

Real Estate Investment & Development
Across the World

GRI WORLD SUMMIT 2009

London 6 May 2009

PROGRAM

THE GRI A GLOBAL CLUB

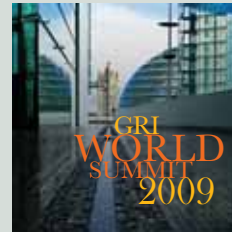
The GRI is a global club of senior real estate investors, developers and lenders that runs its activities through a collection of annual meetings focussed on different regions of the world.

At GRI meetings there are no speakers or panellists, just informal discussions in small groups, where everyone participates equally.

If building close relationships with the driving elite of the real estate industry at the most senior levels can be useful, we welcome you to join us.

www.globalrealestate.org
info@globalrealestate.org
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Fax: +44 20 8445 6633

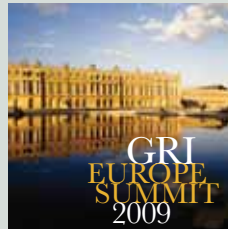
REAL ESTATE INVESTMENT ACROSS THE WORLD



GRI WORLD SUMMIT 2009
London, 6 May



CHINA GRI 2009
Shanghai, 2 June



GRI EUROPE SUMMIT 2009
Paris, 15-16 September



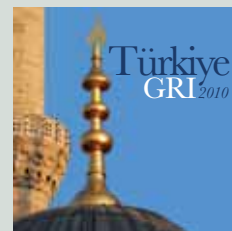
INDIA GRI 2009
New Delhi, 23-24 September



RUSSIA GRI 2009
Moscow, 30 Sept



NEW EUROPE GRI 2009
Warsaw, 23-24 November



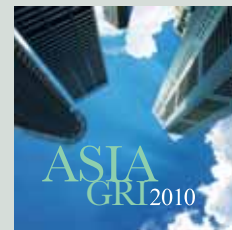
TURKEY GRI 2010
Istanbul, 19 January



GRI EUROPE CHAIRMEN'S RETREAT 2010
St Moritz, 21-24 January



USA GRI 2010
New York, 25 February



ASIA GRI 2010
Singapore, March



DEUTSCHE GRI 2010
Frankfurt, April

The mission of the speakers at the GRI is not to talk but to make others talk, engage and connect.



Natalia Shadricheva

We are delighted to welcome you to the GRI World Summit 2009.

As with all GRI get-togethers, this GRI was created by many present here today who have contributed front –line expertise, intellectual brilliance, financial resources and more to reach out to fellow leading lights and create a program to discuss today’s issues. We can’t thank them enough.

If chairing a discussion at a future GRI World Summit – or any other GRI event - can be useful to you or a senior colleague, we welcome hearing from you.

In the meantime, please join the fray and engage in the discussions as if this was about you, your business, your opportunities. Because it is.

We wish you a great GRI. Thanks for being with us.



Henri Alster

Natalia

Natalia Shadricheva
Director, GRI World Summit | Russia GRI
GRI – Global Real Estate Institute.

Henri

Henri Alster
Chairman
GRI – Global Real Estate Institute.

Inquiries and further information
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Ongoing updates at www.mygri.com/world

HERE ARE A FEW TIPS THAT MAY BE HELPFUL IN GETTING THE MOST OUT OF THE GRI.

GRI discussions are NOT panels. They are like after-dinner conversations in one's own living room with a few good friends under the guidance of the moderating Chair.

Everyone participates equally, not just the Discussion (co-)Chairs. The job of the moderating Chair is to make EVERYBODY talk and engage. Discussion co-Chairs sit scattered about the room and participate no more, no less than anyone else in the room.

If connecting with new partners can be useful, we encourage you to ENGAGE as vocally and actively as you might enjoy. This will enable others to get to know you and you to get to know them.

The Moderating Chair will be addressing questions DIRECTLY to particular participants, by name or by pointing at them, not just to anyone unspecified in the room at-large, as that is usually greeted with pregnant silence. Even so, you are encouraged to comment, question, dissent or otherwise interject.

As no one will prompt you, please join the discussion room of your choice in time. Rooms only fill in AFTER a discussion starts and you need not be alarmed by a near empty room. It will quickly get crowded.

Some participants speak so softly as to be unheard by most. SPEAK UP and remind others to do so if you can't hear them.

AVOID monopolizing conversation, self-promotion or commercial pitches as the Moderating Chair has been urged to cut them off.

The GRI format was designed to enable senior industry leaders to share, learn and make friends in as natural, spontaneous and collegial a setting as possible. We welcome your suggestions as to how we can do better.



PROGRAM

Timetable

Tuesday 5 May

■ 19h00 - 22h30 Private Board Dinner

(reserved for GRI attending members,
World Summit Partners and
Discussion (co)-Chairs).

Wednesday 6 May

- 08h00 onwards Check-in
- 09h00 - 10h00 Keynote
- 10h00 - 13h15 Group Discussions
- 13h15 - 14h15 Lunch
- 14h15 - 17h15 Group Discussions
- 17h15 - 18h15 Closing Drinks

Dress code: Business casual. No tie required

**Intercontinental Hotel,
London Park Lane**

NOT FINAL
at time of press.
Please check handout update.

09h00 - 10h00

KEYNOTE



*The Global Economy after
the Credit-driven Super-cycle*

BALLROOM 1

DR. THOMAS MAYER, CFA

*Co-head of Global Economics & Chief European Economist
DEUTSCHE BANK, CIB GLOBAL MARKETS - RESEARCH
uk*

10h15 - 11h30

12h00 - 13h15

LEADENHALL

MARYLEBONE

PETTICOAT

PORTOBELLO

ROMAN

KEYNOTE BALLROOM 1 09H00 - 10H00

BREAK 11H30 - 12H00

CREDIT CRUNCH

is the worst over?

Ingeborg Warschke
Michael Alberts Brian Garrison
Kean Hird Timothy Jones
Donal O'Neill Pieter van de Kimmenade

PENSION REAL ESTATE INVESTMENTS

are new strategies necessary?

Ruifen Xu
Andrew Chapman Laurent De Spiret
Edwin Meysmans Norbert Vanas

DEBT FINANCING

where are investors looking for value?

Christian Nickels-Teske
Michael Acratopulo Imran Ahmed
Rasim Kaan Aytogu Jonathan Harris
Paul Stone Rahul Sule

WESTERN EUROPE

winner of the downturn?

Jagdeep Kapoor
Azdine Doulaki Jonathan Driscoll
David Gillerman Michael Kenney Franck Ruimy

US | EUROPE | ASIA

*what global investment strategies
in a downturn?*

Carla Giannini
Subhash Bedi Paul Brundage
Gregory Hartch Don Lam
Rodney Pereira Paul-Michael Raingold
Jean-Luc Seidenberg Floris Van Dijkum

NORDIC REAL ESTATE

hidden opportunities or feeling cold?

David Dahlgren
Mikkel Bülow-Lehnsby
Jyrki Konsala
Rickard Svensson

DEBT RESTRUCTURING

realizing substantial capital value?

Steven Edwards
Jairaj Amin
Ahsan Ellahi
Robert Weinberg

EUROPEAN RETAIL

saturation or still way to go?

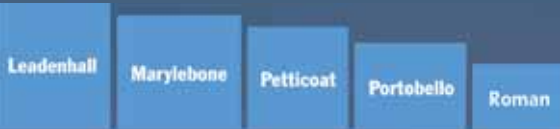
Miles Stephenson
Daniel Galvez
Severin Schöttmer

HOTEL ACQUISITION, FINANCING AND DEVELOPMENT

what are the secrets?

Tony Potter
Jan Hazelton

Floorplan



14h15 - 15h30

INDIAN REAL ESTATE

what is in it for the next 5 years?

Anurag Munshi
Manish Agarwal Jay Oberai Ariel Podrojski
Kapil Wadhawan David Walker

DEVELOPMENT IN SOUTHERN AND EASTERN EUROPE

still growth potential?

Peter Vesenjok
Liska Blodgett Ian Cole Roland Kaehler
Olga Kiendler Erik Mikurcik Nikolina Nikolova
Michele Small Pere Viñolas Serra
Miroslav Yazov Stelios Zavvos

INDUSTRIAL/LOGISTICS IN EMERGING MARKETS

strategic advantage or Bermuda triangle?

Michael Eisenkolb
Anton Bilton Sergey Chashnikov
Edward Kisala Rustem Mirgalimov
David O' Donnell Philippe van der Beken

INVESTMENTS IN RUSSIA

justifying risk or the land of opportunities?

Vladimir Ivanov
Will Andrich
Sylvia Gansser-Potts
Helena Ivanovic

16h00 - 17h15

UK INVESTING

are values attractive once again?

Mike McNamara
Richard Bentley Joe Froud Philip Irons
Kevin McGrath Malcolm Naish
Jonathan Ofer Steve Willingham

DISTRESSED ASSETS

minimizing the stress, maximizing the assets

Joel Peck
Niels Fischer Todd Hirsch
Lloyd Lee Philippe Peirs Ralph Winter

CEE / TURKEY

are emerging markets more resilient?

Tassos Kotzanastassis
Odysseas Athanasiou Richard Balfe Dr. Walter Hampel
Anthony Khoi Fernando Salazar Onur Takmak
Nico Veldhuis Janet Woo Alvydas Zabolis

JOINT VENTURES

solution to the growing equity requirements?

Charles Cruden
Manuel Lagares
Andrés Sallay

LEADENHALL

MARYLEBONE

PETTICOAT

PORTOBELLO

ROMAN

LUNCH 13H15 - 14H15

BREAK 15H30 - 16H00

MEETING PLACE



... For those who think the opportunity to schedule personal meetings with so many of the industry's best and brightest is too good to pass up...

Schedule your appointments early...

COMMERZBANK 
Group

**EURO
HYPO**
Café

Real Estate Investment & Development
Across Europe

GRI EUROPE SUMMIT 2009

Paris 15-16 September

www.mygri.com/europe

Tel +44. 20 8492 2638
info@globalrealestate.org

10H15 - 11H30

KEYNOTE

09H00 - 10H00



DR. THOMAS MAYER
co-head of global economics &
chief european economist
DEUTSCHE BANK *uk*

*The Global Economy after
the Credit driven Super-Cycle*

BALLROOM I

CREDIT CRUNCH
is the worst over?

