RESEARCH, LOCATION CONSULTING, STRATEGIC PLANNING , GUARANTEE LEASE AGREEMENT

DISTRIBUTION FACILITIES 9.000 m²

TURN- KEY PROJECT



NEW TENANT



OWNERSHIP:



ASSIGNMENT:

WEST ATTICA, INDUSTRIAL ZONE OF
MANDRA, NEXT TO THE ELEFSINA PORT



B	Total plot size:	22.350 m ²
B	Distribution Centre:	8.500 m ²
B	Office space:	500 m ²
B	Total Investment:	10.500.000 €

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**EXCLUSIVE OWNERSHIP
REPRESENTATION**

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SOLUTION

MARKET RESEARCH, APPRAISAL , HIGHEST & BEST USE ANALYSIS, STRATEGIC PLANNING, LOCATION CONSULTING, FINANCING,
ARCHITECTURAL, MECHANICAL & ELECTROMECHANICAL PLANNING, PLANNING PERMISSION APPROVALS
PROJECT CONSTRUCTION MANAGEMENT, LEASING NEGOTIATIONS, LEGAL SERVICES

PHOTOS



ACQUISITION/DISPOSITION PROJECT - DISTRIBUTION FACILITIES 2.800 m²

BUYER



ΙΑΠΩΝΙΚΗ Α.Ε.

ΑΝΤΑΛΛΑΚΤΙΚΑ ΑΥΤΟΚΙΝΗΤΩΝ – ΕΞΟΠΛΙΣΜΟΣ ΣΥΝΕΡΓΕΙΩΝ

ASSIGNMENT:

EAST ATTICA, INDUSTRIAL ZONE OF
MARKOPOULO

B	Total plot size:	12.500 m ²
B	Distribution Centre:	2.800 m ²
B	Total Investment:	2.200.000 €



SOLUTION

MARKET RESEARCH, APPRAISAL, OWNER & BUYER REPRESENTATION



OFFICE BUILDINGS EXISTING PROJECTS

BIOCLIMATIC OFFICE BUILDING 3640 M²

TURN-KEY RELOCATION PROJECT



EXCLUSIVE TENANT REPRESENTATION



ASSIGNMENT

18 ZEKAKOU & KARAMANLI, MAROUSI

■ Office Building: 3.640 m²

SOLUTION

TENANT REPRESENTATION: MARKET RESEARCH, LOCATION CONSULTING, STRATEGIC PLANNING,
APPRAISAL, LEASE AGREEMENT NEGOTIATION
ARCHITECTURAL & ELECTROMECHANICAL PLANNING
PROJECT CONSTRUCTION MANAGEMENT, INTERIOR DESIGN & FURNISHING

OFFICE SPACE PHOTOS



abbvie

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**EXCLUSIVE TENANT
REPRESENTATION**

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ASSIGNMENT

41-45 MARINO ANTIPA, N. IRAKLEIO

- Gross Office Building: 2.580 m²
- Parking Space: 60 cars



INTERIOR SPACE PHOTOS



INTERIOR SPACE PHOTOS



LOUNGE AREA PHOTOS



44 KIFISSIAS AVENUE MAROUSI OFFICE SPACE 5.000 m²



2.500 m²



1.250 m²



1.250 m²



1.250 m²



ASSIGNMENT

44 KIFISIAS AVE., MAROUSI

- Asian Institute of Technology : 1.250 m²
- Corallia Technology Cluster: 2.500 m²
- Velti Technology Group: 1.250 m²
- Bank Information Systems "Tiresias" S.A. 1.250 m²

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**EXCLUSIVE OWNERSHIP
REPRESENTATION**

TENANT REPRESENTATION

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SOLUTION

- ✓ OWNERSHIP REPRESENTATION
- ✓ TENANT REPRESENTATION: ARCHITECTURAL & ELECTROMECHANICAL PLANNING, PROJECT CONSTRUCTION MANAGEMENT, GUARANTEE DURATION LEASE

OFFICE SPACE PHOTOS



OFFICE BUILDING — LAND ACQUISITION



ASSIGNMENT:

193-195 SYGGROY AVE., NEA SMYRNI

- R** Owner: Minettas Insurance S.A.
- R** Tenant: MAERSK Ltd.
- R** Building plot: 1,275 m²
- R** Total building surface: 8,025 m²
- R** Land purchase: 6.500.000 €
- R** Construction cost: 8.000.000 €
- R** Total Investment : 14.500.000 €



SOLUTION

- ✓ OWNERSHIP REPRESENTATION: MARKET RESEARCH, APPRAISAL, FINANCING, LAND ACQUISITION
- ✓ TENANT REPRESENTATION: LEASING

ACQUISITION/DISPOSITION PROJECT - INVESTMENT PROPERTY

Alcon[®]

CYTAGLOBAL
HELLAS

ASSIGNMENT:

18 KIFISSIAS AVENUE, MAROUSI

- Total Surface: 3.396 m²
- Total Investment : 12.000.000 €
- Tenants include: **ALCON ABORATORIES, CYTA HELLAS**



