Company update



Investment Research

Recommendation unchanged

32.49

36.00

34.00

1.846

0.05

32.75

21.28

8.3%

8.3%

3.8%

164

50%

12/13e

0

21

(4)

30

29.87

5.93

2.10

23.39

23.37

38.9%

18.2%

6.5%

5.5

8.1

65

12/12e

15

(5)

10

10.41

2.07

2 00

19.50

1969

66.6%

6.4%

6.2%

15.7

3.8

74

12/11

(4)

11

11.27

2.24

2.00

19.47

1966

24.3%

6.9%

6.2%

10.8

4.6

94

ATEO.BR/ATEB BB

Accumulate

Share price: EUR

Target price: EUR

from Target Price: EUR

Daily avg. no. trad. sh. 12 mth

Daily avg. trad. vol. 12 mth (m)

Market capitalisation (EURm)

Current N° of shares (m)

Key financials (EUR)

Portfolio Result (m)

Net Financial Result

Funds From Operations

Net Profit (adj.)(m)

Gross Rental Income (m)

Price high 12 mth (EUR)

Price low 12 mth (EUR)

closing price as of 10/10/2012

Reuters/Bloomberg

Abs. perf. 1 mth

Abs. perf. 3 mth

Abs. perf. 12 mth

Free float

EBITDA (m) EBITDA margin

EPS (adj.)

IFRS NAVPS

EPRA NAVPS

Dividend viela

EV/EBITDA P/E (adj.)

Premium/(Discount)

Earnings adj. yield

Net debt/(cash) (m)

Int. cover(EBITDA/Fin.int)

DPS

Reason: Company Newsflow

11 October 2012

A record number of projects

With encouraging pre-sales figures during 1H for the emblematic residential UP-Site tower in Brussels, and the enlargement of the portfolio scope with two new projects in two Belgian towns, the share price has shown a good rally since Mid June (+ 28%). We have updated our scenario and Target price.

- After the fantastic 2008 year, which showed a dramatic over-performance of the share price, 2010 and 2009 have been transitional years. Although 2011 has shown positive figures again, we expect the bulk of the improvements not to materialise before 2013. The construction of several major projects (e.g. residential tower of Up-site) has recently started while no major delivery is expected in 2012. This is not atypical considering the anti-cyclical pattern of this activity. The number of projects in portfolio has increased recently to 11 (putting aside the remaining hotel of the South City hotel). Having said that, the priorities of the company are now focused on the management of the current projects in portfolio, with the main ultimate aim to find buyers, before looking for some other projects. On the basis of some encouraging signs in Bucharest and Budapest, Atenor has decided to start the construction in stage of their buildings in these cities, hoping that it will raise the interest of investors.
- Atenor has been active in real estate development since 1991 and decided to become a pure player in this field since 2005. The first projects were about offices in Belgium but gradually have moved also towards residential and more recently to larger mixed project, not only made of offices and residential, but also with several other segments (retail, nurseries and other utilities) that fit with new urbanisation plans. This is the case in Belgium and also to some extent in Luxembourg where the group has been active since many years while the geographical expansion, that is expected to remain limited on Bucharest and Budapest, only is made of two office buildings. The 11 projects in portfolio represent more than 650,000sqm. While the focus on its domestic markets remains the core of Atenor strategy, taking profit of the local anchorage, it appears also that the projects may in some cases extend towards larger mixed projects made of offices & residentials on top of various services (retail, nurseries and other utilities).
- Atenor dividend has remained stable even in difficult years (2001-2004). The strong improvement of the bottom line between 2005 and 2007 has led to gradual increases leading to a doubling in 2007. The weak economic environment since 2008 has led to a revision of the dividend to EUR 2.00 in 2010 (from EUR 2.60) which was maintained for FY 2011. While Atenor aims now at keeping a more smooth progress of its dividend, it will from current FY propose an optional dividend on an unchanged basis. Though the dividend yield is not the main reason for buying shares of developers, Atenor dividend still emerges at an attractive yield of 6.2%, in line with the average yield offered by Belgian REITs.
- Valuation: We have upgraded our Target price from EUR 34 to EUR 36 on the basis of a Discounted Free Cash Flow and Sum Of The Part valuation and stick to our accumulate rating.

Shareholders: Sofinim 12%; Tris 12%; Luxempart 10%; Alva 10%; Management 5%;

For company description please see summary table footnote

Nov 11 Dec 11 Jan 12 Feb 12 Mar 12 Apr 12 May 12 Jun 12 Jul 12 Aug 12 Sep 12 Oct 13

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Bank Degroof Produced by:

All ESN research is available on Bloomberg ("ESNR"),

Thomson-Reuters, Capital IQ, TheMarkets.com, FactSet



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Investment Case

By contrast with REITs who benefit from recurrent and inflation linked rents, the earnings profile of pure real estate developers like Atenor is less regular and as such also less predictable. Profit generation depends on the completion of a mix of various projects typically in development, while the underlying costs and benefits are made public mostly after their achievement. To some extent one may argue that the number of projects may alleviate this issue. However economic cycles seem, at least since several years now, be more and more geographically shared so that the pre-letting could become more difficult to obtain. Obviously, the earnings figures are also related to the stages of achievements of projects, which according to their specificities in terms of size, classification, location or geographical market, do not each follow the same pattern. Investment decisions are typically made at the very early steps of the economic cycles. While this bets on the future may imply risks, the track record of the management in particular in its home markets (Belgium and Luxembourg) gives confidence.

Atenor has a track record of more than 20 years in real estate developments. Although the productivity of the workforce (today 37 people) has doubled over the years (from 7,500sqm per employee to 17,500 nowadays), it still has some room to add new projects to its current pipeline. However, considering the recent increase in the number of project, and also that the bulk of profit generation is not for 2012, the priorities of the company are now focused on the management of the current projects in portfolio, with the main ultimate aim to find buyers, before looking for some other projects.

Over the last few years, the company was moving towards some bigger and more innovative or audacious projects without putting aside typical and opportunistic developments in Belgium bolstered by the local anchorage. The Up-Site project (residential tower and office buildings, cf more detailed description below) but also City Docks in Brussels and Brasserie de Neudorf in Luxembourg are nice examples.

Atenor targets capital gains of EUR 400 to 500/sqm on an average for its total portfolio, of which the residential segment justifies the lower figure of the bracket. The adverse economic environment of the last few years may bring some doubts about the achievement of this target. However considering that the company has mostly achieved figures largely exceeding these figures, we believe that these target can still be achieved in the future.

Atenor has now 11 projects under development totalling more than 650,000sqm of which 8 at diverse locations in Belgium in Brussels, 1 in Luxembourg, 1 in Budapest (Hungary) and 1 in Bucharest (Romania). The bulk of the projects is in a early stage of development, which means that the profile of profit generation will be higher in the coming three years.

While 2011 has shown positive figures again, we expect the bulk of the improvements to materialise from 2013 onwards until 2016, at least on the basis of the current projects in the portfolio.



Past results

After having recorded fantastic profit numbers between 2005 and 2008 thanks to the delivery of some major projects, the figures for 2009 and 2010 were much lower and should be seen as transitional years before returning gradually to new highs from FY 2013 onwards thanks to the delivery of projects currently in portfolio.

More precisely, for FY 2010 bottom line fell slightly in the red at EUR -1.6m, coming from EUR 7.3 m in 2009. EBIT was positive thanks to the sale of two office buildings (Fonsny 13,200 sqm, Broodthaers 17,700 sqm) of the South City project in Brussels (close to the international railway station Midi) in which Atenor had a 40% stake.

For FY 2011, net consolidated profit emerged at EUR 11.3m mainly thanks to the sale of Media Gardens to Aedifica (IDM A, 6,940sqm) which contributed for EUR 3.6m to the operational result in addition to the sale of one of the offices buildings (B4, 7,000sqm) of the UP-site to Ethias which contributed for EUR 4.55m to the operational result. Both transactions had delivered capital gains exceeding the target of EUR 500/sqm, respectively EUR 520/sqm (to about EUR 570/sqm considering incentives) for Media Gardens and EUR 1,111/sqm for the office building B4 in Up Site.

For 1H 2012, net profit emerged at EUR 7.7m mainly thanks to the UP-Site, as well the office part than the residential one. By the release of 1H figures Atenor disclosed two new development projects in Belgium, not in Brussels as usually, being in the Southern part of Belgium (Ath and Mons). Atenor announced that it will for the first time propose an optional dividend.

Outlook

While 2011 has shown positive figures again, we expect the bulk of the improvements to materialise from 2013 onwards.

As far as 2012 is concerned, the encouraging sale of some 100 apartments (at the end of 1H on a total of 252) in the residential tower of UP-Site will also, for a part of their total contribution, participate to the results. While the first reservations have gone pretty quickly, the summer period was typically more quiet.

The agreement with the European Parliament for the sale of the Trebel building released at the end of June will also contribute to the results of 2H2012 although the delivery and a large part of the contribution will occur only in 2016.

In addition, Atenor may also count on the two small contributions coming from the remaining interest in the former sold South City project, being the 40% in the hotel (Atenor is looking for better operational figures before selling this hotel) in addition to rents received from the industrial occupier in the City Dock project.

Consequently, Atenor guides for 2012 results close to the 2011 figures.

To be complete, we may also expect some final marginal contributions of former projects in the near future or coming years of which the outcome of a litigation about the delays in the achievement of the President building in Luxembourg or a modest capital gain (but a cash in of some EUR 5m) on the sale of the hotel (7,260sqm, 140 rooms) which was part of the already sold 40,000 sqm South City development.

The earnings figures of financial year 2013 will already benefit from the contribution and 2014 several projects will also contribute to fed the bottom line.



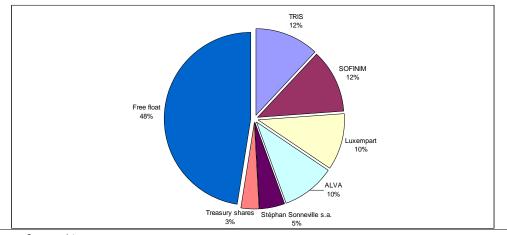
SWOT

| Strengths | WEAKNESSES |
|--|--|
| Extensive know-how in property development particularly in large office complexes Major actor in the Belgian and Luxembourg market Modest taxation level thanks to tax losses carry forwards | Timing of results Limited scope of increase of the current number of projects in the pipeline |
| Opportunities | THREATS |
| Anti-cyclical investment enhanced by weak economic environment Move towards sustainable investments in real estate Diversification in other geographic areas and in residential property | Lasting of weak economic environment Delays of permit delivery and construction Creation of added value from the project in Bucharest and the other one in Budapest. Litigation issue |

Risks:

- Size of projects in combination with the search of rather conceptual new developments (ex. residential tower).
- The two projects in Budapest and Bucharest are more challenging than initially expected.
- Lawsuit dated 1999 about liquidity companies. Atenor claims it has committed no fraud and as a result has not made any provisions.