LEADENHALL

INGEBORG WARSCHKE
bank director
HELABA *germany*

DR. MICHAEL ALBERTS
partner
ORRICK HÖLTERS & ELSING
germany

BRIAN GARRISON
managing director
FOREST CITY INTERNATIONAL *uk*

KEAN HIRD
chairman, cee
CATALYST CAPITAL *uk*


TIMOTHY JONES
director
CREDIT SUISSE *uk*

DONAL O'NEILL
director
**CORNERSTONE CAPITAL
MANAGEMENT** *ireland*


PIETER VAN DE KIMMENADE
general manager
**AAREAL BANK, AMSTERDAM
BRANCH** *netherlands*



Ingeborg Warschke




Dr. Michael Alberts




Brian Garrison




Kean Hird



Timothy Jones



Donal O'Neill



Pieter Van De Kimmenade

**PENSION
REAL ESTATE
INVESTMENTS**
*are new strategies
necessary?*

MARYLEBONE

RUIFEN XU
portfolio investment manager
**DOW CORPORATE PENSION,
GLOBAL REAL ESTATE** *usa*

ANDREW CHAPMAN
pension investment manager
JOHN LEWIS PARTNERSHIP *uk*

LAURENT DE SPIRLET
real estate director
INTEGRALE *belgium*

EDWIN MEYSMANS
managing director
KBC PENSION FUND *belgium*

NORBERT VANAS
deputy general director
**MAIN ASSOCIATION OF
AUSTRIAN SOCIAL INSURANCE**
austria



Ruifen Xu



Andrew Chapman



Laurent De Spirlet



Edwin Meysmans



Norbert Vanas

No
speakers.

Just
collegial
discussions
where all
participate
equally.

DEBT FINANCING
*where are
investors looking
for value?*

PETTICOAT

CHRISTIAN NICKELS-TESTE
head of treasury europe and
debt capital markets
PROLOGIS *netherlands*

MICHAEL ACRATOPULO
md origination
EUROHYPO *uk*

IMRAN AHMED
managing director
DEUTSCHE BANK *usa*

DR. RASIM KAAN AYTOGU
group executive director
TANMIYAT GROUP *uae*

JONATHAN HARRIS
executive director
MACQUARIE CAPITAL ADVISERS
uk

PAUL STONE
general manager, north-west
europe
AAREAL BANK *uk*

RAHUL SULE
executive director
JPMORGAN *uk*



Christian Nickels-Teste



Michael Acratopulo



Imran Ahmed



Dr. Rasim Kaan Aytogu



Jonathan Harris



Paul Stone



Rahul Sule

WESTERN EUROPE
*winner of the
downturn?*

PORTOBELLO

JAGDEEP KAPOOR
partner
**MOOR PARK
CAPITAL PARTNERS LLP** *uk*

AZDINE DOULAKI
investment management -
international finance
KEOPS *france*

JONATHAN DRISCOLL
principal
HOJASCO CAPITAL *cyprus*

DAVID GILLERMAN
head of real estate, europe
OCH-ZIFF CAPITAL MANAGEMENT
uk

MICHAEL KENNEY
senior director emei,
commercial real estate
HYPOTHEK BANK AG *uk*

FRANCK RUIMY
chief executive officer
AERIUM FINANCE *uk*



Jagdeep Kapoor



Azdine Doulaki



Jonathan Driscoll



David Gillerman



Michael Kenney



Franck Ruimy

12H00 - 13H15

US | EUROPE | ASIA
*what global
 investment
 strategies in a
 downturn?*

LEADENHALL

CARLA GIANNINI
 md & european head
CREDIT SUISSE *uk*

SUBHASH BEDI
 managing director
RED FORT CAPITAL *india*

PAUL BRUNDAGE
 evp, global asset management
OXFORD PROPERTIES *canada*

GREGORY HARTCH
 md - international real estate
GE ASSET MANAGEMENT *france*

DON LAM
 ceo
VINACAPITAL GROUP *vietnam*

RODNEY PEREIRA
 head of direct real estate europe
EUROPEAN INVESTORS
netherlands

PAUL-MICHAEL RAINGOLD
 president
**GÉNÉRALE CONTINENTALE
 INVESTISSEMENTS** *france*

JEAN-LUC SEIDENBERG
 general manager
MACQUARIE CAPITAL ADVISERS
uk

FLORIS VAN DIJKUM
 global chief investment officer
SPEYMILL PROPERTY GROUP *uk*



Carla Giannini



Subhash Bedi



Paul Brundage



Gregory Hartch



Don Lam



Rodney Pereira



Paul-Michael Raingold



Jean-Luc Seidenberg



Floris Van Dijkum

DEBT
 RESTRUCTURING
*realizing
 substantial
 capital value?*

PETTICOAT

STEVEN EDWARDS
 managing director
JP MORGAN *uk*

JAIRAJ AMIN
 managing director emei,
 commercial real estate
HYPO REAL ESTATE BANK AG *uk*

AHSAN ELLAHI
 co-head uk division
EUROHYPO *uk*

ROBERT WEINBERG
 director
CREDIT SUISSE *uk*



Steven Edwards



Jairaj Amin



Ahsan Ellahi

**NORDIC
REAL ESTATE**
*hidden
opportunities or
feeling cold?*

MARYLEBONE

DAVID DAHLGREN
investment director,
nordic region
KENMORE PROPERTY GROUP
sweden

MIKKEL BÜLOW-LEHNSBY
partner
NORDIC REAL ESTATE PARTNERS
denmark

JYRKI KONSALA
director of european investments
REALKAPITAL PARTNERS
luxembourg

RICKARD SVENSSON
partner
NORDIC REAL ESTATE PARTNERS
sweden



David Dahlgren



Mikkel Bülow-Lehnsby



Jyrki Konsala



Rickard Svensson

The job
of the
Discussion
Chairs is not
to talk.

It is
to make
everyone
else
talk...

**HOTEL
ACQUISITION,
FINANCING AND
DEVELOPMENT**
*what are
the secrets?*

ROMAN

TONY POTTER
ceo & managing director
CHI HOTELS & RESORTS *malta*

JAN HAZELTON
vice president development
HILTON GROUP *uk*



Tony Potter



Jan Hazelton

EUROPEAN RETAIL
*saturation or
still way to go?*

PORTOBELLO

MILES STEPHENSON
ceo
GARIGAL *uk*

DANIEL GALVEZ
general manager
**APN EUROPEAN RETAIL
PROPERTY GROUP** *spain*

SEVERIN SCHÖTTMER
director, special property finance
AAREAL BANK *germany*



Miles Stephenson



Daniel Galvez



Severin Schöttmer

14H15 - 15H30

DEVELOPMENT IN SOUTHERN AND EASTERN EUROPE

still growth potential?

MARYLEBONE

PETER VESENJAK
owner & general manager
HOSTING *slovenia*

LISKA BLODGETT
ceo
LISKOR IMMOBILIEN GMBH
austria

IAN COLE
WEST & EAST INVESTMENTS
switzerland

ROLAND KAEHLER
czech republic

OLGA KIENDLER
general manager and representative
HYPO ALPE-ADRIA-BANK *uk*

NIKOLINA NIKOLOVA
general manager
HERCESA *bulgaria*

MICHELE SMALL
senior banker
EBRD *uk*

PERE VIÑOLAS SERRA
chief executive officer
INMOBILIARIA COLONIAL *spain*

MIROSLAV YAZOV
general manager
YAZOV LTD *bulgaria*

STELIOS ZAVVOS
ceo
ZEUS CAPITAL MANAGERS *greece*



Peter Vesenjok



Liska Blodgett



Roland Kaeher



Olga Kiendler



Nikolina Nikolova



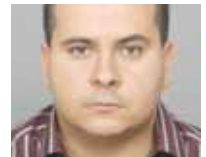
Erik Mikurcik



Michele Small



Pere Viñolas Serra



Miroslav Yazov



Stelios Zavvos

INVESTMENTS IN RUSSIA

justifying risk or the land of opportunities?

PORTOBELLO

VLADIMIR IVANOV
managing partner
SPECTRUM GROUP *russia*

WILL ANDRICH
president
ASTOR CAPITAL GROUP *russia*

SYLVIA GANSSER-POTTS
director, property and tourism
EBRD *uk*

HELENA IVANOVIC
head of economics department
KANAM GRUND *germany*



Vladimir Ivanov



Will Andrich



Sylvia Gansser-Potts

**INDIAN
REAL ESTATE**
*what is in it for
the next 5 years?*

LEADENHALL

ANURAG MUNSHI
transaction director
ALPHA REAL CAPITAL INDIA
india

MANISH AGARWAL
director
LEVERAGE CAPITAL GROUP *india*

JAY OBERAI
managing director
SYNERGY ASSET MANAGEMENT
switzerland

ARIEL PODROJSKI
head of india operations
BCRE INDIA *india*

KAPIL WADHAWAN
vice chairman & managing
director
DHFL *india*

DAVID WALKER
cfo
SOUTH ASIAN REAL ESTATE *uk*



Anurag Munshi



Manish Agarwal



Ariel Podrojski



Kapil Wadhawan



David Walker

...getting
everybody
to share,
connect
and
make
friends...

**INDUSTRIAL/
LOGISTICS IN
EMERGING
MARKETS**
*strategic
advantage or
Bermuda
triangle?*

PETTICOAT

MICHAEL EISENKOLB
vp re structured finance
AAREAL BANK *germany*

ANTON BILTON
executive deputy chairman
RAVEN RUSSIA *uk*

SERGEY CHASHNIKOV
managing director
MSG *russia*

EDWARD KISALA
svp, director of acquisitions,
europe
HEITMAN *uk*

RUSTEM MIRGALIMOV
chairman
AVANGARD ASSET MANAGEMENT
russia

DAVID O'DONNELL
president / ceo
O'DONNELL - MEXICO *mexico*

PHILIPPE VAN DER BEKEN
principal
FRONTIER CAPITAL PARTNERS
luxembourg



Michael Eisenkolb



Anton Bilton



Sergey Chashnikov



Edward Kisala



Rustem Mirgalimov



David O'Donnell



Philippe van der Beken

16H00 - 17H15

DISTRESSED ASSETS

minimizing the stress, maximizing the assets

MARYLEBONE

JOEL PECK
senior vice president
FIDELITY TITLE INTERNATIONAL
usa

NIELS FISCHER
ceo
BAUGRUND *germany*

TODD HIRSCH
managing director
CREDIT SUISSE *uk*

LLOYD LEE
director
MARATHON ASSET
MANAGEMENT *uk*

PHILIPPE PEIRS
md, uk & northern europe
SOCIÉTÉ GÉNÉRALE *france*

RALPH WINTER
founder
CORESTATE CAPITAL *switzerland*



Joel Peck



Niels Fischer



Todd Hirsch



Lloyd Lee



Philippe Peirs



Ralph Winter

JOINT VENTURES

solution to the growing equity requirements?