ACQUISITION/ DISPOSITION PROJECT - OFFICE BUILDING 3.500 m²



ASSIGNMENT:

38 - 40 KAPODISTRIOU AVE., ATHENS

- Owner: ATERMON ATTEE
- Plot Size: 3.500 m²
- Total Investment : 11.000.000 €

OFFICE AREA 2000 m² - TURN-KEY RELOCATION PROJECT

mediatel

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**EXCLUSIVE OWNERSHIP
REPRESENTATION**

TENANT REPRESENTATION

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ASSIGNMENT

125 KIFISIAS AVE., ATHENS

■ Office area: 2.000 m²



SOLUTION

OWNERSHIP REPRESENTATION: FINANCING, LEASE AGREEMENT NEGOTIATIONS, LEGAL SERVICES

TENANT REPRESENTATION: TURN-KEY SOLUTION, MARKET RESEARCH, LOCATION CONSULTING, STRATEGIC PLANNING

APPRAISAL, ARCHITECTURAL & ELECTROMECHANICAL PLANNING, PROJECT CONSTRUCTION MANAGEMENT , INTERIOR DESIGN & FURNISHING

OFFICE SPACE PHOTOS



OFFICE BUILDING 2.200 m² - RELOCATION PROJECT



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**EXCLUSIVE TENANT
REPRESENTATION**

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ASSIGNMENT

42 KIFISIAS Ave., AMAROUSION

Gross Office Building: 2.200 m²



SOLUTION

**TENANT REPRESENTATION:
ARCHITECTURAL & ELECTROMECHANICAL PLANNING
TECHNICAL SPECS DESIGNATION
PROJECT CONSTRUCTION MANAGEMENT**

PHOTOS



OFFICE BUILDING 4.000 m², MAROUSI- RELOCATION TURN-KEY PROJECT



TURN-KEY PROJECT

ASSIGNMENT

109 KIFISIAS Ave. & Sina str,
AMAROUSION

Gross Office Building: **4.000 m²**
+100 parking spots



SOLUTION

LEASE AGREEMENT NEGOTIATION
ARCHITECTURAL & ELECTROMECHANICAL PLANNING,
TECHNICAL SPECS DESIGNATION,
PROJECT CONSTRUCTION MANAGEMENT

INTERIOR PHOTOS





RETAIL STORES EXISTING PROJECTS

ACQUISITION PROJECT — COSMETICS SHOPPING CENTER - ATHENS 4.500 m²



Hondos Center
Υπέροχο ταξίδι ομορφιάς

ASSIGNMENT:

SHOPPING CENTER
6 MERLIN STREET KOLONAKI,
ATHENS

- ❖ G.L.A.: 4.500 m²
- ❖ Total Investment: 25.000.000 €

SOLUTION:

Market Research, Building
acquisition

54, ERMOU ST. ATHENS -ACQUISITION & LEASING - RETAIL STORE 3.166 m²

EXCLUSIVE OWNERSHIP REPRESENTATION

TENANT:

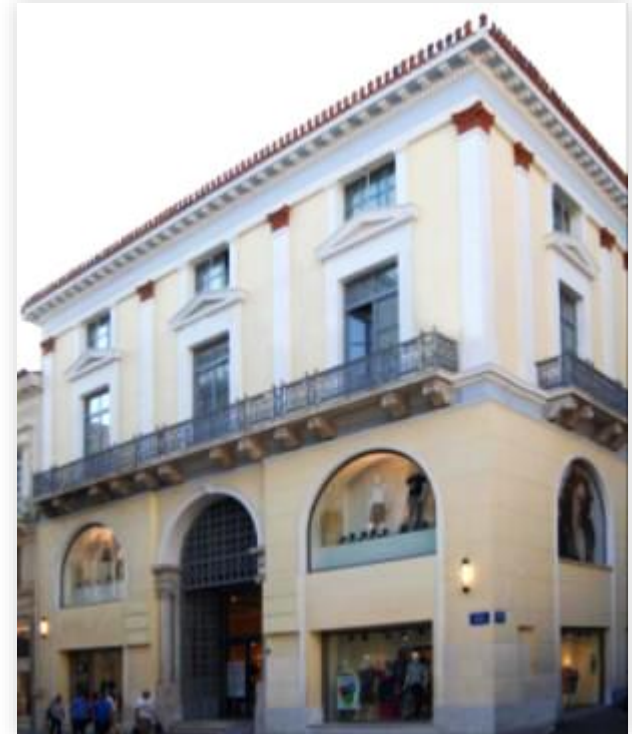


ASSIGNMENT:

SURFACE		LEVELS
SECTION A 1.017 m ²	UNDERGROUND LEVEL:	SECTIONS A + B: 208m ² + 610m ² = 818 m²
	GROUND LEVEL:	SECTIONS A + B: 208m ² + 610m ² = 818 m²
SECTION B 2.149 m ²	LEVEL A – LOFT:	SECTIONS A + B: 164m ² + 469m ² = 633 m²
	LEVEL B:	SECTIONS A + B: 208m ² + 460m ² = 668 m²
TOTAL 3.166 m ²	LEVEL C:	SECTIONS A + B: 225m ² + 4m ² = 229 m²
	TOTAL	3.166 m²

SOLUTION:

Building acquisition, Leasing, Legal Services



INTERIOR PHOTOS



ACQUISITION/DISPOSITION RETAIL STORE 2.000 M² - ATHENS CITY CENTER



ASSIGNMENT:

SHOPPING CENTRE – PATISSION STR.
ATHENS

B	Total store surface:	2.000 m ²
B	Reconstruction cost:	1.500.000 €
B	Purchase price:	4.500.000 €
B	Total investment :	6.000.000 €

SOLUTION:

Market Research, Appraisal,
Financing, Acquisition, Project
Management

RETAIL STORE — ATHENS 1.850 m² LEASING



Assignment:
IFIGENIAS & NIOVIS, N.IONIA

- Tenants include: ILEKTRONIKI ATHINON S.A
- Total Size: 1.850 m²
- Annual lease: 377.000 €

Solution:

Transactions Conducted: Landlord and Tenant Representation - Leasing



2.000 m² RETAIL STORE — CHALANDRI LEASING PROJECT



ASSIGNMENT:

142 PENTELIS AVENUE & SOUDAS,
CHALANDRI

- Tenants include: METRO S.A.
- Total Size: 2.000 m²

SOLUTION:

Transactions Conducted: Leasing

RETAIL STORES — LEASING PROJECTS



244, KIFISIAS AVE. NEO
PSYXIKO



74 OMIROU STR. N.
SMIRNI



2 ROUSVELT STR.
LARISSA



NEON ENERGY

250, KIFISIAS AVE.
CHALANDRI

RETAIL STORES — LEASING PROJECTS

12 AGIOU GEORGIOU,
CHALANDRI



Pixel

GRECO STROM
QUALITY SINCE 1964

246 KIFISIAS AVE
N. PSICHIKO



ERMOU &
KAPNIKAREAS



ATTIKOI
ΦΟΥΡΝΟΙ

6.000 m² RETAIL STORE — KIFISSOS LEASING PROJECT



ASSIGNMENT:

80 KIFISSOU AVENUE, RENTIS

■ Total Size: 6.000 m²

SOLUTION:

Transactions Conducted: Leasing

HOTEL 10.000 M² LEASING PROJECT - 123 SYGGROU AVE ATHENS

ATHENAEUM
PALACE
Luxury Suites

123 SYGGROU AVE
ATHENS



FOUNDER & GENERAL MANAGER



Dimitris Biniaris founded the group in **1993** with the primary focus to develop a creative and innovative approach in the real estate sector. He started in residential real estate in the most prestigious regions of Athens (Kolonaki / Palaio Psychiko / Filothei / Kifissia / Ekali). After five years of steady success, he decided to branch out operations into business, focusing to the commercial properties, especially office buildings, large retail stores, warehouses, manufacture facilities etc., serving multinational groups and special projects. Group expertise exists in corporate real estate, relocation development projects, renegotiations, evaluations, investment real estate projects, etc.

The company is supported by a strong network of affiliate real estate offices in 74 locations throughout Greece. In 2007 the company formed a strategic alliance with **BINSWANGER**, the global leader in the industrial and office real estate industry.

Binswanger Group was established in 1931 and comprises more than 200 offices worldwide, with a track record of 77% of Fortune 500 companies. Binswanger services are mainly provided to multinational clients, especially high-technology, pharmaceutical, food & beverage, automotive, petrol etc.

After that affiliation, **BINSWANGER BINIARIS** moved to a new, larger head office in Kifissia's Avenue, with the primary activity being the provision of integrated real estate services for multinational clients and international investors.



REAL ESTATE
FEDERATION OF
GREECE



Dimitris Biniaris is the **Secretary General** of the **Greek Real Estate Agents Federation**, the non-profit organization with 10.000 real estate agents all over Greece after having successfully served as the **President of the Federation from 2015–2018**. He is also a Board member of the Athens Real Estate Agents Association since 2005. During the past, he successfully served as: Secretary General of Fiabci Hellas (The Greek chapter of the International Real Estate Federation) from 2002 to 2008, during which time he organized for the first time in Greece the World's Real Estate Congress (2005). He also served as a Board member of the Athens Chamber of Tradesmen (2013-2018), a member of the Attica Ethics Real Estate Agents' Committee (2013-2018) and a member of the Out-of-court dispute resolution committee for the Attica region (2013-2018). He is a certified Valuer, a **B.P.O.R.** holder & a **N.A.R.** member (National Association of Realtors U.S.), while he has 28 years of experience as a real estate agent.

OUR HEAD OFFICE



HEAD OFFICE KIFISIAS AVE.

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