

Workshop:

## Property Derivatives

+ Trading Simulation

the education product helping define  
the global property derivative markets

24th September 2008  
09.30 thru 13.30

Villa Kennedy  
Frankfurt

To register E-Mail:  
[property@tradition.com](mailto:property@tradition.com)



### The Venue

The Villa Kennedy is a luxury five-star hotel in the centre of Frankfurt nestled just off the south bank of the Main River in a wonderful villa landscape on Kennedyallee. A wonderful combination of tradition and innovation, the hotel's three newly constructed buildings are built around the traditional 1904 Villa Speyer, setting the stage that for this luxurious downtown retreat.

Close to the hotel is Frankfurt's residential area, Sachsenhausen, with its bustling bars and restaurants and Frankfurt's many museums are easily accessible. Villa Kennedy is just a few minutes from Frankfurt's main train station and approximately 15 minutes from Frankfurt Airport.

Guests feel instantly at home in the Villa Kennedy's minimalist deluxe 163 bedrooms and suites where the furniture and lighting have been explicitly chosen to make guests feel truly comfortable. With nine private rooms and a 330-square-metre ballroom with its own entrance and lobby, Villa Kennedy offers modern and superior facilities with the latest technology for meetings and special events in Frankfurt.

The picturesque central inner courtyard makes Villa Kennedy an escape and meeting place in one. With its elegant and refined atmosphere the hotel's restaurant, GUSTO, leads onto the courtyard garden which provides a wonderful setting to meet and dine during the summer.

The Villa Spa comprising an indoor pool, gymnasium, sauna, steam bath as well as eight treatment rooms offering a range of health and beauty treatments is a tranquil haven with relaxing views onto the attractive spa garden.

VILLA KENNEDY – voted „Best Business Hotel in Frankfurt“ by EURO Magazine (May 2006), „Best Business Hotel in Europe“ by CNBC Europe (September 2007), „Best Business Hotel“ by the World Hotel Award 2007 and listed in „The 2007 Hot List“ by Conde Nast Traveller (May 2007) and „Best Luxury Hotels in Europe“ by Geo Saison 2008.

[www.villakennedy.com](http://www.villakennedy.com)

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## Workshop Partners & Guest Speakers

**Unicredit Group** is a major international financial institution with strong roots in 23 European countries as well as representative offices in 27 other markets. Unicredit has a leading position in one of the wealthiest regions of Western Europe: Austria, Germany and Italy.

**MICROSTEP-IT** is a privately held software development and consulting company based in Munich, Germany with core competency in mathematics and financial engineering. Microstep-IT designs and implements solutions in the area of investment banking and e-business.

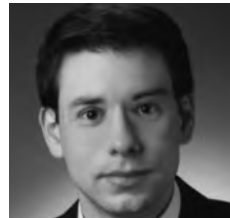
**IPD GERMANY** was established in Germany 1998. The company produces the DIX index, the industry standard performance index for German direct property investments. The total value of the properties covered by the Databank at December 2007 was € 44,5 billion.

**TRADITION PROPERTY** is the UK and Europe's prominent property derivative broker. Tradition Property conceived Workshop: PROPERTY DERIVATIVES and publish Risk & Manage PD newsletter which is now distributed to in excess of 20,000 real estate professionals each month.

**REUTERSREALESTATE.COM** has global reach leveraging Reuters global presence and an unparalleled network of over 2,300 Reuters journalists in 198 bureaux and cross-asset coverage – direct property, funds, real estate companies, REITs, debt, derivatives and a wide range of contributors and 3rd-party content, all in one place.

## The 14 Steps

- 1 Intro
- 2 Property Derivatives
- 3 Hedging & Speculation Basics
- 4 Real Estate Funds & Property Derivatives
- 5 Propcos & Property Derivatives
- 6 Banks & Property Derivatives
- 7 Residential Derivatives Outline
- 8 Insights into Other Markets
- 9 PD Relationships – REITS & Inflation
- 10 Credit & Counterparty Approval + ISDA
- 11 News & Information
- 12 Pulling it all Together
- 13 Trading Simulation & the E Platform
- 14 Trading Simulation



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## Who Should Attend?

Property Companies, Pension Funds, Real Estate Funds, Hedge Funds, Investment Banks, Lending Banks, Hedge Funds, Analysts, Financial journalists

## Who?

Unicredit, Microstep-IT, IPD Germany, Tradition Property & ReutersRealEstate.Com as workshop partners and guest speakers. And as delegates usually a mixed group drawn from banks, pension & insurance firms, propcos and hedge real estate funds.

## What?

Following on from the excellent Hermes PD trading simulation, in 2005 Tradition Property developed a workshop with its partners and guest speakers designed to bring property and banking professionals to their next level of PD understanding. „Workshop: PROPERTY DERIVATIVES“ has been refined into tried and tested 14 step programme. The Frankfurt event is the 30th such workshop in the series. Over the last two years some 400 people from 170 companies around the world have acquired their foundation in PD from „Workshop: PROPERTY DERIVATIVES“.

## When?

09.30 – 13.30 · Wednesday, 24th September 2008

## Where?

Villa Kennedy · Kennedyallee 70 · 60596 Frankfurt · Germany

## Why?

Real estate owners should use PD to preserve value. Investment funds should use PD as part of portfolio approach. PD avoids stamp duty and management fees and is a cost effective to trade property.

## How Much?

A fee is only levied to cover the cost of hosting the workshop. 300 euros (plus tax) includes buffet breakfast and refreshments. 20% Discount is available to EPF affiliates and members of BPF, IPF, PDIG, FoPID and subscribers to ReutersRealEstate.Com and Risk & Manage newsletter. Just email [property@tradition.com](mailto:property@tradition.com) to register.