PORTOBELLO

CHARLES CRUDEN
solicitor
GIDE LOYRETTE NOUËL -
FERENCZY *hungary*

MANUEL LAGARES
ceo
NEINVER *spain*

DR. ANDRÁS SALLAY
senior legal counsel
TRIGRANIT *hungary*



Charles Cruden



Manuel Lagares



Dr. András Sallay

UK INVESTING
*are values
attractive
once again?*

LEADENHALL

MIKE MCNAMARA
regional md, head of real estate
capital markets - emea
ROYAL BANK OF SCOTLAND *uk*

RICHARD BENTLEY
director emei,
commercial real estate
HYPO REAL ESTATE BANK AG *uk*

JOE FROUD
managing partner
**COLUMBUS CAPITAL
MANAGEMENT LLP** *uk*

PHILIP IRONS
partner
**BENSON ELLIOT CAPITAL
MANAGEMENT** *uk*

KEVIN MCGRATH
managing director
F&C REIT *uk*

MALCOLM NAISH
global head of property
**SCOTTISH WIDOWS INVESTMENT
PARTNERSHIP** *uk*

JONATHAN OFER
managing director
THE DEERBROOK GROUP *uk*

STEVE WILLINGHAM
head of debt relationships
MGPA *uk*



Mike McNamara



Richard Bentley



Joe Froud



Philip Irons



Kevin McGrath



Malcolm Naish



Jonathan Ofer



Steve Willingham

...as if an
after-dinner
conversation
in one's own
living room.

CEE / TURKEY
*are emerging
markets more
resilient?*

PETTICOAT

TASSOS KOTZANASTASSIS
managing director
8G CAPITAL PARTNERS *cyprus*

ODYSSEAS ATHANASIOU
ceo
LAMDA DEVELOPMENT *greece*

RICHARD BALFE
chairman
**MEMBERS, EUROPEAN
PARLIAMENT PENSION FUND**
belgium

DR. WALTER HAMPEL
senior director emei,
commercial real estate
HYPO REAL ESTATE BANK AG *uk*

ANTHONY KHOI
president
CENOR GROUP *france*

FERNANDO SALAZAR
head of corporate banking
southern and western europe
EUROHYPO *germany*

ONUR TAKMAK
ceo
**RHEA REAL ESTATE INVESTMENT
& DEVELOPMENT** *turkey*

NICO VELDHIJS
vice chairman
MULTI TURKMALL *turkey*

JANET WOO
senior banker
EBRD *uk*

ALVYDAS ZABOLIS
managing partner
ZABOLIS PARTNERS *lithuania*



Tassos Kotzanastassis



Richard Balfe



Dr. Walter Hampel



Anthony Khoi



Fernando Salazar



Onur Takmak



Nico Veldhuis



Janet Woo



Alvydas Zabolis

EURO HYPO

COMMERZBANK 
Group



Max Sinclair



Ahsan Ellahi

Max Sinclair

Co-Head of UK Division
EUROHYPO AG

Ahsan Ellahi

Co-Head of UK Division
EUROHYPO AG

The German based Eurohypo AG, Eschborn, is a leading specialist bank with a highly flexible business model based on three strong pillars: commercial real estate finance and public finance on the asset side, Pfandbrief securities on the liabilities side. The Bank is a member of the Commerzbank group, Germany's second largest banking group. Eurohypo's most important value leverage is relationship banking. This and its broad international network stand behind its strength.

For professional clients Eurohypo offers the entire added value chain in commercial real estate financing worldwide, in nearly every European country as well as in the USA. The Bank has also established the commercial real estate finance business in the Asia/Pacific region and in Latin America. In Germany Eurohypo has achieved the leading market position in commercial real estate. With its complete service around commercial real estate the Bank fulfils client wishes as a "house bank" in this special business.

In Public Finance the Bank is an important partner for governments around the world. Eurohypo is also the major issuer in the covered bond market and the largest issuer in the German Jumbo Pfandbrief market. Via the Pfandbrief the Bank has a wide range of refinancing options with a worldwide continuous access to long-term funding.

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Helfmann-Park 5
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Real Estate Investment and Development
CEE • SEE • Turkey

New Europe GRI 2009

Warsaw 23-24 November

www.mygri.com/neweurope

Tel +44. 20 8492 2637
maria.gawel@globalrealestate.org



MICHAEL ACRATOPULO
md origination
EUROHYPO

office buildings • shopping centres • retail properties • warehouses and distribution centres • hotels • europe • usa

Michael Acratopulo is a Managing Director within the Origination team at Eurohypo in London. He has responsibility for providing debt solutions for UK and Irish clients developing or investing in property across Europe although with a primary focus on those two jurisdictions. Michael has been with Eurohypo for over two years and previously worked in property finance at both Credit Lyonnais and Barclays. He has around 15 years experience of the property and banking sectors.



MANISH AGARWAL
director
LEVERAGE CAPITAL GROUP

residential • mix development • hospitality • functional housing • industrial infrastructure • tier II & tier III cities and suburban areas • india

Mr. Manish Agarwal has significant experience in Fund Raising / Investment Management in Indian and International markets, having raised significant amount of funding for Indian companies. He has extensive involvement in Corporate Projects, Real Estate and Infrastructure financing and has undertaken restructuring and reengineering of various businesses in India. He also advises a number of Indian listed companies on Funding Aspects. He holds a Degree in Bachelor of Commerce and is a Chartered Financial Analyst.



IMRAN AHMED
managing director
DEUTSCHE BANK

residential • commercial • infrastructure • tier II & tier III cities and suburban areas • india

Mr. Ahmed is a Managing Director in the Commercial Real Estate group at Deutsche Bank Securities Inc. in New York. Mr. Ahmed has been associated with various aspects of the real estate industry for over 10 years and with Deutsche Bank and its predecessors since 1998. At Deutsche Bank, he has been a senior banker in both the Real Estate Investment Banking and Commercial Real Estate Groups in New York and London. He has extensive experience in M&A, Equity and Debt Capital Markets, Structured Finance and Corporate Advisory. He is currently focused on the creation of an US based real estate distressed debt investing platform leveraging third party co-investment capital, having oversight of infrastructure development and capital raising.



DR. MICHAEL ALBERTS
partner
ORRICK HÖLTERS & ELSING

acquisition of real estate, including major portfolio deals, letting of retail, office, residential; financing including lease documentation

Dr. Michael Alberts is attorney and partner of Orrick Hölters & Elsing, a worldwide law firm with 21 offices in North America, Europe and Asia. Michael's core practice area is Commercial Real Estate. He is strategic advisor with legal focus on complex Real Estate projects and transactions. Michael advises, inter alia, the British Stadium Group for the project CentO, Oberhausen, Value Retail, the Anglo-American premium outlet developer and McCafferty/Numisma, the Manchester based investors.



JAIRAJ AMIN
managing director europe, middle east & india, commercial real estate
HYPO REAL ESTATE BANK AG

International commercial real estate financing; Public sector finance

Jairaj Amin is a Managing Director for Hypo Real Estate's Europe, Middle East and India platform and has worked for the Group since its inception. During his time at Hypo, he has worked on a range of financing transactions across the region from traditional senior lending, public to private, opco/propco financing and mezzanine opportunities. His current focus is on Syndication. Prior to joining Hypo, Jairaj Amin worked in the Real Estate Corporate Finance team at UBS.



WILL ANDRICH
president
ASTOR CAPITAL GROUP

residential developer with focus on large townships • IFRS revenue \$1.5 billion • in 2006, constructed over 1.2 million sqm of residential housing

Mr Andrich has served as our Director since March 2006. Mr Andrich also serves as Chairman of our Audit Committee. He has been working in international capital markets since 1997 in London, New York and San Francisco. Mr Andrich graduated from the University of California at Berkeley with a Masters in Business Administration and is a CFA Charterholder.



DR. RASIM KAAN AYTOGU
group executive director
TANNIYAT GROUP

tanniyat group is an investment company focusing on real estate development in ksa, uae, turkey and abroad

Prof. Rasim Kaan AYTOGU is the Group Executive Director of Tanniyat Group, a leading real estate and investment company based in the Kingdom of Saudi Arabia. As a highly respected professional and academic, Prof. Dr. AYTOGU has more than two decades of solid experience in planning, development, finance and economics in the United States, Turkey and in the MENA Region. Prof. AYTOGU has joined Tanniyat Group after having been Chairman and CEO at various national and multinational companies.



RICHARD BALFE
chairman
MEMBERS, EUROPEAN PARLIAMENT PENSION FUND

the pension fund for over 1000 current and former members of the European parliament

Richard served as a UK Member of the European Parliament from 1979 to 2004. He was particularly active in the field of EU relations with Foreign Governments. He was a Rapporteur on amongst other things Turkey, Bangladesh and Rumania he also served as Vice President of the Security and disarmament sub Committee. In 1989 he helped establish the Members Pension Fund and has been Chairman of the Board of Directors since 1994. Richard currently also serves on the Board of the CERF Pension Fund. Richard is currently also Envoy to the Trade Union Movement for David Cameron Leader of the British Conservative Party.



SUBHASH BEDI
managing director
RED FORT CAPITAL

residential • commercial • infrastructure • tier II & tier III cities and suburban areas • india

He is one of the founding partners of Red Fort Capital, an India focused Real Estate Private Equity Fund. He has led investments of over \$200M in Indian real estate developments. Earlier, he has served as Managing Partner of Kineta International, a consulting group that advises Fortune 1000 firms on appropriate investments. President of American Capital Realty and COO of TransMetric. Subhash is a recipient of the E&Y Entrepreneur of the Year award. Education: MBA, Kellogg School of Management, Northwestern University, BS (Engineering), University of Tennessee.



RICHARD BENTLEY
director europe, middle east & india, commercial real estate
HYPO REAL ESTATE BANK AG

International commercial real estate financing; Public sector finance

Richard Bentley is a Director for Hypo Real Estate's Europe, Middle East and India platform and has worked for the group since 2005. He has worked on a wide range of financing transactions across the region and has over 15 years experience in the Real Estate Business. Prior to joining Hypo Real Estate, Richard worked in the Global Real Estate Group at Lehman Brothers.



ANTON BILTON
executive deputy chairman
RAVEN RUSSIA

property developer/investor • logistics warehouses • russia

Anton Bilton, was the founder, Chief Executive and majority shareholder of The Raven Group, the residential arm of which was acquired by Raven Mount plc in December 2004. He has been a founder and director of three other companies that have floated on London's AIM.



