

# TRASTOR REAL ESTATE INVESTMENT COMPANY

Nine-Month Financial Report for the period

1 January - 30 September 2011

In Accordance with the International Financial Reporting Standards

The attached Financial Statements were approved by Trastor REIC Board of Directors on 15 November 2011 and have been published on the Company's website: <a href="https://www.trastor-reic.gr">www.trastor-reic.gr</a>

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# INTERIM STATEMENT OF FINANCIAL POSITION

		GROUP		COMPANY		
	Note	30.09.2011	31.12.2010	30.09.2011	31.12.2010	
ASSETS						
Non-current Assets						
Tangible Assets		134.633,19	152.069,41	134.633,19	152.069,41	
Intangible Assets		15.026,48	22.273,88	15.026,48	22.273,88	
Investment Property	7	80.577.143,00	97.241.774,00	67.735.864,00	84.214.050,00	
Investment in subsidiaries		0,00	0,00	5.320.046,89	4.220.046,89	
Receivables from related businesses		0,00	0,00	0,00	320.000,00	
Other receivables	9	81.599,76	83.443,56	68.389,76	70.233,56	
		80.808.402,43	97.499.560,85	73.273.960,32	88.998.673,74	
Current Assets						
Trade Receivables	0	728.482,44	309.858,60	321.168,17	250.374,48	
Other Receivables	8 9	14.821.064,13	174.286,64	14.769.484,16	145.898,26	
Cash and cash equivalents	9	9.624.094,11	13.179.451,22	9.468.867,31	12.626.276,81	
Cash and cash equivalents		25.173.640,68	13.663.596,46	24.559.519,64	13.022.549,55	
		23.173.040,00	13.003.330,40	24.000.010,04	13.022.343,33	
TOTAL ASSETS		105.982.043,11	111.163.157,31	97.833.479,96	102.021.223,29	
EQUITY & LIABILITIES						
EQUITY						
Equity and Investor reserves						
Share Capital		62.023.711,20	62.023.711,20	62.023.711,20	62.023.711,20	
Share Premium		163.190,75	163.190,75	163.190,75	163.190,75	
Reserves		2.526.898,96	2.526.898,96	2.526.898,96	2.526.898,96	
Retained Earnings		32.847.545,87	36.847.312,11	32.368.756,77	36.374.625,89	
Total Equity		97.561.346,78	101.561.113,02	97.082.557,68	101.088.426,80	
LIABILITIES						
Non-current liabilities			04 570 00		04 570 00	
Retirement Benefit Obligations		29.506,25	21.572,00	29.506,25	21.572,00	
Loan Obligations	11	6.375.000,00 78.914,08	6.906.250,00	0,00 78.914,08	0,00 77.274,08	
Other non-current Liabilities		6.483.420,33	77.274,08 7.005.096,08	108.420,33	98.846,08	
Current Liebilities		0.405.420,55	7.005.090,08	100.420,33	50.040,00	
Current Liabilities		137 072 11	559.813,44	222 647 20	404.146,53	
Suppliers and other Liabilities	11	437.072,44 1.062.500,00	1.593.750,00	232.647,30 0,00	404.140,55	
Loans Income Tax	11 12	437.703,56	443.384,77	409.854,65	429.803,88	
	12	1.937.276,00	2.596.948,21	642.501,95	833.950,41	
Total Liabilities		8.420.696,33	9.602.044,29	750.922,28	932.796,49	
TOTAL EQUITY & LIABILITIES		105.982.043,11	111.163.157,31	97.833.479,96	102.021.223,29	



# INTERIM STATEMENT OF GROUP TOTAL INCOME

	Note	01.01 30.09.2011	01.01 30.09.2010	01.07 30.09.2011	01.07 30.09.2010
Rental Income		4.811.340,15	5.792.165,80	1.445.046,21	1.915.708,78
Income from Services Provided		0,00	172.954,49	0,00	56.203,56
Gains / (Losses) from property sale		941,00)	0,00	8.303,00	0,00
Gains / (Losses) from Fair Value Adjustments of Investments		(1.773.690,00)	(5.030.150,32)	0,00	(7.867,32)
Other Income		48.116,32	102.287,57	3.299,37	95.201,31
Total Operating Income		3.084.825,47	1.037.257,54	1.456.648,58	2.059.246,33
Investment Property Operating expenses	13	(378.246,72)	(775.091,40)	(83.393,62)	(315.665,74)
Personnel Expenses		(325.634,45)	(434.317,92)	(99.903,78)	(129.325,98)
Other Operating Expenses	14	(376.079,19)	(430.456,24)	(90.819,90)	(152.351,14)
Depreciation		(25.690,73)	(29.894,37)	(8.360,93)	(10.373,15)
Total Operating Expenses		(1.105.651,09)	(1.669.759,93)	(282.478,23)	(607.716,01)
Interest Income		244.527,03	235.766,35	74.789,16	102.155,32
Financial Expenses		(271.720,71)	(251.799,31)	(91.622,58)	(86.107,80)
Profit /( Losses) before tax		1.951.980,70	(648.535,35)	1.157.336,93	1.467.577,84
Interest Income	12	(462.922,94)	(578.695,53)	(354.474,78)	(56.948,55)
Profit / (Losses) after tax		1.489.057,76	(1.227.230,88)	802.862,15	1.410.629,29
Other Comprehensive Income		0,00	0,00	0,00	0,00
Total comprehensive income / (losses) after tax		1.489.057,76	(1.227.230,88)	802.862,15	1.410.629,29
Attributed to :					
- Company's Shareholders		1.489.057,76	(1.227.230,88)	802.862,15	1.410.629,29
- Minority Shareholders		0,00	0,00	0,00	0,00
Earnings / (Losses) per share attributed to shareholders (in €)					
Basic & Diluted	15	0,0271	(0,0224)	0,0146	0,0257



