# **Eurobank Properties**

#### 6M 2008 results 31 July 2008









## AGENDA

- Recent Developments
- Portfolio Overview
- New Investments
- Financial Information 30.6.2008



# **Recent Developments**





#### New Organizational Structure





# **Portfolio Overview**





# Geographic Overview

Belgrade & Nis			Bucharest & lasi	
No. of Assets	2		No. of Assets	2
GLA (sqm)	6,157		GLA (sqm)	17,443
MV (€mn)	<b>28</b> .7 <sup>(1)</sup>		MV (€mn)	41.8 <sup>(1)</sup>
% of TMV	5.3%	Ukraine	% of TMV	7.6%
			Kiev	
	and the second and the	Romania	No. of Assets	1
			GLA (sqm)	543
	in the second	Serbia	MV (€mn)	6.5 <sup>(1)</sup>
	-34	Sol of the	% of TMV	1.2%
Rest of Greece			Athens and Greate	r Athens
No. of Assets	14		No. of Assets	36
GLA (sqm)	61,985	Greece	GLA (sqm)	176,011
OLA (Sqiii)				000 0(1)
MV (€mn)	79.2 <sup>(1)</sup>		MV (€mn)	390,6 <sup>(1)</sup>



### Portfolio Overview

	Offices	Retail	Logistics / Other <sup>(1)</sup>	Total
Total GLA (sqm)	161,033	37,418	63,687	262,138
Annualised Base Rents <sup>(2)</sup> (€M)	23.6	10.1	4.6	38.3
Market Value <sup>(3)</sup> (€M)	331.6	151.1	64.1	546.8 <sup>(3)</sup>
Gross Yield <sup>(4)</sup> (%)	7.1%	6.7%	7.2% <sup>(5)</sup>	7.1% <sup>(5)</sup>

(1)

"Other" includes gas station and parking spaces. Logistics account for 98.23% of the Annualized Base Rents included in the category "logistics/other". Annualized Base Rent as of 30/6/2008: Monthly Rents as of 30/6/2008 annualized without giving effect to future CPI adjustments. The Annualized Base Rent includes rent from the (2)

- Krasnoarmeskaya , Ukraine property for which the lease agreement is expected to be signed on August with retroactive effect on 15/3/08. Based on SOE Valuation as of 30.6.2007. By excluding Spata, the Market Value of our portfolio is €542.6mn.
- (3)
- Gross Yield: Annualized Base Rent / Market Value. (4)

(5) Spata property, which is held for disposal, is not included in the calculations.



### High Quality Property Portfolio



#### Exposure to some of the best commercial real estate in Greece and the CEE

- "Other" includes gas station and parking spaces. (1)
- (2) (3) By including N.Ionia property Building D, which is partly occupied by the Company, the occupancy rate for the Company's offices space is 96.35%.
- By including Spata property, which is held for disposal, the occupancy rate for the Company's logistics/other space is 86.93%.



8

#### **Strong Tenant Base**

#### Breakdown of Rents by Tenant <sup>(1)</sup>



#### A tenant base that includes some of the best blue-chip names in Greece and the CEE

- (1) Annualized Base Rent as of 30/6/2008: Monthly Rents as of 30/6/2008 annualized without giving effect to future CPI adjustments. The Annualized Base Rent includes rent from the Krasnoarmeskaya, Ukraine property for which the lease agreement is expected to be signed on August with retroactive effect on 15/3/08.
- (2) Marks and Spencer in Greece is part of Group Marinopoulos
- (3) Carrefour in Greece is part of Group Marinopoulos.



# **New Investments**





### New Investments after the Share Capital Increase

#### **Share Capital Increase**

amounts in '000 € Share Capital Increase Proceeds	329.400
Related Costs	-6.655
Net Proceeds	322.745

#### **Real Estate Investments**

Eurobank Portfolio A retail property in Ukraine	Acquisition price <sup>(1)</sup> 51.630 5.503	<b>Cash paid</b> 51.630 5.503
Kalampokis Company, owner of a logistics property in Schimatari, Voiotia	5.350	3.917
An office property in Bucharest <sup>(2)</sup>	39.801	2.264
Two retail properties in Maroussi	16.014	16.014
A retail property in Trikala	3.150	3.150
Advance for the acquisition of a Company, owner of an office property in Tavros, Athens <sup>(3)</sup> Retail Development SA, Praktiker IASI	50.350 14.500	10.000 4.152
Expenses relating to the acquisition of investments	-	674
	186.298	97.304
Repayment of existing borrowings, including a finance lease	- 1	43.781
	186.298	141.085
Remaining proceeds to be invested		181.660

(1) In case of a company 's acquisition, the acquisition price is calculated with the company on a debt free and liabilities free basis