Shareholding structure



Source: Company data

The shareholders have signed a Shareholder agreement.



Company profile

Atenor is active in real estate development since more than 20 years and has decided with success under the direction of the current CEO to become a pure player in this field in 2005.

The company has gradually focused on bigger projects, mainly offices but also residential in Belgium, offices in Luxembourg and over the last few years one project in Budapest (Hungary) and one project in Bucharest (Romania). Considering the economic crisis, Atenor has taken its time to develop these projects but remains confident in their achievement because of encouraging take-up signs.

Activities typically consist in investing in real estate projects, setting up the architectural design and the construction, and selling the buildings at completion or as a work-inprogress via SPVs in view of realising capital gains.

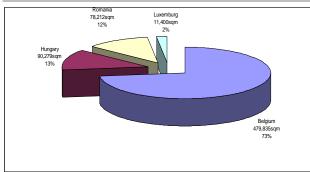
The projects, 12 currently for a total of more than 650,000 sqm are historically focused on Belgium and offices. The share of offices has decreased over the years but still reaches 52% nowadays on top of 41% in residential and 7% in retail.

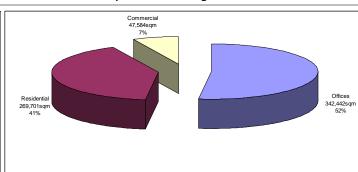
Over the last few years, the company was moving towards some bigger and more innovative or audacious projects without putting aside typical and opportunistic developments in Belgium bolstered by the local anchorage.

With current workforce, the company has the capacity to manage the development of 10 projects. It's noteworthy that the productivity, measure in sgm per Atenor employee has pretty doubled, coming from some 7,500sqm per employee to 17,500 nowadays.

Geographical breakdown of portfolio

Portfolio breakdown per business segment





Source: Company data Source: Company data



| Projects | Туре | Location | Lettable area (sqm) | Permit |
|--------------------------------------|--------------------|---------------------|---------------------|---------|
| Hermes Business Campus | Offices | Bucharest (Romania) | 78,212 | 01/2010 |
| Port du Bon Dieu (Namur Water Front) | Residential | Namur | 18,000 | 2H2012 |
| UP-Site | Mixed | Brussels | 80,000 | 06/2010 |
| Vaci Greens | Offices | Budapest (Hungary) | 57,795 | 06/2010 |
| Europa | Mixed | Brussels | 44,000 | 1H2014 |
| Victor | Offices | Brussels | 110,000 | 2013 |
| Trebel | Offices | Brussels | 32,000 | 2013 |
| City Dock's | Mixed | Brussels | tbd | 2014 |
| Les Brasseries de Neudorf | Residential | Luxembourg | 11,400 | 1H2013 |
| Le Quartier de la Nouvelle Gare | Residential mainly | Mons | 72,000 | 2014 |
| Les Anciennes Sucreries | Residential | Ath | 20,368 | 2014 |

Source: Company data, Bank Degroof estimates

| Projects | | | | | | | | Total Capital gain (EURm) | Capital gain (EUR/sq m) | Capital gain per share |
|---------------------------------|------|------|------|------|------|------|------|---------------------------------|----------------------------------|------------------------------|
| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | | | |
| Hermes Business Campus | 0.0 | 0.0 | 2.0 | 1.7 | 2.3 | 0.0 | 0.0 | 6.0 | 77 | 1.2 |
| Port du Bon Dieu | 0.0 | 1.9 | 3.8 | 0.0 | 0.0 | 0.0 | 0.0 | 5.8 | 320 | 1.1 |
| UP-Site | 8.2 | 10.5 | 10.9 | 0.0 | 0.0 | 0.0 | 0.0 | 36.6 | 460 | 7.3 |
| Vaci Greens | 0.0 | 0.0 | 2.2 | 2.2 | 4.3 | 0.0 | 0.0 | 8.7 | 150 | 1.7 |
| Europa | 0.0 | 0.0 | 5.0 | 7.0 | 16.2 | 0.0 | 0.0 | 28.2 | 640 | 5.6 |
| Victor | 0.0 | 0.0 | 5.0 | 5.0 | 14.8 | 0.0 | 0.0 | 26.9 | 450 | 4.9 |
| Trebel | 5.0 | 7.0 | 8.0 | 10.0 | 0.0 | 0.0 | 0.0 | 30.0 | 977 | 6.2 |
| City Dock's | 0.0 | 0.0 | 5.0 | 7.5 | 7.5 | 7.5 | 10.0 | 37.5 | 300 | 7.4 |
| Les Brasseries de Neudorf | 0.0 | 1.0 | 2.0 | 3.0 | 0.0 | 0.0 | 0.0 | 6.0 | 525 | 1.2 |
| Le Quartier de la Nouvelle Gare | 0.0 | 0.0 | 3.0 | 4.0 | 5.0 | 6.0 | 0.0 | 18.0 | 250 | 3.6 |
| Les Anciennes Sucreries | 0.0 | 1.0 | 2.0 | 1.5 | 0.0 | 0.0 | 0.0 | 4.5 | 221 | 0.9 |
| TOTAL | 13.2 | 21.4 | 48.9 | 41.9 | 50.0 | 13.5 | 10.0 | 208.2 | n.m. | 41.2 |
| AVERAGE | | | | | | | | | 456 | |

Source: Company data, Bank Degroof estimates

N.B. a possible final contribution from the President building has not been showed in this table



Portfolio in Belgium

The home market

Brussels, which is the third largest office market in Europe, has the reputation of being relatively more stable for real estate than several other European cities such as London, Paris, Munich, Amsterdam or Madrid. This is partly due to the strong presence of the public sector but also the good equilibrium between the public and the private sector, both national and international, accompanied by non profit organisations and representation offices from all over Europe. As such it is less dependent from the economic environment. On top of this, the occupiers market is to a large extent focused in the service sector in addition to a rather rigid labour market.

Vacancy in the Brussels' office market remains high at 11.1%, although it has declined somewhat over the last year. In the periphery of Brussels, market vacancy even amounts to around 20%. However, the latter number is distorted by office buildings of bad quality who will probably not receive a second life in offices and at best benefit from reconversion in residential in some cases.

Take-up was very strong in 2Q of which 40% thanks to the European institutions and in particular the future Trebel building of Atenor sold to the European Parliament. Besides, speculative development is historically low. The investment volume for offices amounted only to EUR 49m in 2Q and ytd to EUR 128m compared to EUR 554m in 1H 2011 leading to a low vacancy rate of 2.7% for new buildings.

Prime yield remained at 6%.

Brussels

UP-Site (ex-Premium)

Big High Mixed Innovative UP-Site is located on the docks alongside the Brussels-Charleroi channel, the only sizeable water way crossing Brussels, in the front of the famous Tour&Taxis site, which is probably promised to long term new developments of various nature.

The building is planned to become a 140m residential high tower, by far the highest tower in residentials in Belgium, with a height close to the highest tower of Brussels (Midi tower) in the area of the Victor project (see below) in addition to four office buildings around the tower itself. Total area will be about 80,000sqm made by the residential tower for two thirds of the area (this majority share of residential contrasts with previous mixed developments) and the balance by the four office buildings and some shops. Offices will have a relatively small available area designed for small & mid companies.

This project is obviously an audacious and big one considering the residential tower and the setting up of offices in an area which is deserved by both XXX. This being said, the proximity of the international railway station is a trump for the new office buildings while the tower, as a pioneer idea may attract at least a specific kind of inhabitants.

Atenor has take care that the success of its development will be facilitated by public investments that will be the area more friendly XXXX accompany this develop First, mixity (of office and residential) has to be created from nil, especially in this part of Brussels close to a major railway station, underground and other public transportation facilities but also to rather obsolete and insecure residential areas. Atenor has being active in vitalizing urbanization plans in close contact with public authorities so that today this project is part of a larger urbanization plan.



The building permit has been delivered in June 2010 and first steps of construction have started at that time. Completion is expected in 2014.

As far as the office buildings are concerned, three of the four office buildings have already found buyers. More precisely:

- In 2008 already, one building (B3) of 6,288sqm (+ 400sqm archives and 63 parkings) had been pre-sold to UNIZO and SVMB, which as a pioneer in a difficult market explains the lower but still satisfying profit of EUR 2.56m, meaning a capital gain of EUR 408/ sqm, of which EUR 0.55m in 1H 2012 and EUR 0.15m in 2H 2012.
- At the end of 2011, a second building (B4) of 6,300sqm (+1,460sqm for IT rooms) has been sold to Ethias delivering a profit of EUR 7.9m, of which a final part of EUR 2.7m in 1H 2012, or EUR 1111 per sqm. The building was pre-rented under a 27-year lease agreement to SMALS, a non-profit organization supporting and supervising the e-government program of both social and health care sectors.
- At the end of June of this year, a third building (B2) was sold to PMV (ParticipatieMaatschappij Vlaanderen NV). It will be rented to the Flemish Administration for Education (GO). The contribution to profit is expected to reach EUR 3.8m, which is EUR 600/sq, until the end of 2013 of which EUR 1.6m in 1H2012 and EUR 1m in 2H 2012. This building totals 6,189 sqm of office space, 374 sqm of archives and 31 parking spaces.
- Atenor was since several months in deep talks with several parties about the sale of the B2 building but also about the remaining one (B1).

All in all, the three office buildings that have been sold have contributed for EUR 4.85m to the profit figure of 1H 2012 while an additional contribution of EUR 1.15m is expected for 2H 2012 and EUR 1.2m in 2013.

The cumulated contribution of the three buildings is expected to reach EUR 14.3m spread from 1H2011 until 2H 2013.

Europa

In the European district

Several issues

Europa will be developed on the location of the former Crowne Plaza hotel in the very heart of the Brussels' European district. The construction of the new development implies the demolition of the hotel (in 2013). The Crowne Plaza had already been closed taking into consideration the opening of a new large hotel at proximity.

