

**Valuation & Research Specialists (VRS)**  
Equity Research Team  
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| Share Price (23/5/2012)         | € 1.70  |
|---------------------------------|---------|
| <b>Number of Shares (.000)</b>  | 44,257  |
| <b>Market Cap (in € mn)</b>     | 75.24   |
| <b>A.D. Volume (p)</b>          | 11,241  |
| <b>Beta (vs. ASE G.I. - 1y)</b> | 0.71    |
| <b>Statistical Data</b>         |         |
| <b>Max 52 week</b>              | 4.00 €  |
| <b>Min 52 week</b>              | 1.70 €  |
| <b>1-M Rtn</b>                  | -30.33% |
| <b>6-M Rtn</b>                  | -32.00% |
| <b>12-M Rtn</b>                 | -55.84% |
| <b>Major Shareholders</b>       |         |
| <b>Cons. Lamda Holdings</b>     | 60.33%  |
| <b>EFG Eurobank Ergasias</b>    | 5.92%   |
| <b>International Investors</b>  | 7.53%   |
| <b>Greek Inst. Investors</b>    | 15.89%  |
| <b>Lamda Development SA</b>     | 7.42%   |
| <b>Private Investors</b>        | 2.91%   |

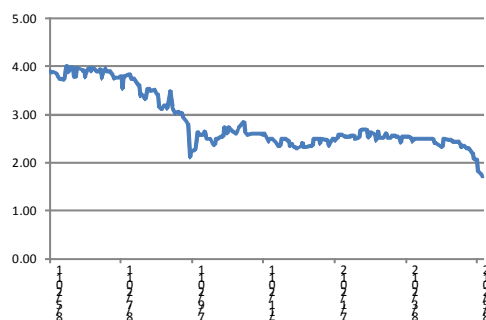
Source: The Company, Reuters, VRS.

#### Investment Portfolio Breakdown as of December 2011

| By Sector    | %     | By Country | %   |
|--------------|-------|------------|-----|
| Retail       | 62.6% | Greece     | 84% |
| Offices      | 4.6%  | Bulgaria   | 2%  |
| Other Income | 10.7% | Serbia     | 13% |
| Land         | 20.9% | Romania    | 1%  |
| Other Assets | 1.2%  |            |     |

Source: The Company.

#### Share Price Performance (1 year, in €)



## Lamda Development [Bloomberg Ticker: LAMDA:GA, Reuters Ticker: LMDr.AT]

### Sector: Real Estate Development & Operation

#### Business Profile

- Lamda Development SA (Lamda or the Company) is a property developer, investor and operator with leading presence in Greece and operations in the South-East Europe. Lamda is based in Athens, Greece.
- In Greece, Lamda operates 2 shopping malls (The Mall Athens and Golden Hall) in the broader Athens area (Central Greece) and 1 shopping mall (Mediterranean Cosmos) in the broader Thessalonica area (Northern Greece). The Company's domestic development portfolio includes residential complexes, office buildings, and Flisvos Marina in Faliro, Athens.
- The Company has property portfolio in Serbia, Bulgaria and Romania.
- Lamda stock is listed on the Athens Exchange, Greece.

#### Growth Strategy

- According to the management, the Company's strategy in the near and medium term focuses on the retail sector. Given the tough economic conditions in the Company's major geographic market, Greece, Lamda's focus is also directed towards an effective liquidity, risk and cost management.
- The Company's management monitors property investment opportunities both in Greece and the South-East European markets. Among its top priorities are the real estate projects in Belgrade, Serbia.

#### Financial Highlights

- Aggregate Retail EBITDA settled at EUR 38 million in 2011 (down 4% y-o-y) consisting of EUR 15.2 million from The Mall Athens, EUR 14.6 million from Mediterranean Cosmos and EUR 8.2 million from Golden Hall. Retail EBITDA was affected positively by income of EUR 3.6 million from offices-marina and of EUR 6.9 million from dividends and equity holdings, and negatively by overheads of EUR 10.3 million. Recurring EBITDA stood at EUR 38.2 million as of end 2011.
- Despite the tough market conditions in the Greek retail sector, average shopping centers' occupancy rate stood at 99% as of December 2011, according to the management.
- In 2011, the Company's equity accounted for EUR 343 million with its outstanding bank debt at EUR 552 million (94% long-term, 3.5 years average debt maturity, 4.23% interest rate). Cash and cash equivalents amounted to EUR 131 million.
- Land property was valued at EUR 172.5 million in the Company's balance sheet as of end 2011. Land property's initial acquisition cost stood at EUR 219.4 million.

#### Valuation Highlights

- Net Asset Value (NAV) as of end 2011 settled at EUR 396 million (NAV per share stood at EUR 9.6), down 12% y-o-y, affecting Lamda's bottom line results. The drop was mostly due to asset revaluation losses (EUR 30.5 million, net of tax) and investment losses (EUR 19.4 million) from its participation in the listed company Eurobank Properties. The negative NAV effect accounted for EUR 24.1 million in the Company's retail property (shopping malls), EUR 3.4 million in office property and EUR 7.2 million in land property.
- As of December 2011, retail and office properties had produced yields of 8.1% and 8.3% respectively.

Important Note: LAMDA DEVELOPMENT presented its fiscal year 2011 results at the Hellenic Fund and Asset Management Association in April 2011.

#### BASIC FINANCIAL INDICATORS

| (in € mn) | Income | Recurring EBITDA | EBT    | EATAM  | P/E (x) | P/BV (x) | EV/EBITDA (x) | DEBT / EQUITY | ROE % |
|-----------|--------|------------------|--------|--------|---------|----------|---------------|---------------|-------|
| 2009      | 83.97  | 41.80            | 21.60  | 7.71   | 9.76    | 0.17     | 11.15         | 1.36          | 2%    |
| 2010      | 82.65  | 42.70            | -25.73 | -29.08 | n/c     | 0.19     | 11.91         | 1.49          | -7%   |
| 2011      | 81.77  | 38.20            | -30.17 | -28.59 | n/c     | 0.22     | 12.99         | 1.61          | -8%   |

Source: Official Consolidated Financial Statements (based on IFRS), VRS Calculations.

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| Covered Company        | Bloomberg | Reuters | Share Price Close | Date         | Disclosure |
|------------------------|-----------|---------|-------------------|--------------|------------|
| LAMDA DEVELOPMENT S.A. | LAMDA:GA  | LMDr.AT | € 1.70            | May 23, 2012 | 2, 3       |

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