

### LISTING FOR ALL SEASONS

# FINAL ANNOUNCEMENT

THURSDAY 6TH & FRIDAY 7TH SEPTEMBER 2007

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THURSDAY SEPTEMBER 6™ 2007		LISTING FOR	ALL SEASONS
P R O G R A M M E			
	08:00 • 09:15	Breakfast and confer	rence registration
OPENING →	09:15 • 09:30	Opening remarks by Serge Fautré, Chairman of EPRA	
KEYNOTE SPEAKER $ ightarrow$	09:30 • 10:15	George Alogoskoufis, Minister of Economy & Finance of Greece	
PANEL DISCUSSION I $ ightarrow$	10:15 • 11:15	WHERE IS THE PROD Moderator: Panel members:	UCT? Ian Hawksworth, Capital & Counties • Jan de Kreij, Corio • Rong Ren, Harvest Capital Partners • Nikhil Chaturvedi, Prozone Enterprises • Alex Midgen, N M Rothschild & Sons
AWARD PRESENTATION $\rightarrow$		EPRA Best Annual Report 2006 sponsored by <b>PGGM</b>	
	11:30 • 12:00	Break	
ACADEMIC CIRCLE $\rightarrow$	12:00 • 13:15	<b>Discussion leader:</b> Presentations by:	Tony Ciochetti, MIT • Robert Watson, ProLogis • Graeme Newell, University of Western Sydney
13:15 • 14:45		Lunch in the Royal Room	
PANEL DISCUSSION II →	14:45 • 15:45	I WANT YOUR PROPE Moderator: Panel members:	RTY! Jon H. Zehner, JPMorgan • Serge Fautré, Cofinimmo • Norbert Sasse, Growthpoint Properties • Wolfgang Egger, Patrizia Immobilien • Ian Coull, Segro
AWARD PRESENTATION $\rightarrow$		EPRA Best Small/Mic sponsored by Kempe	dCap Performance Award 2006 en & Co
	16:00 • 17:30	Networking garden party at the Dionysos restaurant	
	19:00	Cocktails & Dinner in	n the Zappeion

## THURSDAY 6 SEPTEMBER 2007

### 09:30 • 10:15

### **Keynote Speech:** HOW TO HAND OVER RESPONSIBILITY **IN 3 EASY STEPS!**

### Speaker:

George Alogoskoufis Minister of Economy & Finance of Greece



George Alogoskoufis was born in Athens on October 17, 1955. He studied economics at the University of Athens and completed his post-graduate studies at the London School of

Economics. He was employed as a Professor at the University of London during the 1980s and a research fellow at the London School of Economic's Centre for Labour Economics (1981-1982).

Between 1992-1993 he chaired an experts committee at the National Economy Ministry. Georgios Alogoskoufis has been elected to Parliament from Athens' first election district since 1996. In 1997 he was made New Democracy's shadow finance minister.

He has written four books and published over 40 papers in key international journals. Also conducted research into international monetary issues, macroeconomic theory and policy on Labor Economics and economic growth.

### 10:15 • 11:15

Panel discussion I: WHERE IS THE PRODUCT?

### Moderator:

Ian Hawksworth Capital & Counties

### Panellists:

Jan de Kreij Rong Ren Nikil Chaturvedi Alex Midgen

Corio Harvest Capital Partners **Prozone Enterprises** N M Rothschild & Sons



lan Hawksworth is an Executive Director of Liberty International PLC one of the largest REITS in the UK and an FT 100 constituent. He is Managing Director of Capital & Counties which is a rapidly expanding part of Liberty

International specialising in mixed use development and investment in the UK and globally. Before joining Liberty International in September 2006, Ian was an Executive Director of Hongkong Land one of Asia's leading real estate companies. lan is a Director of AIM listed Japan Residential Investment Company, a member of the British Property Federation Policy Committee and a member of the ULI Global Executive Committee.

### Session Overview:

Despite recent setbacks in the global debt markets the availability of equity into global real estate is at an unprecedented level. Sources of capital are increasingly diverse and footloose driving demand for real estate assets, real estate backed equities, debt instruments and related financial products. The tide of demand is increasing as investors from Asia and the Middle East become more active in the international markets competing for available product with established European and North American players. Is there sufficient product available in the markets to meet demand. where is it and in which sectors should investors concentrate? Are there real opportunities in the developing markets of Asia and India and will North America remain an investment destination of choice? How will London and Europe fare and what role lies ahead for the Middle East? What opportunities will be created in the capital markets to capture the imagination of investors into real estate? Are REITS the answer and will real estate derivatives be an investment category of choice?