# INTERIM STATEMENT OF COMPANY TOTAL INCOME

	Note	01.01 30.09.2011	01.01 30.09.2010	01.07 30.09.2011	01.07 30.09.2010
Rental Income		4.222.129,67	5.141.079,80	1.200.795,21	1.671.457,78
Income from Services Provided		0,00	25.059,17	0,00	0,00
Gains / (Losses) from sale of investment properties		(941,00)	0,00	8.303,00	0,00
Gains/ (Losses) from Fair Value Adjustments of Investments		(1.587.245,00)	(4.642.635,32)	0,00	(7.867,32)
Other Income		48.116,32	109.967,57	3.299,37	95.201,31
Total Operating Income		2.682.059,99	633.471,22	1.212.397,58	1.758.791,77
Investment Property Operating expenses	13	(304.490,04)	(629.250,52)	(73.294,90)	(254.846,32)
Personnel Expenses		(325.634,45)	(434.317,92)	(99.903,78)	(129.325,98)
Other Operating Expenses	14	(368.541,90)	(423.110,08)	(90.650,22)	(152.324,14)
Depreciation		(25.690,73)	(29.894,37)	(8.360,93)	(10.373,15)
Total Operating Expenses		(1.024.357,12)	(1.516.572,89)	(272.209,83)	(546.869,59)
Interest Income		247.158,11	240.729,04	74.789,16	103.346,27
Financial Expenses		(401,33)	(412,10)	(72,20)	(146,94)
Profit/( Losses) before tax		1.904.459,65	(642.784,73)	1.014.904,71	1.315.121,51
Income Tax	12	(421.504,77)	(574.457,75)	(326.625,87)	(50.231,01)
Profit / (Losses) after tax		1.482.954,88	(1.217.242,48)	688.278,84	1.264.890,50
Other comprehensive income		0,00	0,00	0,00	0,00
Total Operating income/ (losses) after tax	=	1.482.954,88	(1.217.242,48)	688.278,84	1.264.890,50



# INTERIM STATEMENT OF CHANGES IN EQUITY

		THE	E GROUP			
	Note	Share Capital	Share Premium	Other Reserves	Retained Earnings	Total Equity
Opening Balance as at 1 January 2010		62.023.711,20	163.190,75	2.292.131,21	47.932.645,40	112.411.678,56
Distributed Dividends for the fiscal year 2009		-	-	-	(6.037.706,40)	(6.037.706,40)
Cumulative Total income after tax for the period 01.01.2010 – 30.09.2010					(1.227.230,88)	(1.227.230,88)
Balance as at 30 September 2010		62.023.711,20	163.190,75	2.292.131,21	40.667.708,12	105.146.741,28
Opening Balance as at 1 January 2011		62.023.711,20	163.190,75	2.526.898,96	36.847.312,11	101.561.113,02
Distributed Dividends for the fiscal year 2010	16	-	-	-	(5.488.824,00)	(5.488.824,00)
Cumulative Total Income / (losses) after tax for the period 01.01.2011 – 30.09.2011					1.489.057,76	1.489.057,76
Balance as at 30 September 2011		62.023.711,20	163.190,75	2.526.898,96	32.847.545,87	97.561.346,78

		THE	COMPANY Share	Retained		
	Note	Share Capital	Premium	Other Reserves	Earnings	Total Equity
Opening Balance as at 1 January 2010		62.023.711,20	163.190,75	2.292.131,21	47.468.549,04	111.947.582,20
Distributed Dividends for the fiscal year 2009 Cumulative total income after tax for the period 01.01.2010 – 30.09.2010		-	-	-	(6.037.706,40)	(6.037.706,40)
		-	-	-	(1.217.242,48)	(1.217.242,48)
Balance as at 30 September 2010		62.023.711,20	163.190,75	2.292.131,21	40.213.600,16	104.692.633,32
Opening Balance as at 1 January 2011		62.023.711,20	163.190,75	2.526.898,96	36.374.625,89	101.088.426,80
Distributed Dividends for the fiscal year 2010 Cumulative Total Income/	16	-	-	-	(5.488.824,00)	(5.488.824,00)
(losses) after tax for the period 01.01.2011 – 30.09.2011 Balance as at 30 September 2011					1.482.954,88	1.482.954,88
		62.023.711,20	163.190,75	2.526.898,96	32.368.756,77	97.082.557,68



