



New York Capital Link
Forum 2006

PROPERTY MARKET GREECE

RETAIL SECTOR

- **GDP and consumer spending above European average.**
- **Rental values grow with CPI plus 1%-2%.**
- **More than 20 new international retailers entered the market in 2005, most of which occupy space in “The MALL Athens” and “Mediterranean Cosmos”.**
- **A growing number of international investors are interested in the market but there is shortage of product available in Greece.**
- **Yields are decreasing (8.0% to 6.1%) and continue to converge to those of W. Europe.**
- **The Mall Athens sale has set a benchmark for the market.**

PROPERTY MARKET GREECE

RETAIL SECTOR

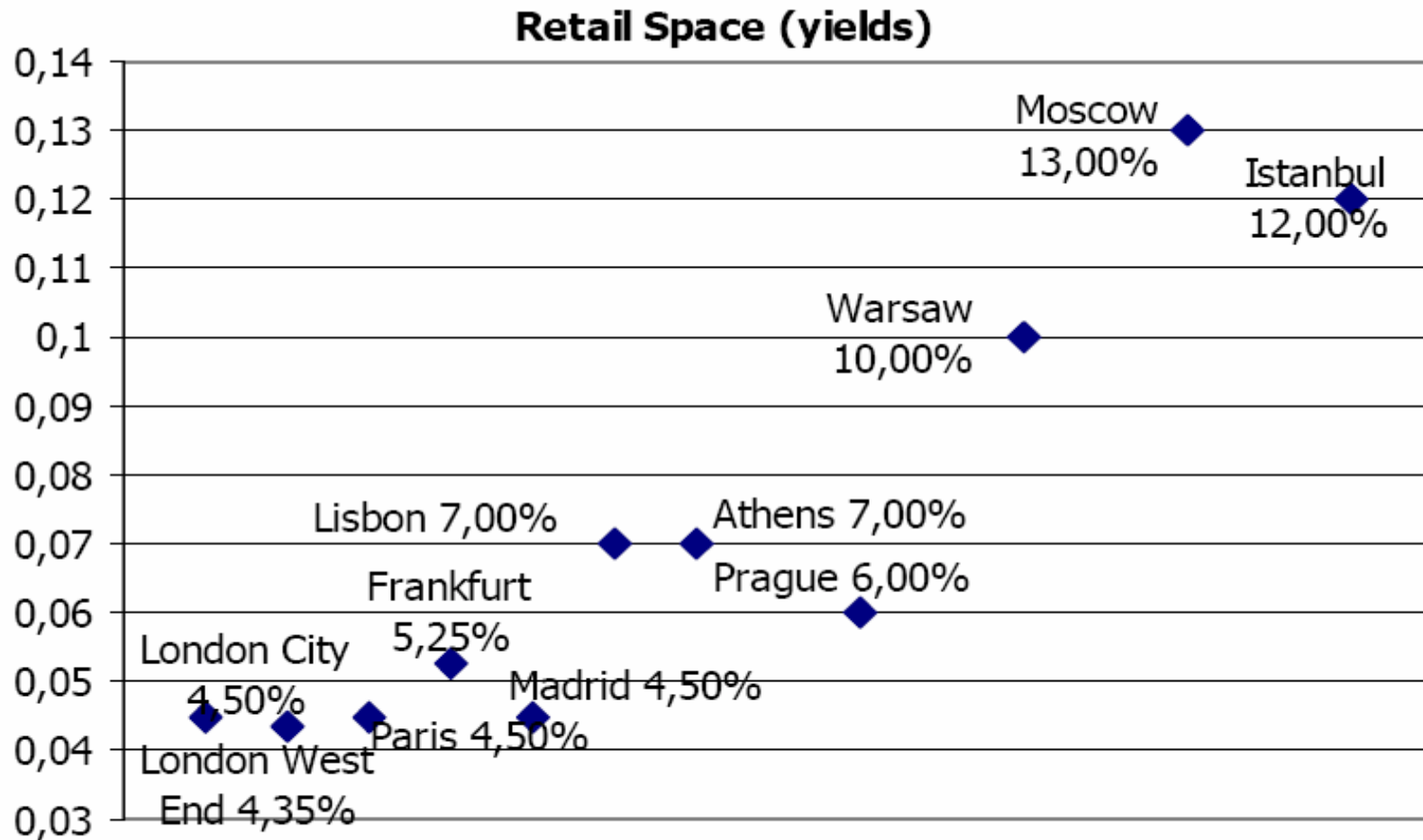
- **Growing consumerism: retail sales increased by 6.3% in 2006 to-date.**
- **More than 20 new international retailers entered the market since 2005. Examples: El Corte Ingles, Fnac, Gerry Weber, Bata, Nature Bomb, Foot Lockers, Koton, Media Markt, Leroy Merlin and IKEA since 2004.**
- **More than 232,000 sq.m. of retail and entertainment came into the market, including The Mall Athens and Mediterranean Cosmos. Total retail stock has reached 600,000 sq.m. corresponding to 55 sq.m./1,000 inhabitants.**
- **Prime rents in shopping centers are in the region of €265 to €420 for anchor tenants and €360 to €600/sq.m./year for smaller units.**
- **Prime retail warehousing rents are around €132- €180/sq.m./year.**
- **Given current development pipeline density of retail space is not expected to exceed 70sq.m./1,000 inhabitants, still far below European average.**
- **Issues to be resolved: zoning, permits, land plots size, building coefficients.**