### 12:00 • 13:15

### Academic Circle:

**Discussion Leader: Tony Ciochetti** MIT

### Presentations by:

Graeme Newell Robert Watson

Univ. of Western Sydney ProLogis



Tony Ciochetti is the Thomas G. Eastman Chair and Chairman of the MIT Center for Real Estate. His primary responsibilities at MIT are to enhance the Center's mission of improving the

global built environment through industry relevant research and to promote more informed professional practice. He is also involved in teaching topics in real estate finance and development. Prior to his appointment at MIT, Dr. Ciochetti was the Director of the Center for Real Estate Development and a Professor of Finance at the University of North Carolina in Chapel Hill. Dr. Ciochetti is also a visiting Professor in the Department of Land Economy at Cambridge University in England. Professor Ciochetti's teaching areas of expertise include Commercial Real Estate Development and Real Estate Finance. Dr. Ciochetti also teaches executive courses on such topics as real estate development, portfolio and asset management, and asset securitization for both industry and academic organizations. He regularly consults on behalf of investment banks, rating agencies, institutional clients and development companies.

### Session Overview:

Tony will provide an overview on sustainability, and points a somewhat negative finger at the relative lack of interest in the US markets. He will then present examples that highlight the economic benefits of upgrades to existing buildings as well as some discussion on increased productivity. Graeme will explain what is happening globally and specifically in Europe in terms of sustainability in property where some groups like PruPIM and HERMES are leaders. He will look at various global sustainability indices and see if real estate companies are included. The focus will be environmental sustainability at strategic level. Robert will talk about the sustainability measures being incorporated more broadly by Prologis at a company level. The floor will be opened up for about 20 minutes of discussion with the audience.

## THURSDAY 6 SEPTEMBER 2007

### 14:45 • 15:45

### Panel discussion II: I WANT YOUR PROPERTY!

### Moderator:

Jon H. Zehner

### Panellists:

Serge Fautré Norbert Sasse Wolfgang Egger Ian Coull Cofinimmo Growthpoint Properties Patrizia Segro

JPMorgan



Jon Zehner is a managing director and Head of sub-Saharan Africa for JPMorgan. In his role he oversees almost 450 people across the range of JPMorgan's businesses in Afirica.

He is also a member of IPMorgan's EMEA IB Executive Committee. Prior to this, Jon had spent 23 years in real estate investment banking at IPMorgan in New York and London. From 1994 to 2001 he was Global Head of Real Estate and Lodging Investment Banking. Jon co-founded and was a member of the Executive Board of EPRA. He is a past member of the Policy Committee of the British Property Federation, a past Trustee of the Urban Land Institute, and a past member of the Board of Think London the inward investment agency of London. He is also a past member of the Real Estate Advisory Board of the Warton School of the University of Pennsylvania. Jon is currently a member of the Real Estate Advisory Board of the University of Cambridge, Chairman of the International Bankers Association of South Africa, a member of the Board of the Banking Association of South Africa and a member of the Financial Sector Charter Council of South Africa. Jon Received an A.B. in Economics from Dartmouth College and an M.B.A. from Harvard University.

#### Session Overview:

This panel will examine the spectrum of strategies for acquiring assets in the current, rapidly changing market environment. What strategies work best in the different real estate asset classes and in the various regions/markets of the world? What skill sets are required to make each approach effective? Will the current upheaval in the financing markets precipitate new opportunities?

### 16:30 • 18:00

## Networking garden party in the Dionysos restaurant

We will be transferred from the Grande Bretagne to the Dionysos restaurant by coach.



The Acropolis

The Dionysos Restaurant is one of the most popular restaurants of Athens, not only for the locals but also for the many visitors of the city. The Dionysos Restaurant is located opposite the Acropolis and enjoys a magnificent view of the famous Parthenon and the ancient Roman amphi theatre of Herod Attikus, which is still being used today. The Dionysos Restaurant consists of a main

restaurant, a banqueting room, a coffee shop and beautiful verandas were EPRA's networking garden party will take place.



The Dionysos Restaurant

Afterwards you can either take the coach back to the hotel or take a pleasant walk via the Acropolis and the famous neighbourhood Plaka back to your hotel <

### 19:00

### Cocktails & Dinner at: The Zappeion Exibhition Hall

We will gather in the lobby of the Grande Bretagne at 18:45 hrs and walk together to the Zappeion

The Zappeion Exhibition Hall, which acquired international fame as the site of the final summit meeting of EEC leaders during the Greek presidency of the European Communities, is today one of the most upto-date centers for Greek and international conventions. It is a center for high-level meetings, of which the Greek capital can be justly proud. It is surrounded by some of the most important buildings in Athens, such as the Parliament building with the Tomb of the Unknown Soldier in front of it; the Maximos Palace, which is the official residence of the prime Minister; the Foreign Ministry, and other public buildings. Nearby are the National Gardens and, opposite, on the side of the Ardittos Hill, the Panathinaic Stadium: Hadrian's Arch and the ancient Temple of the Olympian Zeus. The columns and the impressive marble stairway at the entrance of the Zappeion Exhibition Hall look out on a broad expanse with a gentle downward slope, landscaped with fountains, flower beds, trees and shrubbery, which illustrate the grandeur of the Zappeion Exhibition Hall.



