



EPRA

European Public Real Estate Association

ANNUAL CONFERENCE

Thursday 8th and Friday 9th September 2005

InterContinental Le Grand Hotel

Paris, France

Headline sponsors:



ANNUAL CONFERENCE

GROWING THE EUROPEAN PUBLICLY-

Programme

Thursday, 8 September 2005

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| 08:00 – 09:15 | Breakfast and conference registration | |
| 09:15 – 09:30 | Opening remarks by Serge Fautré, Chairman of EPRA | |
| 09:30 – 10:15 | <i>Keynote speaker:</i> | Patrick Artus, Chief Economist IXXIS CIB |
| 10:15 – 11:15 | <u>Panel Discussion I</u> | <u>Assets: Where to Invest Next</u> <i>Alternatives to traditional sectors</i> |
| | Moderator: | Alec Emmott, Société Foncière Lyonnaise |
| | Panel members: | Scot Sellers Archstone-Smith Inès Reinmann Icade EMGP Karl Petrikovics Immofinanz Francis Salway Land Securities Andrew Pratt TeeslandIOG |
| 11:15 – 11:45 | Break | |
| 11:45 – 13:00 | <u>Academic Circle</u> | <u>Challenges and Opportunities in Real Estate Capital Markets</u> |
| | Moderator: | Prof. Tony Ciochetti, MIT Real Estate Center |
| | Panel members: | Don Belanger Credit Suisse First Boston Nick Tyrrell JPMorgan Fleming Real Estate Europe Jeff Jacobson LaSalle Investment Management |
| 13:00 – 14:30 | Lunch | |
| 14:30 – 15:30 | <u>Panel Discussion II</u> | <u>Equity: Broadening the Institutional Investor Base</u> <i>The challenge of attracting mainstream money</i> |
| | Moderator: | Prof. Piet Eichholtz, Maastricht University |
| | Panel members: | Roderick Munsters ABP Christian Rabeau AXA Investment Managers Tony Watson Hermes Jussi Laitinen Ilmarinen |
| 15:30 – 18:00 | Property tour on the Seine aboard The Excellence | |
| 19:00 | Cocktails & Dinner Dress code: tenue de ville Award presentations: | |
| | 1. EPRA Best Annual Report 2004, sponsored by PGGM | |
| | 2. EPRA Best Small/Mid Cap Performance Award 2004, sponsored by LaSalle Investment Management | |
| | 3. EPRA Best Large Cap Performance Award 2004, sponsored by Kempen & Co | |

Partners Programme:

09:30 – 16:30 Excursion to Versailles

SPONSORS:



TRADED REAL ESTATE INDUSTRY

Programme

Friday, 9 September 2005

| | | |
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| 08:00 – 09:00 | Breakfast | |
| 09:00 – 09:45 | <i>Keynote speaker:</i> | John D. Langlois, Chairman Morgan Stanley Properties (China) and Advisory Director Morgan Stanley Real Estate Asia |
| 10:00 – 12:15 | <u>2x 2 Concurrent Sessions</u> | |
| 10:00 – 11:00 | <u>Session I:</u> | <u>Assets: Exits from Opportunity Funds</u> <i>How maturing funds perceive the equity markets</i> |
| | Moderator: | Stephen Vernon, Green Property |
| | Panel members: | Chad Pike The Blackstone Group Richard Powers Goldman Sachs Mark Newman Lehman Brothers John Carrafiell Morgan Stanley |
| 10:00 – 11:00 | <u>Session II:</u> | <u>French Property Sector: What is around the corner?</u> <i>IPOs, M&A activity, asset vs share deals</i> |
| | Moderator: | Philippe Le Trung, Citigroup |
| | Panel members: | Jacques Ehrmann Groupe Casino Patrick Sumner Henderson Global Investors Yves Mansion Société Foncière Lyonnaise Lionel Botbol UBS |
| 11:00 – 11:15 | Break | |
| 11:15 – 12:15 | <u>Session III:</u> | <u>Equity: Broadening the Retail Investor Base</u> <i>Secrets of attracting retail money</i> |
| | Moderator: | Jeppe de Boer, Goldman Sachs |
| | Panel members: | Lorna Matheson Lister ABN AMRO Asset Management Pierre Vaquier AXA REIM Jean-Paul Sabet BNP Paribas Serge Fautré Cofinimmo Anka Zeeman-Reijnen Nieuwe Steen Investments |
| 11:15 – 12:15 | <u>Session IV:</u> | <u>Debt: Financing Alternatives</u> <i>From no-nonsense to cutting edge</i> |
| | Moderator: | Andrew Stainer, Deutsche Bank |
| | Panel members: | Jean-Michel Gault Klépierre Martin Wood Land Securities Aidan Smith Liberty International Gerardo Benuzzi Pirelli Real Estate |
| 12:30 – 14:00 | <u>Panel Discussion III</u> | <u>Is Going Global the Next Step?</u> <i>Conditions for global success in real estate</i> |
| | Moderator: | Nick Ritblat, British Land |
| | Panel members: | David Simon Simon Property Group Peter Lowy Westfield Group |
| | Closing remarks | Nick J.M. van Ommen, CEO of EPRA |
| 14:00 – 15:30 | Lunch | |