(2) The purchase of this property will be finalized July 31, 2008

(3) In May 2008 the Company signed a preliminary agreement for the acquisition, under certain terms, a Greek joint stock company, which develops an office building in Tavros (Southern Athens), for a price of 50,350 thousand on a debt free and liabilities free basis



amounts in '000 €

#### Details on the Acquisitions after the Share Capital Increase

Property	City	Country	GLA	Acquisition Price (in '000 €)	Gross Yield %	Tenants	Indexation
Voukourestiou 22 & Valaoritou 3	Athens	Greece	2,035	10,294	6.4%	<ul> <li>Eurobank EFG</li> <li>EFG Business Asset Management SA</li> </ul>	<ul><li>CPI</li><li>CPI + 0.5%</li></ul>
Kallirois 19	Athens	Greece	2,562	4,865	6.9%	Eurobank EFG	<ul> <li>CPI</li> </ul>
Kallirois 21	Athens	Greece	2,236	4,457	7.1%	<ul> <li>Eurobank EFG</li> <li>EFG Business Services SA</li> </ul>	• CPI • CPI + 1.0%
El. Venizelou 34	Athens	Greece	2,198	5,639	6.6%	Eurobank EFG	• CPI
Santaroza 5	Athens	Greece	2,337	5,227	6.7%	<ul> <li>Eurobank EFG</li> </ul>	• CPI
Santaroza 7	Athens	Greece	2,106	5,311	6.7%	Eurobank EFG	• CPI
Othonos 8	Athens	Greece	789	4,697	6.0%	Eurobank EFG	CPI
Meg. Alexandrou & Kouma	Larissa	Greece	1,203	4,440	6.0%	<ul> <li>Eurobank EFG</li> <li>Eurobank Securities SA</li> </ul>	<ul><li>CPI</li><li>CPI + 1.0%</li></ul>
25 Augoustou & Koronaiou	Heraklion Crete	Greece	1,696	6,700	6.5%	<ul> <li>Eurobank EFG</li> <li>Eurobank Securities SA</li> </ul>	<ul><li>CPI</li><li>CPI + 0.5%</li></ul>



#### Details on the Acquisitions after the Share Capital Increase (cont'd)

Property	City	Country	GLA	Acquisition Price (in '000 €)	Gross Yield %	Tenants	Indexation
Schimatari <sup>(1)</sup>	Viotia	Greece	6.371	5,350	8.25%	<ul> <li>National Organisation for Medicines</li> <li>Organisation for Publication of Educational Books</li> </ul>	• None
42 Kifissias Avenue	Maroussi	Greece	1.221	7,014	6.0%	<ul> <li>Sato S.A.</li> </ul>	<ul> <li>CPI + 1%</li> </ul>
69 Kifissias Avenue	Maroussi	Greece	2.190	9,000	6.0%	<ul> <li>Sato S.A.</li> </ul>	• CPI + 1%
Kranoarmeskaya 66-68 <sup>(2)</sup>	Kiev	Ukraine	543	5,503	10.5%	<ul> <li>Universal Bank</li> </ul>	<ul><li>6.5%</li></ul>
Karditsis 65	Trikala	Greece	1,748	3,150	6.5%	<ul> <li>AB Vasilopoulos</li> </ul>	<ul> <li>CPI +CPI*40%</li> </ul>
Tudor Vladimerescu 113 <sup>(3)</sup>	lasi	Romania	8,950	14,500	6.9%	<ul> <li>Praktiker</li> </ul>	<ul> <li>CPI</li> </ul>
Obrenoviceva 33 <sup>(4)</sup>	Nis	Serbia	653	2,100	10.0%	<ul> <li>Great United Trading D.O.O.Belgrade (Time Out)</li> </ul>	• CPI +1%

(1) We acquired a Greek SPV, Kalampokis Tours and Cargo, that owns the specific property.

(2) Rent from the Krasnoarmeskaya, Ukraine property for which the lease agreement is expected to be signed on August with retroactive effect on 15/3/08.

(3) We acquired a Romania SPV, Retail Development, that owns the specific property.

(4) The property was purchased from our subsidiary Reco Real Property AD (Serbia), and not through that proceeds from the Share Capital Increase.



#### Promissory contracts



Pipera, Bucharest Office (under construction) 22,704 sqm €39.8 M 8.0% expected gross yield



Tavros Office (under construction) 24,000 sqm €50.35 M + 6.6% expected gross yield



# Financial Information – June 30, 2008





## Key Financials – IFRS (30.06.2008)



NAV as of June 30, 2008: € 715,684 thousands

NAV per share as of June 30, 2008: € 11.73

(1) Profit Before Tax for the period ending June 30, 2008 includes net gain from fair value adjustment on investment property amounting to €8,503 thousand compared to €12,448 thousand of previous year. Furthermore, included in Profit Before Tax for the period ending June 30, 2007 is an amount of €1,070 thousand consisting of a gain from sale of investment. There was no sale of investment in the period ending June 30, 2008.



