

EUROPEAN REAL ESTATE INVESTMENT & DEVELOPMENT  
INVESTISSEMENT ET DÉVELOPPEMENT IMMOBILIER

**PARIS GRAND HOTEL**  
**13-14 SEPTEMBER**



English & French Program  
Programme français et anglais

# GRI EUROPE SUMMIT 2010





ROBERT BALICK  
CARVAL INVESTORS



JOHN BARAKAT  
M&G INVESTMENTS



ROGER BARRIS  
MERRILL LYNCH INTERNATIONAL



EDWARD BATES  
DOUGHTY HANSON



SÉBASTIEN BAZIN  
COLONY CAPITAL



FRANK BILLAND  
UNION INVESTMENT REAL ESTATE



GORDON BLACK  
HEITMAN

# TOTAL REAL ESTATE

Ongoing updates at  
[www.mygri.com/europe](http://www.mygri.com/europe)

The GRI invites senior industry leaders that might find it useful to (co-)Chair a discussion at a GRI event to contact **Henri Alster, GRI Chairman.**

[henri.alster@globalrealestate.org](mailto:henri.alster@globalrealestate.org)

## THE BIG PICTURE

**L'IMMOBILIER EN FRANCE** – *un marché convalescent?*

**WESTERN EUROPE** – *refocusing objectives or still blurry?*

**REAL ESTATE FUNDING** – *where will the money come from?*

**INVESTOR, DEVELOPERS, USERS** – *can they ever have the same goal?*

## INVESTORS / DEVELOPERS PROGRAM

**OFFICE DEVELOPMENT IN THE PARIS REGION** – *new development cycle in sight?*

**20% RETURN IN EUROPE** – *an impossible dream?*

**PRIVATE EQUITY REAL ESTATE** – *dealfow holding steady or on the rise?*

**LES SIIC** – *quel avenir ?*

## CAPITAL MARKETS PROGRAM

**REFINANCING REAL ESTATE** – *permanent crisis or solvable problem?*

**MEZZANINE DEBT** – *clever bridge or lack of alternative?*

**2010** – *serait-elle l'année du retour des banques & du financement?*

**FINANCING REAL ESTATE** – *who has fresh money, who takes the haircut?*

## REGIONS

**CEE** – *bruised all over or some bling?*

**GERMAN REAL ESTATE** – *steady at all times?*

**US INVESTING** – *hands tied or new opportunities?*

**PARIS QCA** – *rendre core des actifs immobiliers imparfaits pour les arbitrer*

## INDIRECT INVESTORS

**NPL PORTFOLIO SALES** – *now, in two quarters or two years?*

**GERMAN FUNDS** – *confident or nervous?*

**IPOS AS AN EXIT STRATEGY** – *promising alternative or wishful thinking?*

**ECHÉANCE DES CMBS EN EUROPE** – *le retour des investisseurs opportunistes?*

...and many more



STEPHEN EIGHTEEN  
RBS



KLAUS ELMENDORFF  
DEUTSCHE BANK



JACQUELINE FAISANT  
BNP PARIBAS REAL ESTATE



JÜRGEN FENK  
LANDESBANK HESSEN-THÜRINGEN



GÁBOR FUTÓ  
FUTUREAL DEVELOPMENT



PHILIP GAILLARD  
HRO FRANCE



JIM GARMAN  
GOLDMAN SACHS





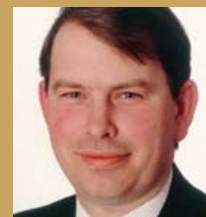
**GILLES BONNIER**  
TISHMAN SPEYER



**DANIEL BUARON**  
FIRST ATLANTIC REAL ESTATE



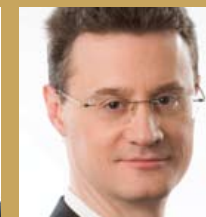
**ANNE-ISABELLE CARBONNIÈRES**  
DG HYP



**ARTHUR DE HAAST**  
JONES LANG LASALLE



**JAN DIJKSTRA**  
AIG GLOBAL REAL ESTATE



**LAURENT DIOT**  
NEXITY



**LAURENT DUMAS**  
EMERIGE



**Florentina Freise**



**Henri Alster**

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

Bienvenue au GRI Europe Summit 2010. Comme toujours ces 13 et 14 septembre prochains, le sommet annuel du GRI rassemblera, au plus haut niveau, les acteurs principaux qui décident le marché, en France comme en Europe.

Plus de quarante discussions, où tous participent de manière égale, sont au programme, en français comme en anglais.

Si nouer des relations avec les puissances suprêmes du marché peut vous être utile, nous serons ravis de vous accueillir au sommet annuel de l'industrie immobilière européenne.

*Florentina Freise*

**Florentina Freise**

Director, GRI Europe Summit | Deutsche | New Europe GRI  
GRI – Global Real Estate Institute

Welcome to the GRI Europe Summit 2010. On 13 and 14 September 2010, the GRI will bring together in Paris the leading French and international decision-makers driving real estate industry for a series of informal and collegial discussions.

The "Eurohypo Cafe" for those who prefer quiet one-on-ones, are ideal settings to schedule appointments, to catch up with old friendships and initiate new ones.

We look forward to welcoming you.

