

**Dr. Wolfhard Lechnitz**

CEO

IVG Immobilien AG

**Annual General Meeting of IVG Immobilien AG**

on 21 May 2008 in Bonn

Dear Shareholders,

Ladies and Gentlemen,

On behalf of the Board of Management, I would like to welcome you very warmly to the Annual General Meeting of IVG Immobilien AG.

One term has dominated the business news in the past few months: the “sub-prime crisis”. It originated from non-performing real estate loans in the United States and then very quickly brought turmoil over the financial markets worldwide. This also applies to the European real estate markets, and it also applies to our company. Nevertheless, the past fiscal year was a successful year for us, which was reflected in our year-end financial statements.

Fiscal 2007 was characterized by the implementation of our strategic repositioning process. We have largely achieved the associated objectives. They can be subdivided into three major groups: “focus”, “growth” and “transparency”. I would now like to explain the key features.

**Strategic objectives achieved in 2007**

Our first objective was to focus:

IVG now focuses on office properties and the caverns business. In order to balance opportunities and risks, our goal will be regional diversification of the real estate business. However, the core market will be Germany, in particular for the Investment Division.

In our Investment Division, we have started selling properties that do not fit the strategy, e.g. in southern Europe. In addition, we have sold non-core activities. These were the above-ground tank farms in Germany and Poland, as well as property management by Berlin-Konzept.

The second objective was growth:

All four divisions achieved dynamic growth in 2007. The **Investment** Division increased its portfolio volume by 94 per cent, i.e. it nearly doubled its volume. The equity placed among private investors by the **Funds** Division increased by 70 per cent. **IVG Development** expanded its project pipeline by 83 per cent. And the **Caverns** Division increased the expansion potential of the system of caverns at Etzel by 38 per cent.

The third objective that we had set ourselves was to create more transparency.

In the framework of the “International Financial Reporting Standards” (IFRS), IVG now reports the so-called “fair value” of the properties classified as investment properties, starting with the 2007 financial statements. The fair value is the value that, according to an external expert, can be realised in the market on the date of valuation. The properties are appraised on a quarterly basis, and any changes in their fair value – either positive or negative – are directly reflected in the balance sheet and the P&L account.

However, corporate growth is not an end in itself. Growth also has to create value. For this reason, we introduced a value-based management system in 2007. The value parameter we use to manage IVG is “return on invested capital” (ROIC). The enterprise value increases if the ROIC is above the “weighted average cost of capital” (WACC). In 2007, this was the case in all four divisions of IVG.

We have implemented a profit centre structure within the IVG Group. This structure has already led to the first synergies and performance improvements. In addition, it provides a much deeper insight into the operational performance of the divisions. Our four divisions – Investment, Funds, Development and Caverns – will largely operate independently under the IVG umbrella brand, with a new consistent logo. Overall, IVG manages assets worth more than € 21 billion.

I would like to point out that IVG is much more transparent today than just one year ago. However, the requirements are continually made more stringent, especially coming from Anglo-Saxon countries. We will face up to this challenge, as we have in the past.

### **Macroeconomic setting and real estate markets**

Ladies and Gentlemen,

The developments in the real estate markets in 2007 occurred against the background of generally positive economic growth. Only in the fourth quarter of 2007 did the financial market crisis begin to show macroeconomic effects. However, in terms of the entire year 2007, the economic growth in the United States, in Europe and in Germany was still significantly above 2 per cent.

In Europe's office rental markets, the upswing continued throughout 2007; the financial market crisis hardly showed any effect here.

In the London City, prime rents increased by 7.3 per cent in 2007, and the vacancy rate decreased by 2 percentage points. The development of the office rental market in Paris was also still robust. Prime rents increased by 11.8 per cent, and the vacancy rate decreased by 0.4 percentage points.

Based on the average of the top 5 locations, prime rents in Germany increased by 5.5 per cent, and the vacancy rate decreased by 0.9 percentage points.

The investment markets for office properties showed a much stronger response to the financial market crisis in 2007.

The ratio used to describe the development in the real estate investment market is the “initial yield”. This ratio is calculated by dividing a property’s rental income expected on the date of acquisition by the purchase price. A low purchase price will increase the initial yield and vice versa.