LISKA BLODGETT
ceo
LISKOR IMMOBILIEN GMBH

we have over 35 years of investment / development experience, reaching over 30% IRR through value-added strategy

Liska Blodgett is the President and founder of Liskor International INC. She has been active in international real estate since 1973 when she worked in Malaga, Spain on development projects. Now based in Vienna, Austria, Liska is working on Austrian and CEE investment projects. She has an M.B.A. from INSEAD (Fontainebleau, France). Liskor International's activities include consulting, purchase, management and sale of real value added estate properties in Austria, Germany, Slovakia, Czech Republic and Hungary. Furthermore, the company takes pride in its track record of developing high quality commercial real estate developments with excellent IRR returns.



PAUL A. BRUNDAGE
exp. global asset management
OXFORD PROPERTIES

International commercial real estate financing; Public sector finance

Paul Brundage oversees the global asset management team and the Canadian real estate management platform. He is responsible for all asset classes, including office, retail, hotel, industrial and multi-residential worldwide. Prior to joining Oxford, Mr. Brundage worked with Borealis Real Estate Management Inc. and OMEGA Realty Corporation, Prudential of England and PricewaterhouseCoopers, in asset and portfolio management, leasing, business development, acquisitions and dispositions and investment analysis. He holds an Honours Bachelor of Arts in Economics and Geography from the University of Toronto and a Masters of Arts in Urban and Regional Analysis from State University of New York.



MIKKEL BÜLOW-LEHNSBY
partner
NORDIC REAL ESTATE PARTNERS

nordic fund manager focusing on niche investment strategies within logistics • self storage and high street retail

Mikkel Bülow Lehnsby is co-founder, focusing on business development, organisation and investor relations. Mikkel has been responsible for the Finnish platform and was co-responsible for the first 25 transactions there. Prior experience includes investment banking with Goldman Sachs and Corporate Strategy & Acquisitions with Egnote Group. Mikkel holds an MBA from Harvard Business School. NREF is a top tier Nordic Private Equity Real Estate Company established in 2006, combining experience from real estate, investment banking and management consulting.



ANDREW CHAPMAN
pension investment manager
JOHN LEWIS PARTNERSHIP

John Lewis partnership pension trust • £1.8 billion in fund assets of which property is 14%

Andrew started work as a portfolio manager in 1978. Since then he has gained wide experience across the investment world working for such firms as British Annuity Pension Fund, United Assurance and Hewitt Associates. He has been the Investment Manager for the John Lewis Pension Fund since 2003. This Fund is a £1.8 billion and employs a dozen specialist external fund managers.



SERGEY CHASHNIKOV
managing director
MSG

MSG is focused on modern warehouses development in the regions of Russia

Born in 1974 in Kirov, Russia. Education in Linguistics and Finance. Working experience in FMCG and B2B companies. Managing Director of MSG since March 2008. Married, 2 daughters.



CHARLES CRUDEN
solicitor
GIDE LOYRETTE NOUËL - FERENCZY

Legal and tax advice to developers • Investors and advisors

Charles Cruden advises on the legal aspects of real estate transactions in Central and Eastern Europe. Gide Loyrette Nouel - Ferenczy International Real Estate Practice Group advises on the legal and tax aspects of real estate transactions in, amongst other, Bulgaria, Croatia, the Czech Republic, Hungary, Montenegro, Poland, Romania, the Russian Federation, Serbia, Slovakia, Turkey and Ukraine.



DAVID DAHLGREN
Investment director, nordic region
KENMORE PROPERTY GROUP

Kenmore is a co-investing, property and fund management group active in UK, Europe and Middle East.

David Dahlgren is responsible for Kenmore's operations in the Nordics and joined in 2009 to set up the team. Responsible for all investments in the Nordic region, David manages Kenmore's €338 million Scandinavian portfolio, based on cost value. The Nordic team currently consists of seven people in Stockholm, Sweden and two in Helsinki, Finland. Previously with Aberdeen Property Investors in Sweden, David has significant experience advising institutional investors on the Nordic real estate market. David started his career in investment banking as an economist and equity and bond strategist.



JONATHAN DRISCOLL
principal
HOJASCO CAPITAL

Jonathan Driscoll (45) has been involved in both direct and indirect real estate investment, development and management since 1984. He lived in France, Germany and the Czech Republic from 1986 to 1998 and has since originated, co-invested and managed transactions in local operating partnerships in nine European countries.



MICHAEL EISENKOLB
vp structured finance
AAREAL BANK

International property finance expertise • across three continents • Europe, North America, Asia/Pacific • tailor-made financing solutions

Michael Eisenkolb is currently Vice President within Aareal Bank's Real Estate Structured Finance division, based in Wiesbaden, Germany. Since joining Aareal Bank he has been involved in the origination of commercial real estate investment and development loans based in Amsterdam, thereafter in Berlin and more recently out of Wiesbaden for various international markets in Western and Eastern Europe and increasingly now in the new emerging markets with a special emphasis on logistics and retail property finance. He has extensive experience in single-country single asset loans, portfolio financings as well as cross-border financing structures. He has also participated in the structuring of Islamic debt facilities.



AHSAN ELLAHI
co-head uk division
EUROHYPO

property finance for investment and development

Ahsan Ellahi Managing Director Head of European Finance has joined Eurohypo in September 2007. Previously he was Head of Real Estate Finance Europe for HSBC's Corporate & Institutional Banking Division. Ahsan has 21 years of real estate experience including assisting with the setting up of HSBC's OMS Securitisation team and completing his first ever synthetic real estate securitisation. Ahsan is a member of the APB, ACIB & IFF.



NIELS FISCHER
ceo
BAUGRUND

re asset management, assets under management €3bn, approx. 1.8 million m2 residential/commercial space.

Niels Fischer has been working in Real Estate Asset Management for more than 20 years. Since 2005 he is working for Aareal Bank Group, where he was COO of Aareal Asset Management. Since 2007 he is Member of the Management Board of BauGrund, Deutsche Basis- und Grundstücks AG, a company of Aareal Bank Group. Since 3/2009 he resumes position as Speaker of the Management Board and is responsible for Asset/Property Management and Business Development.



JOE FROUD
managing partner
COLUMBUS CAPITAL MANAGEMENT LLP

Investment in UK real estate on an opportunistic basis

Founded Schroders' real estate ventures business (Gresham) in 2001. Launched Gresham in 2002 investing £250m in 12 projects across the UK with a focus upon retail. The largest being the acquisition of J Sainsbury Developments Ltd in a joint venture with Caladryl Capital (UK and Deutsche). Launched Gresham in April 2005 which has so far invested £350m in 14 projects which are predominantly London office focused. Investment career commenced in 1991 at Hillier Parker Fund Management (now CBRE Investors).



DANIEL GALVEZ
general manager
APN EUROPEAN RETAIL PROPERTY GROUP

Daniel joined APN in September 2007 to head the Spanish portfolio. For several years, Daniel has worked for Rodamos Europe in the Asset Management team focused in the retail sector, based in Spain. Formerly Head of Asset Management for Banif, private bank of Santander Group, managing the commercial properties portfolio located in France and Germany. He is a Chartered Commercial Property Surveyor member of RICS. APN European Retail Property Group is a listed property trust which operates under a stapled security structure. The Trust is invested in a portfolio of 56 retail properties as at June 2008 located in 7 countries across Europe. The Trust is managed by APN Funds Management Limited (APN FM).



SYLVIA GANSSE-POTT
director, property and tourism
EBRD

As head of the Property and Tourism team at the EBRD, Sylvia oversees both new investments/loans as well as the management of the EUR 1 bn portfolio. The portfolio is composed of direct equity investments, investments in real estate funds as well as loans to real estate projects. In addition, she serves on the advisory boards and/or investment committees of certain real estate funds investing in Central Europe and Russia. Sylvia also has extensive experience in the private equity fund of funds business in Central and Eastern Europe, having been a key member of the private equity funds team of the EBRD for 7 years.



BRIAN S. GARRISON
managing director
FOREST CITY INTERNATIONAL

Brian S. Garrison is Managing Director of Forest City International, Ltd., the London-based headquarters of global operations for Forest City Enterprises, the largest publicly-traded real estate development and operating company in the United States. Brian has been actively engaged in the property development industry for more than 25 years, with project and transactional experience in the U.S., Europe, Latin America and India. His particular focus is on large-scale, sustainable master-planned communities as well as retail and leisure destinations.



CARLA GIANNINI
md & european head
CREDIT SUISSE

Carla Giannini is a Managing Director of Credit Suisse and is European Head of DJI Real Estate Capital Partners (RECP), the Credit Suisse sponsored Real Estate Opportunity Fund family. Carla is fluent in French, Italian and Spanish. RECP is a dedicated team of RE merchant banking professionals focused on opportunistic RE investments throughout the world. With offices in London, New York, LA, Tokyo and Mumbai, RECP has acquired over USD 12 billion in assets to date across a broad spectrum of real estate categories and transaction structures, targeting strong local partners, and quality properties with strong fundamentals, attractive risk/return profiles and substantial value creation potential.



DR. WALTER HAMPEL
senior director Europe, middle east & India,
commercial real estate
HYPO REAL ESTATE BANK AG

International commercial real estate financing; Public sector finance

Dr. Walter Hampel is a Senior Director for Hypo Real Estate Bank AG and is currently based in London, dealing with clients active in Central and Eastern Europe. Walter has been involved in the CEE property markets for more than twelve years, involving seven years in Prague between 1996 and 2001, as a real estate lender for Austrian and German banks. In addition to CEE, he is responsible for Italy, overseeing the Milan office's origination activities, and Turkey. Before his move to London, he was Managing Director, Munich Branch for CEE, for Hypo Real Estate.



JONATHAN HARRIS
executive director
MACQUARIE CAPITAL ADVISERS

Jonathan heads Macquarie Capital Advisers' real estate business in Europe comprising a broad range of M&A, capital raising and restructuring advisory activities allied to a co-investment capability drawing from the Macquarie Group, its affiliates and established capital partners. Jonathan joined Macquarie Capital Advisers in 1998. Prior to joining Macquarie, Jonathan worked for five years in the London and Melbourne offices of Arthur Andersen. In 2006 Jonathan relocated from Sydney to London. Jonathan is an experienced real estate advisor who has led M&A, restructuring and capital raising assignments with total in excess of US\$20 billion across listed and private capital markets in Europe and Australia.



GREGORY HARTCH
md - International real estate
GE ASSET MANAGEMENT

Greg is a Managing Director in the real estate group for GE Asset Management, the investment advisor for GE Pension Trust and other institutional clients. He leads the European team responsible for all real estate investment and portfolio management and is based in GEAM's Paris office. Greg previously led the Real Estate Alternative Asset team at GEAM supporting GEAM's insurance clients and served as the Director of Fixed Income Research at GEAM. Prior to joining GEAM in 2002, he worked in real estate investment banking at Goldman Sachs and Deutsche Bank.