The large internal spaces of the Zappeion Exhibition Hall are ideally suited for conferences, seminars and similar gatherings, and equipped with the most up-to-date technical facilities. They surround an interior central atrium with an open space, which gives the building a lightness and airiness.

## THURSDAY 6 SEPTEMBER 2007

### 09:30 • 16:30

### PARTNERS PROGRAMME

At 10.00 hrs English speaking guides await the guests in the lobby of Hotel Grande Bretagne. For the trip we recommend to wear comfortable clothing and shoes, and to bring a hat, sunglasses and sun lotion.



Our tour will start with a walk to the famous Acropolis and Parthenon Temple. The hill of the Acropolis and the Parthenon is a must for every vistior of the city as it is one of the "seven wonders" of the world. After completing the tour of the Acropolis we will walk down the hill and proceed to the areas of Plaka and Monastiraki. They are the well-known old parts of Athens which have been inhabited since ancient times. After a refreshment at Dioskouroi Café we will walk back to the hotel via Mitropoleos street, were the Athens Cathedral is located, and via the famous shopping street, Ermou street.

Upon arrival to the hotel our mini buses will pick us up again and transfer us to Lycabetus Hill for a light lunch at restaurant Orizontes. Lycabetus Hill is the highest point in Athens offering magnificent views to the entire city and the sea.

We will complete our tour via the Presidential Residence and the Prime Minister's office to the famous "Kallimarmaro" stadium, the old Olymic stadium of Athens where the first modern Olympic Games took place in 1896.4



LASALLE Investment Management



### EPRA Best Performer Award sponsored by LaSalle and Kempen & Co

The aim of the EPRA Best Performer Awards, sponsored by LaSalle and Kempen & Co is to formally recognise a company, which has shown outstanding performance, due to good active management, and that provides a good level of transparency for investors.

The independent Award Committee consists of representatives from both the buy-side and the sell-side. The Award Committee performs its analysis in total independence from EPRA, LaSalle, and Kempen & Co provides valuable input in constructing the Award criteria. The Award criteria are as follows:

- Best absolute total return performance over the previous calendar year, in local currency.
- Consistent relative out-performance versus the country index in local currency, year on year, for the past 3 years, so consistent performance is ensured.
- Constituent of the FTSE EPRA/NAREIT Europe Index.
- EPRA membership is non-relevant
- Qualitative criteria such as corporate governance, liquidity and transparency are taken into account by the Award Committee.

To recap, the winner of the EPRA Best Performer Large Cap Award 2005 - sponsored by LaSalle was the German company IVG Immobilien. The winner of the EPRA Best Performer Small/Mid Cap Award 2005 - Sponsored by Kempen & Co was UK company Workspace Group. The awards were presented to both IVG Immobilien and Workspace Group during the EPRA Annual Conference dinner on 7 September 2006 in the Museum of Fine Arts in Budapest.

The award for EPRA Best Performer Small/Mid Cap, for the calender year 2006, will be presented after Panel discussion I on Thursday 6 September. The award for EPRA Best Performer Large Cap, for the calender year 2006, will be presented after the keynote speech of Peter Barge on Friday 7 September.

### The Award Committee:

- Michiel te Paske (Morgan Stanley)
  - nley) Quentin Freeman (UBS)
    - Phillipe Le Trung (Citigroup) Chairman
- Paul van der Vaart (Morley)
  John Hammond (RREEF)
- EPRA Best Annual Report Award sponsored by PGGM



The EPRA Award for the Best Annual Report for the year 2006 will be awarded at the EPRA Annual Conference in Athens for the sixth consecutive year. The previous years Awards were granted to IVG Holding AG in 2002, British Land Company Plc in 2003, Land Securities Group Plc in 2004 and 2005, and VastNed in 2006. The Award is sponsored by PGGM.

The Annual Report for the year 2006 of EPRA Members that are index constituents, are automatically included in the process. These Annual Reports are benchmarked against the Best Practices Policy Recommendations as published by the Best Practices Committee in November 2006. In total, over 80 Annual Reports are scrutinized by a review team of Deloitte. Finally, the top 5 companies will be extensively discussed between the Jury Members to decide the winner of the Award.