SHOPPING CENTER SECTOR

Country	Total Shopping Centre Density (sq.m. per 1000 inhabitants)
France	235
Spain	231
Portugal	200
Italy	150
Greece	55
Norway	700
EU 15 Average	200

Source: Savills European Research 2005-2006

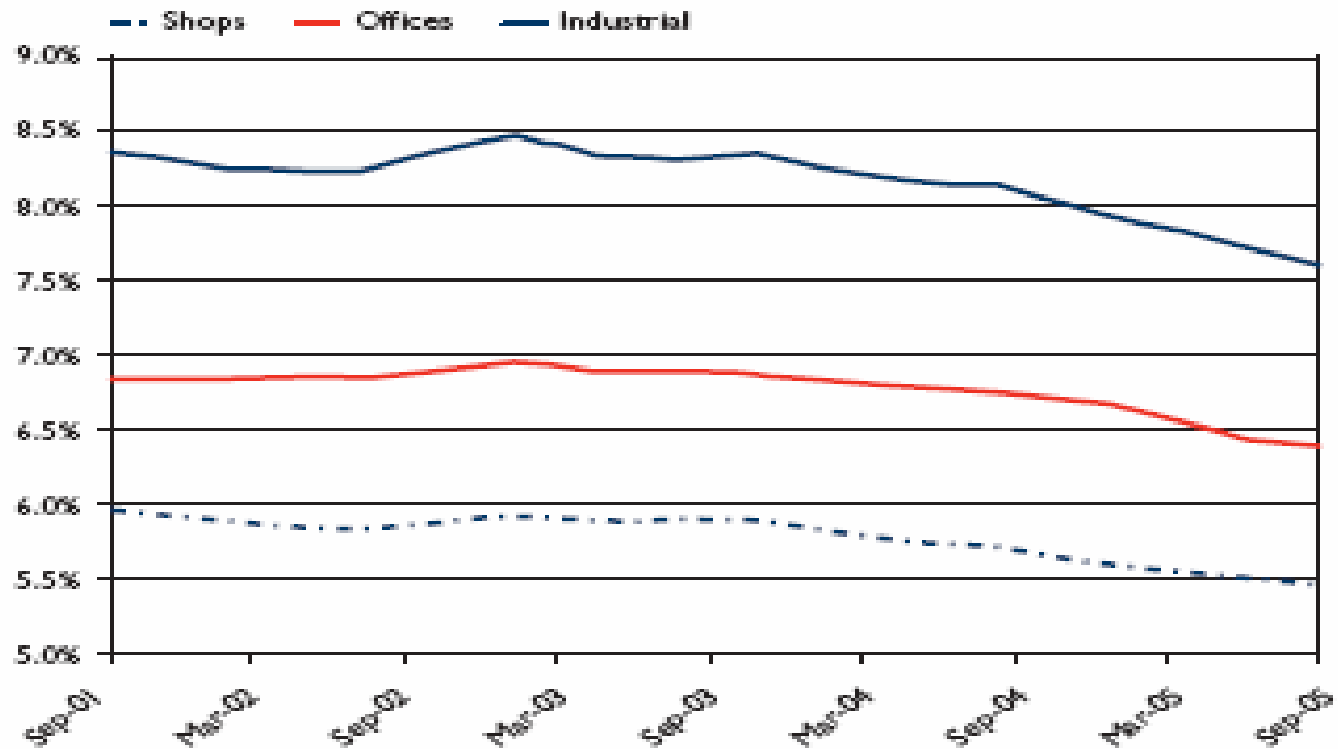
Greece: Not enough Shopping Centers + Declining yields = A Success Case?