JAN HAZELTON
vice president development
HILTON GROUP

Leading global hospitality company, with more than 3,000 hotels in 74 countries and territories worldwide

Jan Hazelton was appointed Vice President Development - Strategic Reorganizations for Hilton Hotels Corporation in December 2006, following ten years in banking, covering the hospitality sector, in New York and London. Now based in London, Jan supports Hilton's expansion by overseeing strategic relationships with capital and development partners. She is an integral part of Hilton's Global Development team, which focuses on entering the portfolio of world-class Hilton brands. She has also worked for hotel management companies, banks, private equity funds and consultants, always focusing on development, real estate finance and asset management in the hospitality sector.



KEAN HIRD
chairman, ceo
CATALYST CAPITAL

Kean Hird is a senior consultant to Catalyst Capital, and is responsible for investment and acquisition projects in the emerging markets of Central Europe. Mr. Hird began his commercial real estate career as a surveyor with Hammar and Sons, before joining Townsend Thoresen Properties in 1980 as director with responsibility for acquisitions and development in Europe and the USA. He subsequently spent 13 years with Inry Group Plc, becoming Chief Executive Officer of a principal subsidiary, and overseeing the Group's activity in both the UK and France. In 1998, Mr Hird established Frame Investments and Sussex Asset Management, working in joint venture with PRICOM and other US and UK investors.



TODD HIRSCH
managing director
CREDIT SUISSE

Todd D. Hirsch is a Managing Director of Credit Suisse in the Investment Banking division, based in London. He is Head of the European Real Estate Finance and Securitization Group. Prior to this, Mr. Hirsch was with the Credit Suisse Real Estate Finance and Securitization Group in New York for 10 years where he focused on the origination and distribution of large loans and other structured products.



PHILIP IRONS
partner
BENSON ELLIOT CAPITAL MANAGEMENT

pan-european • office/retail/
residential/hotel/Industrial

Philip Irons, Partner. From 2004 to 2006, Phil was Head of Property Transactions at Schroders, Transacting in c.£1bn of UK property. Prior to this, he spent 7 years with Frank, Group PLC, a major listed UK property company, leading c.£2 bn of acquisitions and dispositions. Phil holds a BA (Hons) in Economics and an MA in Land Economics.



VLADIMIR IVANOV
managing partner
SPECTRUM GROUP

real estate project management,
consulting, technical zakazhik,
construction management, facility
management.

Vladimir Ivanov graduated from Moscow State University's Faculty of Economics in 1990. He started working the same year as an economist in the Russian-Canadian joint venture New Bridge Soviet Telecom. In 1992, he joined Prestorok Joint Venture JSC, where he became Head of the Financial Department in 1994 and later served as Chief Financial Officer. Along with several partners, Mr. Ivanov founded the Spectrum Group of Companies in 1998. Today, Spectrum offers investors a wide range of services throughout the life of a project, combining knowledge of international project management standards with experience working in Russia's one-of-a-kind construction market.



TIMOTHY JONES
director
CREDIT SUISSE

European real estate finance

Timothy E. P. Jones is a Director at Credit Suisse. He jointly heads the transaction management team within the European Real Estate Finance & Securitization group. He joined Credit Suisse in 2004 from Bear Stearns and was previously a Partner at Cushman & Wakefield. Mr Jones is a member of the RICS and APB and is a graduate of City University, London. As one of the world's leading banks, Credit Suisse provides its clients with investment banking, private banking and asset management services worldwide. In its Investment Banking business, Credit Suisse offers securities products and financial advisory services to users and suppliers of capital around the world.



MICHAEL KENNEY
senior director europe, middle east & India,
commercial real estate
HYPO REAL ESTATE BANK AG

International commercial real estate
financing; Public sector finance

Michael has been working as a lender in real estate since 1993 and within the Hypo Group for the last 8 years. His role is debt origination throughout Europe for UK based clients. His client base is a mixture of quoted companies, private equity funds and high net worth individuals. Michael has a degree in economics from Liverpool University and is married with 3 children.



ANTHONY KHOI
president
CENOR GROUP

shopping centers • city center •
1 - 200 million euro • existing and/or
development • partnership possibility.

Anthony Khoi is a French state licensed architect (DPLG). He holds an MBA from EM LYON, one of the leading French business schools, and has completed specialized studies in Marketing of Shopping Centers at ICSG (Canada). Between 1987 and 1995, he was the Project Coordinator for ESPACE EXPANSION (now UNIBAIL RODAMCO) and the Director of Development Management for GRC DEVELOPER in France. Since 1995, he is founder and president of Cenor Group, a major international real estate company, with proven expertise in shopping centers. Since 2005, he is also the Managing Partner of Celtic Turf, in partnership with Simon Vanhoë and Aerium.



OLGA KIENDLER
gm and representative
HYPO ALPE-ADRIA-BANK

Olga Kienidler was born in Serbia and grew up in Austria, where she graduated from Vienna university with a degree in Law, before starting her career as an assistant MEP in the European parliament in Brussels in 2000. In 2002 she worked as a Team Leader for FDI investments in the Serbian Ministry of International Economic Relations in Belgrade, before moving back to Vienna in 2003 to join CMS Vienna Law Office, M&A and Banking Law. In 2004 she went back to Belgrade to participate in the set up of Hypo Alpe-Adria Bank AG as an Executive Director and in 2006 she moved to London to establish and manage London representative office of Hypo Alpe-Adria Bank International AG.



EDWARD KISALA
svp, director of acquisitions, europe
HEITMAN

Ed is a SVP and Director of Acquisitions for Europe. His responsibilities include both overseeing and undertaking the sourcing and underwriting of abilities, joint venture and development transactions across Europe and assisting with the creation of new business ventures and investment vehicles. Previous roles include SVP at Lend Lease REI with responsibility for a team undertaking direct and indirect real estate transactions in numerous European markets and the development of new investment products. In the 90's he was also responsible for establishing a new business venture for DTZ Debenham Zuelchow in Poland, acting as founder and MD of the Warsaw office and member of the CEE management team.



JYRKI KONSALA
director of european investments
REALKAPITAL PARTNERS

realcapital is a fund manager specialized
in opportunistic property investment

Mr. Konsala has 20 years property market experience working both as a consultant and principal. Prior to working as the head of investments and as the head of the Luxembourg office at Realcapital Partners he has worked at Aberdeen Property Investors as the founder of the Finnish business and as the group transaction coordinator. Additionally he has worked for Tiger Developments in Germany and Catala Property Consultants in Finland.



TASSOS KOTZANASTASSIS
managing director
8G CAPITAL PARTNERS

putting real estate to work

Tassos is the founder and managing director of 8GCB. Before that, he was a founding director of the European platform of HSCC Property Investments. He also worked for Pomeroy P.E. Investors, Henderson Investors and IPO. He has amassed 14 years experience in key areas of real estate investment: fund management, transactions, asset management, valuation, performance measurement, strategy and research. Tassos holds a BSc (Hons) in Economics & Accounting from the University of Bristol and an MSc in Land Management from the University of Reading. He is a CFA charter holder and a Chartered Surveyor (MRICS).



MANUEL LAGARES
ceo
NEINVER

neinver's activity centres on real estate
development, seamlessly integrated
management of real estate assets and
fund management

Bachelor's degree in Business & Economics at the Universidad Pontificia Comillas (ICADE, Madrid, Spain) and a "Treasure and Taxation MBA" by Universidad de Alcalá de Henares (Madrid, Spain). Tax Inspector and State Auditor at the Treasury, also he was Director of the Secretary of the State Cabinet. On May 2000 he was appointed Managing Director of Commercial Policy for the Ministry of Finance. On 2003 he was assigned Undersecretary of Science and Technology. Manuel Lagares (IAGP) since Absasca (1970) became Managing Director of NEINVER in 2004 being in charge, among others, of the Leasing and Property Equity Management lines.



DON LAM
ceo
VINACAPITAL GROUP

capital markets, private equity,
infrastructure, real estate (residential,
hotel & resort, golf and leisure)

Mr. Lam is Co-Founder and Chief Executive Officer of the Vinacapital Group. He has overseen the company's growth from the management of a single US\$10 million fund in 2003, into becoming a full featured investment house managing four funds worth over US\$2.2 billion and offering a complete range of corporate finance and real estate advisory services. In the last year, Mr. Lam has brought three new funds to the market: the US\$600 million Vinacapital Amgen Fund, which invests in Vietnamese real estate assets; the DF Vinacapital Technology Fund, a venture capital fund managed in cooperation with Draper Fisher Jurvetson; and the Vietnam Infrastructure Fund, the first fund dedicated to infrastructure development in Vietnam.



LLOYD E LEE
director
MARATHON ASSET MANAGEMENT

Mr. Lee currently oversees European real estate principal investing for Marathon Asset Management out of the firm's London office. Marathon is a US-based fund with approximately \$1.1 billion of equity under management. Over the past 13 years, Mr. Lee has been involved in over \$4 billion of real estate asset and corporate investments across the US, Europe and India.





DR. THOMAS MAYER

co-head of global economics & chief european economist
DEUTSCHE BANK

Thomas Mayer is Co-head of Global Economics & Chief European Economist at Deutsche Bank. He and his team provide economic and interest rate forecasts for European countries and the global economy to Deutsche Bank's clients as well as to the trade and sales desks of the bank. Previously, Mr. Mayer worked for Goldman Sachs and Salomon Brothers. Before that, he held positions at the International Monetary Fund in Washington D.C. and at Institut für Weltwirtschaft in Kiel. He has published numerous articles on international and European economic issues in professional journals and commented on these in the media. He received a Ph.D. in economics from the University of Kiel and is a CFA Charterholder.



KEVIN MCGRATH

managing director
F&C REIT

specialist investment and asset management company

Kevin David McGrath BSc (Ext Man) Dip Prop Invest MRICS is Managing Director of F&C REIT Asset Management an investment management company with a global property investment portfolio of over £8.5 billion and offices in London, Dublin, Munich, Stockholm, and Mumbai. Prior to F&C REIT Kevin was a founding equity partner in REIT Asset Management, a highly regarded property investment, finance, and asset management partnership, which managed over £3.5 billion of commercial property around the world and had offices in London, Munich, Tel Aviv, Stockholm, and Mumbai. Kevin graduated from the Polytechnic of the South Bank with a BSc (Distinction) in Estate Management.