# INTERIM STATEMENT OF CASH FLOWS

		THE G	ROUP	THE COMPANY		
		01.01.2011-	01.01.2010-	01.01.2011-	01.01.2010-	
Cook Flows from Onenoting Activities	<u>Note</u>	30.09.2011	30.09.2010	30.09.2011	30.09.2010	
Cash Flows from Operating Activities		1.951.980,70	(648.535,35)	1.904.459,65	(642.784,73)	
Profit / (Losses) before tax Plus / minus adjustments for :		1.951.900,70	(040.000,00)	1.304.433,03	(042.704,73)	
Depreciation		25.690,73	29.894,37	25.690,73	29.894,37	
Provisions		(6.000,73)	30.534,24	(3.400,73)	30.534,24	
Gains / (Losses) from investment property		1.773.690,00		1.587.245,00		
adjustment to fair value	7	1.775.090,00	5.030.150,32	1.567.245,00	4.642.635,32	
Gains / (Losses) from sale of investment properties		941,00	0,00	941,00	0,00	
Interest Income		(244.527,03)	(235.766,35)	(247.158,11)	(240.729,04)	
Interest & Similar expenses		271.720,71	251.799,31	401,33	412,10	
Plus / minus adjustments for changes in						
working capital accounts or relating to						
operating activities: Increase / (decrease) in receivables		(179.377,29)	439.178,02	189.044,45)	(67.475,60)	
Increase / (decrease) in liabilities (excluding				. ,		
banks)		(612.510,73)	(1.051.361,72)	(180.101,19)	(532.438,29)	
Less :						
Interest & similar expenses paid		(114.428,90)	(100.480,08)	(401,33)	(412,10)	
Tax paid	-	(468.604,15)	(904.779,02)	(441.454,00)	(875.500,46)	
Total inflows from operating activities		2.398.574,31	2.840.633,74	2.835.266,80	2.344.135,81	
Cash flows from investing activities						
Acquisition of subsidiaries		0,00	(1.620.046,89)	(1.100.000,00)	(1.620.046,89)	
Purchase of tangible and intangible fixed assets		(1.007,11)	(80.383,74)	(1.007,11)	(79.873,74)	
Purchase from sale on investment property		380.000,00	0,00	380.000,00	0,00	
Interest income received	_	217.199,29	206.723,33	215.954,41	203.933,94	
Total inflows from investing activities		596.192,18	(1.493.707,30)	(505.052,70)	(1.495.986,69)	
Cash flows from financing activities						
Proceeds from Loans		0,00	0,00	0,00	0,00	
Loan payments		(1.062.500,00)	0,00	0,00	0,00	
Dividends paid	_	(5.487.623,60)	(6.037.754,58)	(5.487.623,60)	(6.037.754,58)	
Total (outflows ) from financing activities		(6.550.123,60)	(6.037.754,58)	(5.487.623,60)	(6.037.754,58)	
Net increase / (decrease) from cash and cash equivalents		(3.555.357,11)	(4.690.828,14)	(3.157.409,50)	(5.189.605,46)	
Cash and cash equivalents at beginning of period		13.179.451,22	16.726.275,15	12.626.276,81	16.699.645,58	
Cash and cash equivalents at end of period	_	9.624.094,11	12.035.447,01	9.468.867,31	11.510.040,12	



## NOTES ON INTERIM CONDENSED FINANCIAL STATEMENTS

## 1 GENERAL INFORMATION ABOUT THE COMPANY

TRASTOR REAL ESTATE INVESTMENT COMPANY, formerly PIRAEUS REAL ESTATE INVESTMENT COMPANY (referred to as "the Company"), operates with the single objective of managing investment property portfolio in accordance with Law 2778/1999 and Codified Law 2190/1920. The main activity of the Company is to lease properties under operating lease agreements.

The Company operates in Greece and its registered office is located in Athens (116, Kifissias Ave and 1, Davaki Street).

The Company's shares are traded on the Athens Stock Exchange.

The consolidated statements of the Group incorporate the financial statements of its subsidiary "REMBO S.A." by means of full consolidation. "REMBO S.A." was acquired by 100% on 08.12.2009. Its main objective is property management, it operates in Greece and its registered office is located in Athens (116, Kifissias Ave and 1, Davaki Street).

The present financial statements were approved by the Company's Board of Directors on 15 November 2011.

The interim condensed financial statements of the Company are incorporated, using the method of equity, in the consolidated financial statements of the following companies: a) "PASAL DEVELOPMENT S.A." listed on the ATHEX and domiciled in Greece, which owns 37.08% of the share capital of the Company and b) "PIRAEUS BANK S.A." listed on the ATHEX and domiciled in Greece, which owns 33.80% of the share capital of the Company.

#### 2 GENERAL ACCOUNTING POLICIES OF THE GROUP

The same accounting policies and methods of computation as those in the annual financial statements for the year ended 31 December 2010 have been followed.

#### 2.1 Basis of preparation of the interim condensed financial statements

The interim condensed financial statements for the period ended 30 September 2011 have been prepared in accordance with the International Accounting Standard (IAS) 34 "Interim Financial Reporting" and should be read along with the Group's annual financial statements for the year ended 31 December 2010, which were compiled on the basis of the International Accounting Standards.

#### 2.2 New accounting standards and interpretations issued by the IFRIC

**New standards, amendments to standards and interpretations:** certain new standards, amendments to standards and interpretations have been issued that are mandatory for accounting periods beginning during the current accounting period or later. The Group evaluates the effect of these new standards, amendments and interpretations as follows.

Standards and Interpretations effective for the current financial period / year

#### IAS 24 (Revised) "Related Party Disclosures"

This amendment attempts to reduce disclosures of transactions between government-related entities and clarify relatedparty definition. More specifically, it removes the requirement for government-related entities to disclose details of all transactions with the government and other government-related entities, clarifies and simplifies the definition of a related party and requires the disclosure not only of the relationships, transactions and outstanding balances between related parties, but of commitments as well in both the consolidated and the individual financial statements. This revision does not affect the Group's financial statements.

#### IAS 32 (Amendment) "Financial Instruments: Presentation"

This amendment clarifies how certain rights issues should be classified. In particular, based on this amendment, rights, options or warrants to acquire a fixed number of the entity's own equity instruments for a fixed amount of any currency are equity instruments if the entity offers the rights, options or warrants pro rata to all of its existing owners of the same class of its own non-derivative equity instruments. This amendment is not relevant to the Group.

#### Amendments to standards that form part of the IASB's 2010 annual improvements project

The amendments set out below describe the key changes to IFRSs following the publication in May 2010 of the results of the IASB's annual improvements project. Unless otherwise stated the following amendments do not have a material impact on the Group's financial statements.

# **IFRS 3 "Business Combinations"**

The amendments provide additional guidance with respect to: (i) contingent consideration arrangements arising from business combinations with acquisition dates preceding the application of IFRS 3 (2008); (ii) measuring non-controlling interests; and (iii) accounting for share-based payment transactions that are part of a business combination, including unreplaced and voluntarily replaced share-based payment awards.