In 2005, Atenor purchased NV Brussels Europa which owned the property and also operated the hotel. Discussions with the public authorities have taken more time than expected. Many options have been examined. But in the end, Atenor will probably introduce a demand of building permit in December of this year for a real estate complex (offices and shops) of 44,000sqm.

The construction phase could start at best in **2014** (preceded by the demolition of the hotel) and the completion may not be expected before **2015/16**.

The extreme good location is the main asset of this investment whose achievement will last longer than most others.



Victor

Next to the international South train station (Eurostar, Thalys)

This project is located next to the Brussels major international Midi railway station (Victor Horta place).

At the start in November 2007, Atenor had acquired a 2,300 sqm plot of land to finally run a total land area of 9,500sqm on a 50/50 basis with CFE.

We were initially expecting the introduction of the permit in 4Q10 for delivery in 4Q11 but, considering that this project is conditional to a larger urban redeployment, it was finally introduced during 1H11 but is still not obtained. An incidence study has been done and we expect the conclusions in the near future. We bank on a higher proportion of residential versus initial plans of 110,000sqm of which 103,000sqm of offices in addition to residential and retail.

All in all, we expect the building permit to be obtained at the start of 2013 an the delivery to end in 2016.

Trebel

Unexpected

above expectations

In November 2010, Atenor announced that it had signed an agreement for the acquisition of a building of 17,000 sqm (in rue de Trêves), built on a plot of more than 40 ares, which earlier were the headquarters of the formerly financial institution BACOB (bought by Dexia) and was built in the seventies.

The only trump of this building is his location in the European district. The existing building of 17,000 sqm will be demolished. A building permit (application for an urban development and environmental permit) had been submitted in October 2011 for the construction of a new building office of 32,000sqm. Atenor expects that the building permit will be obtained only in 2013.

Very good news came at the end of last June when Atenor announced that it had signed an agreement with the European Parliament for the sale of the Trebel building at a price which will largely exceed the average target of EUR 500/sqm for offices (around EUR 1000/ sqm according to our estimates). Besides the financing will be facilitated because the purchase of the ground only occurs in steps while the European Parliament already paid an advance during 1H.

Atenor disclosed that the bulk of the cash will only be received upon the delivery of the building expected at the end of 2016, which may differ from the accounting.

City Dock's

From buildings to urbanisation

In March 2011, Atenor bought industrial buildings on a 5.4ha plot of land in Anderlecht, adjacent to the water way Brussels-Charleroi and is included in the new Demographic Regional Land Development Plan (PRAS). No price has been disclosed.

The buildings are rented out to an industrial occupant that had decided to leave the premises, which occurred in May, and complies with contractual duties for soil clean-up.

The plot falls within the area covered by a proposed land-use designation plan (PPAS) that the municipality of Anderlecht intends to analyse in the near future.

Atenor aims at redeveloping it into a new mixed urban area of more than 125,000sqm made of residential, school, retail and other utilities.

We expect results to be spread between 2014 and 2018.



Namur

Port du Bon Dieu

Residential

This is a 18,000 sqm (originally 24,445sqm) project of residential premises located in Namur, the only one alongside the river Meuse in an industrial zone at a short walk to the railway station, to the city centre and to all facilities (location named port du Bon Dieu).

Atenor has committed itself to develop energy efficient buildings.

The project has been delayed by some three years because of changing positions of local public representatives. The situation seems now clarified so that Atenor expects to receive the final approval for redeveloping (SAR - site à réaménager) in the near future.

As a result, we bank on a profit contribution in 2013 and 2014.

Mons

Recent Residential

Atenor won a competition concerning the development of about 20,000sqm of residential units on two plots of land totalling 7.2ha in Mons.

The plots are located near public facilities, commercial and cultural functions (of which the shopping gallery "Les Grands Prés" and a future Ikea) and the new railway station (designed by Calatrava).

Considering that this project investment as an opportunistic one, we do anticipate capital gains below Atenor traditional standards of EUR 400 to 500 per sqm. We expect this project to contribute to Atenor earnings over the period 2014 – 2017.

Ath

Recent Residential again The company has won a competition to acquire a 19,711sqm plot of land in the small city of Ath. The aim is to develop a residential project in order to manage the expected strong demographic growth that was borne in Belgian main cities since a decade now and exports now also to smaller cities. Atenor will develop a complex of 20,638sqm with apartments, lofts, a home for elderly persons, ...

It is located next to the train station in a serene area. We expect this more simple development to contribute to earnings in 2014 and 2015 on the back of capital gains levels below Atenor traditional standards.

Luxembourg city

From buildings to urban areas

After the huge capital gain achieved on the office building President (Kirchberg), Atenor acquired in September 2011 a disused industrial site (former Brewery Henri Funck) with a ground area of 7,600sqm in Luxembourg city. The aim is to develop a complex of residential units (around 100 apartments) and some commercial spaces totalling 11,400sqm.

The site is not far from the modern Kirchberg office area, well served by public transport and is part of an urban revitalization in this area of the city (Neudorf).

The works are expected to start in 2H 2013 short after the approval of the building permit in 1H 2013.

Atenor has no new projects in offices in Luxembourg nowadays. It's noteworthy that the take-up doubled but vacancy rate was slightly up to 6.2% because of the Decentralised areas since demand remains concentrated on the most recent buildings. Speculative developments are historically low in 2012/2013. While GDP in Luxembourg outperformed the eurozone in 2H 2011, the trend reversed in 1Q 2012.



Bucharest

Economic growth is slowing linked to uncertainties in the financial markets. Foreign investment remains subdued. However, business sentiment is still improving which helps to sustain take-up leading to an increase in prime rents close to 3%. Continued recovery is still forecasted for 2012-13 but at a very modest pace, with revised estimates falling back to 1.0%. While most projects have been postponed until a more sustained recovery is evident, some are being launched as long as a proportion is pre-let. The majority of the demand comes from the IT sector.

New supply of offices only reached 24,600sqm in 1H 2012 with an additional 68,000sqm expected for 2H, compared to a total market of 1,900k sqm and a vacancy rate of 17%. The 108k take-up is rather encouraging of which 44% was made of pre-leases. For 2013 the pipeline is estimated at 130,000sqm (source JLL) of which 34% is pre-let with the 2014 pipeline consisting of potentially smaller to medium sized office schemes. Demand is expected to be driven, but most probably on a lower scale, by the consolidation of larger multinational occupiers.

Start in phases

The project of Atenor "Hermes Business Campus" *is* a 1 hectare plot of land in Bucharest (Romania) which will allow the development of 78,212sqm for three buildings in the new Pipera business district in the North of Bucharest, with good access by car, close to a metro station and to the airport. The land had been acquired at rather high prices just before the crisis of 2008 while rents have not yet recovered.

Bucharest is too a large extent preserved from an historical point of view while several multinational companies, if not headquarters of local banks are in normal economic circumstances expected to be in search of offices closer to international standards of quality.

A building permit has been given early in 2010 but as a result of the economic crisis, Atenor has slowed the development of this project whose completion initially was planned for 2011.

The construction of a first building of 17,000 sqm has started in September considering some encouraging signs reflected in a take-up of 10.5% in 2011 and 17% during 1H 2012 in a market of 1.9m sqm. Atenor believes that the visibility of the construction will raise more interest from investors.

We have assumed that the total project will contribute to profits spread between 2014 and 2016, however on a much lower basis than initially anticipated and well below Atenor standards.

Budapest

The Budapest market is bigger than in Bucharest (3.2m sqm versus 1.9m sqm) with a take-up of 8% during 2011 and already 21.3% during 1H2012. However, the underlying trend of consolidation driving the market has kept the vacancy high as excess space is released. Consequently, the overall vacancy rate rose to 25.8% (source C&W). But given the limited speculative pipeline for the remainder of the year (33,000sqm), expectations remain for a slow decline in the vacancy rate. 2013 will be even less impressive in terms of new supply as only Vaci Greens (= Atenor project) is in the pipeline for 15,500sqm. All in all, overall activity levels are expected to be moderate.

In 2008, Atenor acquired the control of a collection of ground in Budapest (Hungary) totalling 1.7 ha to build almost 87,354sgm of offices.



Vaci Greens is ideally located alongside the Váci Ut, the main commercial and office axis in the North of the city.

The building permit has been granted in July 2010 for the construction in three phases/buildings of a complex of 57,795 sqm. Atenor has recently obtained a modified permit allowing the construction of a first building of 17,362sqm (from 15,408sqm) of which the structural works are ongoing. An additional area of 29,559sqm is available but building permits have not yet been introduced.

We anticipate this project to contribute to earnings between 2014 and 2016 however below Atenor capital gains standards.



Financials

Turnover

The business model implies that the reading of the turnover is rather meaningless when it aims at measuring the contribution to the bottom line of the year in course. As such, the bulk of the turnover figure is offset by the corresponding costs representing to a large extent the level of completion of projects under development.

Capital gains

Obviously, the ultimate goal of Atenor development activities is reflected in the capital gains that the company is able to generate. These capital gains are not recorded as a whole by the final completion of the development (that lasts in general between three and five years), but spread over the development period, though typically with the smallest capital gains in the first stages of completion. This evolution contrasts with the related operational and financial cash costs running spread mostly also alongside the concretisation of the development, of which also the main cash revenues recorded at the delivery of the project.

The projects typically are financed with a high leverage (around 85%), made of a payment in cash for the field and for the development through leverage in SPV's.

Taxes

We assumed tax charges to remain close to zero considering the potential of losses carried forward, inherited from the loss making private equity activities that have been sold totally in 2007 on top of the structure of the projects (high leverage of the development through SPV vs modest fixed corporate charges). However, the Trebel project is expected to absorb the latest available potential of losses carried forward.

Net result

A first look at the evolution of the net result shows that the bottom line posted a sharp improvement between 2005 and 2007 or 2008 followed by figures emerging in between over the following years. The decrease from the spectacular figures recorded for 2007 and 2008 may be misleading as negative conclusions should not be drawn from it. 2007 and 2008 should be seen as exceptional years bearing the fruits of the investment in the President building, while 2009, 2010 may be seen as transitional years. Although 2011 has shown positive figures again, we expect the bulk of the improvements not to materialise before 2013. The construction of several major projects (e.g. building of Up-site) has recently started while no major delivery is expected in 2012. This is not atypical considering the anti-cyclical pattern of Atenor development activities

Balance sheet

The Group has a programme of short, medium and long term commercial papers. In addition, Atenor launched in the first days of 2010 a five EUR 75m bond (accrual rate 5.56%) with a maturity in January 2015. The financing of the projects are based on short-term rates, from 1 to 12 month Euribor. When drawdowns are made for longer durations (from two to five years), the Group takes out advances at a fixed rate or at a floating rate accompanied by an interest rate swap.