*Henri Alster*

**Henri Alster**

Chairman,  
GRI – Global Real Estate Institute



**OLIVIER GERARD-COESTER**  
GROUPE APSYS



**DAVID GILLERMAN**  
OCH-ZIFF CAPITAL MANAGEMENT



**KARIM HABRA**  
JER PARTNERS



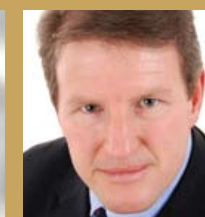
**DEAN HODCROFT**  
ERNST & YOUNG



**THOMAS HOELLER**  
PRAMERICA REAL ESTATE INVESTORS



**ULRICH HÖLLER**  
DIC



**OREST HRABOWYCH**  
ALTA ADVISERS



**MARK INCH**  
SOCIÉTÉ DE LA TOUR EIFFEL



**BENEDIKT KIESEL**  
EUROHYPO



**DOUGLAS KIRKMAN**  
BLACKSTONE GROUP



**AUDREY KLEIN**  
PARK HILL REAL ESTATE GROUP



**HAKAN KODAL**  
KREA REAL ESTATE



**KAMIL KOSMAN**  
ČESKA SPORTELNA / ERSTE GROUP



**AREF LAHAM**  
ORION CAPITAL MANAGERS

COMMERZBANK   
Group

**EURO  
HYPO**  
*café*

## MEETING PLACES • EUROHYPO CAFÉ



***...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.***



**PAUL RAINGOLD**  
GÉNÉRALE CONTINENTALE INVESTISSEMENTS



**RONALD RAWALD**  
CERBERUS



**FRANCK RUIMY**  
AERIUM FINANCE



**BERNHARD SCHOLZ**  
DEUTSCHE PFANDBRIEFBANK



**KLAUS-JÜRGEN SONTOWSKI**  
SONTOWSKI & PARTNER GROUP



**NOAH STEINBERG**  
WING



**RAPHAËL TRÉGUIER**  
CEGÉREAL



**ROBERT LAURENCE**  
RESOLUTION PROPERTY



**THIERRY LELEU**  
GE CAPITAL RE



**MARTYN MCCARTHY**  
VALAD PROPERTY GROUP



**PETER MARANO**  
GEMINI COMMERCIAL INVESTMENTS



**MICHAEL MARX**  
DEVELOPMENT SECURITIES



**CHRIS MORRIS**  
FRESHFIELDS BRUCKHAUS DERINGER



**JULIAN NEWISS**  
CATALYST CAPITAL

## Timetable

### MONDAY 13 SEPTEMBER

- **13H30** onwards Check-in
- **14H30 - 18H00** Group Discussions
- **18H00 - 19H00** Cocktail Reception

### TUESDAY 14 SEPTEMBER

- **07H30** onwards Check-in
- **08H30 - 15H45** Keynote, Lunch & Group Discussions
- **15H45 - 16H45** Farewell Drinks

Dress code: Business Casual, no tie required

## Keynote



**EUROPE**  
**built to fail or new dawn?**

**BEN BROADBENT**  
managing director  
senior european economist  
**GOLDMAN SACHS** uk



**NIELS TROEN**  
NORDICOM



**JOE VALENTE**  
ALLIANZ REAL ESTATE



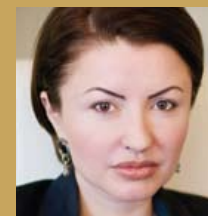
**EMMANUEL VERHOOSSEL**  
ING REAL ESTATE FINANCE



**JEAN-ERIC VIMONT**  
EUROSIC



**ROB WILKINSON**  
AEW EUROPE



**DAIANA VOICU**  
WILLBROOK MANAGEMENT INTERNATIONAL



**THOMAS ZINNÖCKER**  
GSW



## DISCUSSIONS

### EUROPE *built to fail or new dawn?*

**BEN BROADBENT**  
managing director, senior  
european economist  
**GOLDMAN SACHS** uk



Ben Broadbent

## Keynote

### REAL ESTATE FUNDING *where will the money come from?*

**DEAN HODCROFT**  
partner - head of real estate  
for europe, middle east,  
india & africa (emeia)  
**ERNST & YOUNG** uk

**KLAUS ELMENDORFF**  
managing director  
**DEUTSCHE BANK** germany

**NATALIE HOWARD**  
head of real estate  
**AGFE LIMITED** uk

**MICHAEL KENNEY**  
senior director,  
head of real estate finance uk  
**DEUTSCHE PFANDBRIEFBANK**  
uk

**MICHAEL MARX**  
ceo  
**DEVELOPMENT SECURITIES** uk

**STEVE WILLINGHAM**  
head of debt capital - europe  
**MGPA** uk



Dean Hodcroft



Klaus Elmendorff



Natalie Howard



Michael Kenney



Michael Marx



Steve Willingham

### INVESTORS IN EUROPE *appetite for risk or just cherry picking?*

**EDWARD BATES**  
co-head real estate  
**DOUGHTY HANSON** france

**ALESSANDRO BRONDA**  
head of global  
investment strategy  
**ABERDEEN PROPERTY  
INVESTORS** belgium

**OREST HRABOWYCH**  
director of real estate  
**ALTA ADVISERS** uk

**MAXIME JULIÉ**  
senior fund manager  
**AXA REIM** france

**AREF LAHHAM**  
managing director &  
founding partner  
**ORION CAPITAL MANAGERS**  
uk

**DR. ULRICH WEBER**  
managing partner  
**CALEUS CAPITAL INVESTORS**  
germany



Edward Bates



Alessandro Bronda



Orest Hrabowych



Maxime Julié



Aref Lahham



Dr. Ulrich Weber

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No  
speakers.