### The Award Committee:

- Jeremy Anagnos (CBRE)
- Kanak Patel (University of Cambridge)
- Ingemar Rindstig (Ernst & Young)
- Hans Volckens (Beiten Burkhardt)
- Bert Albers (Deloitte) Chairman 4

### FRIDAY SEPTEMBER 7<sup>™</sup> 2007

P R O G R A M M E		
08:00 • 09:00	Breakfast	
Keynote speaker $\rightarrow$ 09:00 • 09:45	Peter Barge, Jones Lang LaSalle	
AWARD PRESENTATION $\rightarrow$	EPRA Best Large Cap Performance Award 2007, sponsored by LaSalle Investment Management	
10:00 • 12:15	2 x 2 Concurrent Sessions	
SESSION I → 10:00 • 11:00	UK-REITs Moderator: Panel members: Panel members: Panel members: Panel members: Panel members: Panel Rehlaender, European Investors Francis Salway, Land Securities Robert Fowlds, JPMorgan Cazenove Mike Riley, The Local Shopping Reit	
SESSION II → 10:00 • 11:00	EUROPEAN EMERGING MARKETS Moderator: Panel members: • Alex Moss, AME Capital • Terry Olin, Eastern Property Holdings • Apostolos Tamvakakis, LAMDA Development • Peter Weinzierl, MEINL Bank	
11:00 • 11:15	Break	
SESSION III → 11:15 • 12:15	G-REITs Moderator: Panel members: Panel members: Panel members: Panel members: Panel members: Panel members: Panel members: Panel Mijs, Loyens & Loeff Olivier Elamine, Alstria Office Hans Volckens, Beiten Burkhardt John Kriz, Moody's Oliver Puhl, Morgan Stanley	
SESSION IV → 11:15 • 12:15	ASIA & SOUTH AMERICAN EMERGING MARKETS Moderator: Nick Tyrrell, JPMorgan Panel members: • Kiran Patel, AXA REIM • Scott Crowe, Cohen & Steers • Paolo Gomes, PREI • Ben Sanderson, Prupim	
PANEL DISCUSSION III → 12:30 • 13:30	I GOT YOUR PROPERTY! Moderator: Panel members: Dohn Carrafiell, Morgan Stanley • Barden Gale, ABP Investments • Michael Pralle, GE Real Estate • James Blakemore, Lehman Brothers • Matthew Quinn, Stockland	
	Closing remarks Nick J.M. van Ommen, CEO of EPRA	
13:30 • 15:00	Lunch	

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## FRIDAY 7 SEPTEMBER 2007

09:00 • 09:45

### Keynote Speech: **Asian Property Investment Opportunities and Pitfalls**

Speaker: Peter Barge

Jones Lang LaSalle



Peter Barge is an author, and the Asia Pacific Chief Executive Officer of Jones Lang LaSalle, the regions' leading commercial real estate services firm. His career as a CEO has taken

him and his family of four to the United States of America on three separate postings and to Asia on two.

Starting in International Hotel Management his career has touched the fields of teaching, technology, service sector consulting and real estate. Today Peter oversees a team of 14,000 real-estate specialists spread across 13 countries and 50 offices.

Peter is the author and editor of several books among which "Little Book of Big Decisions", "The Art of Series" and "Little Book of Asia Pacific Real-estate terms".

Peter is a regular presenter at Asian business conference and is often quoted in the Asian press and seen on Asia Television commenting on real estate trends, global outsourcing, off shoring and Asian tourism.

### Keynote Speech Overview:

In this session, he will take a "warts and all" look at investing in property in the Asia Pacific region. Great opportunity and the promise of steller returns comes with emerging market, political & social risks. He will give his view on the positive drivers, the pitfalls new entrants face and the short & medium term outcomes that are likely to unfold. While covering the region, he will specifically discuss India, China and Japan.

### 10:00 • 11:00

**Concurrent Session I: UK-REITs** 

### Moderator:

Patrick Sumner

Henderson

### Panellists:

Robert Fowlds Francis Salway Mike Riley

James Rehlaender European Investors JPMorgan Cazenove Land Securities Local Shopping REIT



Patrick Sumner is Head of Property Equities at Henderson Global Investors. He and his team manage global, pan-European and Asia/Pacific

property share funds. Patrick has more than 20 years' experience of European real estate markets, first with Hillier Parker and subsequently with quoted companies Reinhold, Arcona and Chesterfield Properties. He joined Henderson Global Investors in 1997.

Henderson Global Investors has funds under management of approximately \$135 billion, including property equities with a value of \$4.2 billion.

Patrick Sumner holds an MA in Modern Languages from Oxford University and an MSc from the London Business School. He is a Member of the Royal Institution of Chartered Surveyors, was a founding Executive Board member of the European Public Real Estate Association, chairs the UK REITs and Quoted Property Group and sits on the REIT Committee of the UK Property Industry Alliance.