#### IFRS 7 "Financial Instruments: Disclosures"

The amendments include multiple clarifications related to the disclosure of financial instruments.



#### IAS 1 "Presentation of Financial Statements"

The amendment clarifies that entities may present an analysis of the components of other comprehensive income either in the statement of changes in equity or within the notes.

# IAS 27 "Consolidated and Separate Financial Statements"

The amendment clarifies that the consequential amendments to IAS 21, IAS 28 and IAS 31 resulting from the 2008 revisions to IAS 27 are to be applied prospectively.

## IAS 34 "Interim Financial Reporting"

The amendment places greater emphasis on the disclosure principles that should be applied with respect to significant events and transactions, including changes to fair value measurements, and the need to update relevant information from the most recent annual report.

## **IFRIC 13 "Customer Loyalty Programmers"**

The amendment clarifies the meaning of the term 'fair value' in the context of measuring award credits under customer loyalty programs.

Standards and Interpretations effective from periods beginning on or after 1 January 2012

# IFRS 7 (Amendment) "Financial Instruments: Disclosures" – transfers of financial assets (effective for annual periods beginning on or after 1 July 2011)

This amendment sets out disclosure requirements for transferred financial assets not derecognized in their entirety as well as on transferred financial assets derecognized in their entirety but in which the reporting entity has continuing involvement. It also provides guidance on applying the disclosure requirements. This amendment has not yet been endorsed by the EU.

# IAS 1 (Amendment) "Presentation of Financial Statements" (effective for annual periods beginning on or after 1 July 2012)

The amendment requires entities to separate items presented in other comprehensive income into two groups, based on whether or not they may be recycled to profit or loss in the future. This amendment has not yet been endorsed by the EU.

# IFRS 9 "Financial Instruments" (effective for annual periods beginning on or after 1 January 2013)

IFRS 9 is the first Phase of the Board's project to replace IAS 39 and deals with the classification and measurement of financial assets and financial liabilities. The IASB intends to expand IFRS 9 in subsequent phases in order to add new requirements for impairment and hedge accounting. The Group is currently investigating the impact of IFRS 9 on its financial statements. The Group cannot currently early adopt IFRS 9 as it has not been endorsed by the EU. Only once approved will the Group decide if IFRS 9 will be adopted prior to 1 January 2013.

# IFRS 13 "Fair Value Measurement" (Effective for annual periods beginning on or after 1 January 2013)

IFRS 13 provides new guidance on fair value measurement and disclosure requirements. These requirements do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within IFRSs. IFRS 13 provides a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRSs. Disclosure requirements are enhanced and apply to all assets and liabilities measured at fair value, not just financial ones. This standard has not yet been endorsed by the EU.

# Group of standards on consolidation and joint arrangements (effective for annual periods beginning on or after 1 January 2013)

The IASB has published five new standards on consolidation and joint arrangements: IFRS 10, IFRS 11, IFRS 12, IAS 27 (amendment) and IAS 28 (amendment). These standards are effective for annual periods beginning on or after 1 January 2013. Earlier application is permitted only if the entire "package" of five standards is adopted at the same time. These standards have not yet been endorsed by the EU. The Group is in the process of assessing the impact of the new standards on its consolidated financial statements. The main provisions are as follows:

# IFRS 10 "Consolidated Financial Statements"

IFRS 10 replaces all of the guidance on control and consolidation in IAS 27 and SIC 12. The new standard changes the definition of control for the purpose of determining which entities should be consolidated. This definition is supported by extensive application guidance that addresses the different ways in which a reporting entity (investor) might control another entity (investee). The revised definition of control focuses on the need to have both power (the current ability to direct the activities that significantly influence returns) and variable returns (can be positive, negative or both) before control is present. The new standard also includes guidance on participating and protective rights, as well as on agency/ principal relationships.



#### IFRS 12 "Disclosure of Interests in Other Entities"

IFRS 12 requires entities to disclose information, including significant judgments and assumptions, which enable users of financial statements to evaluate the nature, risks and financial effects associated with the entity's interests in subsidiaries, associates, joint arrangements and unconsolidated structured entities. An entity can provide any or all of the above disclosures without having to apply IFRS 12 in its entirety, or IFRS 10 or 11, or the amended IAS 27 or 28.

#### IAS 27 (Amendment) "Separate Financial Statements"

This Standard is issued concurrently with IFRS 10 and together, the two IFRSs supersede IAS 27 "*Consolidated and Separate Financial Statements*". The amended IAS 27 prescribes the accounting and disclosure requirements for investment in subsidiaries, joint ventures and associates when an entity prepares separate financial statements. At the same time, the Board relocated to IAS 27 requirements from IAS 28 "*Investments in Associates*" and IAS 31 "*Interests in Joint Ventures*" regarding separate financial statements.

#### IAS 28 (Amendment) "Investments in Associates and Joint Ventures"

IAS 28 "Investments in Associates and Joint Ventures" replaces IAS 28 "Investments in Associates". The objective of this Standard is to prescribe the accounting for investments in associates and to set out the requirements for the application of the equity method when accounting for investments in associates and joint ventures, following the issue of IFRS 11.

#### 3 CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS

Estimates and judgments are continually evaluated and are based on historical experience as adjusted under current market conditions and other factors.

The Group makes estimates and assumptions concerning future events. These estimates rarely relate to the actual results that may arise. The estimates and assumptions made for the interim financial results are the same with the ones made for the Annual Report 2010.

The estimates and assumptions that have a significant risk of causing adjustments to the book value of assets and liabilities within the next financial year are outlined below:

#### 3.1 Key accounting estimates and assumptions

#### a) Estimate of fair value of investment properties

The best evidence of fair value is current prices in an active market for similar lease and other contracts. In the absence of such information, the Company determines the amount within the range of reasonable fair value estimates, on the basis of the advice provided by independent surveyors.