In the London City, the initial yield was 4.25 per cent in the first and second quarter of 2007. In the second half, it increased rapidly to 5.25 per cent by the end of the year.

In Paris, the yield first dropped from 3.9 per cent at the beginning of 2007 to 3.6 per cent and then returned to 4.0 per cent by the end of the year.

Based on the average of country’s top locations, the development in Germany tended to be similar, but less pronounced. In the first quarter 2007, the initial yield began at 4.6 per cent, dropped to 4.4 per cent in the course of the year and then returned to 4.6 per cent by the end of the year.

An analysis of the longer-term yield history since 1990 shows that the volatility of initial yields in Germany is much lower than in London or Paris. This means that the risk associated with real estate investments in Germany is also lower. Along with the positive assessment of the future development of the real estate markets in Germany, this was the main reason for us to expand our portfolio in Germany last year.

### **Successful fiscal year / Proposal for a dividend increase**

Dear Shareholders,

The Board is pleased to report that 2007 was a successful year despite the difficult environment.

We more than doubled our **profit from operations**, which we define as “Earnings before Interest and Taxes” (EBIT). In 2007, it amounted to € 476 million.

We earned a **Net Profit after Taxes** of € 301 million, which was more than 2.5 times the net profit we had earned in the previous year.

By the end of 2007, the **Net Asset Value** (NAV) had risen from previously € 23.56 to € 29.03 per share, an increase by approx. 23 per cent. This important metric for real estate companies measures total assets at fair market values, net of debt.

Thanks to the growth in earnings in 2007, the Board of Management and the Supervisory Board are once again in a position to propose an increase in dividends to the Annual General Meeting. We propose that the dividend for fiscal 2007 should be increased from 50 to 70 cents per share, which is another substantial increase by 40 per cent.

### **New major shareholder**

In 2007, there was a major change in the group of shareholders. Along with Bankhaus Sal. Oppenheim, Santo Holding (Deutschland) GmbH has been IVG's largest single shareholder since November, with a stake of 10.97 per cent. The free float continues to amount to nearly 80 per cent.

The Group Management Report on pages 90-93 of the Annual Report provides more information on the share capital, the approved capital and the authorised capital, the compensation of the Board members as well as other related information.

### **The performance of IVG's divisions**

Ladies and Gentlemen,

I would now like to present the performance of IVG's divisions.

### **IVG Investment**

IVG Investment buys, optimises and sells office properties.

At the end of 2007, 69 per cent of the properties in the Division's portfolio was located in Germany, primarily in Munich and Hamburg. The remaining 31 per cent of the properties were located in other countries, a large part of them in Paris.

The market value of the properties amounted to € 5 billion by the end of the year. Office properties accounted for 92 per cent. In 2007, IVG Investment bought properties worth € 2.5 billion – most of them in larger portfolios – and sold properties worth € 341 million.

Two examples of portfolios we acquired are "Pegasus" and "Sun". They include a total of 32 properties with a lettable space of approx. 240,000 square metres. Since the acquisition, we have considerably reduced the so-called "strategic vacancy rate", which we deliberately purchased when we acquired the portfolio because it reduced the price. In the Pegasus portfolio, the effective occupancy rate has increased from 72 per cent at the time of the purchase to approx. 77 per cent currently. In the Sun portfolio, it has increased from 79 per cent to 89 per cent. These are examples of how we create value through our asset management. At the right moment in time, we will resell these properties and then realise the value we have created.

The EBIT achieved by the Investment Division in 2007 amounted to approx. € 245 million. This was an increase of approx. 6 per cent relative to the previous year. The return (ROIC) earned by IVG Investment amounted to 6.7 per cent, which was above the weighted average cost of capital (WACC) of 6 per cent.

### **IVG Funds**

The Funds Division designs, markets and manages property funds for private and institutional investors. The Division's **closed-end funds** are primarily designed for private investors, while its **specialised funds** are designed for institutional investors. In both customer segments, IVG Funds is the market leader in Germany.

IVG Funds makes investments for its customers not only in Europe but also in North America and has recently also taken the first few steps in the highly dynamic real estate markets of Asia.

In the private investors segment, we placed a total of € 427 million new equity in 2007. This was an increase of approx. 70 per cent relative to the previous year. Overall, we have € 3.7 billion worth of assets under management in this customer segment.