### Session Overview:

The session will cover a brief history of REITs in the UK, looking at conversions, IPOs and performance. The panel will discuss whether there is something wrong with REITs or with the market, why some REIT IPOs succeeded while others failed, and the relationship between share prices and property values. Other topics may include the evolution of the investor base, the importance of dividends versus total return, possible changes to the REIT legislation and predictions for the next twelve months.

### 10:00 • 11:00

**Concurrent Session II: European Emerging Markets** 

Moderator: Karl Petrikovics

Immofinanz

### Panellists:

Alex Moss Terry Olin **Apostolos Tamvakakis** Peter Weinzierl

AME Capital **Eastern Property** LAMDA Dev. Meinl Bank



Karl Petrikovics holds final degrees in law (Mag. jur.) and economics (Mag. rer.soc.oec.) (1979), and graduated in law (Dr.jr.) in 1980. From 1980 he was employed at the branch

office of an international audit company, and in 1984 he was appointed CEO of an Austrian wholesale company. From 1985 – 1989 he was CEO of Maschinen + Anlagen Investitions-Leasing GmbH (M.A.I.L.), a subsidiary of a large bank specialising in the financing of large-scale and real estate investments. In 1987 Karl Petrikovics was also appointed a member of the Managing Board of CA Immobilien Anlagen AG, a position he held until 1989. Since 1990 he is CEO of IMMOFINANZ. Additionally he is CEO of IMMOEAST and CEO of Constantia Privatbank, a bank specialising in asset management, real estate, tax optimised investments and mergers & acquisitions advisory business, since 1999.

### Session Overview:

Changes, opportunities and risks in European Emerging Markets. What can investors expect and where are the best opportunities. How to deal with local circumstances. Which steps have to be taken to secure profitable invesments. Where will be the next opportunities? <

## FRIDAY 7 SEPTEMBER 2007

### 14:45 • 15:45

Concurrent Session III: G-REITs

### Moderator:

Ronald Wijs

### Panellists:

Olivier Elamine Hans Volkens John Kriz Oliver Puhl Alstria Office Beiten Burkhardt Moody's Morgan Stanley

Loyens & Loeff



Ronald Wijs is a partner in the Amsterdam office of the Benelux law firm Loyens & Loeff. Mr. Wijs is a tax lawyer by training and a member of the firm's private equity / invest-

ment management team. Previously, he was the resident partner in the Paris office of Loyens & Loeff (1994-1999) and also worked in the Geneva office of the firm (1988-1991). He holds a law degree from the "Vrije Universiteit" in Amsterdam (1984), as well as a post graduate degree in tax law from the "Katholieke Universiteit Brabant" in Tilburg (1988). Ronald is frequently lecturing on specialised seminars and has written various articles on topics related to private equity and property investment funds. He is the chief-editor of the EPRA (global) REIT Surveys and a co-chairman of the EPRA Tax Committee.

### Session Overview:

The experts on the panel will deal with the following topics:

- Setting the standard: how should a Successful European REIT regime look like?
- Update on the key tax and legal characteristics of the G-REIT.
- Discussion of the current G-REIT market and outlook for the future.
- Comparing the G-REIT regimes to its European peers (UK, France, etc.).
- G-REITs and international activities (acquisitions, mergers).

### 14:45 • 15:45

Concurrent Session IV: Asia & South American Emerging Markets

Moderator: Nick Tyrrell

JPMorgan

### Panellists:

Kiran Patel Scott Crowe Paolo Gomes Ben Sanderson AXA Reim Cohen & Steers PREI Prupim



Nick Tyrrell is a Managing Director and head of Research and Strategy for JPMorgan Real Estate's European Team. He is responsible for providing strategic

guidance for JPMorgan's European real estate funds, as well as providing market information for the acquisition and asset management teams. He also plays a key role in marketing and client relations, and is a well-known face on the real estate conference circuit. An employee since 2004, Nick previously spent four years at Deutsche Bank where he headed a team of six researchers at DB, and among other tasks built up a deep and well-respected stable of real estate publications, as well as co-ordinating the global research effort among DB's teams in Europe, the US and Asia-Pacific. Prior to this, he worked as an economic forecaster in the UK and Switzerland. Nick obtained a first-class BA and an MA in Philosophy, Politics and Economics from Oxford University and is a Member of the Royal Institute of Chartered Surveyors.

### Session Overview:

As appetite for real estate continues to push cap rates down in the established markets of Europe and North America, investors are increasingly seeking to deploy capital into new regions. At the same time, real estate markets in the developing world are rapidly becoming more liquid and transparent, while the global economy is increasingly being driven by markets such as China, India and Brazil. In this session we explore the real estate markets in Asia and Latin America, drawing on perspectives from both public and private sides of the markets.