In making its judgement, the Group considers information from a variety of sources including:

(i) Current prices in an active market for properties of different nature, condition or location (or subject to different lease or other contracts), adjusted to reflect those differences.

(ii) Recent prices of similar properties in less active markets, adjusted so as to reflect any changes in economic conditions since the date of the transactions at those prices.

(iii) Discounted cash flow based on reliable estimates of future cash flows, derived from the terms of any existing lease and other contracts and (where possible) from external evidence such as current market rents for similar properties in the same location and condition, and using discount rates that reflect current market assessments of the uncertainty in the amount and timing of the cash flows.

#### b) Main assumptions of the Management to estimate fair value

In the absence of current or recent prices, the fair value of properties is determined by using discounted cash flow methods.

The Group uses assumptions based mainly on prevailing market conditions at the date of the balance sheet. The main assumptions that support Management's estimates as for the determination of the fair value are those related to the collection of contractual rents, expected future market rents, vacancy periods, maintenance expenses as well as appropriate discount rates. Those assessments are systematically compared with actual market data, Company transactions and announced market transactions.

Expected future rents are estimated on the basis of current market rents for similar properties in the same location and condition.

#### 3.2 Substantial judgments of the Management for the application of accounting standards

#### Classification of recently acquired properties as investment or owner-occupied properties.

The Group determines if a recently acquired property expected to be used as investment property should be initially treated as a tangible fixed asset or as an investment property. In this framework, the Group takes into consideration the importance of the cash flows generated by the property regardless of the rest of the assets owned by the Group.



# 4 FINANCIAL RISK MANAGEMENT

#### 4.1 Financial Risk

The Group is exposed to certain financial risks including market risk (price risk and cash flow risk from changes in interest rates), credit risk, liquidity risk and real estate. The senior management of the Group is responsible for the management of risk. Risk management focuses on identifying and assessing financial risks such as: market risk, liquidity risk and real estate risk.

The interim condensed financial information does not include disclosure of all financial risks that are required for the annual consolidated financial statements and must be read in conjunction with the annual financial statements for the year ended 31 December, 2010

#### 4.2 Cash Flow Risk

The Group has significant interest-bearing assets which include deposits and time deposits. The Group's exposure to risk from fluctuations in interest rates derives from bank loans. The cost of borrowing may increase as a result of such changes and may generate losses or be reduced due to the emergence of unexpected events.

In relevance to 31 December, 2010 there was no significant change in the contractual obligations of the company

#### 4.3 Real Estate Risk Management

In Real Estate risk management the main risks are in relevance to, a) the location and the marketability of the property, b) the reliability and creditworthiness of the tenant, c) the way the property is being used by the lessee, d) the overall business activity in the area where the property is located, and e) the overall commercial upgrading or downgrading of the area.

Generally, when the economy is strong and/ or is experiencing economic growth with low inflation and interest rates, investments and employment rise and so does consumption generating an increase in trade that is adjusted according to the demands of the new shops and office spaces.

Conversely, in periods of adverse economic conditions and / or periods of low demand some areas in particular, are adversely affected along with the respective economic sectors, resulting in a decrease in demand for commercial premises.

The institutional framework of the Group, according to which a) the Group's portfolio is valued periodically as well as prior to an acquisition or transfer of a property from the Body of Sworn – in Valuers and, b) does not proceed with investment in building that are under development, eliminates any anticipating risks.

# 4.4 Fair Value Estimate

The company's assets are being valued at a fair value estimate and consist primarily of investment properties. Investments properties are measured at fair value based on estimates made by the management that are being further supported by reports from the Body of Sworn-In Valuers as stated by the provisions of Law 2778/1999. They are based on methods that are accepted by the International Financial Reporting Standards (a benchmark method on real estate and on discounted cash flows).

The main assumptions are:

a) Yield, depending on the type and characteristics of the property and

b) Discount rate, which fluctuates depending on the category and the rate of capitalization of the property.

The current –negative- economic trends along with the shrinking of commercial activity have led to a decline in the fair value of investment properties.

The Company's and the Group's investment properties are shown in note 7.

# 5 BUSINESS SEGMENTS

The Group's business segments according to the origin of the income per property type have as follow:

- shops
- office spaces
- petrol stations
- garages

The Group operates only in the Greek market and, hence, there is no breakdown by secondary business segments.

The breakdown of financial results, assets and liabilities per segment is as follows:



#### THE GROUP

01.01.2011-30.09.2011	Shops	Offices	Petrol Stations	Garage	Unallocated	Total
Income from leases	1.148.578,60	3.056.798,56	474.906,95	131.056,04	0,00	4.811.340,15
Gains / (losses) from investment property adjustment to fair value	(797.585,00)	(438.777,00)	(124.420,00)	(412.908,00)	0,00	(1.773.690,00)
Gains /(losses) from property sale	(9.244,00)	0,00	8.303,00	0,00	0,00	(941,00)
Services / Other income	36.864,72	0,00	0,00	0,00	11.251,60	48.116,32
Total income from Investment property	378.614,32	2.618.021,56	358.789,95	(281.851,96)	11.251,60	3.084.825,47
Interest income	0,00	0,00	0,00	0,00	244.527,03	244.527,03
Financial expenses	(271.120,68)	0,00	0,00	0,00	(600,03)	(271.720,71)
Total operating expenses	(187.579,51)	(111.915,26)	(32.876,72)	(45.875,23)	(727.404,37)	(1.105.651,09)
Profit before tax	(80.085,87)	2.506.106,30	325.913,23	(327.727,19)	(472.225,77)	1.951.980,70
Income tax	(134.640,66)	(202.070,66)	(48.383,13)	(28.436,55)	(49.391,94)	(462.922,94)
Profit after tax	(214.726,53)	2.304.035,64	277.530,10	(356.163,74)	(521.617,71)	1.489.057,76
30.09.2011	Shops	Offices	Petrol Stations	Garage	Unallocated	Total
Business segment assets	26.234.936,00	39.373.775,00	9.427.527,00	5.540.905,00	149.659,67	80.726.802,67
	26.234.936,00	39.373.775,00	9.427.527,00	5.540.905,00	149.659,67	80.726.802,67
Total receivables and cash	841.596,08	0,00	0,00	90.965,00	24.322.679,36	25.255.240,44
Total Assets	27.076.532,08	39.373.775,00	9.427.527,00	5.631.870,00	24.472.339,03	105.982.043,11
Total Liabilities	7.516.414,08	0,00	0,00	0,00	904.282,25	8.420.696,33
—						
01.01.2010-30.09.2010	Shops	Offices	Petrol Stations	Garage	Unallocated	Total
Income from leases	1.341.325,69	3.783.628,42	00.640,30	166.571,39	0,00	5.792.165,80
Gains / (losses) from adjustments to fair value	(1.787.213,32)	(1.869.310,00)	(356.744,00)	(1.016.883,00)	0,00	(5.030.150,32)
Services / Other Income	265.184,83	0,00	0,00	0,00	10.057,23	275.242,06
Total Income from Investment property	(180.702,80)	1.914.318,42	143.896,30	(850.311,61)	10.057,23	1.037.257,54
Interest Income	0,00	0,00	0,00	0,00	235.766,35	235.766,35
Net Financial Outcome	(251.387,21)	0,00	0,00	0,00	(412,10)	(251.799,31)
Total Operating Expenses	(322.162,40)	(308.177,78)	(90.748,53)	(54.002,69)	(894.668,53)	(1.669.759,93)
Profit before taxes	(754.252,41)	1.606.140,64	53.147,77	(904.314,30)	(649.257,05)	(648.535,35)
Income tax	(146.415,35)	(286.667,68)	(52.264,02)	(32.300,06)	(61.048,42)	(578.695,53)
Profit after tax	(900.667,76)	1.319.472,96	883,75	(936.614,36)	(710.305,47)	(1.227.230,88)
31.12.2010	Shops	Offices	Petrol Stations	Garage	Unallocated	Total
Business segment assets	27.032.521,00	54.523.175,00	9.732.265,00	5.953.813,00	174.343,29	97.416.117,29
_	27.032.521,00	54.523.175,00	9.732.265,00	5.953.813,00	174.343,29	97.416.117,29
Total receivables and cash	438.090,25	0,00	0,00	27.417,62	13.281.532,15	13.747.040,02
Total assets	27.470.611,25	54.523.175,00	9.732.265,00	5.981.230,62	13.455.875,44	111.163.157,31
Total Liabilities	8.577.274,08	0,00	0,00	0,00	1.024.770,21	9.602.044,29

As for the above breakdown of business segments, the following should be noted:

- a) There are no transactions between business segments.
- b) Business segment assets consist of investment property and fixed assets.
- c) Unallocated assets relate to tangible and intangible assets.
- d) Total receivables and cash refer to receivables from lessees, guarantees and other receivables. Unallocated refer to cash and other receivables.

#### 6 RELATED PARTY TRANSACTIONS

Related parties include a) PASAL DEVELOPMENT S.A., b) PIRAEUS BANK S.A., c) its subsidiary REMBO S.A. d) Members of the Board of Directors and the Management and e) financially dependent members and relatives of first degree, such as spouse, children etc., of the members of the Board of Directors and the Management. Transactions of a similar nature are disclosed in aggregate. All transactions with the related parties are objective and take place in the normal course of business.



# THE GROUP

	30.09.2011		01.01.2011-30.09.2011		
	RECEIVABLES	LIABILITIES	INCOME	EXPENSES	
PASAL DEVELOPMENT S.A.	61.326,46	0,00	0,00	81.768,00	
Piraeus Bank	8.100.448,57	7.437.500,00	3.264.299,10	10.000,00	
TOTAL	8.161.775,03	7.437.500,00	3.264.299,10	91.768,00	
	31.12. RECEIVABLES	2010 LIABILITIES	01.01.2010-3 INCOME	0.09.2010 EXPENSES	
PASAL DEVELOPMENT S.A.	0,00	0,00	0,00	82.827,00	
Piraeus Bank	12.014.638,57	8.500.000,00	3.984.193,81	0,00	

	30.09	.2011	01.01.2011-30.09.2011	
	RECEIVABLES	LIABILITIES	INCOME	EXPENSES
PASAL DEVELOPMENT S.A.	61.326,46	0,00	0,00	81.768,00
REMBO SA	0,00	0,00	6.125,96	0,00
Piraeus Bank	7.989.409,23	0,00	3.263.054,22	10.000,00
TOTAL	8.050.735,69	0,00	3.269.180,18	91.768,00

	31.12	.2010	01.01.2010-30.09.2010		
	RECEIVABLES	LIABILITIES	INCOME	EXPENSES	
PASAL DEVELOPMENT S.A.	0,00	0,00	0,00	82.827,00	
REMBO SA	320.000,00	0,00	17.682,08	0,00	
Piraeus Bank	11.461.675,06	0,00	3.981.404,42	0,00	
TOTAL	11.781.675,06	0,00	3.999.086,50	82.827,00	

Receivables from Piraeus Bank refer to bank deposits; obligations refer to a loan of its subsidiary "REMBO" for the purchase and development of its property while income refers to rents from investment properties and deposit interests. Expenses of Pasal Development S.A. relate to the provision of services and property management and development.