Although the financial structure of Atenor is historically not overleveraged, we have observed an increase of the leverage at the issue of 1H 2012 in particular since previous financial year in combination with an increase of stocks, reflecting mainly the works in progress in UP-Site on top of the projects in Hungary and Romania.



Valuation

The targets of the company are expressed in capital gain per sqm. The goal consist in achieving in most cases at least EUR 400 to 500/sqm.

Having this target in mind, we built our assumptions on the basis of the most recent available information in terms of total cost of building, prime rents and yields but also on comparisons with recent deals. We wanted to remain particularly cautious with the assumptions in Bucharest and Budapest.

Shifts in start dates as well as on completion of projects may impact the valuation.

We followed two ways to isolate a fair value of Atenor.

- 1. Firstly, we followed a sum of the parts (SOTP) approach. We made a valuation of the current pipeline of projects in development in addition to the goodwill of the team for the generation of new projects with added value. Last but not least, timely difference may also have an impact on these figures.
- In addition to the sum of the part, we also tested a Discounted Free Cash Flow (DCF).

The combination of our DCF and SOTP give a fair value of EUR 38.2 to which we apply a discount of 5% reflecting risks of change in the assumptions and a negative issue of the litigation in course.

Sum of the part

Our sum of the parts is limited to the addition of the NPV of the value of the good achievement of the projects in portfolio, of which implicitly their financing, in addition to the current equity.

| Average Capital gain EUR 456/sqm | · | |
|----------------------------------|-------|-----------|
| SOTP (EUR m) | | per share |
| NPV of portfolio | 119.2 | 23.7 |
| Equity | 98 | 19.5 |
| SOTP | 217.3 | 43.1 |
| | | |
| NPV of goodwill for new projects | 34.7 | 6.9 |
| SOTP (incl.goodwill) | 252.0 | 50.0 |

Source: Bank Degroof estimates

Obviously, the valuation of Atenor share is depending in particular from the level of capital gains and the timing of delivery of projects in portfolio and the risks (expressed in discount rate) associated to the materialisation of these items.

Here below, we made simulations about the sensitivity to those two items.

| Capital gain | 556 | 506 | 456 | 406 | 356 |
|--------------------------------|------|------|------|------|------|
| SOTP per share | 49.4 | 45.9 | 43.1 | 40.8 | 38.8 |
| Source: Bank Degroof estimates | | | | | |
| Discount rate | 10% | 15% | 20% | 25% | 30% |
| SOTP per share | 48.3 | 45.7 | 43.5 | 40.5 | 37.9 |

Source: Bank Degroof estimates



Discounted Free Cash Flow

| CASH FLOW (EUR m) | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|---------------|--------|--------|------------------|-------------|--------|--------|----------|-------------------|-----------------|--------|--------|
| Net Sales | | 47.5 | 50.0 | 78.9 | 72.4 | 81.2 | 45.3 | 52.4 | 58.1 | 58.8 | 59.4 | 60.1 |
| % change | | -4.3% | 5.3% | 57.8% | -8.1% | 12.1% | -44.2% | 15.8% | 10.8% | 1.1% | 1.1% | 1.2% |
| EBITDA | | 15.2 | 34.0 | 51.5 | 44.3 | 52.4 | 15.8 | 22.1 | 27.0 | 26.9 | 26.8 | 26.7 |
| % margin | | 32.0% | 68.1% | 65.2% | 61.2% | 64.5% | 34.8% | 42.2% | 46.5% | 45.8% | 45.1% | 44.4% |
| % change | | 6.8% | 124.4% | 51.1% | -13.8% | 18.2% | -69.9% | 40.6% | 22.1% | -0.4% | -0.4% | -0.4% |
| Depreciation & other provisions | | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| % sales | | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% |
| EBITA | | 15.1 | 34.0 | 51.4 | 44.3 | 52.3 | 15.7 | 22.1 | 27.0 | 26.8 | 26.7 | 26.6 |
| % margin | | 31.8% | 68.0% | 65.2% | 61.1% | 64.4% | 34.6% | 42.1% | 46.4% | 45.7% | 45.0% | 44.3% |
| % change | | 11.8% | 125.0% | 51.2% | -13.8% | 18.2% | -70.0% | 40.8% | 22.2% | -0.4% | -0.4% | -0.4% |
| Taxes | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Normative tax rate | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| NOPLAT | | 15.1 | 34.0 | 51.4 | 44.3 | 52.3 | 15.7 | 22.1 | 27.0 | 26.8 | 26.7 | 26.6 |
| Depreciation & other provisions | | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| % sales | | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% |
| Gross Operating Cash Flow | | 15.2 | 34.0 | 51.5 | 44.3 | 52.4 | 15.8 | 22.1 | 27.0 | 26.9 | 26.8 | 26.7 |
| Capex | | -13.1 | -10.0 | -10.0 | -12.5 | -12.5 | -12.5 | -12.5 | -12.5 | -12.5 | -12.5 | -12.5 |
| % sales | | 27.6% | 7.5% | 7.3% | 7.2% | 7.2% | 7.2% | 7.2% | 7.2% | 7.2% | 7.2% | 7.2% |
| Change in Net Working Capital (-=increase | e;+=decrease) | 0.2 | 0.2 | -0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Cash Flow to be discounted | | 2.6 | 24.30 | 41.45 | 31.88 | 39.94 | 3.29 | 9.68 | 14.57 | 14.46 | 14.34 | 14.22 |
| DCF EVALUATION (EUR m) | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
| WACC | | 10.07% | 10.07% | 10.07% | 10.07% | 10.07% | 10.07% | 10.07% | 10.07% | 10.07% | 10.07% | 10.07% |
| Discount Rate factor | | 0.98 | 0.89 | 0.81 | 0.73 | 0.67 | 0.61 | 0.55 | 0.50 | 0.45 | 0.41 | 0.37 |
| Discounted Cash Flow | | 2.5 | 21.6 | 33.5 | 23.4 | 26.6 | 2.0 | 5.3 | 7.3 | 6.6 | 5.9 | 5.3 |
| Cumulated DCF | | 2.5 | 24.1 | 57.6 | 81.0 | 107.6 | 109.6 | 114.9 | 122.2 | 128.8 | 134.7 | 140.0 |
| WACC & DCF ANALYSIS | | | | | | | | | | | | |
| Cost of Equity (Ke or COE) | 11.47% | | Cı | umulated DCF | | | 122.2 | -1 | Net Financial [| Debt | | (62.3) |
| Cost of Debt (gross) | 4.5% | | | | | | | | Vinorities (estin | | | 1.0 |
| Debt tax rate | 0% | | Pe | erpetual Grow | th Rate (a) | | 2.0% | | Associates | , | | 8.3 |
| Cost of Debt net (Kd or COD) | 4.50% | | | ormalised Annu | | | 21.3 | - F | Pension underf | undina | | 0.0 |
| Target gearing (D/E) or % Kd | 20.0% | | Te | erminal Value @ | @ 12/2017 | | 264.1 | | | eet commitments | S | 0.0 |
| % Ke | 80.0% | | Di | isc. Rate of Ter | minal Value | | 0.37 | | | | | |
| Normative Tax Rate | 0% | | | iscounted Terr | | | 99.0 | Ed | quity Market V | alue (EUR m) | | 168.2 |
| | | | | nancial assets | | | _ | | umber of share | | | 5.0 |
| WACC | 10.07% | | | nterprise Valu | e (EUR m) | | 221.2 | | ir Value per s | | | 33.38 |
| L | ,,,,,,, | | | | | | | <u> </u> | | | | |

