1. Coffee break at a GRI
2. Neil Jones, Frank Pörschke, Thomas Köntgen
3. first row (l to r) Stéphane Amine, Pascal Buelens, Lennart Sten, Boris Schran, Markus Meijer, Neil Lawson-May
4. second row (l to r) Michael Marx, Bernd Knobloch, Wijnand Donkers & Thomas Köntgen
5. Pirojsha Godrej, Niranjan Hiranandani
6. Struan Robertson
7. Roger Barrs
8. Robert Lawrence
9. Berndt Herault, Miles d’Arcy Irvine
10. Michael Marx

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THE GRI IS A GLOBAL CLUB OF SENIOR REAL ESTATE INVESTORS, DEVELOPERS AND LENDERS

Its mission is to help its members build personal relationships and work together in creating great places and a better world.

Founded in 1998, its lead constituency consists of the world’s leading real estate players.

The GRI runs its activities through a collection of Annual Meetings focussed on different regions of the world.

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.
CHAIRING A DISCUSSION...
WHAT IS IT?

Chairing a discussion at a GRI is a way of attending while enjoying reduced rates and other benefits, including:

- Greater prominence with photo and profile in official brochure and program book.
- Invitation to private dinner.
- There is nothing to do but show up.
  - No speeches, no prepared comments. Nothing.
- There are no panels at GRIs, only discussions in small groups where all present participate.
- Like an after-dinner conversation in one’s own living room.
  - Everyone is a speaker that cares to speak.
- Available selectively to senior industry leaders that confirm their participation early in the Meeting’s production phase.

For further information, please contact:
Ronny Gotthardt, GRI Director
ronny.gotthardt@globalrealestate.org  Tel +44. 20 8492 2635
1. Elaine Young & Richard Yue
2. Luis Pereda Espeso & John Carrafiell
3. Andrew Armfelt & Arthur de Haast
4. Tony Quayle & David Roberts
5. Ninoletta Fauske & Van Stults
6. Michel Passale, Vladimir Zubrém, Viktor Szakay
7. Frank Porschnke & GRI Retreat Members 2011

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ATTENDING GRI - WHY?

GRIIs are about making friends and about senior industry peers connecting with each other.

Attendees at GRIIs participate just as vocally as Discussion Chairs.

From walking into a discussion room one wouldn’t know who are the Discussion Chairs, who the delegates.

There are no panels, no speeches. Only discussions in small groups where everybody participates. Not just Discussion Chairs. Everybody. Equally.

GRI delegates become instant insiders. One comes away knowing new friends and partners.

For further information, please write to: attending@globalrealestate.org or call: +44. 20 8492 2635
Confirming one’s company’s association with the leading players in the industry...
With over 500 professionals worldwide, Deutsche Bank's Commercial Real Estate Group ("CRE") is a global leader in real estate financing and capital markets execution, having originated $52 billion in loans and led or co-managed approximately 30 projects coming up in major cities across the US, Asian and European markets. Working in conjunction with Deutsche Bank's Global Real Estate subsidiary, the CRE Group specializes in equity products in association with prominent partners. Headquartered in Montreal, Canada, CADIM runs a network of offices and affiliates in Canada, the United States, and Asia. It distinguishes itself by its flexibility, creativity, ability to adapt, and range of real estate equity products. To learn more about CADIM and its offerings, please visit our website at www.db.com/crere. For more information on CRE housing, multifamily, office and retail within the US, Asian and European markets, working in conjunction with Deutsche Bank's Global Real Estate subsidiary, the CRE Group specializes in equity products in association with prominent partners. Headquartered in Montreal, Canada, CADIM runs a network of offices and affiliates in Canada, the United States, and Asia. It distinguishes itself by its flexibility, creativity, ability to adapt, and range of real estate equity products. To learn more about CADIM and its offerings, please visit our website at www.db.com/crere. For more information on CRE housing, multifamily, office and retail within the US, Asian and European markets.
1. Christophe Clamageran
2. Chris Papachristophorou
3. Ulrich Höller, Christophe Clamageran, Andreas Norbert Fay
4. Chairman's Retreat Members 2011
5. Dan Neidich & Jerry Speyer
6. Mike McNamara, Peter Reilly & Ron Pressman

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The GRI Europe Chairmen’s Retreat is an exclusive and collegial 3 days of interactive, small-group discussions on a first-name basis on strategy and industry developments.