### 14:45 • 15:45

Panel discussion III: I GOT YOUR PROPERTY

Moderator: John Carrafiell

Morgan Stanley

### Panellists:

Barden Gale Michael Pralle James Blakemore Matthew Quinn ABP Investments GE Real Estate Lehman Brothers Stockland



John Carrafiell is Joint Global Head of Morgan Stanley Real Estate Investing (MSREI) and a Managing Director of the Firm, based in London. MSREI is the leading real

estate investment manager among Wall Street Firms with over \$80 billion in assets under management in a range of funds and strategies from Core to Opportunistic. Separately, Morgan Stanley manages \$25.5 billion in listed real estate securities. John is also President of the Morgan Stanley Real Estate Special Situations III, a \$4 billion, market leading, open-ended global real estate fund, started in 2006. John is a Trustee of the Urban Land Institute, a director of the Management Board of EPRA, and a director of leading real estate companies including: Multi Corporation, Deutsche Immobilien Chancen, Grupo Lar and Canary Wharf, where is he Chairman of the audit committee. John has been at Morgan Stanley for his entire career since graduating with a BA from Yale University in 1987.

### Session Overview:

Only a few months ago, the tsunami of liquidity made 'Take Privates' and 'Management Buy-outs' seem almost an everyday event in the US, moved to Australia, and was seemingly on the threshold in Europe -- what a difference an evaporation of liquidity over the past six weeks makes -- today, Strategic parties seem to have the advantage over the Private Equity houses and Hedge Funds, with strong balance sheets and undrawn credit lines. However, the share price declines appear tempting now, particularly in Europe. As the tide shifts, what will happen in the coming year? What will enable Take Privates or MBO's to re-emerge? Have company boards re-adjusted their take-out price expectations? Will transactions happen? Why/how? Who will win out, the Strategic/Corporate or the PE funds? <

## **CONFERENCE PARTICIPANTS**

AS AT **31** AUGUST **2007** 

NAME

#### NAME

Mr. Serge Enneman Mr. Philip Hardeveld Mr. Jan Willem van Kranenburg Mr. Rogier Quirijns Ms. Nancy I. Holland Mr. lorrit Arissen Mr. Rutger W. van der Lubbe Mr. Rafaël Torres Villalba Mr. Barden N. Gale Mrs. Vincenza Colucci Ms. Maryse Aulagnon Mr. Alain Chaussard Mr. James A. Fetgatter Mr. Alex Dexne Mr. Olivier Elamine Mr. Alex Moss Mr. Timothy Gibson Mr. Hugo Machin Mr. Brett Ward Mr. Peter Mitchell Ms. Dana K. Hamilton Mr. Hirokazu Aoyagi Mr. Tatsuo Ichii Mr. Kiran Patel Ms. Verinna Vangelatos Mr. Aris Vovos Mr. Benoît de Blieck Mr. Laurent Carlier Dr. Hans Volkert Volckens Mr. James Gibson Mr. Nicholas Vetch Ms. Elizabeth Peace Mr. Ton J.M. Beekman RA Mr. Graham Roberts Mr. Steven J. Owen Ms. Claudia Hainz Mr. Dennis Lopez Mr. Ian Hawksworth Mr. Håkan Hellström Drs. Peter J. Driessen Mr. Jeremy Anagnos Mr. Gavin Peacock Mr. Marius de Groot Mr. Huug Braamskamp Mr. Rishi Bhuchar Mr. Nick Jacobson Mr. Ewen N. MacPherson Mr. Harry Stokes Mr. Philippe Le Trung Mr. Alban Lhonneur Ms. Jana Sehnalova Ms. Hanna Jaakkola Mr. Petri Olkinuora Mr. Eero Sihvonen Mr. Wale Akinmusire Ms. Quirine Eenhorst Ms. Cynthia de Witt Wijnen Mr. Sébastien Berden Mr. Serge Fautré Mr. Marc Hellemans Mr. Gustaf Colliander Mr. Scott Crowe Mr. Gerios Rovers Mr. Jesse Freitag-Akselrod Mr. Leonard Geiger Mr. Paul Osbourne Mr. Luke Sullivan Mr. Stephan Rind Drs. Bram I. Liebrand Mr. Max Remmers Mr. Jan Haars Mr. Jan A. de Kreij Mr. Stefanos Papapanagiotou Mr. Werner Richli Mr. Wenceslao Bunge Mrs. Sonja Gier Mr. Ian Marcus Mr. Peter Saemann Mr. Jaakko Leinonen Mr. Andreas Loepfe . Ms. Claire Faulkner Mr. Mark Goodey Mr. Wibo H.E. van Ommeren Drs. Bert Albers RA Mr. Pierre-Hugues Bonnefoy Mr. Georg Bucher Mr. Klaus Elmendorff Ms. Louise Gregory Mr. Situl Jobanputra Mr. Eric Martin Mr. John Mozlev Mr. Quentin Nason Mr. John Perry Mr. Massimo Saletti Mr. Andrew Stainer