Source: ESN estimates



Multiple comparison

Peer Group Valuation

| Company | Country | Rec. | Price | Target Price | Market | P/E | adj.) | Div. Y | ield % | EV/EE | SITDA | Premium/discou | int to EPRA NAV |
|-----------------------------|-------------|------------------|------------|--------------|-------------|------|-------|--------|--------|--------|-------|----------------|-----------------|
| | | | 10-Oct-12 | Fair value | cap EUR (m) | 2011 | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 | 2012 |
| Aedifica | BE | Hold | EUR 45.75 | 46.00 | 320 | 22.2 | 22.6 | 4.4 | 4.1 | 24.2 | 24.6 | 2.5% | 15.5% |
| Ascencio | BE | Hold | EUR 50.00 | 50.00 | 197 | 15.4 | 13.8 | 5.4 | 5.8 | 17.2 | 18.1 | -2.8% | 5.2% |
| Atenor | BE | Accumulate | EUR 32.49 | 36.00 | 164 | 10.8 | 15.7 | 6.2 | 6.2 | 15.1 | 15.6 | 23.2% | 65.0% |
| Banimmo | BE | Accumulate | EUR 9.65 | 14.00 | 110 | 21.3 | 11.2 | 2.8 | 4.1 | 39.1 | 62.0 | -15.2% | -17.9% |
| Befimmo | BE | Hold | EUR 46.11 | 50.00 | 818 | 8.1 | 11.8 | 10.7 | 7.5 | 14.1 | 17.4 | -11.2% | -14.4% |
| Beni Stabili | IT | Accumulate | EUR 0.43 | 0.60 | 824 | 10.2 | 18.8 | 5.1 | 0.0 | 12.7 | 16.6 | -69.3% | -61.8% |
| Citycon | FI | Rating Suspender | EUR 2.44 | 0.00 | 897 | 11.0 | 12.4 | 6.1 | 5.0 | 18.3 | 18.2 | -35.3% | -16.4% |
| Cofinimmo | BE | Hold | EUR 87.07 | 96.00 | 1,414 | 12.2 | 11.2 | 7.5 | 7.5 | 17.8 | 16.8 | -8.1% | -7.7% |
| Corio | NL | Hold | EUR 33.80 | 39.00 | 3,164 | 11.6 | 11.7 | 8.2 | 8.2 | 17.6 | 15.9 | -30.1% | -29.0% |
| Deutsche EuroShop | DE | Hold | EUR 30.24 | 30.00 | 1,561 | 20.8 | 22.5 | 3.6 | 3.6 | 20.1 | 19.4 | -10.3% | 7.7% |
| Home Invest Belgium | BE | Hold | EUR 65.80 | 72.00 | 200 | 24.2 | 23.7 | 4.6 | 4.8 | 26.8 | 26.2 | 8.3% | 7.2% |
| IGD | IT | Accumulate | EUR 0.75 | 0.95 | 246 | 7.9 | 11.8 | 10.7 | 5.4 | 15.3 | 16.2 | -70.8% | -70.7% |
| Intervest Offices & Warehou | BE | Hold | EUR 18.00 | 22.00 | 250 | 11.3 | 9.7 | 9.6 | 9.7 | 15.8 | 14.6 | -12.1% | -12.3% |
| Intervest Retail | BE | Hold | EUR 48.00 | 50.00 | 244 | 17.8 | 18.2 | 5.3 | 5.4 | 19.8 | 19.7 | -2.3% | 2.1% |
| IVG Immobilien AG | DE | Buy | EUR 1.81 | 2.50 | 376 | nm | nm | 0.0 | 0.0 | 1219.0 | 38.2 | -44.1% | -44.8% |
| Leasinvest Real Estate | BE | Hold | EUR 67.86 | 69.00 | 271 | 13.6 | 14.7 | 6.1 | 6.3 | 17.7 | 18.2 | -5.8% | 1.5% |
| Montea | BE | Hold | EUR 27.35 | 27.50 | 154 | 19.5 | 13.5 | 6.7 | 7.3 | 18.2 | 17.9 | 6.8% | 20.9% |
| Realia | ES | Buy | EUR 0.64 | 1.29 | 178 | nm | nm | 0.0 | 0.0 | 15.0 | 14.6 | -74.0% | -80.4% |
| Retail Estates | BE | Hold | EUR 50.88 | 53.00 | 268 | 14.9 | 14.5 | 5.5 | 5.5 | 17.7 | 17.5 | 4.7% | 0.0% |
| Sponda | FI | Accumulate | EUR 3.25 | 3.70 | 920 | 11.3 | 9.0 | 4.9 | 5.2 | 16.7 | 15.8 | -35.5% | -36.2% |
| Technopolis | FI | Buy | EUR 3.35 | 4.50 | 253 | 8.0 | 7.8 | 5.7 | 6.0 | 15.9 | 15.4 | -43.5% | -40.6% |
| Unibail-Rodamco | FR | Hold | EUR 162.25 | 160.00 | 14,952 | 15.4 | 17.3 | 4.9 | 5.1 | 18.2 | 19.8 | 1.0% | 12.0% |
| Vastned Retail | NL | Buy | EUR 34.07 | 40.00 | 638 | 9.6 | 9.9 | 10.6 | 10.0 | 14.3 | 13.9 | -39.8% | -41.8% |
| VIB Vermoegen | DE | Buy | EUR 8.95 | 11.00 | 191 | 8.8 | 10.1 | 3.9 | 3.9 | 14.1 | 15.3 | -45.6% | -30.7% |
| WDP | BE | Hold | EUR 42.30 | 42.00 | 604 | 10.8 | 11.5 | 7.0 | 7.3 | 17.0 | 17.2 | 11.2% | 17.4% |
| Mkt cap total (EUR) & Weigh | nted averaç | ges | | | 29,214 | 15.7 | 15.0 | 5.7 | 5.5 | 19.0 | 18.7 | -19.8% | -12.1% |
| Arithmetical Average | | | | | | 13.9 | 14.1 | 5.8 | 5.4 | 64.5 | 20.1 | | |
| Median | | | | | | 11.9 | 12.9 | 5.6 | 5.5 | 17.7 | 17.5 | | |

Source: ESN estimates



Upcoming Corporate Events Calendar

| Date | Event Type | Description | Period |
|----------|------------|-----------------|--------|
| 15/11/12 | Results | Q3 2012 Results | 2012Q3 |

Source: Precise



| PROFIT & LOSS (EURm) | 12/2008 | 12/2009 | 12/2010 | 12/2011 | 12/2012e | 12/2013 |
|---|-----------------------|-----------------------|-----------------------|-----------------------|---------------------|------------------------------------|
| Gross Rental Income | 0.8 | 0.8 | 0.2 | 0.7 | 0.3 | 0.0 |
| Other Operating Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Operating Costs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Rental Income | 0.8 | 0.8 | 0.2 | 0.7 | 0.3 | 0.0 |
| General Expenses | -6.7 | -6.0 | -5.9 | -6.3 | -6.4 | -6.5 |
| Net Other Income/(Costs) | 49.6 | 19.0 | 10.4 | 19.7 | 21.2 | 40.6 |
| EBITDA | 43.7 | 13.8 | 4.7 | 14.2 | 15.2 | 34.0 |
| Portfolio Result o/w Revaluation of Fair Value of Investment Properties | 48.8 -4.0 | 11.0 -1.3 | 12.9 -1.2 | 6.6 -0.7 | 15.1 -0.1 | 21. 3 |
| o/w Revaluation of Fair Value of Investment Properties | 52.8 | 12.3 | -1.2 14.1 | 7.3 | 15.2 | 21.4 |
| Net Operating Profit before Finance Cost | 92.5 | 24.9 | 17.6 | 20.8 | 30.3 | 55.4 |
| Net Financial Result | -0.3 | -1.6 | -4.9 | -3.9 | -4.8 | -4.2 |
| o/w Share of the profit of associates & dividend income | 0.0 | 0.1 | -0.4 | -0.8 | -0.8 | 0.0 |
| o/w Revaluation of Financial Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| o/w Net Financial Costs | -0.4 | -1.7 | -4.4 | -3.1 | -4.0 | -4.2 |
| EBT | 92.2 | 23.3 | 12.7 | 16.9 | 25.5 | 51.2 |
| Tax | 1.8 | -3.7 | -0.3 | 1.6 | 0.0 | 0.0 |
| o/w Deferred Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| o/w Real Taxes | 1.8 | -3.7 | -0.3 | 1.6 | 0.0 | 0.0 |
| Tax rate | -1.9% | 16.1% | 2.2% | -9.3% | 0.0% | 0.0% |
| Net Result (reported) | 94.0 | 19.5 | 12.5 | 18.5 | 25.5 | 51.2 |
| o/w Minorities | -0.1 | -0.1 | -0.1 | -0.1 | -0.1 | -0.1 |
| o/w Group Share | 41.3 | 7.3 | -1.6 | 11.3 | 10.4 | 29.9 |
| Earnings adj. | 41.3 | 7.3 | -1.6 | 11.3 | 10.4 | 29.9 |
| Funds From Operations | 41.3 | 7.3 | -1.6 | 11.3 | 10.4 | 29.9 |
| CASH FLOW (EURm) | 12/2008 | 12/2009 | 12/2010 | 12/2011 | 12/2012e | 12/2013 |
| Cash Flow from Operations after change in NWC | -31.4 | 7.8 | 2.3 | 5.5 | 52.7 | 40. |
| Interest Costs | -18.0 | 9.2 | 54.0 | 4.6 | -10.3 | -10.3 |
| Capex | -21.6 | -6.9 | 49.7 | -23.2 | -13.1 | -10.0 |
| Free Cash Flow | -71.0 | 10.1 | 106 | -13.1 | 29.4 | 19.9 |
| Dividends | -12.9 | -12.8 | -13.3 | -9.7 | -10.1 | -10.1 |
| Other (incl. Capital Increase + change in cons. & share buy | 0.0 | 0.0 | -1.1 | -0.1 | 0.0 | 0.0 |
| Change in Net Debt | -83.9 | -2.7 | 91.6 | -22.8 | 19.3 | 9.8 |
| NOPLAT | 44.5 | 11.6 | 4.6 | 15.5 | 15.2 | 34.0 |
| DALANCE CUEET & OTHER ITEMS (FUR) | 40/0000 | 40/0000 | 40/0040 | 40/0044 | 40/0040- | 40/0040 |
| BALANCE SHEET & OTHER ITEMS (EURm) Investment Properties | 12/2008 3.2 | 12/2009 1.7 | 12/2010 1.6 | 12/2011 0.0 | 12/2012e 0.0 | 12/2013 6 |
| Development Properties | 25.5 | 27.1 | 27.5 | 5.8 | 5.8 | 5.8 |
| Deferred Tax Assets | 10.5 | 10.5 | 10.5 | 8.6 | 6.1 | 3.3 |
| Other Non Current Assets | 7.2 | 22.1 | 23.9 | 27.6 | 26.8 | 26.8 |
| Cash & Cash equivalents | 37.3 | 2.5 | 2.7 | 2.5 | 49.9 | 59.6 |
| Other current assets | 155 | 176 | 204 | 234 | 219 | 228 |
| Total Assets | 239 | 240 | 270 | 278 | 307 | 324 |
| Shareholders Equity | 126 | 118 | 101 | 98.1 | 98.3 | 118 |
| Minorities Equity | -0.4 | -0.6 | -0.6 | -0.6 | -0.7 | -0.8 |
| Non Current Financial Debt | 8.9 | 31.0 | 99.7 | 92.2 | 92.2 | 92.2 |
| Deferred Tax Liabilities | 12.6 | 12.8 | 13.0 | 8.9 | 6.5 | 3.2 |
| Other Non Current Liabilities | 3.2 | 2.7 | 1.4 | 12.1 | 43.4 | 43.9 |
| Current Financial Debt | 58.1 | 56.1 | 22.8 | 32.4 | 32.4 | 32.4 |
| Other Current Liabilities | 30.4 | 19.8 | 32.7 | 35.2 | 35.1 | 35.0 |
| Total Equity & Liabilities | 238.7 | 239.6 | 270.1 | 278.4 | 307.2 | 323.9 |
| GROWTH & MARGINS | 12/2008 | 12/2009 | 12/2010 | 12/2011 | 12/2012e | 12/2013 |
| Rental Income Growth | 51.1% | 0.9% | -74.9% | 266.7% | -55.2% | -chg |
| EBITDA growth | 25.0% | -68.4% | -65.9% | 202.1% | 6.8% | 124.4% |
| | | -82.3% | -chg | +chg | -7.6% | 186.8% |
| • | 16.6% | | • | • | | |
| Net Result Group Share Growth | 16.6% | -82.3% | -chg | +chg | -7.6% | 186.8% |
| Net Result Group Share Growth Earnings adj. growth | | -82.3% -79.2% | -chg -36.2% | +chg 48.7% | -7.6% 37.7% | |
| Net Result Group Share Growth Earnings adj. growth EPS growth | 16.6% | | • | • | | 100.8% |
| Net Result Group Share Growth Earnings adj. growth EPS growth EPS adj. growth DPS adj. growth | 16.6% 34.6% | -79.2% | -36.2% | 48.7% | 37.7% | 186.8% 100.8% 186.8% 5.0% |