# **BENEFITS TO THE MANAGEMENT**

For the period 01.01.2011 - 30.09.2011, gross BoD members' remuneration amounted  $\in$  58.649,85 against  $\in$  65.167,02 for the period 01.01.2010 - 30.09.2010 while for the management team they amounted  $\in$  142.130,42 against  $\in$  157.137,34 for the period 01.01.2010  $\pounds\omega$ ç 30.09.2010.

# 7 INVESTMENT PROPERTY

The Company's investments in property are broken down as follows:

	THE G	ROUP	THE COMPANY		
	30.09.2011	31.12.2010	30.09.2011	31.12.2010	
Opening balance	97.241.774,00	107.039.288,00	84.214.050,00	93.551.739,00	
Losses from adjustment to fair value	(1.773.690,00)	(9.976.628,95)	(1.587.245,00)	(9.516.803,95)	
Sales	(14.890.941,00)	0,00	(14.890.941,00)	0,00	
Additions	0,00	179.114,95	0,00	179.114,95	
Closing Balance	80.577.143,00	97.241.774,00	67.735.864,00	84.214.050,00	

The last valuation of the Group and Company's real estate properties took place on 30.06.2011 based on the valuation reports of 12.07.2011 prepared by SOE (Greek Association of Chartered Surveyors) as specified in the provisions of Law 2778/1999. The adjustment in the Group and Company's investment property to fair values generated losses of  $\in$  1.773.690,00 and  $\in$  1.587.245,00 respectively.



On 07.04.2011 the Company sold property located at 158 Athinon Av. in the area of Agia Triadas in Kalamata for the amount of  $\in$  380 k. and on 21.07.2011 the company proceeded with the sale of property on 5 Korai St. located in Athens for the amount of  $\in$  14.510 K to the company New Up Dating Development A.E. a subsidiary of Piraeus bank. The data from the sales are shown on the table below:

	THE COMPANY 30.09.2011		
Total income from sale	380.000,00	14.510.000,00	
Less:			
Acquisition value	298.634,65	4.652.102,71	
Actual Profit	81.365,35	9.857.897,29	
The above profit is analyzed in the financial statement as follows:			
Profits recorded in equity until 31/12/2010	90.609,35	9.849.594,29	
Gains / Losses recorded in income statement	(9.244)	8.303,00	

There are no liens registered in respect of the Company's fixed assets. A mortgage for € 10.2 million has been registered on the property of the subsidiary REMBO S.A. located at the junction of 36-38-40 Alimou Ave. & 9 Ioniou St. in the Municipality of Alimos, in favour of Piraeus Bank.

The Group has full ownership of its real estate property, except for the building on 87, Sygrou Ave. in Athens which is held in undivided shares (50% ownership).

The Company has received notice of an application by the Greek State to set the interim unit price due to compulsory purchase of part of the Company's plot of land in Anthili in the Prefecture of Fthiotida, whose fair value is  $\in$  751 k. A hearing has been set in 2012 to discuss the final unit price. Since that application does not specify the percentage of the plot or size of that part of the plot which will be compulsorily purchased, it is not possible to currently estimate or even approximate the amount of compensation involved.

## 8 TRADE RECEIVABLES

	THE GROUP		THE COMPANY	
	30.09.2011	31.12.2010	30.09.2011	31.12.2010
Customers-Lessees	675.675,73	259.202,24	268.361,46	199.718,12
Cheques – cash to be paid	131.044,23	116.939,73	131.044,23	116.939,73
Less: Provisions for doubtful accounts	(78.237,52)	(66.283,37)	(78.237,52)	(66.283,37)
TOTAL	728.482,44	309.858,60	321.168,17	250.374,48

# 9 OTHER RECEIVABLES

	THE GROUP		THE CON	IPANY
Non-current receivables	30.09.2011	31.12.2010	30.09.2011	31.12.2010
Provided guarantees	81.599,76	83.443,56	68.389,76	70.233,56
Requirements from related parties	0,00	0,00	0,00	320.000,00
	81.599,76	83.443,56	68.389,76	390.233,56
Current receivables		31.12.2010		31.12.2010
Other debtors	14.712.666,90	58.343,23	14.665.359,19	39.967,80
Cheques / Prepaid expenses	6.156,02	74.413,80	6.156,02	74.413,80
Expenses of next periods	60.565,81	22.642,51	58.893,55	13.731,92
Income to be received	50.471,83	55.055,40	47.871,83	53.953,04
Less: Provisions for doubtful debtors	(8.796,43)	(36.168,30)	(8.796,43)	(36.168,30)
TOTAL	14.821.064,13	174.286,64	14.769.484,16	145.898,26

The amount of € 14.510K is included in other debtors, which applies to the sale of property on 5 Korai str that was paid out in October 2011.

# 10 SUPPLIERS AND OTHER LIABILITIES

	THE GROUP		THE COMPANY	
	30.09.2011	31.12.2010	30.09.2011	31.12.2010
Other creditors	54.834,52	108.594,05	43.703,98	75.842,21
Stamp duty & other taxes	191.539,87	254.257,91	159.413,04	221.917,64
Accrued expenses	171.409,73	178.845,62	10.241,96	88.824,32
Cheques payable	493,92	661,86	493,92	108,36
Dividends to be paid	18.794,40	17.454,00	18.794,40	17.454,00
TOTAL	437.072,44	559.813,44	232.647,30	404.146,53

Accrued expenses of the Group mainly refer to interest provisions for the period ended 30/09/2011.



# 11 LOAN OBLIGATIONS

Bank debts are analyzed below according to the repayment schedule. The amounts repaid within one year of the balance sheet date are classified as current, while the amounts repayable later are identified as long-term.