In the institutional investors segment, we have € 10.3 billion worth of assets under management – in particular for insurance companies and pensions funds.

One milestone in fiscal 2007 was the acquisition of 50 per cent of the “Gherkin”, an office property in London. This building, which was designed by Norman Foster, is not only an architectural landmark of modern London but it also pays special attention to ecological concerns. Innovative building technology has made it possible to reduce energy consumption by 50 per cent, compared with conventional high-rise office buildings.

As the buyer of the property, IVG prevailed in a tough international bidding competition. We combined our bid with an innovative financing concept that was designed to meet the special needs of the seller.

“The Gherkin” was acquired for the EuroSelect Fund 14. After only two months of marketing the fund, the equity of € 224 million had been fully placed. The quality of the property and the by now widespread, solid reputation that IVG Funds has acquired were a perfect combination for this acquisition.

The EBIT achieved by the Funds Division in 2007 amounted to € 81 million. This was an increase of approx. 87 per cent relative to the previous year. The return (ROIC) earned by IVG Funds amounted to 11.8 per cent, which was far above the weighted average cost of capital (WACC) of 7.5 per cent.

## **IVG Development**

The Development Division develops office properties in selected European metropolitan cities.

IVG Development is focused on projects with a medium-sized billing volume, accompanied by strict risk controlling.

The Division has its own branches at strategically important locations. In addition to the five German major markets (Berlin, Hamburg, Düsseldorf, Frankfurt, Munich), these are the European core markets of London and Paris. In the burgeoning Eastern European markets, we added a branch in Prague in 2007 to the branches in Budapest and Warsaw.

In 2007, the Development Division billed 8 projects and initiated 20 new ones. The project pipeline has a volume of € 2.5 billion, which is a sound basis for the next years.

By way of example, I would now like to present three projects from the core markets of IVG Development.

One of the primary earnings contributors in 2007 was the Caxton Hall project in London, for which the accounts have been settled. The project was closed with an excellent profit of approx. 95 per cent.

Building D, which has been the sixth project in the Infopark in Budapest, was equally successful. With this property, IVG Development made a profit of approx. 46 per cent.

With a total volume of € 660 million, our biggest project is the *Airrail Center* at the Rhine-Main airport in Frankfurt. The cornerstone ceremony for this project was held in March 2007.

Recently, it was necessary to replace the contractor in charge of the shell construction because of breach of contract. Ed. Züblin AG has now taken over as contractor and will complete the construction of the shell.

Expected cost increases will be within the budgeted framework. Future tenants will be able to occupy their spaces on the agreed dates.

The EBIT achieved by the Development Division in 2007 amounted to approx. € 80 million. This is a multiple of the EBIT earned in the previous year. The return (ROIC) earned by IVG Development amounted to 13.2 per cent, which was well above the weighted average cost of capital (WACC) of 10 per cent.

### **IVG Caverns**

Our fourth and now separate Division IVG Caverns builds and lets crude oil and natural gas storage caves in underground salt domes – so-called caverns. Our field of caverns is located near Etzel in the vicinity of Wilhelmshaven and is very close to international gas and oil pipelines. IVG Caverns is one of the very few providers of storage capacity who are independent, i.e. who do not belong to one of the big energy corporations. This gives IVG Caverns an important, unique position in this market.

We are the owners of 40 existing caverns, and we have the right to develop another 90 caverns. At the end of 2007, rental agreements had already been signed for 26 of the additional caverns, and for another 31 caverns, we have signed options from tenants.

The situation prevailing in the international energy markets suggests that the demand for storage capacity will continue grow in the long term. Due to the expansion potential available at Etzel, we will be able to meet this demand successively in the next few years.

In fiscal 2007, the Division developed the field of caverns as planned and created value in the process:

- 6 caverns were converted from oil to gas storage and handed over to their tenants.
- 21 caverns were let to new tenants, including E.ON Rurgas and a BP consortium.

- The Division was authorised to build another 25 new caverns.

The EBIT achieved by the Caverns Division in 2007 amounted to € 124 million. This is a multiple of the EBIT earned in the previous year. The return (ROIC) earned by IVG Caverns amounted to 19.7 per cent, which was far above the weighted average cost of capital (WACC) of 5.5 per cent.