COMPANY TITLE ABN AMRO Bank ABN AMRO Bank ABN AMRO Bank ABN AMRO Bank ABN AMRO AM ABP Investments ABP Investments ABP Investments ABP Investments Aedes SpA AFFINE AFFINE AFIRE Alstria Office Alstria Office AME Capital AMP Capital Redding AMP Capital Redding AMP Capital Redding APRFA Archstone ARES **ARES** AXA REIM Babis Vovos Babis Vovos Befimmo Befimmo Beiten Burkhardt Big Yellow Group Big Yellow Group British Property Federation Chief Executive Breevast British Land Brixton CA Immo Cambridge Place Capital & Counties . Castellum CB Richard Ellis **CB** Richard Ellis CB Richard Ellis Citco Citco Nederland Citigroup Citigroup Citigroup Citigroup Citigroup Citigroup Citigroup Citycon Citycon Citycon Cityscape Clifford Chance Clifford Chance Cofinimmo Cofinimmo Cofinimmo Cohen & Steers Colonia Real Estate Cordares Vastgoed Cordares Vastgoed Corio Corio **Credit Suisse** Credit Suisse Credit Suisse Credit Suisse Credit Suisse Credit Suisse CRFF CUREM Deloitte Deloitte Deloitte Deloitte Deloitte Deutsche Bank Deutsche Bank

Senior Sales Trader Equities Analyst Real Estate Securities Real Estate Analyst Real Estate Analyst Senior Vice President Analyst Senior Portfolio Manager Senior Portfolio Manager Chief Investment Officer Investor Relations Manager President Directeur Generale Vice Chairman and CEO Chief Executive Chief Financial Officer Chief Executive Officer Chairman Analyst Associate Portfolio Manager Chief Executive Officer Managing Director **Executive Director** Secretary General Global Head of Research and Strategy Investor Relations Chief Executive Officer **Chief Executive Officer** Chief Financial Officer Managing Director Chief Executive Officer Chairman Chief Executive Officer Finance Director Deputy Chief Executive Investor Relations Head of Real Estate Managing Director Chief Executive Officer European Director Investments Managing Director Analyst Vice President Business Development Account Manager Director Managing Director Director Analyst Senior Research Analyst Analyst Vice President Investor Relations Officer Chief Executive Officer Chief Financial Officer Chief Financial Officer Associate Junior Notary Investor Relations Officer Chief Executive Officer Controller Investment Analyst Senior Vice President Managing Director Investment Analyst Senior Vice President Head of Eur. Institutional Marketing Investment Analyst Chief Executive Officer Senior Portfolio Manager Research Analyst Chief Financial Officer Chief Executive Officer Vice President Financial Analyst Managing Director Analyst Chairman, Eur. RE Inv. Banking Managing Director Research Analyst President Director Partner Senior Manager Partner Audit Partner Vice President Managing Director Analyst Director Director Managing Director Equity Capital Markets Analyst Head RE Investment Banking Managing Director

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#### COMPANY Deutsche Euroshop

Dresdner Kleinwort

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European Investors

European Investors

Eurobank Properties Eurobank Properties

Eurobank Properties

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Gazit Europe

Gazit Globe

GE Real Estate

Gestione Fiere

Gestione Fiere

Goldman Sachs

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Jones Lang LaSalle

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Green Street Advisors

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**Growthpoint Properties** 

Harvest Capital Partners

Harvest Capital Partners

GEM Realty Capital

GBWAG

. Equity Estate

Ernst & Young

Ernst & Young

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Eastern Property Holdings

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TITI F Chief Executive Officer Investor Relations Chief Executive Officer Associate Director Director Management Committee Vice President Managing Director Managing Director Partner Partner Partner Manager of Advisory Services Manager Real Estate Studies Senior Financial Analyst Investment Manager Deputy General Manager Investor Relations Deputy Investment Manager Head of Greek Branch Head of Corporate Banking Ioint Chief Executive Joint Chief Executive , Managing Director Research Analyst Portfolio Manager Research Analyst Director Prop. Funds Mgnt. Finance Director Managing Director Senior Portfolio Manager Senior Portfolio Manager Director Executive Director Senior Product Specialist Analyst Executive Director Managing Director Chief Executive Officer Director Business Development Director Finance Director Chairman Board of Management President / CEO Portfolio Manager Senior Sales Manager Sales Manager Executive Director Vice President Vice President Vice President Vice President Managing Director Chairman Managing Director Analyst Chief Executive Officer Chief Executive Officer Chief Operating Officer Chief Executive Officer Managing Director Managing Director Associate Director Head of Property Equitise Fund Analyst Managing Director Fund Analyst Business Development Investor Relations Chief Executive Officer Managing Director Senior Analyst Senior Vice President Vice President Business Manager Senior Investment Analyst Head of Fund Development Chief Executive Officer Head of European Funds Chairman Head of Investor Relations Investor Relations Chief Financial Officer Chairman and CEO Chief Executive Officer Associate Analyst Head of Eur. RE Research Equities Vice President Managing Director Head of Research & Strategy Managing Director Managing Director