Source: Consolidated and Company financial statements of Eurobank Properties as of June 30, 2008

## Key Financials – IFRS (30.06.2008) – cont'd

Gain from FV adjustment on Rental Income<sup>(1)</sup> investment Property 18.183 20.000 43.1% 14.000 12.448 -32.2% ποσά σε χιλιάδες €) (€ in thousands) 12.000 15.000 12.702 10.000 8.503 8.000 10.000 6.000 5.000 4.000 2.000 0 n 6m 2007 6m 2008 6m 2007 6m 2008 EBITDA<sup>(2)</sup> **FFO**<sup>(2)</sup> 18.000 27.000 24.091 15.652 -7.2% 22.346 54.2% 24.000 15.000 (€ in thousands) (€ in thousands) 21.000 12.000 10.151 18.000 15.000 9.000 12.000 6.000 9.000 6.000 3.000 3.000 0 0 6m 2007 6m 2008 6m 2007 6m 2008

(1) Rental income for the period has increase by €5.481 thousands (43%). Like-for-Like rentals increased by €2.923 thousand due to price adjustments in leases. In addition there was new leases from Romania and Serbia amounting to €2,124 thousand and €434 thousand from Greece

(2) See calculation of EBITDA and FFO in the Appendix.

Source: Consolidated and Company financial statements of Eurobank Properties as of June 30, 2008.



17

## NAV Calculation



18



# Appendix





# **Financial Information**





## EBITDA and FFO (June 30, 2008)

#### **EBITDA**

	6m 2008	6m 2007	% Change
Operating Profit	22.330	24.069	
Plus: Depreciation of Property, Plant and Equipment	16	22	
EBITDA	22.346	24.091	(7.2%)

#### Funds from Operations (FFO)

6m 2008	6m 2007	% Change
24.167	22.845	
16	22	
(28)	(268)	
(8.503)	(12.448)	
15.652	10.151	54.2%
	24.167 16 (28) (8.503)	24.167         22.845           16         22           (28)         (268)           (8.503)         (12.448)

Note: EBITDA, and FFO are not directly extracted from the financials of the company. The relevant info is provided by the Company and is based on consolidated and company financial statements of Eurobank Properties as of June 30, 2008.

**Properties** 

## Consolidated Income Statement – IFRS

	Period Ended June 30,2008	
	2008	2007
	(in '000 €)	
Revenue		
Rental Income	18.183	12.702
Gain from sale of investment property		1.070
	18.183	13.772
Net gain from fair value adjustment on investment property	8.503	12.448
Repair and maintenance costs	(48)	(13)
Management Fee	(1.498)	(1,016)
Other direct property relating expenses	(1,566)	(422)
Employee benefit expense	(418)	(307)
Depreciation of property, plant and equipment	(16)	(22)
Other income	28	268
Other expenses	(838)	(639)
Operating profit	22.330	24.069
Interest income	5.017	1,208
Finance costs	(1.323)	(1.455)
Profit before income tax from continuing operations	26.024	23.822
Income tax expense	(1.856)	(977)
Profit for the period	24.167	22.845



## **Consolidated Balance Sheet – IFRS**

	30/06/2008	31/12/2007
	(in 'C	000€)
Assets		
Non-current Assets		
Investment Property	543.163	488.299
Property, Plant and Equipment	3.472	3.487
Deferred tax asset	278	178
Other Non-current Assets	20.350	21.808
	567.163	513.772
Current Assets		
Trade and Other Receivables	7.541	4,697
Cash and Cash Equivalents	201.065	256.112
	208.606	260.809
Total Assets	775.869	774.581
Shareholders' Equity and Liabilities		
Capital and Reserves		
Share Capital	129.930	129.930
Share Premium	466.749	466.749
Other Reserves	5.163	5.124
Retained Earnings	113.497	99.155
Total Shareholders' Equity	715.339	700.958
Deferred Income	218	232
Non-current Liabilities		
Borrowings, Including Finance Leases	51.109	51.756
	51,109	51.756
Current Liabilities		
Trade and Other Payables	6.055	18.812
Dividends Payable	26	22
Current Income Tax Liabilities	1.973	1.536
Borrowings, Including Finance Leases	1.149	1,265
	9.203	21.635
Total Liabilities	60.350	73.623
Total Shareholders' Equity and Liabilities	775.869	774.581



Source: Consolidated and Company financial statements of Eurobank Properties as of June 30, 2008.