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## COMMERCIAL REAL ESTATE

*confidence boost  
or whistling  
in the dark?*

**RICHARD CROFT**  
chief executive  
M7 REAL ESTATE uk

**JIM GARMAN**  
managing director  
GOLDMAN SACHS uk

**ANTHONY KHOI**  
president  
CENOR ASSET MANAGEMENT  
france

**ROBERT LAURENCE**  
ceo  
RESOLUTION PROPERTY uk

**HAMISH MACDONALD**  
head of acquisitions - uk  
MGPA uk

**GEORG VON HAMMERSTEIN**  
md, chief investment officer  
PRAMERICA REAL ESTATE  
INVESTORS uk

**ROB WILKINSON**  
managing director  
AEW EUROPE uk



Richard Croft



Jim Garman



Anthony Khoi



Robert Laurence



Hamish Macdonald



Georg Von Hammerstein



Rob Wilkinson

## TIDAL WAVE OR SILENT WATERS

*real estate  
investments 2011?*

**HEINZ JOACHIM KUMMER**  
real estate partner  
FRESHFIELDS BRUCKHAUS  
DERINGER germany

**ROBERT CERVINKA**  
managing director  
RREEF germany

**DR. CARSTEN FISCHER**  
managing director  
DC VALUES GMBH & CO. KG  
germany

**KEITH ELLIOT FISCHER**  
managing partner  
ELYSTAN CAPITAL PARTNERS  
germany

**GEORG REUL**  
director business development  
IVG IMMOBILIENFONDS  
germany

**JÜRGEN STORJOHANN**  
head of legal and tax  
SEB ASSET MANAGEMENT  
germany

**JACOB VOLCKERTS**  
md, head of investment  
advisory services  
CB RICHARD ELLIS germany



Heinz Joachim Kummer



Robert Cervinka



Keith Elliot Fischer



Jacob Volckerts

## INVESTMENT MANAGEMENT PLATFORMS

*how investors and  
regulators shape  
the landscape*

**DR. CHRISTIAN SCHEDE**  
partner,  
head of real estate germany  
OLSWANG germany

**PAUL BRUNDAGE**  
executive vice president  
senior md europe  
OXFORD PROPERTIES uk

**EDWIN MEYSMANS**  
managing director  
KBC PENSION FUND belgium

**ULF PLESCHIUTSCHNIG**  
executive director  
MORGAN STANLEY uk

**BORIS SCHRAN**  
director  
BANK OF AMERICA -  
MERRILL LYNCH germany



Dr. Christian Schede



Paul Brundage



Edwin Meysmans



Ulf Pleschiutchnig



Boris Schran

## DISCUSSIONS

### PRIVATE EQUITY REAL ESTATE

*dealflow holding  
steady or  
on the rise?*

**ROBERT BALICK**  
senior managing director  
**CARVAL INVESTORS** uk

**ROGER BARRIS**  
managing director  
**MERRILL LYNCH  
INTERNATIONAL** uk

**RALF NÖCKER**  
managing director  
**CORESTATE CAPITAL**  
switzerland

**ROB RACKIND**  
principal  
**WAINBRIDGE** uk

**CANDACE VALIUNAS**  
head of european real estate  
**CAMBRIDGE PLACE  
PROPERTY SERVICES** uk

**CHRISTOPHER VOUTSINAS**  
managing principal  
**BLACKWOLF CAPITAL** uk



Robert Balick



Roger Barris



Ralf Nöcker



Rob Rackind



Candace Valiunas



Christopher Voutsinas

### FINANCING REAL ESTATE

*who has fresh  
money, who takes  
the haircut?*

**DR. MICHAEL ALBERTS**  
partner  
**ORRICK HÖLTERS & ELSING**  
germany

**DIRK BRANDES**  
head of business  
origination real estate  
**HSB NORDBANK** germany

**GREGORY BUTCHER**  
ceo  
**INSIDERCAPITALFUNDS**  
gibraltar

**RODNEY BYSH**  
managing director  
**FELDBERG CAPITAL** germany

**AUDREY KLEIN**  
managing principal  
**PARK HILL REAL ESTATE  
GROUP** uk

**WILSON LEE**  
managing partner  
**FIRST GROWTH  
REAL ESTATE** uk

**GERHARD MEITINGER**  
md, head of re finance  
institutional & international  
customers  
**DEUTSCHE PFANDBRIEFBANK**  
germany

**BURKHARD SCHLICKENRIEDER**  
managing partner  
**REFTA** germany

**CHARLES WHITTLE**  
ceo  
**MCCAFFERTY ASSET  
MANAGEMENT** uk



Dr. Michael Alberts



Dirk Brandes



Gregory Butcher



Rodney Bysh



Audrey Klein



Wilson Lee



Gerhard Meitinger



Charles Whittle



Pas  
d'orateurs.  
Seulement  
des groupes  
de  
discussions  
où tous  
participent  
de manière  
égale.