Source: CB Richard Ellis

RETAIL SECTOR IN WESTERN EUROPE

Prime Yields - By Sector in Western Europe



Source: Cushman & Wakefield 2005

EUROPEAN SHOPPING CENTER GROWTH



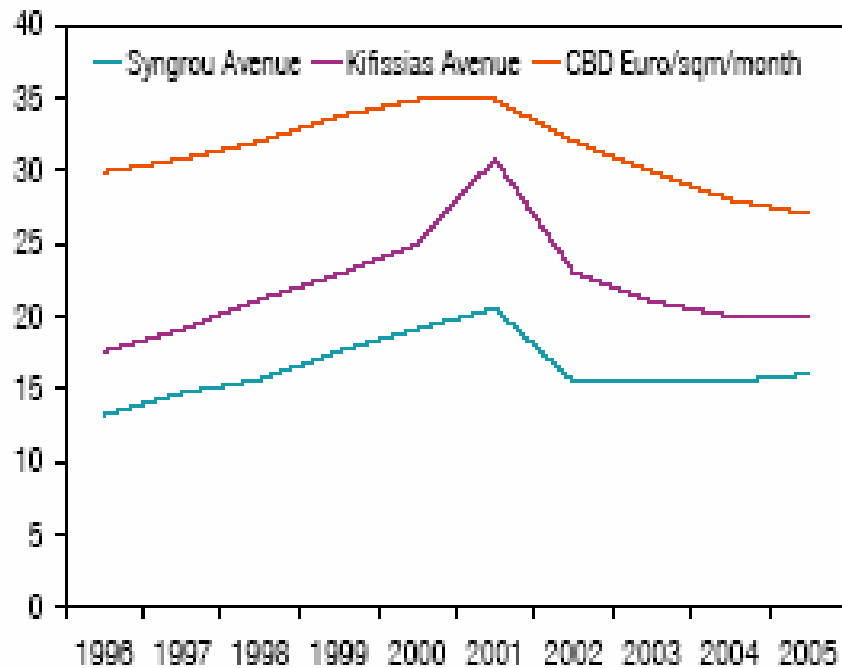
PROPERTY MARKET GREECE

OFFICE SECTOR

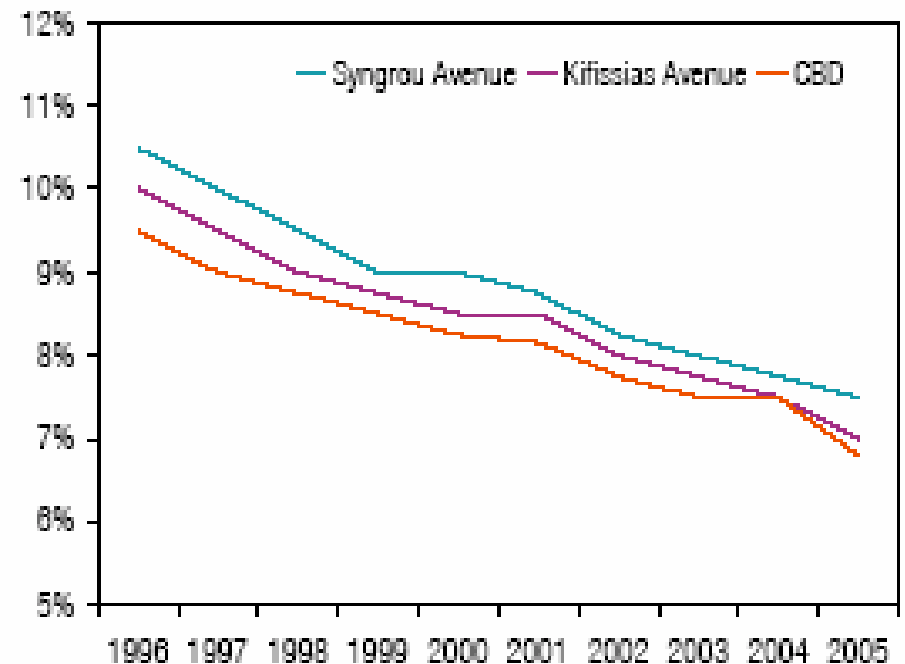
- **Vacancy rate estimated at 7%. New activity concentrated more on Syngrou Avenue, E75 and Attiki Odos. Northern Athens activity has stabilized.**
- **International and large Greek investors interest in large size lots. Other investors more interested in small and medium segment.**
- **Yield compression over the years has reached about 6.5 - 7% for Grade A space.**
- **Supply is expected to intensify by space owned by State related entities. Demand remains to be defined. No significant rental growth is anticipated.**