MIKE MCNAMARA

regional md, head of real estate capital markets - omea
ROYAL BANK OF SCOTLAND

Mike McNamara is head of RBS's Real Estate Finance - London and REIT Principal Finance businesses. RBS Real Estate Finance specialises in providing highly structured funding solutions for real estate owners, occupiers, investors and developers on a global scale. We underwrite senior debt, mezzanine and equity positions in property transactions and seek to blend expertise in property investment, capital markets, derivatives, market analysis and financial and tax engineering, to deliver the optimum funding solutions for our clients. Our strong track record and capabilities in Bond Markets and Securitization enable us to access both banking and Capital and CMBS markets to provide best execution for our clients.



RUSTEM MIRGALIMOV

chairman
AVANGARD ASSET MANAGEMENT

Rustem Mirgalimov is Chairman of 'Avangard Asset Management' Company with its principal office in Moscow, Russia, and member of the Board of Directors of National Association of Securities Market Participants. Beforehand, he has held various senior positions in the Russian banking sector, most recently as Deputy Chairman of AA Bars Bank. Mr. Mirgalimov holds Bachelor degree of Kazan Financial and Economic Institute and MBA degree of Chicago Graduate School of Business.



MALCOLM NAISH

global head of property
SCOTTISH WIDOWS INVESTMENT PARTNERSHIP

swip invests in commercial real estate in the uk, continental europe and the us

Malcolm is responsible for overseeing SWIP's portfolio of commercial property assets across UK, Europe and North America, and managing its team of 63 people. Malcolm has 38 years experience of working in the real estate industry. Prior to joining SWIP he was director and head of DTZ Investment Management, where he was responsible for business development in the UK and in international markets. He was also a founding partner of Jones Lang Wootton Fund Management and UK managing director of LaSalle Investment Management. In 2002 he co-founded Fourteen Capital Partners, a pan-European real estate investment manager and advisor.



CHRISTIAN NICKELS-TESTKE

head of treasury europe & debt capital markets
PROLOGIS

Head of Treasury Europe & Debt Capital Markets responsible for the negotiation and structuring of secured and unsecured financings for Prologis and its joint venture partnerships in Europe. In addition, Mr. Nickels Teske is actively involved in arranging public debt capital market offerings as well as executing derivative hedging instruments on behalf of the company. He has extensive experience in development and mezzanine financing, single country portfolio and cross border (pan european) facility structuring and in structuring of mortgage loans for investors guided by the principles of Sharia. Prior to joining Pro Logis Christian held management positions at Citigroup as Director & Head of RE Finance responsible CEE & Russia and previously Arelat Bank as Director RE Structured Finance.



NIKOLINA NIKOLOVA

general manager
HERCESA

Nikolina Nikolova graduated in Law in 2003 with a master degree in one of the prestigious Sofia universities in Bulgaria - University of National and World Economy, as she mainly specialized company, contract, European and estates law. She also has a postgraduate qualification on company management, as well as a number of certificates on regional policy and management of the European Union structural funds, as well as European policy. In 2009 she participated in the Real estate executive seminar in the Harvard business school. Since 1975, HERCESA has developed its residential, industrial, tertiary real estate activity, nationwide with a marked presence in the Community of Madrid and Castile-La Mancha.



DAVID O'DONNELL

president/coo
O'DONNELL - MEXICO

developer • industrial • mexico • US\$10 -100 million • land bank, development, value-added acquisitions major manufacturing centers & logistics hubs

David O'Donnell is the Founder, President and CEO of O'Donnell - Mexico, a full service, value-added industrial real estate developer in Mexico. Since 2003, O'Donnell - Mexico has developed, acquired and manages more than 1.1 million m² of industrial properties, strategically located throughout 13 markets, and has invested more than US\$350 million. Since 2005, O'Donnell - Mexico has given more than 50% on average, in same-store income, investment and square meters developed. Major investment partners and debt service providers include Prudential Real Estate Investors, Cit, JP Morgan, and Citibank.



DONAL O'NEILL

director
CORNERSTONE CAPITAL MANAGEMENT

boutique real estate investment manager. target markets are uk, france, germany, belgium, netherlands - office, retail, logistics & residential

Donal is a Chartered Surveyor and co-founder of Cornerstone. He is responsible for direct acquisitions, joint ventures and overall investment strategy. He is a member of Cornerstone's Executive and Investment Committees. He has twelve years of international property experience in DTZ, AEW Capital Management, Boston, and Curzon Global Partners in London. He has been involved in over €20n of property investments in eight different countries.



JONATHAN (J.J.) OFER

managing director
THE DEERBROOK GROUP

central london office, residential and hotel

Jonathan (JJ) Ofer is the Managing Director of The Deerbrook Group, a central London focused investment advisor and asset manager with over 1.2 million feet under management. Jonathan's real estate experience covers developments and acquisitions across London, the United States, and much of Central Europe with a focus on office, residential, and hotel assets. Prior to joining the Deerbrook Group Jonathan worked in the Stern Zell organization in Chicago and as a management consultant at the Monitor Company in London. Jonathan holds a BA from Dartmouth College, a JD from Northwestern University and an MBA from the Kellogg School of Management.



JOEL PECK

senior vice president
FIDELITY TITLE INTERNATIONAL

title insurance: us, canada, latin america & the caribbean, europe, and pacific & the middle east.

With over two decades of experience in real estate investment banking in the US and Europe, Mr. Peck is Senior Vice President of Fidelity Title International, a Fidelity National Financial, Inc. company, the world's largest title insurer, with responsibility for business in Europe, Asia Pacific and the Middle East. Mr. Peck has a JD from Harvard Law School and practiced law in New York. Prior to joining LandAmerica, he was with Lehman Brothers and their managed European property acquisitions and development for a private investment group.



PHILIPPE PEIRS

md, uk & northern europe
SOCIÉTÉ GÉNÉRALE

real estate coverage & advisory, in charge of maintaining relationships between sg and international real estate

Philippe Peirs joined Societe Generale's Real Estate Coverage & Advisory Department in 2007 as a Managing Director in charge of enhancing the Bank's investment banking business with international real estate investors. Prior to that Philippe spent 10 years within SG's Equity Capital Markets Department, based in London, where he ran the UK & Northern European origination team from 2005 to 2007. Philippe graduated from the Paris Graduate School of Management (ESCP) and holds a Master in Finance (MSc) from the London Business School.



RODNEY PEREIRA

head of direct real estate europe
EUROPEAN INVESTORS

fund manager • investor and asset management

Rodney Pereira is MD Direct Real Estate Europe for European Investors Netherlands (EI BV). Prior to joining EI, Rodney was Head of International Acquisitions for Industrial Securities Management (ISM). He also held a variety of positions with DTZ International, including that of Chief Operating Officer of DTZ Iberia. Rodney holds a Master degree in European Property Development and Planning from UCL and an MBA from Instituto de Empresa.



ARIEL PODROJSKI

head of india operations
BCRE INDIA

operational excellence

Brack Capital Real Estate (BCRE) is a leading international owner, developer and manager of large-scale real estate projects and related M&A activities. With offices located throughout Europe, the United States, and Asia, BCRE has built a presence worldwide by combining local expertise and the highest professional standards with a global perspective. Since its founding in 1992, BCRE has acted as a principal in investments of over USD \$ billion and, as a developer and investor, has led projects totaling over 40 million square feet of office, retail, and residential space.



TONY POTTER

ceo & managing director
CHI HOTELS & RESORTS

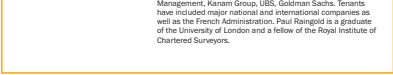
Tony Potter is CEO & Managing Director of CHI Hotels & Resorts and is a Board Director of that Company. He joined the company in September 2009. Before joining CHI Hotels & Resorts, Tony was Group Chief Executive Officer, Millennium & Copthorne Hotels and an Executive Director of Millennium & Copthorne Hotels plc. Prior to that, Tony held the post of Chief Executive Officer at Choice Hotels International Europe and was an Executive Director of Choice International plc. Previously, Tony Potter had spent 19 years with Hilton International, where he was also a Director of that company. During this time he held the positions of Senior Vice President Europe, Senior Vice President North America and Canada and Managing Director of Hilton UK.



PAUL-MICHAEL RAINGOLD
president
GÉNÉRALE CONTINENTALE INVESTISSEMENTS

commercial property fund management • managed assets throughout europe and turkey • property management throughout europe and turkey • development

Paul Raingold is the Founder and President of Générale Continentale Investissements which is based in Paris. Générale Continentale Investissements has invested in over 1,000,000 m² of offices and other commercial properties mainly in the Paris region and other major cities in France with Partners, such as Macquarie Global Property Advisors, Berson Elliot Capital Management, Kenam Group, USIS, Goldman Sachs. Partners have included major national and international companies as well as the French Administration. Paul Raingold is a graduate of the University of London and a fellow of the Royal Institute of Chartered Surveyors.



FRANCK A. RUIMY
chief executive officer
AERIUM FINANCE

commercial property fund management • managed assets throughout europe and turkey • property management throughout europe and turkey • development

Franck Ruimy has over 15 years' experience in real estate investment, finance and asset management. Co-founder of Aerium, he is currently responsible for operational management, which includes investment and structured financing strategies, asset management and acts as a special property adviser on new customised funds. Aerium Finance Limited manages private equity funds in continental Europe, as well as separate mandates for institutional clients. Over the past five years, Aerium has raised equity of more than €3.5 billion and created value through the acquisition, development, management, structured financing of, and advisory services for, commercial properties throughout Europe and North Africa.



FERNANDO SALAZAR
head of corporate banking southern & western europe
EUROHYPO

eurohypo ag is europe's leading specialised bank for real estate and public sector financing

Mr. Fernando Salazar is Economist and has worked for major Spanish banks before joining Eurohypo, where he is today Head of Southern and Western European markets for the Corporate Banking Unit.



DR. ANDRÁS SALLAY
senior legal counsel
TRIGRANIT

International property finance expertise • across three continents • europe, north america, asia/pacific • tailor-made financing solutions

Dr. András Sallay is the senior legal counsel and corporate secretary of Trigranit Holding Limited, and in this role, he is responsible for managing and supervising all legal activities and corporate administration within the group. Trigranit is one of the largest real estate development companies in Central Europe, including Hungary, Poland, Slovakia, Romania, Czech Republic, Croatia, Bulgaria, Serbia and Slovenia. Dr. András Sallay has a wide range of experience in corporate law, mergers & acquisitions, real estate and financing transactions.