### **The IVG Share**

Dear Shareholders,

I would now like to address the share price performance in 2007. As the chart shows, the sentiment of the market was still positive for real estate in the first quarter of 2007. However, this changed in the middle of 2007, when the first signs of the sub-prime crisis became apparent. And at the end of the year, when it became obvious that the crisis would last longer, prices of real estate shares fell across the board.

All in all, the price of the IVG share dipped by 28 per cent in 2007. European real estate shares lost 34 per cent overall in the same period of time (EPRA Europe Index). German real estate shares dipped by 41 per cent overall (EPRA Germany Index). This is certainly a very unpleasant development – both for you as shareholders and for us as the corporate management.

Ladies and Gentlemen,

Far be it from me to whitewash this share price performance. However, I would like to make the following comments on the performance of our stock. Real estate investments tend to be long-term investments, and this also applies when these investments are made in the stock market. And this is exactly how our business model is designed: We create value over longer periods of time, which we have demonstrated in the past over and over again.

Anyone who invested in the IVG share over a period of 10 years (1 Jan. 1998 – 31 Dec. 2007) achieved an average annual return of 13 per cent, even after the price losses in the second half of 2007. This means that the IVG share is above the MDAX showing 11 per cent.

### **Workforce**

The Group had a total workforce of 697 employees as of 31 December 2007 - 135 employees less than a year ago. On balance, this reduction was due to rationalisation, the divestment of non-core activities and the recruitment of new employees in growing business areas. We managed the much heavier workload with a workforce that had been reduced in size by 16 per cent.

In 2007, a total of 28 young men and women worked at IVG as apprentices and management trainees. This year, we once again plan to recruit up to 6 new apprentices and up to 8 management trainees.

Now that we have implemented the envisaged corporate and workforce structure, we can devote more attention to HR development issues. This is particularly important to the Board of Management.

Ladies and Gentlemen,

With their competence and their commitment and dedication, all of IVG's employees made a major contribution to the company's strong performance in the past year. In 2007, our company went through a period of major change. This was aggravated by the uncertainty prevailing in the financial markets. The efforts made to ensure that the day-to-day business continued to run so smoothly deserves great respect.

Together with my colleagues on the Board, I would like to thank all our employees very much for the supreme work that they have done once again.

## **Fiscal 2008**

Ladies and Gentlemen,

This concludes my remarks on 2007. I would now like to move on to the current fiscal year.

In 2008, economic growth can be expected to slow down worldwide because of the financial market crisis. According to the European Commission, the slowdown will be significant in the United States and more moderate in Europe and Germany. For 2008, the Commission anticipates a growth rate of 1 per cent for the United States, 2 per cent for Europe, and 1.8 per cent for Germany.

The figures published last week on economic growth in Germany in the first quarter of 2008 are much better than expected. If this trend continues throughout the year, Germany could once again become Europe's economic "locomotive" and surpass all the predictions made to date.

We expect that the upswing will continue in Germany's top 5 office rental markets in 2008, although it may lose some of its momentum. Prime rents will tend to move up further, and vacancy rates will continue to go down. The letting market in Paris is likely to move sideways. The situation in London, and in particular in the City, is different. The vacancy rate is currently rising in London, and prime rents are declining from a high level.

In the investment markets for office properties in the London City, in Paris and in the top 5 German locations, initial yields continued to move upwards in the first quarter of 2008: In the London City from 5.25 to 5.5 per cent, in Paris from 4.0 to 4.4 per cent, and in the top 5 German locations from 4.6 to 4.7 per cent.

It is currently not possible to make a reliable forecast of the future development. This is due to the fact that the data needed to predict the economic trend and the interest rate trend are not yet sufficiently clear. From today's perspective, we assume that there may be a further increase in initial yields in London, Paris and

the German markets until the end of 2008. In Germany, the resulting property valuation losses will to some extent be offset by the predicted growth in the rental markets. The surprisingly rapid economic growth in Germany in the first quarter of 2008 backs up this assessment.

IVG's first-quarter EBIT was largely influenced by the decline in unrealised market value changes. For this reason, our company's year-to-date EBIT fell from € 131 million in the previous year to € 102 million this year.

The first-quarter consolidated net profit decreased from € 71 million to approx. € 12 million. To a large extent, this was due to the additional cost of finance for the acquisitions made last year.