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## MEZZANINE DEBT

*clever bridge or  
lack of alternative?*

**JOHN BARAKAT**  
head of real estate finance  
**M&G INVESTMENTS** uk

**DOUGLAS KIRKMAN**  
managing director  
**BLACKSTONE GROUP** uk

**DALE LATTANZIO**  
managing director  
**DUET PRIVATE EQUITY** uk

**SASCHA LEWIN**  
director,  
head of european property  
**STENHAM PROPERTY** uk

**MIKE MCNAMARA**  
md - head of real estate  
products - emea  
**RBS** uk

**ALI OTMAR**  
director  
**BANK OF AMERICA MERRILL  
LYNCH** uk

**EMMANUEL VERHOOSSEL**  
global head structured finance/  
ceo americas & uk  
**ING REAL ESTATE FINANCE** uk



John Barakat



Douglas Kirkman



Dale Lattanzio



Sascha Lewin



Mike McNamara



Ali Otmar



Emmanuel Verhoosel

## GERMAN REAL ESTATE

*steady at all times?*

**BERNHARD SCHOLZ**  
member of the  
management board  
**DEUTSCHE PFANDBRIEFBANK**  
germany

**ULRICH HÖLLER**  
ceo, chairman of the  
board of management  
**DIC** germany

**KLAUS KORTEBEIN**  
ceo  
**VALAD PROPERTY GROUP**  
germany

**KLAUS-JÜRGEN SONTOWSKI**  
chairman  
**SONTOWSKI &  
PARTNER GROUP** germany

**UDO STOCKER**  
managing director  
**ATOS CAPITAL** germany



Bernhard Scholz



Ulrich Höller



Klaus Kortebein



Klaus-Jürgen Sontowski



Udo Stocker

## WESTERN EUROPE

*refocusing  
objectives or  
still blurry?*

**PIETER BOGAARDT**  
managing director  
**OLYMPE CAPITAL** uk

**RAINER HACKERT**  
president & ceo  
**POLARIS REALTY (CANADA)**  
canada

**THOMAS HOELLER**  
managing director  
**PRAMERICA REAL ESTATE  
INVESTORS** germany



Pieter Bogaardt



Rainer Hackert



Thomas Hoeller

## DISCUSSIONS

### BAD DEBTS/ ASSET STAGNATION/ NO NEW FINANCE *how to break the vicious circle?*

**CHRIS MORRIS**  
global head of real estate  
**FRESHFIELDS**  
**BRUCKHAUS DERINGER** uk

**RICHARD BENTLEY**  
director, head of real estate  
finance, france  
**DEUTSCHE PFANDBRIEFBANK**  
uk

**DR. FRANK BILLAND**  
member of the  
management board  
**UNION INVESTMENT**  
**REAL ESTATE** germany

**DR. JOHANNES CONRADI**  
head of real estate sector group  
**FRESHFIELDS BRUCKHAUS**  
**DERINGER** germany

**DR. BENEDIKT KIESL**  
managing director  
multinational clients  
**EUROHYPO** germany

**JOHN VAN OOST**  
managing partner  
**NATIXIS CAPITAL PARTNERS**  
germany



Chris Morris



Richard Bentley



Dr. Frank Billand



Dr. Johannes Conradi



Dr. Benedikt Kiesel



John Van Oost

### OFFICE DEVELOPMENT IN THE PARIS REGION *new development cycle in sight?*

**PHILIP GAILLARD**  
managing director  
**HRO FRANCE** france

**OLIVER ASH**  
managing director  
**RICHMOND DEVELOPMENTS**  
france

**CHRISTOPHER CURTIS**  
principal  
**EUROPA CAPITAL** france

**LAURENT DUMAS**  
ceo  
**EMERIGE** france

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



Philip Gaillard



Oliver Ash



Christopher Curtis



Laurent Dumas



Paul Raingold

### REFINANCING REAL ESTATE *permanent crisis or solvable problem?*

**ANTOINE CASTRO**  
executive director  
**MORGAN STANLEY** italy

**EDOUARD FERNANDEZ**  
principal  
**WAINBRIDGE** uk

**EBERHARD MAIER**  
head, international real estate  
lending business  
**BAYERN LB** france

**DAVID MALPICA**  
director  
**CARVAL INVESTORS** uk

**PETER WINSTANLEY**  
partner  
**HORIZON INVESTMENT**  
**MANAGEMENT** france



Raffaele Lino



Antoine Castro



Edouard Fernandez



Eberhard Maier



David Malpica



Peter Winstanley

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Just  
collegial  
discussions  
where all  
participate  
equally.

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to change without notice.