| RATIOS | 12/2008 | 12/2009 | 12/2010 | 12/2011 | 12/2012e | 12/2013e |
|--------------------------------------|---------|---------|---------|---------|----------|----------|
| Net Debt/Equity | 0.2 | 0.6 | 0.5 | 1.0 | 0.8 | 0.6 |
| Net Debt/EBITDA | 0.6 | 5.2 | 10.0 | 6.6 | 4.9 | 1.9 |
| Interest cover (EBITDA/Fin.interest) | 122.7 | 8.1 | 1.1 | 4.6 | 3.8 | 8.1 |
| Total Debt/Total Assets | 47.4% | 51.1% | 62.8% | 65.0% | 68.2% | 63.8% |
| LTV | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Cash Flow from Operations/Capex | -1.5 | 1.1 | 0.0 | 0.2 | 4.0 | 4.0 |
| ROE | 32.9% | 6.2% | -1.6% | 11.6% | 10.7% | 25.5% |
| ROCE | 22.9% | 6.3% | 1.6% | 6.1% | 6.8% | 14.6% |
| WACC | 10.1% | 10.1% | 10.1% | 10.1% | 10.1% | 10.1% |
| ROCE/WACC | 2.3 | 0.6 | 0.2 | 0.6 | 0.7 | 1.5 |
| Payout ratio | 13.9% | 67.2% | 80.9% | 54.4% | 39.5% | 20.7% |

| PER SHARE DATA (EUR)** | 12/2008 | 12/2009 | 12/2010 | 12/2011 | 12/2012e | 12/2013e |
|--|---------|---------|---------|---------|----------|----------|
| Average diluted number of shares | 5.0 | 5.0 | 5.0 | 5.0 | 5.0 | 5.0 |
| Diluted Number of shares end of period | 5.0 | 5.0 | 5.0 | 5.0 | 5.0 | 5.0 |
| EPS (reported) | 18.6 | 3.9 | 2.5 | 3.7 | 5.1 | 10.2 |
| EPS (adj.) | 8.2 | 1.5 | -0.3 | 2.2 | 2.1 | 5.9 |
| DPS | 2.6 | 2.6 | 2.0 | 2.0 | 2.0 | 2.1 |
| IFRS NAV | 25.0 | 23.4 | 20.1 | 19.5 | 19.5 | 23.4 |
| EPRA NAV | 25.7 | 24.2 | 20.8 | 19.7 | 19.7 | 23.4 |
| EPRA NNNAV | 25.2 | 23.6 | 20.3 | 19.5 | 19.5 | 23.4 |

12/2009

12/2010

12/2011

12/2012e

12/2013e

12/2008

Occupancy Rate

Portfolio Yield

Portfolio Yield on Full Occupancy

PORTFOLIO KEY FIGURES

Average length of leases (end of contract)

Average length of leases (first break)

| VALUATION | 12/2008 | 12/2009 | 12/2010 | 12/2011 | 12/2012e | 12/2013e |
|---|---------|---------|---------|---------|----------|----------|
| Premium/(discount) to NAV | 52.1% | 51.4% | 67.2% | 24.3% | 66.6% | 38.9% |
| Premium/(discount) to EPRA NAV | 47.8% | 46.1% | 61.2% | 23.2% | 65.0% | 39.0% |
| P/E (adj.) | 4.6 | 24.4 | nm | 10.8 | 15.7 | 5.5 |
| EV/Earnings adj. | 5.3 | 34.1 | -135 | 19.1 | 22.8 | 7.6 |
| EV/EBITDA | 5.0 | 18.0 | 45.8 | 15.1 | 15.6 | 6.7 |
| | | | | | | |
| EV AND MKT CAP (EURm) | 12/2008 | 12/2009 | 12/2010 | 12/2011 | 12/2012e | 12/2013e |
| Price* (EUR) | 38.0 | 35.4 | 33.5 | 24.2 | 32.5 | 32.5 |
| Outstanding number of shares for main stock | 5.0 | 5.0 | 5.0 | 5.0 | 5.0 | 5.0 |
| Total Market Cap | 191 | 178 | 169 | 122 | 164 | 164 |
| Net Debt | 28.2 | 71.5 | 47.0 | 93.6 | 74.3 | 64.5 |
| o/w Cash & Marketable Securities | -38.8 | -15.6 | -75.5 | -31.1 | -50.4 | -60.1 |
| o/w Gross Debt (+) | 67.0 | 87.2 | 122.5 | 124.7 | 124.7 | 124.7 |
| Other EV components | -0.4 | -0.6 | -0.6 | -0.6 | -0.7 | -0.8 |
| Enterprise Value (EV adj.) | 219.2 | 249.2 | 215.4 | 214.9 | 237.3 | 227.5 |

Source: Company, Bank Degroof estimates.

Sector: Real Estate/Real estate

Company Description: Atenor is a developer of large scale real estate projects in Brussels and Luxembourg and more recently in Romania and Hungary. It focuses on prime locations and aims at further enlarging the number of projects under developemnt, 10 nowadays.

^{*}Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years
**EPS (adj.) diluted= Net Profit (adj.)/Avg DIL. Ord. (+ Ord. equivalent) Shs. EPS (reported) = Net Profit reported/Avg DIL. Ord. (+ Ord. equivalent) Shs



European Coverage of the Members of ESN

| Aerospace & Defense | M em(*) | Bankinter | вво | Biotechnology | M em(*) | Heijmans | SNS | Financial Services | M em(*) |
|---------------------------------|---------|--------------------------|-----|--------------------------|----------|-----------------------------------|---------|---|---------|
| Bae Systems Plc | CIC | Bbva | вво | 4Sc Ag | EQB | Ho chtief | EQB | Ackermans & Van Haaren | BDG |
| Dassault Aviation | CIC | Вср | CBI | Agennix | EQB | Holcim Ltd | CIC | Azimut | BAK |
| Eads | CIC | Bes | CBI | Bio alliance Pharma | CIC | Imerys | CIC | Banca Generali | BAK |
| Finmeccanica | BAK | Bnp Paribas | CIC | Epigenomics Ag | EQB | Impregilo | BAK | Banca Ifis | BAK |
| Latecoere | CIC | Boursorama | CIC | Metabolic Explorer | CIC | Italcementi | BAK | Bb Biotech | EQB |
| Lisi | CIC | Bper | BAK | Morphosys | EQB | Lafarge | CIC | Binckbank | SNS |
| Mtu | EQB | Врі | CBI | Neovacs | CIC | Lemminkäinen | POH | Bois Sauvage | BDG |
| Rheinmetall | EQB | Commerzbank | EQB | Transgene | CIC | Maire Tecnimont | BAK | Bolsas Y M ercados Espanoles | ВВО |
| Rolls Royce | CIC | Credem | BAK | Wilex | EQB | Maisons France Confort | CIC | Capman | POH |
| Safran | CIC | Credit Agricole Sa | CIC | Zeltia | вво | M ota Engil | CBI | Cir | BAK |
| Thales | CIC | Creval | BAK | Chemicals | M em(*) | Obrascon Huarte Lain | вво | Comdirect | EQB |
| Zodiac | CIC | Deutsche Bank | EQB | Air Liquide | CIC | Ramirent | POH | Corp. Financiera Alba | вво |
| Airlines | M em(*) | Dexia | BDG | Akzo Nobel | SNS | Royal Bam Group | SNS | Dab Bank | EQB |
| Air France Klm | CIC | - Garanti Bank | IBG | Basf | EQB | Sacyr Vallehermoso | вво | Deutsche Boerse | EQB |
| Finnair | POH | Halkbank | IBG | Dsm | SNS | Saint Gobain | CIC | Deutsche Forfait | EQB |
| Lufthansa | EQB | Ing Group | SNS | Floridienne | BDG | Sonae Industria | CBI | Financiere De Tubize | BDG |
| Automobiles & Parts | | Intesa Sanpaolo | BAK | Fuchs Petrolub | EQB | Srv | РОН | Fonciere Des 6Eme Et 7Eme Arrondissements De Paris | CIC |
| Bmw | EQB | - Kbc Group | BDG | Henkel | EQB | Thermador Groupe | CIC | Gbl | BDG |
| Brembo | BAK | M edio banca | BAK | Holland Colours | SNS | Titan Cement | IBG | Gimv | BDG |
| Continental | EQB | Natixis | CIC | K+S Ag | EQB | Trevi | BAK | Grenkeleasing Ag | EQB |
| Daimler Ag | EQB | Nordea | POH | Kemira | POH | Uponor | POH | Hellenic Exchanges | IBG |
| Elringklinger | EQB | Postbank | EQB | Lanxess | EQB | Vbh Holding | EQB | Hypoport Ag | EQB |
| Faurecia | CIC | So ciete Generale | CIC | Linde | EQB | Vicat | CIC | Ifg Group Pic | NCB |
| Fiat | BAK | Ubi Banca | BAK | Nanogate Ag | EQB | Vinci | CIC | Kbc Ancora | BDG |
| Landi Renzo | BAK | Unicredit | BAK | Recticel | BDG | Wavin N.V. | SNS | Luxempart | BDG |
| Leoni | EQB | Yapi Kredi Bank | IBG | Solvay | BDG | Yit | POH | Mlp | EQB |
| Michelin | CIC | Basic Resources | | Symrise Ag | EQB | Electronic & Electrical Equipment | M em(*) | p | LWD |
| Nokian Tyres | POH | Acerinox | ВВО | - Tessenderlo | BDG | Agfa-Gevaert | BDG | - | |
| Piaggio | BAK | Altri | CBI | Tikkurila | POH | Areva | CIC | | |
| Pirelli & C. | BAK | Arcelo rmittal | вво | Umicore | BDG | Augusta Technologie | EQB | | |
| Plastic Omnium | CIC | Crown Van Gelder | SNS | Wacker Chemie | EQB | Barco | BDG | | |
| Plastivaloire | CIC | Dnick Holding Plc | EQB | Construction & Materials | s Mem(*) | Euromicron Ag | EQB | | |
| Porsche | EQB | Ence | вво | Acs | BBO | Evs | BDG | | |
| Psa Peugeot Citroen | CIC | Europac | вво | Astaldi | BAK | Gemalto | CIC | | |
| Renault | CIC | Inapa | СВІ | Ballast Nedam | SNS | Ingenico | CIC | | |
| Sogefi | BAK | Metka | IBG | Bilfinger Berger | EQB | Kontron | EQB | | |
| Stern Groep | SNS | Metsä Board | POH | Boskalis Westminster | SNS | Lacie | CIC | | |
| Valeo | CIC | Mytilineos | IBG | Buzzi Unicem | BAK | Legrand | CIC | | |
| Volkswagen | EQB | Nyrstar | BDG | Capelli | CIC | M o botix Ag | EQB | | |
| Banks | | Outokumpu | POH | Cfe | BDG | Neways Electronics | SNS | | |
| Aareal Bank | EQB | Portucel | CBI | Ciments Français | CIC | Nexans | CIC | | |
| Akbank | IBG | Rautaruukki | POH | Cramo | POH | Pkc Group | POH | | |
| Aktia | POH | Salzgitter | EQB | Deceuninck | BDG | Rcf Group | BAK | | |
| Banca Carige | BAK | Semapa | CBI | Eiffage | CIC | Rexel | CIC | | |
| Banca Mps | BAK | Stora Enso | POH | Ellaktor | IBG | Schneider Electric Sa | CIC | | |
| Banco Popolare | BAK | Talvivaara Mining Co Plc | POH | Fcc | BBO | Vacon | POH | | |
| Banco Popular | BBO | Thyssenkrupp | EQB | Ferrovial | ВВО | Vaisala | POH | | |
| Banco Sabadell | ВВО | Tubacex | BBO | Gek Terna | IBG | Xeikon Nv | SNS | | |
| Banco Sabadell Banco Santander | ВВО | | POH | | SNS | ACINUTITY | JINO | | |
| | | Upm-Kymmene | PUH | Grontmij | | | | | |
| Banesto | BBO | | | Grupo San Jose | BBO | | | | |