	THE G	THE GROUP		THE COMPANY	
Long Term Liabilities	30.09.2011	31.12.2010	30.09.2011	31.12.2010	
Bank Bond Loans	6.375.000,00	6.906.250,00	0,00	0,00	
TOTAL	6.375.000,00	6.906.250,00	0,00	0,00	
Current Liabilities	30.09.2011	31.12.2010	30.09.2011	31.12.2010	
Bank bond loans	1.062.500,00	1.593.750,00	0,00	0,00	
TOTAL	1.062.500,00	1.593.750,00	0,00	0,00	

The above loan obligations refer to bonds issued from its subsidiary REMBO S.A. The bond loans have been financed from a Greek bank and are in euro. They are simple non-convertible bonds and were issued to finance the purchase of property which is mortgaged for the amount of  $\notin$  10.200.000,00. The interest payments are made every six months, on an interest rate calculated at a six-month Euribor plus spread. During this current period the Group repaid bond loan amounted to  $\notin$  1.062.500,00.

## 12 INCOME TAX

The Company is subject to income tax calculated in accordance with Article 15 (8) of Law 3522/2006. The tax rate represents 10% of the key reference rate in force of the European Central Bank plus 1 percentage point and it is applied to the average 6-month investment properties plus cash at current prices. The same tax rate applies to REMBO S.A. since the date it has become subsidiary of the Company. Therefore, there are no temporary tax differences that would result in deferred tax liability.

The tax amount was  $\in$  437.703,56 for the Group and  $\in$ 409.854,65 for the company refers to a) taxes for the period 01.01.11-30.06.11 according to investment and assets of 30.06.11, b) the remaining balance of the extraordinary tax contribution for the fiscal year ended in 2009 c) tax forecast for the third trimester and  $\delta$ ) forecast for extraordinary property tax contribution. The Company has not been tax audited since the fiscal year 2006 and its subsidiary – and only consolidated company- REMBO S.A. has completed up until fiscal year 2009.

## 13 PROPERTY OPERATING EXPENSES

The operating expenses for property are broken down as follows:

	THE GROUP		THE COMPANY	
	01.01- 30.09.2011	01.01- 30.09.2010	01.01- 30.09.2011	01.01- 30.09.2010
Property management fees	0,00	225.000,00	0,00	225.000,00
Surveyors' fees	24.640,00	54.800,00	21.960,00	52.000,00
Insurance premiums	107.385,03	96.081,89	100.333,14	87.968,90
Maintenance and Service fees	132.138,21	195.953,10	80.883,51	77.230,11
Taxes - duties	85.459,15	66.571,99	73.131,31	63.413,69
Other expenses	28.624,33	136.684,42	28.182,08	123.637,82
TOTAL	378.246,72	775.091,40	304.490,04	629.250,52

The company in order to minimize operating cost has implemented a program under which properties are managed internally.

## 14 OTHER OPERATING EXPENSES

Other operating expenses are broken down as follows:

	THE GROUP		THE COMPANY	
	01.01-	01.01-	01.01-	01.01-
	30.09.2011	30.09.2010	30.09.2011	30.09.2010
Taxes - duties	56.758,55	60.443,98	54.543,12	59.300,47
Publishing expenses	24.678,91	30.793,96	22.136,73	30.793,96
Board of Directors remuneration	58.649,85	65.167,02	58.649,85	65.167,02
Rents	53.277,06	57.159,10	53.277,06	57.159,10
Third party fees	112.220,66	95.589,10	110.220,66	95.589,10
Provisions for doubtful accounts	10.632,30	6.155,95	10.632,30	6.155,95
Other expenses	59.861,86	115.147,13	59.082,18	108.944,48
TOTAL	376.079,19	430.456,24	368.541,90	423.110,08



# 15 EARNINGS PER SHARE

Basic and diluted earnings per share are calculated by dividing the net profit after tax attributable to shareholders by the weighted average number of ordinary shares outstanding during the period.

	THE GROUP		THE COMPANY	
	01.01- 30.09.2011	01.01- 30.09.2010	01.01- 30.09.2011	01.01- 30.09.2010
Profit / (Losses) after tax	1.489.057,76	(1.227.230,88)	1.482.954,88	(1.217.242,48)
Weighted average number of shares outstanding	54.888.240	54.888.240	54.888.240	54.888.240
Basic earnings/ losses per share (amounts in €)	0,0271	(0,0224)		

# 16 DIVIDENDS

Total dividend for the fiscal year 2010 amounted to € 5.488.824,00 and was approved by the Ordinary General Shareholders' Meeting which took place on 25.02.2011. The dividend payment is effected as from 09.03.2011.

#### 17 CONTINGENT LIABILITIES AND COMMITMENTS

There are neither pending legal proceedings against the Company nor contingent liabilities that would affect the company's performance on 30.09.2011. In regards to a tax difference of  $\notin$  152 k, referring to asset revaluation tax according to Law 2065/1992, the Company has filed an appeal against the Greek State, as it considers that this claim is unfounded.

# 18 POST BALANCE SHEET EVENTS

There are no events after September 30<sup>th</sup>, 2011 that relate to the Group and the Company and which affect significantly the Company's Financial Statements.

# 18 SEASONALITY

The Company's rental income is not subject to seasonal fluctuations.

Athens, 15 November 2011

THE CHAIRMAN OF THE BOARD OF DIRECTORS

BoD MEMBER

THE CHIEF ACCOUNTANT

DIMITRIOS GEORGAKOPOULOS ID No: AE 238589 KONSTANTINOS MARKAZOS ID No: AH- 093898 MARIA P. ANASTASIOU ID No: L034645 A.M. I.D. O.E.E. A / 16009