ATHENS OFFICE MARKET

Average prime rents are stabilising

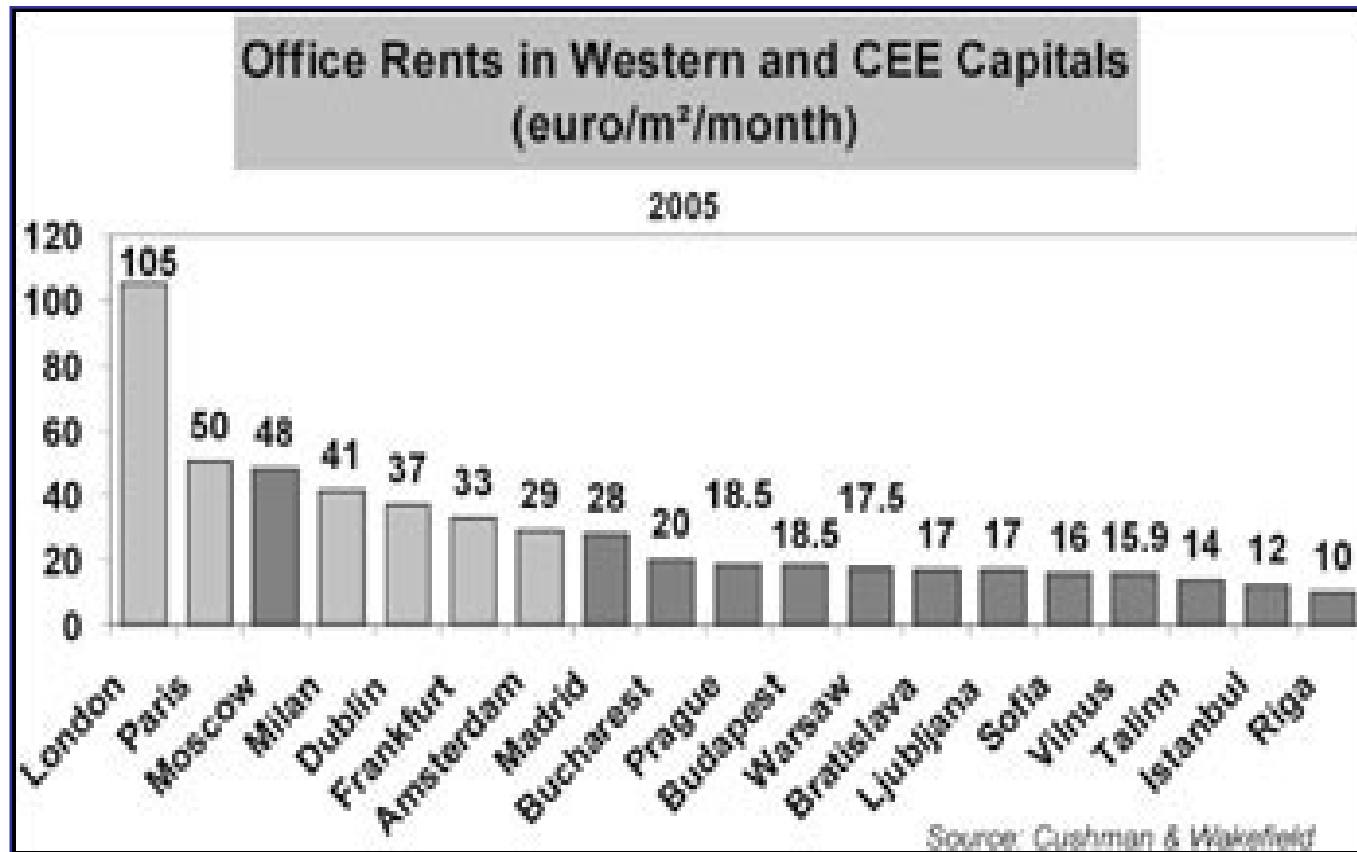


Prime yields are falling and converging



Source: Savills

COMMERCIAL PROPERTY MARKET C.E.E.



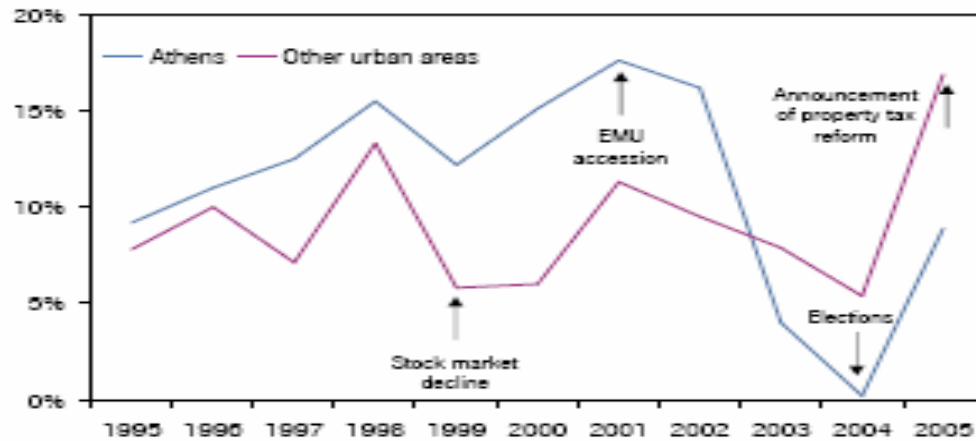
Source: Cushman & Wakefield 2005

RESIDENTIAL SECTOR - GREECE