| Food & Beverage | M em(*) | Food & Drug Retailers | M em(*) | Jacquet M etal Service | CIC | M elia Hotels International | вво | Ponsse | РОН |
|--------------------------|---------|----------------------------|---------|-------------------------|-----------|-------------------------------------|---------|---|--------------|
| Acomo | SNS | Ahold | SNS | Jumbo | IBG | Nh Hoteles | вво | Prima Industrie | BAK |
| Anheuser-Busch Inbev | BDG | Bim | IBG | Macintosh | SNS | Орар | IBG | Prysmian | BAK |
| | | | | | | | | • | |
| Aryzta | NCB | Carrefour | CIC | Rapala | POH | Paddy Power | NCB | Sabaf | BAK |
| Atria | POH | Casino Guichard-P | CIC | Stockmann | POH | Sodexo | CIC | Schuler Ag | EQB |
| Baron De Ley | ВВО | Colruyt | BDG | Healthcare | M em(*) | Sonae Capital | CBI | Singulus Technologies | EQB |
| Baywa | EQB | Delhaize | BDG | Ab-Biotics | ВВО | Trigano | CIC | Smt Scharf Ag | EQB |
| Berentzen | EQB | Dia | вво | Almirall | ВВО | Tui | EQB | Sogeclair | CIC |
| Bonduelle | CIC | Guyenne & Gascogne | CIC | Amplifon | BAK | William Hill Plc | NCB | Ten Cate | SNS |
| C&C Group | NCB | Kesko | POH | Arseus | BDG | Household Goods | M em(*) | Trilogiq | CIC |
| Campari | BAK | Marr | BAK | Bayer | EQB | De Longhi | BAK | Vossloh | EQB |
| Campofrio | вво | Rallye | CIC | Biomerieux | CIC | Elica | BAK | Wärtsilä | POH |
| Coca Cola Hellenic | IBG | Sligro | SNS | Biotest | EQB | Indesit | BAK | Zardo ya Otis | BBO |
| Csm | SNS | Sonae | СВІ | Cegedim | CIC | Philips Electronics | SNS | Industrial Transportati & M otorways | on Mem(*) |
| Danone | CIC | General Industrials | M em(*) | Celesio | EQB | U10 | CIC | Abertis | ВВО |
| Donegal Creameries | NCB | Aalberts | SNS | Diasorin | BAK | Industrial Engineering | M em(*) | Adp | CIC |
| Duvel | BDG | Accell Group | SNS | Drägerwerk | EQB | Agta Record | CIC | - Atlantia | BAK |
| Ebro Foods | вво | Advanced Vision Technology | EQB | Faes Farma | вво | Aixtron | EQB | Bollore | CIC |
| Enervit | BAK | Ahlstrom | POH | Fresenius | EQB | Ansaldo Sts | BAK | Brisa | CBI |
| Fleury Michon | CIC | Analytik Jena | EQB | Fresenius Medical Care | EQB | Bauer Ag | EQB | Caf | вво |
| Fyffes | NCB | Arcadis | SNS | Gerresheimer Ag | EQB | Biesse | BAK | Deutsche Post | EQB |
| Glanbia | NCB | Aspo | РОН | Grifols Sa | вво | Cargotec Corp | POH | Dockwise | SNS |
| Heineken | SNS | Azkoyen | вво | Korian | CIC | Cfao | CIC | Fraport | EQB |
| Hkscan | POH | Bekaert | BDG | Laboratorios Rovi | ВВО | Danieli | BAK | Gemina | BAK |
| Kerry Group | NCB | Dcc | NCB | Medica | CIC | Datalogic | BAK | Hes Beheer | SNS |
| Ktg A grar | EQB | Derby Cycle | EQB | Mediq | SNS | Delclima | BAK | Hhla | EQB |
| Lanson-Bcc | CIC | Evolis | CIC | Merck | EQB | Demag Cranes | EQB | Irish Continental Group | NCB |
| Laurent Perrier | CIC | | IBG | Natraceutical Sa | ВВО | Duro Felguera | BBO | Logwin | EQB |
| Ldc | CIC | Frigoglass Huhtamäki | POH | Novartis | CIC | Emak | BAK | Norbert Dentressangle | CIC |
| Lotus Bakeries | BDG | Kendrion | SNS | Oriola-Kd | POH | | POH | Postni | SNS |
| Natra | BBO | | | Orion | POH | Exel Composites Exel Industries | | Sias | BAK |
| | | Mifa | EQB | | | | CIC | | SNS |
| Naturex | CIC | Nedap | SNS | Orpea | CIC | Faiveley | CIC | Tnt Express | |
| Nestle | SNS | Neopost | CIC | Recordati | BAK | Fiat Industrial | BAK | Insurance | M em(*) |
| Nutreco | SNS | Pöyry | POH | Rho en-Klinikum | EQB | Gea Group | EQB | Aegon | SNS |
| Olvi | POH | Prelios | BAK | Roche | CIC | Gesco | EQB | Ageas | BDG |
| Origin Enterprises | NCB | Resilux | BDG | Sanofi | CIC | Gildemeister | EQB | Allianz | EQB |
| Parmalat | BAK | Saf-Holland | EQB | Sorin | BAK | Haulotte Group | CIC | Axa | CIC |
| Pernod-Ricard | CIC | Saft | CIC | Stallergènes | CIC | Heidelberger Druck | EQB | Delta Lloyd | SNS |
| Pinguinlutosa | BDG | Skw Stahl | EQB | Ucb | BDG | lma | BAK | Fbd Holdings Plc | NCB |
| Raisio | POH | Tessi | CIC | United Drug | NCB | Interpump | BAK | Fondiaria Sai | BAK |
| Remy Cointreau | CIC | Tkh Group | SNS | Hotels, Travel & Touris | sm Mem(*) | Khd Humboldt Wedag International | EQB | Generali | BAK |
| Sipef | BDG | Vidrala | вво | Accor | CIC | Kone | POH | Hannover Re | EQB |
| Ter Beke | BDG | Wendel | CIC | A uto grill | BAK | Konecranes | POH | M apfre Sa | вво |
| Total Produce | NCB | General Retailers | M em(*) | Beneteau | CIC | Krones Ag | EQB | M edio lanum | BAK |
| Unilever | SNS | Beter Bed Holding | SNS | Compagnie Des Alpes | CIC | Kuka | EQB | Milano Assicurazioni | BAK |
| Vilmorin | CIC | D'leteren | BDG | Groupe Partouche | CIC | Man | EQB | M unich Re | EQB |
| Viscofan | ВВО | Douglas Holding | EQB | I Grandi Viaggi | BAK | Manitou | CIC | Sampo | POH |
| | | | | | | | | | |
| Vranken Pommery Monopole | | Fielmann | EQB | Ibersol | CBI | Max Automation Ag | EQB | Unipol | BAK |
| Wessanen | SNS | Folli Follie Group | IBG | Intralot | IBG | Metso | POH | Zurich Financial Services | BAK |
| | | Fourlis Holdings | IBG | Ladbrokes | NCB | Outotec | POH | | |
| | | Inditex | BBO | Lottomatica | BAK | Pfeiffer Vacuum | EQB | | |