SEVERIN SCHÖTTMER
director, special property finance
AAREAL BANK

International property finance expertise • across three continents • europe, north america, asia/pacific • tailor-made financing solutions

Severin Schöttmer is Director within Aareal Bank's Real Estate Structured Finance division, based in Wiesbaden, Germany. Since joining Aareal Bank, he has been responsible for the origination and structuring of commercial real estate investment and development loans within various international markets in Europe, North America and Asia/Pacific with a special focus on retail and logistics property finance. He has extensive experience in single-country asset loans, portfolio financings as well as cross-border financing structures.



MICHELE SMALL
senior banker
EBRD

International property finance expertise • across three continents • europe, north america, asia/pacific • tailor-made financing solutions

Michele Small has over 15 years experience as an international banker and for the last 10 years she led the structuring and implementation of several transactions in the EBRD, Michele holds a Masters in Real Estate Investment from Case Business School in London.



MILES STEPHENSON
ceo
GARIGAL

Investing, development and management of monopoly neighbourhood centres

Miles Stephenson is the CEO of Garigal and is an experienced retail investment and development executive. Miles founded Garigal to manage, develop and invest in European retail property. Prior to founding Garigal, Miles was at Macquarie (Macquarie Global Property Advisors) where he managed and underwrote investments in Germany, the UK and Spain. He worked for international shopping centre developer and manager Land Lease as well as having been a development manager at Malaysian developer Ipoh Garden Berhad where he was responsible for additions, renovations and extensions of their city centre shopping centres.



RAHUL SULE
executive director
JPMORGAN

Investing, development and management of monopoly neighbourhood centres

Rahul Sule leads the underwriting, structuring, pricing and syndication of subordinate debt (B note, mezzanine) and equity tranches in JPMorgan's European Real Estate Finance team. Prior to joining REF, he was part of JPMorgan's London based Principal Investments team where he was responsible for portfolio acquisitions in Europe. In the past four years, he has underwritten in excess of \$5 billion worth of real estate and real estate secured debt as a principal investor. Prior to moving to London, he was based in Tokyo and Hong Kong where he focussed on distressed company buy outs and distressed debt trading respectively. Mr. Sule joined JPMorgan in 1999.



RICKARD SVENSSON
partner
NORDIC REAL ESTATE PARTNERS

niche fund manager focusing on niche investment strategies within Logistics • self storage and high street retail

Rickard Svensson is co-founder, focusing on fund management and business development. Prior to NREP, Rickard worked with transactions and asset management with CE Capital Real Estate and investment advisory at DTZ. Rickard holds a B.Sc. in Construction Engineering at MSc. in Property Investment & Finance from Case Business School, London.



ONUR TAKMAK
ceo
RHEA REAL ESTATE INVESTMENT & DEVELOPMENT

retail parks, offices, logistics parks and hospitality assets

RHEA Investments Group is a private family investment office, which has interests primarily in real estate, healthcare and energy. Prior to RHEA, Mr. Takmak was a portfolio manager at Acropolis Capital in London, where he managed over 4 years, a global opportunistic investment portfolio. A graduate of Bogazici University in Business Administration, Mr. Takmak has a Masters in Quantitative Finance degree from LIS and holds CFA designation. He is also a freestanding competent investment manager registered with the UK's FSA with an IMC certificate. He is a member of UNISIP and IASME. Mr. Takmak also sits at the investment committee of EIF's IVC product, which is a EUR 150m Fund of Funds dedicated to Turkish opportunity set.



HARIN THAKER
ceo commercial real estate international
HYP0 REAL ESTATE BANK AG

International commercial real estate financing; Public sector finance

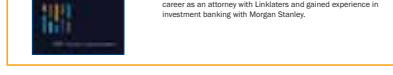
Harin Thaker is CEO - Commercial Real Estate, International. Harin has spent over 17 years at the Bank and was instrumental in spearheading the banks investment Banking activities and the expansion into emerging markets. As at 31/12/08, the Hypo Group had 23 offices worldwide, more than 1,700 employees, total real estate assets of €83bn and total balance sheet assets of ca. €415bn.



PHILIPPE VAN DER BEKEN
principal
FRONTIER CAPITAL PARTNERS

developer • investor • manager • industrial and logistic space • europe • latin-america (brazil)

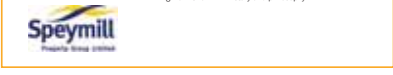
Prior to founding Frontier Capital Partners, Philippe was involved in sourcing, structuring and executing corporate and asset transactions for the Goodman Group and for its managed funds. He was a management board member of the Goodman European Logistics Fund and a director in various Goodman companies. Philippe joined Euripro in 2005 as board member in charge of investment banking and investor relations. He started his career as an attorney with Linklaters and gained experience in investment banking with Morgan Stanley.



FLORIS VAN DIJKUM
global chief investment officer
SPEYMILL PROPERTY GROUP

The company aims to identify investment opportunities in undervalued markets and in high growth niche areas

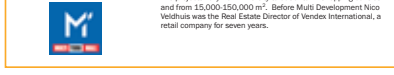
Floris has over 19 years of real estate experience as investor, banker and analyst in Europe, the US, and Asia. He currently serves as Global Chief Investment Officer of Speymill Property Group (SPG) where he helps oversee EUR 1.0 billion of German residential investments and US\$300 million of investments in Macau on behalf of SPG. Floris graduated from the University of Virginia with a BA in history and philosophy.



NICO VELDHUIS
vice chairman
MULTI TURKMALL

consultation • engineering • development of tourism • related investment projects in southeastern europe

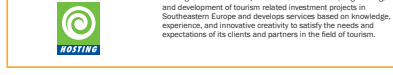
In 1997 Nico Veldhuis, 62 years, came to Multi Development charged with the international expansion of the company's activities, till then in the Netherlands, Belgium, Germany, France, Portugal and Spain. During those years new projects and Multi offices started in the United Kingdom, Greece, Poland, the Czech Republic, Hungary, Italy, Romania, Bulgaria, Ukraine and Turkey. The projects vary from primarily city out of town shopping centres and from 15,000-150,000 m². Before Multi Development Nico Veldhuis was the Real Estate Director of Vendas International, a retail company for seven years.



PETER VESENAK
owner & general manager
HOSTING

consultation • engineering • development of tourism • related investment projects in southeastern europe

Peter Vesenjak has 22 years of experience in the tourism sector and with investment development in public and private sector. Since the establishment of Hosting in 1997, he is the sole owner and managing director. Peter's key qualifications include strategic planning, development and management of tourist companies and destinations, investments and real estate projects in tourism. Hosting is well known for professional consultation, engineering, and development of tourism related investment projects in Southeastern Europe and develops services based on knowledge, experience, and innovative creativity to satisfy the needs and expectations of its clients and partners in the field of tourism.





PERE VIÑOLAS SERRA

ceo
INMOBILIARIA COLONIAL

INMOBILIARIA COLONIAL

lending

CEO of Inmobiliaria Colonial, S.A., a listed company and one of the leading players in the Spanish and European real estate market. Director of Grupo Financiero Riva y García, Associate professor of Valuation, Investment Analysis and Financial Strategy at ESADE, where he is Head of the Real Estate Department and a member of the Real Estate Club. He is also President of the Barcelona District Council at the Urban Land Institute. A Business Administration graduate from ESADE, and from the Polytechnic University of Catalonia, he also holds an MBA from ESADE together with an Economics degree from the University of Barcelona, where he also studied Law.

Colonial



KAPIL WADHAWAN

vice chairman & managing director
DHFL

DHFL

affordable housing finance

Mr. Kapil Wadhawan was the mastermind behind designing and implementing new loan processing software leading to an efficient online loan management system. He initiated Business Process Research to evaluate the product and distribution systems thus enabling DHFL (an Affordable Housing Finance Company) to reach out effectively to the interior markets of India. He steered DHFL successfully to have an asset base of over US\$1.2 billion as of today. Kapil has now promoted Wadhawan Holdings, a strategy think-tank and promoter of new ventures across various customer interface sectors - Food & Lifestyle Retail, F&B, Hotels & Resorts, Education and Financial Services.



DAVID WALKER

ceo
SOUTH ASIAN REAL ESTATE

SARE

Over 20 years of international finance and real estate experience. In 2003 joined SARE Group as CFO. SARE Group has raised \$0.5bn and is focused on investing and developing residential property in India. To date SARE has launched 5 projects on 500 acres of land with plans to construct 4.1m sq.ft. with a sellout value of in excess of \$2bn. SARE NW is up 20% in the 2 years since formation. In 2004 formed Gemini Partnership Ltd and advised a portfolio of companies on finance and strategy, including SARE Group.



INGEBORG M WARSCHKE

bank director
HELABA

HELABA

Ingeborg M. Warschke has been active in Real Estate since 1983. While at Citibank in London and Frankfurt, Deutsche Bank in Wiesbaden and in her present position as head of International Real Estate Finance III at Helaba in Frankfurt she has been involved in international real estate finance for all asset classes in most European countries including Germany as well as the U.S. and Canada. Ms. Warschke is president of the "German Women in Property Association".



STEVE WILLINGHAM

head of debt relationships
MGPA

MGPA

Steve joined MGPA in April 2009 and his responsibilities include relationships with lending banks and the sourcing of new investment opportunities from bank's non-performing real estate loan portfolios. Based in London, Steve joined MGPA from Merrill Lynch where he worked in both the real estate financing and principal investing teams. Prior to that, he led Nationwide Building Society's commercial lending operations, following a broad background in residential property fund management and asset recovery. Steve holds an MBA from Heriot Management College.



RALPH WINTER

founder
CORESTATE CAPITAL

CORESTATE CAPITAL

private equity investor • german residential real estate • german commercial real estate • real estate asset management

Ralph Winter is Chairman of CORESTATE Capital AG, CORESTATE is a private equity investor and real estate asset manager based in Zurich. To date CORESTATE has raised over EUR 500m from institutional investors and has invested EUR 1.2bn in the German real estate market. Before founding CORESTATE, Ralph Winter was Managing Director and Head of the real estate department of the advisory company Coberus Deutschland Beteiligungsbearbeitung GmbH. Prior to this, he was partner and board member of several corporations, e.g. Managing Partner of S&B GmbH, a real estate company specializing in the design and development of European real estate products. Ralph Winter raised equity capital for investments worth EUR 1.3bn.



JANET WOO

senior banker
EBRD

EBRD

ebrd property team specialises in debt & equity financing, fund to funds and private equity

Janet, Senior Banker, has been in the Property and Tourism team of the EBRD since 2003 and has been active in equity and debt transactions in funds, companies, and development projects in the EBRD's countries of operation. At the EBRD she is responsible for business development with American, Canadian, and Israeli clients and represents the Bank on the investment committees of several funds. Prior to this, Janet worked for INV Carion Real Estate in the US for three years.