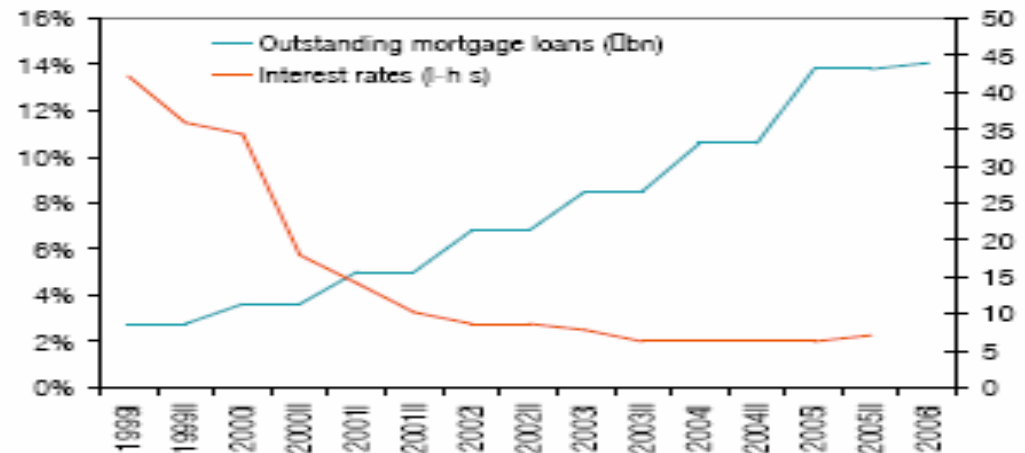
- **High percent of ownership, average 85%.**
- **Prices have grown with a GAGR of 10% over the period of 2001 – 2005.**
- **Growth in mortgage lending supported demand.**
- **High potential in second home market.**

GREECE: RESIDENTIAL SECTOR

National house price growth (y/y)