| M edia | M em(*) | Total | CIC | Sponda | POH | Gameloft | CIC | Belgacom | BDG |
|---------------------------|---------|--------------------------------|---------|-----------------------|---------------|-----------------------|---------|----------------------------|--------|
| Ad Pepper | EQB | Tupras | IBG | Technopolis | POH | Gft Technologies | EQB | Bouygues | CIC |
| Adlpartner | CIC | Oil Services | M em(*) | Unibail-Rodamco | BDG | Groupe Open | CIC | Deutsche Telekom | EQB |
| Alma M edia | POH | Bourbon | CIC | Vastned Retail | BDG | Guillemot Corporation | CIC | Elisa | POH |
| Antena 3Tv | вво | Cgg Veritas | CIC | Vib Vermoegen | EQB | I.R.I.S. | BDG | Eutelsat Communications Sa | CIC |
| Brill | SNS | Fugro | SNS | Wdp | BDG | I:Fao Ag | EQB | France Telecom | CIC |
| Caltagirone Editore | BAK | Saipem | BAK | Renewable Energy | M em(*) | lct Automatisering | SNS | Freenet | EQB |
| Cofina | CBI | Technip | CIC | Abengoa | ВВО | Indra Sistemas | вво | Gowex | вво |
| Editoriale L'Espresso | BAK | Tecnicas Reunidas | вво | Biopetrol Industries | EQB | Integralis A g | EQB | Jazztel | вво |
| GI Events | CIC | Tenaris | BAK | Daldrup & Soehne | EQB | Itelligence | EQB | Kpn Telecom | SNS |
| Havas | CIC | Vallourec | CIC | Deutsche Biogas | EQB | Logica | SNS | Mobistar | BDG |
| Hi-M edia | CIC | Vopak | SNS | Enel Green Power | BAK | Neurones | CIC | Ote | IBG |
| Impresa | CBI | Personal Goods | M em(*) | Gamesa | вво | No vabase Sgps | CBI | Portugal Telecom | CBI |
| Ipsos | CIC | Adidas | EQB | Martifer Sgps Sa | CBI | Ordina | SNS | Ses | CIC |
| Jcdecaux | CIC | Amer Sports | POH | Phoenix Solar | EQB | Osiatis | CIC | Sonaecom | CBI |
| Kinepolis | BDG | Basic Net | BAK | Sma Solar Technology | EQB | Psi | EQB | Telecom Italia | BAK |
| Lagardere | CIC | Beiersdorf | EQB | Solar-Fabrik | EQB | Qurius | SNS | Telefonica | вво |
| Lbi International Nv | SNS | Geox | BAK | Solarworld | EQB | Realdolmen | BDG | Telenet Group | BDG |
| M 6-M etropole Television | CIC | Gerry Weber | EQB | Solutronic | EQB | Reply | BAK | Teliasonera | POH |
| M ediaset | BAK | Hugo Boss | EQB | | EQB | Rib Software | EQB | Tiscali | BAK |
| | BBO | · · | EQB | Sunways | | Seven Principles Ag | EQB | Turkcell | IBG |
| M ediaset Espana | | Loewe | | Semiconductors | Mem(*) SNS | - | | | |
| M eetic | CIC | Luxottica | BAK | Asm International | | Sii | CIC | United Internet | EQB |
| Nextradiotv | CIC | Marcolin | BAK | Asml | SNS | Sopra Group | CIC | Vodafone | BAK |
| Nostrum | BBO | Marimekko | POH | Besi | SNS | Steria | CIC | Zon Multimedia | CBI |
| Nrj Gro up | CIC | Medion | EQB | Melexis | BDG | Tieto | POH | Utilities | Mem(*) |
| Pages Jaunes | CIC | Ppr | CIC | Okmetic | POH | Tomtom | SNS | A2A | BAK |
| Prisa | ВВО | Puma | EQB | Roodmicrotec | SNS | Transics | BDG | Acciona | BBO |
| Publicis | CIC | Safilo | BAK | Stmicro electronics | BAK | Unit4 | SNS | Acea | BAK |
| Rcs Mediagroup | BAK | Salvatore Ferragamo | BAK | Suess Microtec | EQB | Wincor Nixdorf | EQB | E.On | EQB |
| Reed Elsevier N.V. | SNS | Sarantis | IBG | Software & Computer | | Support Services | M em(*) | Edp - | CBI |
| Roularta | BDG | Tod'S | BAK | Aedian | CIC | Batenburg | SNS | Edp Renováveis | CBI |
| Rtl Group | BDG | Van De Velde | BDG | Affecto | POH | Brunel | SNS | Elia | BDG |
| Sanoma | POH | Zucchi | BAK | Akka Technologies | CIC | Bureau Veritas S.A. | CIC | Enagas | вво |
| Seat | BAK | Real Estate | M em(*) | Alten | CIC | Cpl Resources Plc | NCB | Endesa | вво |
| Spir Communication | CIC | Aedifica | BDG | Altran | CIC | Dpa | SNS | Enel | BAK |
| Talentum | POH | Ascencio | BDG | Amadeus | BBO | Edenred | CIC | Fluxys | BDG |
| Telegraaf Media Groep | SNS | Atenor | BDG | Atos Origin | CIC | Ei To wers | BAK | Fortum | POH |
| Teleperformance | CIC | Banimmo | BDG | Basware | POH | Fiera Milano | BAK | Gas Natural Fenosa | BBO |
| Tf1 | CIC | Befimmo | BDG | Beta Systems Software | EQB | Imtech | SNS | Gdf-Suez | CIC |
| Ti M edia | BAK | Beni Stabili | BAK | Bull | CIC | Lassila & Tikanoja | POH | Hera | BAK |
| Ubisoft | CIC | Citycon | POH | Capgemini | CIC | Prosegur | вво | Iberdrola | BBO |
| Vivendi | CIC | Cofinimmo | BDG | Cegid | CIC | Randstad | SNS | Iren | BAK |
| Wolters Kluwer | SNS | Corio | BDG | Cenit | EQB | Tmc Group | SNS | Public Power Corp | IBG |
| Oil & Gas Producers | M em(*) | Deutsche Euroshop | EQB | Comptel | POH | Usg People | SNS | Red Electrica De Espana | BBO |
| Eni | BAK | - lgd | BAK | Ctac | SNS | Telecom Equipment | M em(*) | Ren | CBI |
| Galp Energia | CBI | Intervest Offices & Warehouses | BDG | Dassault Systemes | CIC | Ericsson | POH | Rwe | EQB |
| Gas Plus | BAK | Intervest Retail | BDG | Digia | POH | Gigaset | EQB | Sechilienne Sidec | CIC |
| Hellenic Petroleum | IBG | lvg Immobilien A g | EQB | Docdata | SNS | Hf Company | CIC | Snam | BAK |
| Maurel Et Prom | CIC | Leasinvest Real Estate | BDG | Engineering | BAK | Nokia | POH | Suez Environnement | CIC |
| M otor Oil | IBG | Poh | BDG | Esi Group | CIC | Teleste | POH | Terna | BAK |
| | | | | | | | | | |
| Neste Oil | POH | Realia | BBO | Exact Holding Nv | SNS | Telecommunications | M em(*) | Veolia Environnement | CIC |

LEGEND: BAK: Banca Akros; BDG: Bank Degroof; BBO: Bankia Bolsa; CIC: CM CIC Securities; CBI: Caixa- Banco de Investimento; EQB: Equinet bank ;1BG: Investment Bank of Greece,
NCB: NCB Stockbrokers, POH: Pohjola Bank; SNS: SNS Securities
as of 30th July 2012



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ESN Recommendation System

The ESN Recommendation System is **Absolute**. It means that each stock is rated on the basis of a **total return**, measured by the upside potential (including dividends and capital reimbursement) over a **12 month time horizon**.

The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: Buy, Accumulate (or Add), Hold, Reduce and Sell (in short: B, A, H, R, S).

Furthermore, in specific cases and for a limited period of time, the analysts are allowed to rate the stocks as **Rating Suspended (RS)** or **Not Rated (NR)**, as explained below.

Meaning of each recommendation or rating:

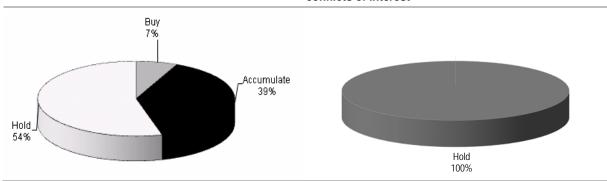
- Buy: the stock is expected to generate total return of over 20% during the next 12 months time horizon
- Accumulate: the stock is expected to generate total return of 10% to 20% during the next 12 months time horizon
- Hold: the stock is expected to generate total return of 0% to 10% during the next 12 months time horizon.
- Reduce: the stock is expected to generate total return of 0% to -10% during the next 12 months time horizon

•

- Rating Suspended: the rating is suspended due to a capital operation (takeover bid, SPO, ...) where the issuer of the document (a partner of ESN) or a related party of the issuer is or could be involved or to a change of analyst covering the stock
- Not Rated: there is no rating for a company being floated (IPO) by the issuer of the document (a partner of ESN) or a related party of the issuer

Bank Degroof Ratings Breakdown

Bank Degroof Ratings Breakdown for companies with conflicts of interest

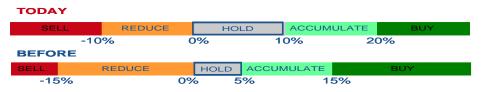


History of ESN Recommendation System

Since 18 October 2004, the Members of ESN are using an Absolute Recommendation System (before was a Relative Rec. System) to rate any single stock under coverage.

Since 4 August 2008, the ESN Rec. System has been amended as follow.

- Time horizon changed to 12 months (it was 6 months)
- Recommendations Total Return Range changed as below:





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|-----------------------------|-----------------|-----------------------|-----------------|
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| Bart Beullens | +32 2 287 91 80 | Tanguy del Marmol | +32 2 287 96 13 |
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| Pascal Magis | +32 2 287 97 81 | Robin Podevyn | +32 2 287 91 82 |
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| Institutional & corporate b | oond desk | Derivatives brokerage | |
| Peter Deknopper | +32 2 287 91 22 | Mohamed Abalhossain | +32 2 287 95 10 |
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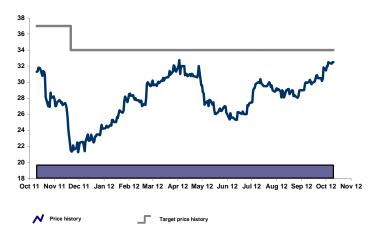


Recommendation history for ATENOR

| Date | Recommendation | Target price | Price at change date |
|-----------|----------------|--------------|----------------------|
| 11-Oct-12 | Accumulate | 36.00 | 32.49 |
| 21-Nov-11 | Accumulate | 34.00 | 21.50 |
| 15-Sep-11 | Accumulate | 37.00 | 30.20 |
| 22-Nov-10 | Hold | 37.00 | 34.07 |
| 1-Sep-10 | Accumulate | 39.00 | 32.62 |
| 1-Jul-10 | Accumulate | 40.00 | 33.40 |
| 30-Jun-10 | Hold | 40.00 | 33.01 |
| | | | |

Source: Factset & ESN, price data adjusted for stock splits.

This chart shows Bank Degroof continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Jean-Marie Caucheteux (since 22/01/2009)



Bank Degroof acts as liquidity provider for:

Aedifica, Atenor, Banimmo, Bois Sauvage, BSB International, Connect Group, D'Ieteren, Duvel, Eckert-Ziegler, Elia, Floridienne, GIMV, Intervest Retail, I.R.I.S., Kinepolis, Leasinvest, Luxempart, Montea, PinguinLutosa, Realco, Resilux, Roularta, Sapec, Ter Beke, Van de Velde.

Bank Degroof holds a significant stake in:

Fountain and Proximedia.

Bank Degroof board members and employees hold mandates in the following listed companies:

Aedifica, Atenor, Barco, Brederode, Cofinimmo, D'Ieteren, Elia, Floridienne, Proximedia, Sapec, Sipef, Ter Beke, Tessenderlo and Zetes.

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