## CAPACITÉ DE FINANCEMENT DE L'INVESTISSEMENT

*possibilités dans  
un contexte  
contraignant?*

**SÉBASTIEN BAZIN**  
principal, managing director  
**COLONY CAPITAL** france

**OLIVIER GERARD-COESTER**  
ceo  
**GROUPE APSYS** france

**MOUNIR HAMROUNI**  
director  
**WESTIMMO** france

**RENAUD JEZEQUEL**  
director, real estate  
finance international  
**DEUTSCHE PFANDBRIEFBANK**  
france

**THIERRY LELEU**  
general manager europe  
**GE CAPITAL REAL ESTATE  
INVESTMENT MANAGEMENT**  
france

**PATRICK LESUR**  
managing director  
**EUROHYPO** france

**SEBASTIEN LIBERGE**  
director, re finance  
**BAYERN LB** germany

**FABRICE RIMLINGER**  
director  
**ING REF** france



Sébastien Bazin



Olivier Gerard-Coester



Mounir Hamrouni



Renaud Jezequel



Thierry Leleu



Patrick Lesur



Sébastien Liberge



Fabrice Rimlinger

**2010**  
*serait-elle l'année  
du retour des  
banques & du  
financement ?*

**FRÉDÉRIC CIUNTU**  
general manager  
**ING REF** france

**MARC ANGELIER**  
finance director europe  
**ORION CAPITAL MANAGERS**  
france

**ERIC GERNER**  
head of strategy and risks  
**CREDIT AGRICOLE CIB -  
DIRECTION IMMOBILIER  
& HÔTELLERIE** france



Frédéric Ciuntu



Marc Angelier



Eric Gerner

**L'IMMOBILIER  
EN FRANCE**  
*un marché  
convalescent?*

**INGRID NAPPI-CHOLET**  
professor, essec  
**ESSEC BUSINESS SCHOOL** france

**RAPHAËL COLOMBU**  
head of acquisition france  
**COMMERZ REAL** france

**LAURENT DIOT**  
cfo  
**NEXITY** france

**JACQUELINE FAISANT**  
chairman  
**BNP PARIBAS REAL ESTATE**  
france

**MAURICE GAUCHOT**  
president  
**CBRE** france

**EDOUARD GUIBERT**  
director  
**ING REF** france



Ingrid Nappi-Choulet



Raphaël Colomby



Laurent Diot



Jacqueline Faisant



Maurice Gauchot



Edouard Guibert

### ECHÉANCE DES CMBS EN EUROPE

*le retour des investisseurs opportunistes ?*

**JEAN-MARC SABIANI**  
general manager  
DTZ ASSET MANAGEMENT  
france

**RAPHAEL BRAULT**  
executive director  
MORGAN STANLEY france

**FRÉDÉRIC BURI-MAZET**  
vice president - real estate  
investment banking group  
BARCLAYS CAPITAL france

**GREGORY CLERC**  
vice president  
BANK OF AMERICA  
MERRILL LYNCH uk

**MAXIMILIEN DE WAILLY**  
managing director  
RREEF france

**BENOÎT HERAULT**  
managing director  
GOLDMAN SACHS uk

**FRÉDÉRIC LAURENT**  
managing director  
CARVAL INVESTORS france

**ALFONSO MUNK**  
executive director  
MORGAN STANLEY |  
MERCHANT BANKING france



Jean-Marc Sabiani



Raphael Brault



Frédéric Buri-Mazet



Gregory Clerc



Maximilien De Wailly



Benoît Hérault



Frédéric Laurent



Alfonso Munk

### LES SIIC quel avenir ?

**PHILIP WARD**  
managing partner  
BROOKFIELD FINANCIAL uk

**MARK INCH**  
president  
SOCIÉTÉ DE LA TOUR EIFFEL  
france

**PHILIPPE TANNENBAUM**  
uk

**RAPHAËL TRÉGUIER**  
managing director  
CEGEREAL france

**JEAN-ERIC VIMONT**  
ceo  
EUROSIC france



Philip Ward



Mark Inch



Philippe Tannenbaum



Raphaël Tréguier



Jean-Eric Vimont

### PARIS QCA rendre core des actifs immobiliers imparfaits pour les arbitrer

**OLIVIER DONTOT**  
real estate investments  
PRIAM france

**ANTOINE BASTIEN**  
executive director re finance  
NATIXIS france

**ANNE-ISABELLE  
CARBONNIÈRES**  
head of representative office  
DG HYP france

**ASSEM EL ALAMI**  
head of re finance,  
international investors  
department  
BERLIN HYP germany

**SILKE NADOLNI**  
partner  
MARCCUS PARTNERS france



Olivier Dontot



Anne-Isabelle Carbonnières



Assem El Alami



Silke Nadolni



The job  
of the  
Discussion  
Chairs is  
not to talk.