RUIFEN XU

portfolio investment manager
DOW CORPORATE PENSION, GLOBAL REAL ESTATE

DOW

Corporate Pension Investment in fix income, public equity and private equity

Ruifen Xu is heading Global Real Estate Investment for Dow Corporate Pension. In this role, she manages global real estate investments for existing real estate portfolio and builds the international markets real estate investment on behalf of the Dow Employees' Pension Plan and the Union Carbide Employees' Pension Plan. She has both a Master's in Real Estate and Master's in Science from Columbia University, and Bachelor in Municipal Civil Engineering from Shanghai Tongji University.



MIROSLAV YAZOV

general manager
YAZOV LTD

YAZOV LTD

developing of mix-use and residential complexes

He was born on 24.05.1980, he holds BD in Macroeconomics from the University of Plovdiv "P. Hilendarski" from 2002 and a Masters Degree in Financial Management since 2003. Between 2002 and 2004 he worked as an executive manager in the real estate agency "Dovergen". Since 2004 he is financial manager in "Yazov Ltd".



ALVYDAS ZABOLIS

managing partner
ZABOLIS PARTNERS

ZABOLIS PARTNERS

investments, development & asset management; shopping centres & retail park portfolios • multi-functional logistic parks in central & eastern europe

Alvydas Zabolis is managing partner of Zabolis Partners, an investment banking and private equity group in Central and Eastern Europe. Together with his Partners, Alvydas has been active in corporate finance, M&A and property investments for the past two decades. Today, the group specialises in the retail trade and in real estate solutions for the retail industry. Headquartered in Vilnius, the team is responsible for half a billion Euro worth of assets and supports retail's developments in three countries.

ZABOLIS PARTNERS



STELIOS ZAWOS

ceo
ZEUS CAPITAL MANAGERS

ZEUS CAPITAL MANAGERS

investing in joint ventures with residential developers in south-eastern europe

Mr. Zawos is the Founder and CEO of Zeus Capital Partners, a real estate development fund operating in South-Eastern Europe and Turkey. Zeus joint ventures with developers in order to build residential communities in this region. Mr. Zawos was also the Founder and CEO of Continental American Capital, an investment group which focuses on real estate investments and financing in the USA. He holds an MSc in Civil Engineering from Polytechnion University and an MBA from the Harvard Business School. He is President of the Harvard Business School Club of Greece.



DETAILS

GLOBAL REAL ESTATE INSTITUTE www.globalrealestate.org info@globalrealestate.org
 MAIN: 511 Avenue of the Americas - suite 4100, New York, NY 10011, USA tel +1.866.399.1210
 EUROPE/ASIA: 1379 High Road - 11th floor, London, N20 9LP, UK tel +44.20.8492.2638

MR/MRS/DR... FIRST MIDDLE/INITIALS LAST

SUFFIX (III • JR...) NICKNAME BADGE NAME

POSITION

COMPANY NAME

EMAIL

DIRECT TEL FAX

PA EMAIL TEL

ADDRESS

CITY STATE POSTCODE COUNTRY

DIVISION'S WEB ADDRESS (EX: WWW.COMPANY.EXT/DIVISION...)

BUSINESS ACTIVITY (Please tick one)

- | | | |
|---|---|---|
| <input type="checkbox"/> INVESTOR | <input type="checkbox"/> INVESTMENT BANK | <input type="checkbox"/> GOVERNMENT (Officials) |
| <input type="checkbox"/> PENSION (Investor) | <input type="checkbox"/> CORPORATE (User) | <input type="checkbox"/> ECONOMIC DEVELOPMENT |
| <input type="checkbox"/> PROPERTY COMPANY (Developer) | <input type="checkbox"/> AGENT (Surveyor) | <input type="checkbox"/> ACADEMIC (Think Tank) |
| <input type="checkbox"/> INFRASTRUCTURE COMPANY | <input type="checkbox"/> ADVISOR (Accountant/Tax) | <input type="checkbox"/> MEDIA |
| <input type="checkbox"/> LENDER | <input type="checkbox"/> LAWYER | <input type="checkbox"/> TRADE (Group/Exhibit/Conference Organiser) |
| <input type="checkbox"/> HOTEL (Company) | <input type="checkbox"/> A&E (Architect/Engineer) | <input type="checkbox"/> OTHER _____ |
| | <input type="checkbox"/> TITLE (COMPANY) | |

PAYMENT DETAILS (please tick) A receipt will be returned.

BY CARD Visa Master AmEx

CARD NUMBER

NAME ON CARD

EXPIRY

SIGNATURE

CREDIT CARD BILLING ADDRESS, if different from above (important, please provide)

STREET ADDRESS

CITY

STATE/COUNTRY

POSTCODE

GROUP RATE: applies to 3 or more registrations. Need not be from same company.

GRI MEETINGS 2009

PLEASE FAX TO:

+44 20 8445 6633

MEMBERSHIP FEES

Regular	<input type="checkbox"/> £1,200	<input type="checkbox"/> €1,800	<input type="checkbox"/> \$2,400
Discussion co-Chair**	<input type="checkbox"/> £400	<input type="checkbox"/> €600	<input type="checkbox"/> \$800

** Available for fee paying Discussion (co-) Chairs of any GRI during calendar year.

Turkey GRI 09 Istanbul, 20 January	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 15 Dec	<input type="checkbox"/> €1,625	<input type="checkbox"/> €1,475	<input type="checkbox"/> €1,325
After 15 Dec	<input type="checkbox"/> €1,725	<input type="checkbox"/> €1,575	<input type="checkbox"/> €1,425
Fee for payment methods other than credit card			<input type="checkbox"/> €50
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> €75

USA GRI 09 NYC, 26 February	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 26 Jan	<input type="checkbox"/> \$2,275	<input type="checkbox"/> \$2,075	<input type="checkbox"/> \$1,875
After 26 Jan	<input type="checkbox"/> \$2,375	<input type="checkbox"/> \$2,175	<input type="checkbox"/> \$1,975
Fee for payment methods other than credit card			<input type="checkbox"/> \$100
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> \$175

Asia GRI 09 Singapore, 4-5 March	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 4 Feb	<input type="checkbox"/> \$2,275	<input type="checkbox"/> \$2,075	<input type="checkbox"/> \$1,875
After 4 Feb	<input type="checkbox"/> \$2,375	<input type="checkbox"/> \$2,175	<input type="checkbox"/> \$1,975
Fee for payment methods other than credit card			<input type="checkbox"/> \$100
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> \$175

Deutsche GRI 09 Frankfurt, 27-28 April	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 23 Mar	<input type="checkbox"/> €2,475 (+19% VAT)	<input type="checkbox"/> €2,275 (+19% VAT)	<input type="checkbox"/> €1,875 (+19% VAT)
After 23 Mar	<input type="checkbox"/> €2,575 (+19% VAT)	<input type="checkbox"/> €2,375 (+19% VAT)	<input type="checkbox"/> €1,975 (+19% VAT)
Fee for payment methods other than credit card			<input type="checkbox"/> €75 (+19% VAT)
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> €125 (+19% VAT)

GRI World Summit 09 London, 6 May	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 30 March	<input type="checkbox"/> £1,675 (+15% VAT)	<input type="checkbox"/> £1,525 (+15% VAT)	<input type="checkbox"/> £1,275 (+15% VAT)
After 30 March	<input type="checkbox"/> £1,775 (+15% VAT)	<input type="checkbox"/> £1,625 (+15% VAT)	<input type="checkbox"/> £1,375 (+15% VAT)
Fee for payment methods other than credit card			<input type="checkbox"/> £50 (+15% VAT)
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> £100 (+15% VAT)

China GRI 09 Shanghai, 2 June	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 27 April	<input type="checkbox"/> \$2,275	<input type="checkbox"/> \$2,075	<input type="checkbox"/> \$1,875
After 27 April	<input type="checkbox"/> \$2,375	<input type="checkbox"/> \$2,175	<input type="checkbox"/> \$1,975
Fee for payment methods other than credit card			<input type="checkbox"/> \$100
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> \$175

GRI Europe Summit 09 Paris, 15-16 Sep	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 3 Aug	<input type="checkbox"/> €2,475 (+19.6% VAT)	<input type="checkbox"/> €2,275 (+19.6% VAT)	<input type="checkbox"/> €1,875 (+19.6% VAT)
After 3 Aug	<input type="checkbox"/> €2,575 (+19.6% VAT)	<input type="checkbox"/> €2,375 (+19.6% VAT)	<input type="checkbox"/> €1,975 (+19.6% VAT)
Fee for payment methods other than credit card			<input type="checkbox"/> €75 (+19.6% VAT)
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> €125 (+19.6% VAT)

India GRI 09 New Delhi, 23-24 Sep	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 24 Aug	<input type="checkbox"/> \$2,975	<input type="checkbox"/> \$2,675	<input type="checkbox"/> \$2,275
After 24 Aug	<input type="checkbox"/> \$3,075	<input type="checkbox"/> \$2,775	<input type="checkbox"/> \$2,375
Fee for payment methods other than credit card			<input type="checkbox"/> \$100
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> \$175

Russia GRI 09 Moscow, 30 Sep	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 31 Aug	<input type="checkbox"/> €2,475	<input type="checkbox"/> €2,275	<input type="checkbox"/> €1,875
After 31 Aug	<input type="checkbox"/> €2,575	<input type="checkbox"/> €2,375	<input type="checkbox"/> €1,975
Fee for payment methods other than credit card			<input type="checkbox"/> €75
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> €125

New Europe GRI 09 Warsaw, 23-24 Nov	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 19 Oct	<input type="checkbox"/> €2,475	<input type="checkbox"/> €2,275	<input type="checkbox"/> €1,875
After 19 Oct	<input type="checkbox"/> €2,575	<input type="checkbox"/> €2,375	<input type="checkbox"/> €1,975
Fee for payment methods other than credit card			<input type="checkbox"/> €75
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> €125



Individual and Corporate Membership of the GRI is open to senior players in the real estate industry that find it beneficial to belong to a global community of elite achievers in their industry

INDIVIDUAL MEMBERSHIP

- GRI Members as of December 31 are listed in the GRI Yearbook of the subsequent year, published in March.
- GRI Members benefit from reduced Member rates when registering to attend GRI Meetings.
- Starting date of membership is the 1st day of the quarter in which registration is made. It can be requested to start the next quarter.
- Cancellation: Expiring memberships self-cancel automatically if not renewed. There is no mid-year cancellation mechanism.
- Complete list of membership benefits available on request.

CORPORATE MEMBERSHIP

- Please contact Henri Alster, Chairman, GRI: henri.alster@globalrealestate.org

Senior Partner



Industry & Media Partners