### **CONFERENCE PARTICIPANTS**

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AS AT **31** AUGUST **2007** 

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Real PAC

Executive Director

Chief Executive Officer Director of Research Director Director Corporate Finance Director Research Property Analyst Institutional Equity Sales Associate Senior Analyst Chief Executive Officer Chief Financial Officer Manager Partner Partner Partner Treasurer and IR Director Chairman and CEO Development Manager Development Manager Finance Director Chief Executive Managing Director Managing Director Managing Director Executive Director Managing Associate Partner Partner Partner Principal . Principal Head of Real Estate Chief Financial Officer Chief Executive Officer Director Board Member Chief Financial Officer Director Associate Managing Director Director / Equity Analyst Chairman Director of Real Estate Fund Manager Managing Director Vice President **Executive Director** Managing Director Executive Director Analyst Executive Director Analyst Portfolio Manager Managing Director Member of the Board Fund Manager Managing Director Partner Partner Vice President President / CEO Investment Manager Chief Executive Officer Managing Director Assistant Vice President Vice President Chief Executive Officer CIO Senior Portfolio Manager Portfolio Manager Fund Manager Investor Relations Chief Investment Officer Tax Director Partner Direcor Portfolio Management Senior Analyst Senior Vice President Vice President - Investor Relations CEO Executive Director Investment Director Managing Director Director Vice President Chief Financial Officer Head Communications Chief Executive Officer Deputy Chief Executive Finance Director

TITI F

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COMPANY RealFoundations RealFoundations RealFoundations Redevco Reed Midem Renta Resolution Capital Reyal Urbis Risanamento Rothschild Rothschild RREEF RREEF DB RREEF Safestore Safestore Sal. Oppenheim Sal. Oppenheim RE Sal. Oppenheim RE Sal. Oppenheim RE SEGRO SEGRO Silic SNL Financial SNL Financial SNL Real Estate Société de la Tour Eiffel SFL SFL SFL Société Générale Société Générale Sponda Sponda Stockland Stockland Thames River Capital Thames River Capital Blackstone Group Local Shopping Reit UBS Deutschland UBS Deutschland UBS UBS UBS UBS UBS UBS UBS Unibail-Rodamco University of Reading University of Western Sydney VAP Investments VastNed VastNed Vivacon WestLB Züblin

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#### TITLE

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Director Director Director Editor Finance Editor Reporter Editor Editor Editor Global Correspondent Publisher Editor Managing Director Editor-in-Chief Publisher Journalist , Senior Editor

CE0 CEO Director Reporting Practices Office Manager Assistant Office Manager Research Director Researcher Conference Assistant Managing Director Photographer



The Grande Bretagne represents the essence of hospitality in Greece for more than 130 years. Since it reopening in 2003, the promises of defined excellence have even been exceeded. The Hotel was proud to be again host to the world of sports on the occasion of the Olympic Games that took place in the country of origin in 2004.

The Hotel Grande Bretagne offers the best location in Athens with spectacular views to Acropolis and sets a spectacular example in the international hotel business, offering pure luxury in service and living. This prestigious hotel, reflecting Europe's finest history and hospitality, is a perfect asset to the legendary hotels of The Luxury Collection brand within Starwood Hotels & Resorts.

The Grande Bretagne has reached a new era of defined excellence. Your stay with us shall be crowned by every conceivable amenity and impeccable service.





Unparalleled in the capital, this magnificent roof-top restaurant with contemporary design provides breathtaking city views.

Stunning vistas summon up a totally relaxing ambience for breakfast and dinner year round. The restaurant re-opened in June 2006, following a complete renovation. Grilled steaks, fresh seafood and the very noblest of Mediterranean cuisine from Chef Emilio Bracciale are served, as guests savour the experience of watching the sun set majestically behind the ancient Acropolis, firing the imagination to thoughts of a truly classical age.

Open now during breakfast, lunch and dinner, you are given the opportunity to enjoy your meal with great view of the whole of Athens. Regardless of the weather, sunny, cloudy, rainy, windy, have a unique experience in the GB Roof Garden.

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