## 20% RETURN IN EUROPE *an impossible dream?*

**JOHN SLADE**  
chief executive  
ACCURUE CAPITAL LIMITED uk

**RAMI BADR**  
investment director  
ORION CAPITAL MANAGERS  
france

**JULIAN NEWISS**  
chairman  
CATALYST CAPITAL uk

**ANDREW PETTIT**  
partner  
REVCAP uk

**MICHAEL RHYDDERCH**  
head of cross border team  
CUSHMAN & WAKEFIELD uk

**ANDREAS SCHREURS**  
managing director  
HINES EUROPE luxembourg

**JOE VALENTE**  
head of investment,  
strategy & research  
ALLIANZ REAL ESTATE germany



John Slade



Rami Badr



Julian Newiss



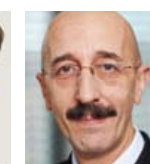
Andrew Pettit



Michael Rhydderch



Andreas Schreurs



Joe Valente

## NPL PORTFOLIO SALES *now, in two quarters or two years?*

**DR. RUPRECHT HELLAUER**  
managing director  
LOHNBACH INVESTMENT  
germany

**RONALD RAWALD**  
partner  
CERBERUS uk

**STEPHEN EIGHTEEN**  
global head real estate  
RBS uk

**PETER JUN**  
managing partner  
ARMINIUS FUNDS  
MANAGEMENT S.À R.L.  
luxembourg



Dr. Ruprecht Hellauer



Ronald Rawald



Stephen Eighteen



Peter Jun

## JUNIOR DEBT *necessity or desperation?*

**GILLES BONNIER**  
cfo  
TISHMAN SPEYER uk

**PETER DENTON**  
md, uk investors &  
financial sponsors  
WESTIMMO uk

**JÜRGEN FENK**  
gm, re finance  
LANDESBANK  
HESSEN-THÜRINGEN germany

**FRANCK RUIMY**  
chief executive officer  
AERIUM FINANCE uk



Gilles Bonnier



Peter Denton



Jürgen Fenk



Franck Ruimy

## CMBS *is there a promising future?*

**ALEXANDER GOEPFERT**  
partner  
FRESHFIELDS BRUCKHAUS  
DERINGER germany

**FRANK LAUDENKLOS**  
partner  
FRESHFIELDS BRUCKHAUS  
DERINGER germany

**DR. NICO ROTTKE**  
director  
REAL ESTATE MANAGEMENT  
INSTITUTE, EBS germany



Alexander Goepfert



Frank Laudenklos



Dr. Nico Rottke

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## DISCUSSIONS


**INVESTORS,  
DEVELOPERS,  
USERS**  
*can they ever have  
the same goal?*

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


**LAURENT LUCCIONI**  
managing director  
europe funds  
**MGPA** uk

**RAIMUND PAETZMANN**  
director european re  
**AMAZON EU S.A.R.L.**  
luxemburg


**PAUL RIVLIN**  
joint chief executive  
**PALATIUM INVESTMENT  
MANAGEMENT** uk



David Gillerman



Laurent Luccioni



Paul Rivlin

**CMBS/RMBS  
TSUNAMI**  
*affects on  
investment and  
finance markets in  
the uk & germany?*

**CLAUDIA HARD**  
partner  
**OLSWANG** germany


**MARTYN MCCARTHY**  
ceo europe  
**VALAD PROPERTY GROUP** uk

**SVEN ANDERSEN**  
partner  
**KPMG** germany


**CHRISTIAN DAUMANN**  
managing director  
**HATFIELD PHILIPS** germany

**MAX SINCLAIR**  
managing director  
**EUROHYPO** uk


**ELENI SKORDAKI**  
partner  
**OLSWANG** uk




Claudia Hard




Martyn McCarthy




Sven Andersen



Christian Daumann



Max Sinclair



Eleni Skordaki

**ASSET  
MANAGERS &  
INVESTORS**  
*new allegiance?*

**NIELS FISCHER**  
ceo  
**BAUGRUND** germany

**LAMBROS ANAGNOSTOPOULOS**  
ceo  
**SECURE MANAGEMENT** greece

**ANDREA CORNETTI**  
head of strategy and  
business development  
**FIMIT** italy

**JAN DIJKSTRA**  
managing director  
**AIG GLOBAL REAL ESTATE** uk

**STANISLAS HENRY**  
business development -  
coverage commercial  
**AMUNDI** france

**MARC LOTTIG**  
managing director  
**ATOS CAPITAL** germany



Niels Fischer



Lambros Anagnostopoulos



Andrea Cornetti



Jan Dijkstra



Stanislas Henry



Marc Lottig

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**It is to make  
everybody  
else talk...**

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**CEE**  
*bruised all over  
or some bling?*

**GUIDO WOLF**  
director  
**ZABOLIS PARTNERS** lithuania

**GORDON BLACK**  
managing director -  
european private equity  
**HEITMAN** usa

**MARTIN CARR**  
ceo  
**PINNACLE** czech republic

**GÁBOR FUTÓ**  
chairman & ceo  
**FUTUREAL DEVELOPMENT**  
hungary

**KARIM HABRA**  
managing director  
**JER PARTNERS** czech republic

**DR. WALTER HAMPEL**  
senior director,  
head of real estate finance cee  
**DEUTSCHE PFANDBRIEFBANK**  
germany

**KAMIL KOSMAN**  
managing director  
**CESKA SPORITELNA / ERSTE  
GROUP** czech republic

**MICHAEL KRÖGER**  
head of international  
re finance, northern &  
central europe  
**HELABA** germany

**EVAN LAZAR**  
co-chairman global re  
**SALANS** czech republic

**NOAH STEINBERG**  
chairman & ceo  
**WING** hungary

**ARPAD TÖRÖK**  
ceo  
**TRIGRANIT DEVELOPMENT**  
hungary

**KARL WILSON**  
general manager  
**AAREAL BANK** poland



Guido Wolf



Gordon Black



Martin Carr



Gábor Futó



Karim Habra



Dr. Walter Hampel



Kamil Kosman



Michael Kröger



Evan Lazar



Noah Steinberg



Arpad Török



Karl Wilson

**PIGS**  
*any comfort on  
the stony path  
to austerity?*

**PAOLO BECCARIA**  
investment director  
**ORION CAPITAL MANAGERS**  
italy

**DR. DANIEL BUARON**  
managing director  
**FIRST ATLANTIC REAL ESTATE**  
italy

**YANNIS DELIKANAKIS**  
partner  
**BLUEHOUSE** greece

**REDA KHATIM**  
managing partner  
**PALM CAPITAL** uk

**HAKAN KODAL**  
president & ceo  
**KREA REAL ESTATE** turkey

**YAGMUR YASAR**  
cfo  
**RETFUND** turkey

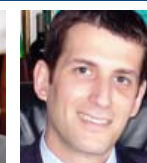
**STELIOS ZAVVOS**  
ceo  
**ZEUS CAPITAL MANAGERS**  
greece