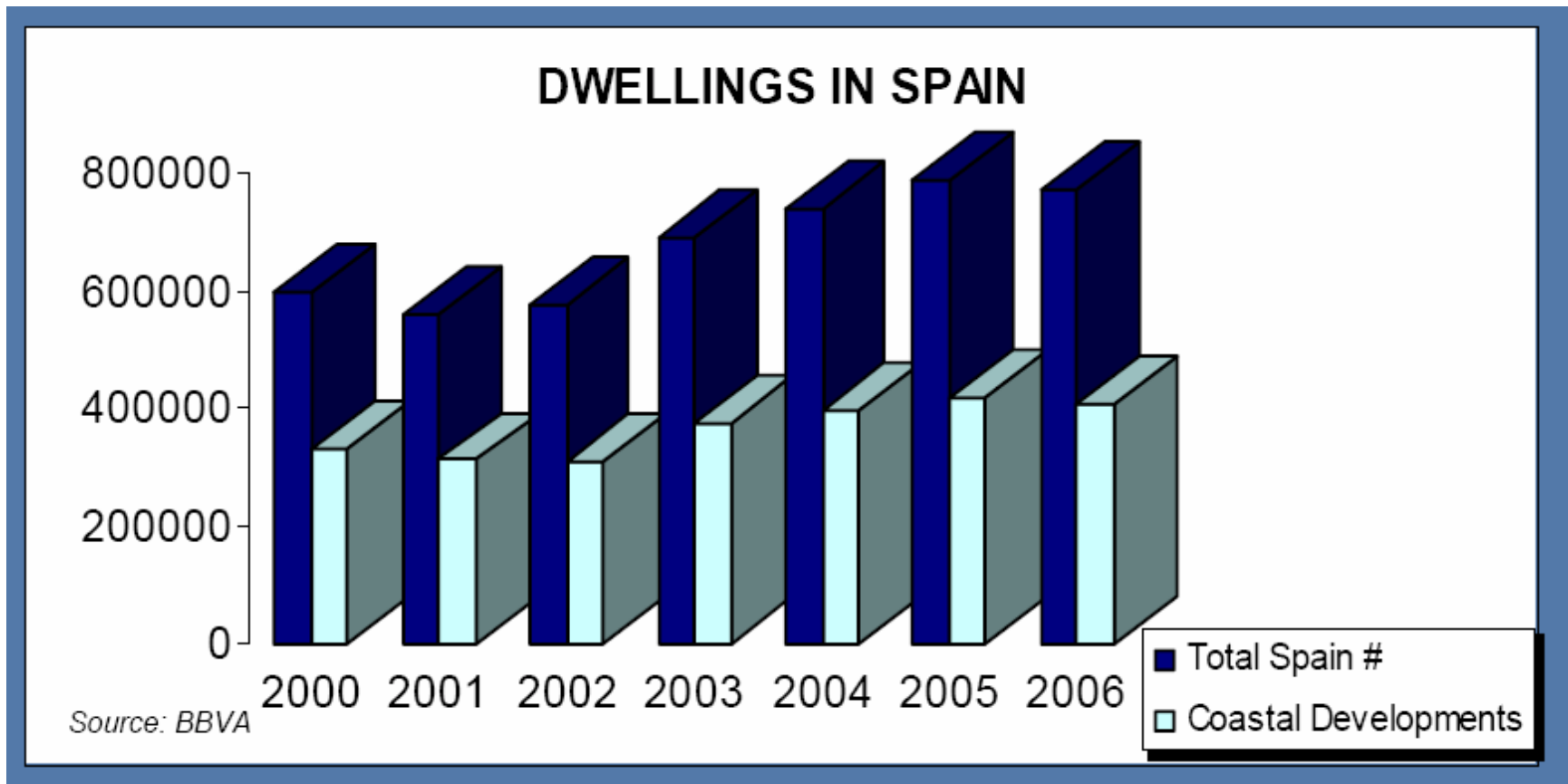
Interest rates vs Mortgage loans



Source: Bank of Greece



NEW RESIDENTIAL DEVELOPMENTS IN SPAIN



LAMDA Development

- **Market leader in Retail sector.**
- **Successful diversification in the residential/office sectors.**
- **Strong track record & reliability resulting to 99% occupancy rates.**
- **Blue chip clientele, long term leases.**
- **S.E. Europe expansion strategy based on local established networks.**
- **Market Cap €440 million.**