By invitation only, it is limited to the Chief Real Estate Executive within any organization or the immediate second-in-command.

The unique quality, guaranteed seniority and small size of the audience, as well as the quiet and unpressured seclusion of the conversations, makes the GRI Chairmen’s Retreat an unusual opportunity to take stock, set directions, create new friendships and build business.
REGISTRATION

HOTELS
Lodging costs are not included in conference fees.

LANGUAGES
Group discussions run concurrently, several going on at the same time in separate rooms, in the local language as well as in English. Simultaneous translation is provided for key sessions but not for all discussions.

BADGES
Delegates must wear badges at all times. Admission will regrettably not be possible otherwise.

TERMS AND CONDITIONS
Payment is required by return. Delegate fee must be paid in full prior to conference or admission is regrettably not possible.

Confirmation will be sent on receipt of payment. If you have not received confirmation within 14 days of registration, please contact us to confirm your booking.

Cancellation and transfer to colleagues must be in writing. Transfer to colleagues is possible at any time. 90% refund will apply if cancellation notice is received by 6 weeks before the event. We regret no refunds are possible for cancellations received thereafter.

GROUP RATE
Group rate is per person. Applies to groups of 3 or more participants. Need not be from the same company.

Please note that registration fee reductions are not cumulative.

INQUIRIES AND FURTHER INFORMATION
www.globalrealestate.org info@globalrealestate.org UK Tel: +44 20 8492 2634 UK Fax: +44 20 8445 6633
Main: 511 Avenue of the Americas - Suite 4100 New York NY 10011 · USA. Europe/Asia: 1379 High Road London N20 9LP · UK

GRI ANNUAL MEMBERSHIP

INDIVIDUAL MEMBERSHIP
• 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.

• For further membership enquiries please contact: membershps@globalrealestate.org

FOR DISCUSSION (CO-)CHAIRS
AND MEMBERS ONLY

PLEASE PROVIDE:
1. COMPANY SPECIALTY - maximum 16 words:
   • Investors/lenders: criteria (type • where • amount range • existing vs development...)
   Example:
   “office, hotels, bulk sales • Germany, CEE, China • US$100-500million • existing or development • major metros only”

   • Developers: product specialty (type • where • size range • existing v development...)
   Other: describe speciality bullet point style

2. COLOR PORTRAIT PHOTO: HIGH RESOLUTION JPG
3. LOGO: COLOR • B/W • INVERSE (EPS FORMAT)
4. PERSONAL BIOGRAPHY + DIVISION’S PROFILE
   - 100 words maximum total, in 1 or 2 languages
   [adjust pro-rata if other language takes less space (e.g. Mandarin - 2 to 1) or more].
   - Division’s profile: division’s specific activity (more relevant & useful than company’s overall).
GLOBAL REAL ESTATE INSTITUTE
A GLOBAL CLUB

REAL ESTATE INVESTMENT ACROSS THE WORLD
2011 EVENTS

USA GRI 2011
New York, 2 March

DEUTSCHE GRI 2011
Frankfurt, 3-4 May

BRITISH GRI 2011
London, 11 May

CHINA GRI 2011
Beijing, 2 June

GRI EUROPE SUMMIT 2011
Paris, 7-8 September

TURKEY GRI 2011
Istanbul, 18 January

GRI EUROPE CHAIRMEN’S RETREAT 2011
St Moritz, 20-23 January

ASIA GRI 2011
Singapore, 16 February

RUSSIA GRI 2011
Moscow, 14-15 September

INDIA GRI 2011
Mumbai, 5-6 October

BRAZIL GRI 2011
Sao Paulo, 27-29 October

MENA GRI 2011
16-17 November

NEW EUROPE GRI 2011
Budapest, 29-30 November

Real Estate Investment Across the World

Global Real Estate Institute
A Global Club

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1. INDIA GRI 2010 TALKSHOW (l to r) Pirojsha Godrej, Firdose Vandrevala, Niranjan Hiranandani, Raj Menda & Richard Stockton
2. Martin Erbe & Eberhard Maier
3. Noah Steinberg, Gordon Black & Evan Lazar
4. Mohamed Abdulrahman Fakhro & Sven Andersen
5. Ravindra Chamarla & Pirojsha Godrej
6. Frank Billand & Miles d'Arcy Irvine