Paolo Beccaria



Dr. Daniel Buaron



Yannis Delikanakis



Reda Khatim



Hakan Kodal



Yagmur Yasar



Stelios Zavvos

### RUSSIA & UKRAINE

*is recovery on track ?*

**TOMER GURIEL**  
ceo  
**REDSTONE** israel

**RON BEERY**  
president  
**BE'ERY CAPITAL** israel

**IRINA PISAREVSKAYA**  
general director  
**RUSANTON INVEST** russia

**ALEXANDER SHKARUPA**  
managing partner  
**ALACOR** ukraine

**YURIY VITRENKO**  
senior vice president & coo  
**AMSTAR EUROPE** ukraine



Tomer Gurriel



Ron Beery



Irina Pisarevskaya



Alexander Shkarupa



Yuriy Vitrenko

### GERMAN FUNDS

*confident or nervous?*

**KAI KLOSE**  
senior analyst  
**BERENBERG BANK** germany

**KARL-ERBO KAGENECK**  
managing director  
**JARGONNANT PARTNERS** germany

**DR. HENNING KLÖPPELT**  
managing director  
**WARBURG-HENDERSON** germany



Kai Klose



Karl-Erbo Kageneck



Dr. Henning Klöppelt

### OFFICES IN EUROPE

*challenges or opportunities?*

**GRAHAM BOND**  
managing director, business development & client relations  
**CORNERSTONE REAL ESTATE ADVISERS** usa

**KARL-HEINZ DENK**  
director  
**BAVERNLB/ REAL ESTATE DIVISION** germany

**PETER MARANO**  
chairman  
**GEMINI COMMERCIAL INVESTMENTS** uk

**DAVID ROBERTS**  
ceo  
**EDINBURGH HOUSE** uk

**DAIANA VOICU**  
managing director  
**WILLBROOK MANAGEMENT INTERNATIONAL** romania



Karl-Heinz Denk



Peter Marano



David Roberts



Daiana Voicu



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

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## THE NORDIC RECOVERY

*steady growth  
for the future?*

**TORRE BORTHEN**  
chairman  
**REAL ESTATE  
INVESTMENT BANKERS** norway



Tore Borthen

**LENNART STEN**  
md northern europe  
**GE CAPITAL REAL ESTATE**  
sweden



Lennart Sten

**HENRIK STIG MØLLER**  
director, nordic direct  
investments  
**BPT ASSET MANAGEMENT A/S**  
denmark



Henrik Stig Møller

**NIELS TROEN**  
ceo  
**NORDICOM** denmark



Niels Troen

## US INVESTING

*hands tied or new  
opportunities?*

**GREGORY SHULTZ**  
managing partner  
**NEWBRIDGE SEARCH  
PARTNERS** usa



Gregory Shultz

**DAN FASULO**  
managing director of research  
**REAL CAPITAL ANALYTICS** usa



Dan Fasulo

**CHRISTOPHER HOFFEL**  
managing director, new york  
**INVESTCORP INTERNATIONAL**  
usa



Christopher Hoeffel

**CHRISTOPHER KEBER**  
director, global capital  
raising & investor relations  
**STARWOOD CAPITAL GROUP**  
usa



Christopher Keber

## IPOs AS AN EXIT STRATEGY

*promising  
alternative or  
wishful thinking?*

**MARK STRAUCH**  
attorney  
**FRESHFIELDS BRUCKHAUS  
DERINGER** germany



Mark Strauch

**WOLFGANG FUCHS**  
managing director  
**UBS** germany



Wolfgang Fuchs

**GEORG HANSEL**  
co-head of equity  
capital markets  
**DEUTSCHE BANK** uk



Georg Hansel

**THOMAS ZINNÖCKER**  
ceo  
**GSW** germany



Thomas Zinnöcker

## DISCUSSIONS

### LOGISTICS DEVELOPMENTS

*flood or drought?*

**MAXIME BARKATZ**  
managing director  
**AUREA REAL ESTATE** spain

**GERARD CORNE**  
president  
**GROUPE GERIFIM - GERI INTERNATIONAL** france

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

**PHILIPPE VAN DER BEKEN**  
principal  
**FRONTIER CAPITAL PARTNERS**  
luxemburg



Maxime Barkatz



Gerard Corne



Christian Nickels-Teske



Philippe Van Der Beken

### SPAIN

*lights out or hope?*

**DIRK HOENIG-OHNSORG**  
director transactions  
**PRAMERICA REAL ESTATE INVESTORS** france

**NICOLE JUERGENSEN**  
head of madrid branch  
**EUROHYPO** spain

**JAMES PRESTON**  
managing director  
**ROCKSPRING IBERIA** spain



Dirk Hoenig-Ohnsorg



Nicole Juergensen



James Preston

### HOTEL INVESTMENTS

*healthy signs  
of activity?*

**JAN HAZELTON**  
uk

**JOSH WYATT**  
director - hospitality & leisure  
**PATRON CAPITAL** uk



Jan Hazelton



Josh Wyatt

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

## REGULATIONS FOR REAL ESTATE FUND MANAGERS

*for better or worse?*

**MICHAEL HORNSBY**  
partner  
**ERNST & YOUNG** luxemburg

**KEITH BURMAN**  
senior vice president,  
real estate fund services  
**BBH LUXEMBOURG** luxemburg

**ANDREW WYLIE**  
partner  
**NABARRO** uk



Michael Hornsby



Keith Burman



Andrew Wylie

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*change is coming,  
are you ready?*