EPRA ANNUAL CONFERENCE PARIS 8 & 9 SEPTEMBER 2005

REGISTRATION

Name: Mr./Ms. _____
Position: _____
Company: _____
Invoicing address: _____
Postcode / City / Country _____ / _____ / _____
Telephone number: _____ Fax number: _____
E-mail address: _____

25 AUGUST 2005
THE CONFERENCE IS
FULLY BOOKED!

CONFERENCE:

REGISTRATION FEE: EPRA members € 995.= excl. VAT
Non-members € 2,000.= excl. VAT

MEETING LOCATION: INTERCONTINENTAL LE GRAND HOTEL, 2 RUE SCRIBE, 75009 PARIS, FRANCE.
TEL: +33 (0)1 4007 3232; FAX: +33 (0)1 4266 1251

PAYMENT CONFERENCE: Upon receipt of EPRA invoice. Payment of invoice by:
(1) Bank transfer (bank details will be shown on the invoice) or
(2) Cheque (if paying by cheque, please add an additional 10% to your registration fee for bank processing)

CONFERENCE CANCELLATION POLICY: If cancellation is notified to EPRA in writing:

- before 19 June 2005: free of charge
- between 19 June and 18 July 2005: 50% of the conference fee
- after 18 July 2005: full registration fee

You may transfer your registration, without penalty, to another member of your organisation.

Please indicate your interest:

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|---|--|
| <p><u>8 September 2005:</u></p> <p>Dinner: <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Property tour: <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Partners programme: <input type="checkbox"/> Yes * <input type="checkbox"/> No</p> <p>* Partner's first & last name: _____</p> <p>-----</p> | <p><u>9 September 2005:</u></p> <p>Concurrent sessions: <input type="checkbox"/> I or <input type="checkbox"/> II <input type="checkbox"/> III or <input type="checkbox"/> IV</p> <p>Lunch: <input type="checkbox"/> Yes <input type="checkbox"/> No</p> |
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HOTEL:

Hotel accommodation is not included in the registration fee. EPRA has negotiated a special room rate for participants of the Annual Conference at the InterContinental Le Grand Hotel.

- No hotel
- Yes, check-in date: / 09 / 2005 check-out date: / 09 / 2005
- Double room, single use € 320.= Double room € 320.=
(rates are per night including breakfast and excluding local taxes)

PAYMENT HOTEL: By credit card when checking out:

American Express MasterCard Visa Diners Club

Name cardholder:

Credit card number: Expiration date: /

HOTEL CANCELLATION POLICY: If cancellation is notified to EPRA in writing:

- before 19 June 2005: free of charge
- between 19 June and 18 July 2005: 50% of the total accommodation costs
- after 18 July 2005: 100% of the total accommodation costs

PLEASE RETURN BY FAX TO EPRA +31 (0)20 405 3840

EPRA is not responsible for accommodation or travel expenses relating to this conference.