**ROBERT BONWELL**  
ceo emea retail  
**JONES LANG LASALLE** uk

**LAURE DUHOT**  
head of capital raising  
**PRADERA EUROPE** uk

**ROLAND FUCHS**  
general director  
**LANDESBANK HESSEN -  
THÜRINGEN, PARIS BRANCH**  
france



Robert Bonwell



Laure Duhot



Roland Fuchs

## PROPERTY VALUATIONS

*confidence  
on the rise?*

**AD BUISMAN**  
partner, real estate group  
& global director real estate  
assurance  
**ERNST & YOUNG** netherlands



Ad Buisman

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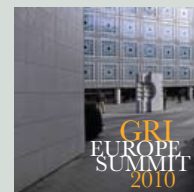
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The GRI is a global club of senior real estate investors, developers and lenders that runs its activities through a collection of annual meetings focussed on different regions of the world.

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.

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**GRI EUROPE SUMMIT 2010**  
Paris, 13-14 September



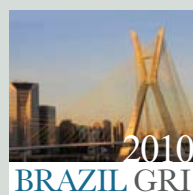
**RUSSIA GRI 2010**  
Moscow, 21 September



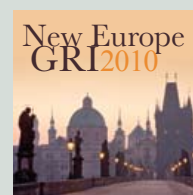
**INDIA GRI 2010**  
Mumbai, 6 October



**MENA GRI 2010**  
Sharm El Sheikh, 4 November



**BRAZIL GRI 2010**  
Sao Paulo, 10 November



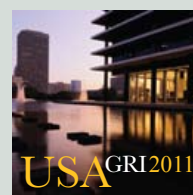
**NEW EUROPE GRI 2010**  
Prague, 23 November



**TURKEY GRI 2011**  
Istanbul, 18 January



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



**USA GRI 2011**  
New York, 24 February



**ASIA GRI 2011**  
Singapore, 2 March



**DEUTSCHE GRI 2011**  
Frankfurt, 3-4 May



**CHINA GRI 2011**  
Beijing, 2 June



**BRITISH GRI 2011**  
London, June

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Partner, Head of Real Estate for Europe,  
Middle East, India and Africa (EMEIA)  
Tel +44 20 7951 4870  
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**Richard Bloxam**  
International Director,  
EMEA Capital Markets  
Tel +44 (0)20 7852 4668  
richard.bloxam@eu.jll.com

**Arthur de Haast**  
Director, International  
Capital Group & Global CEO  
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Tel +44 (0) 207 399 5873  
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**Nigel Roberts**  
Chairman, EMEA Research  
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## SENIOR PARTNERS



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**Dr Frank Poerschke**  
Tel +49 69 2548 20040  
frank.poerschke@eurohypo.com



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**Chris Morris**  
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chris.morris@freshfields.com

**Johannes Conradi**  
Tel +49 40 36906 168  
johannes.conradi@freshfields.com

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GRI Europe Summit 2010 Paris, 13-14 September	Single Non Member	Group rate (per person) Non Member	Discussion Chair or GRI Member
Until 3 Aug	<input type="checkbox"/> € 2,175 (+19.6% VAT)	<input type="checkbox"/> € 1,975 (+19.6% VAT)	<input type="checkbox"/> € 1,875 (+19.6% VAT)
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## GRI EUROPE SUMMIT 2010 Paris 13-14 September

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France

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### EVENT ENQUIRIES

Olga Giles: tel +44 20 8492 2629 olga.giles@globalrealestate.org  
Florentina Freise: tel +44 20 8492 2636 florentina.freise@globalrealestate.org

### LANGUES - LANGUAGES

Les groupes de discussions prennent place en Français ou en Anglais.  
Group discussions take place in French or in English, as indicated in program.

### BADGES

Delegates must wear badges at all times.  
Admission will regretfully 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 regretfully 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 03 August 2010. We regret no refunds are possible for cancellations received thereafter.

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On site registrations payment (credit card or cash only) €125 + (19.6% VAT)

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Check and methods of payment other than credit cards incur an additional €75 + (19.6% VAT) charge. Pay "GRI". Mail check and registration form to:  
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Applies to groups of 3 or more participants.  
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Please note that registration fee reductions are not cumulative.

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Please email before August 3 to: [olga.giles@globalrealestate.org](mailto:olga.giles@globalrealestate.org)



### 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\$100-500 million • existing or development • major metros only"**

- Developers: product specialty (type • where • size range • existing v development...)
  - Other: describe specialty 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)

**Early registration - Save €100 prior to 03 August**

## 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.
- Complete list of membership benefits available on request.

### CORPORATE MEMBERSHIP

- Please contact Henri Alster, Chairman, GRI - [henri.alster@globalrealestate.org](mailto:henri.alster@globalrealestate.org)



LEAD PARTNERS



SENIOR PARTNERS



INDUSTRY & MEDIA PARTNERS