At the end of the first quarter of 2008, the Net Asset Value per Share amounted to € 28.95, which was only slightly below the value at the end of last year.

### **Performance of Divisions in 2008**

In the IVG Investment Division, we have now fully consolidated the Allianz portfolio acquired in 2007. The properties in this portfolio exactly fit the planned IVG Office REIT. We mainly acquired these properties in order to give the REIT portfolio a stable core of high-quality and low-risk properties.

In the first quarter of 2008, the value of our properties in London was reduced by approx. € 20 million, and our properties in Germany lost approx. € 25 million in value. In Germany, this write-down was largely due to the deduction of the incidental acquisition expenses for the Allianz portfolio, which under IFRS rules have to be fully written down immediately at the time of the first-time valuation of the property concerned. This means that we have already absorbed a large part of the transaction cost.

In the current second quarter, we have sold a portfolio of German properties at fair value of € 91 million. Because of their location and their use, these properties did not fit our strategy. To optimise our portfolio, we plan to sell properties worth a total of more than € 500 million in 2008.

Originally, we wanted to list the IVG REIT in 2008. However, because of the tight situation in the capital market, we do not assume that an IPO will be possible on reasonable terms this year.

In 2008, the Investment Division will focus on improving its operational performance. The key indicator for this purpose is the Net Operating Income (NOI) Return. To calculate the NOI, all the operating expenses that are related to a given property are subtracted from its rental income and the income from incidental charges. The NOI is then divided by the tied-up capital to obtain the return. Our goal is to increase the NOI Return of the Investment Division from its current level of 4.5 per cent to 4.75 per cent, which is a very challenging target.

Because of the negative unrealised market value changes of approx. € 45 million reported in the first quarter, we expect an EBIT adjusted of between € 185 million and € 205 million for 2008, which is less than in the previous year. This does not include any additional market value changes because it is currently not possible to make valid predictions on the future market development.

EBIT adjusted is an earnings indicator that we introduced in 2007 and that we report for all four divisions. To calculate EBIT adjusted, a few relevant financial and fiscal effects are added to the EBIT according to IFRS because not all the business activities that affect net income are included in the EBIT as defined in IFRS. In the past fiscal year, the EBIT adjusted also included the charges for services provided by IVG's corporate functions.

The IVG Funds Division completed the design of its current fund – “IVG Balanced Portfolio Asia” – in the first quarter. At the end of March, the Division began marketing the fund which enables investors to participate in Asia's dynamically growing real estate markets while the risks are carefully balanced.

For its private investors line “EuroSelect”, the Division will launch funds in the course of the year with properties in Luxembourg and Milan that have already

been acquired. The Division will probably match or slightly surpass the equity volume placed in the previous year.

For our institutional investors, we will take advantage in 2008 of the current market environment for acquisitions: we expect that we will acquire properties worth more than one billion euros, which will increase our assets under management by the end of the year.

We expect that the Division's EBIT adjusted will amount to between € 45 million and € 50 million, which is more than the previous year's figure when this is adjusted for special effects due to IFRS accounting.

In the first quarter, the IVG Development Division invoiced the third section of the Global Gate project in Düsseldorf. The profit made from this project amounted to 39 per cent. Subsequently, we sold three other properties in Paris. This means that we have already reached 43 per cent of the sales volume from 11 properties scheduled for 2008.

At the end of last year, we initiated a very interesting project in Berlin, the so-called "Hackesches Quartier". It will fill one of the last vacant lots in the core of the historical city centre. We have already achieved a pre-marketing rate of more than 80 per cent. The completion of the project is scheduled for 2010.

Despite the strong performance of the Division, we are still aware of the particular opportunity/risk profile of project development. For this reason, new projects will only be initiated to replace the volume of completed projects in 2008. As a matter of principle, new projects will no longer be started on a speculative basis but only if tenancy agreements have been signed or if an investor has already been found.

This also means that we will systematically pursue projects in which IVG Development will develop properties for the IVG Investment Division, which in turn will improve the properties' operational performance – an example of synergies leveraged within the IVG Group.

We expect that IVG Development's EBIT adjusted will amount to between € 90 million and € 95 million, which will be slightly above the previous year's level.

In the IVG Caverns Division, cavern building activities are in full swing. Currently, 15 caverns are going through the brine extraction process, i.e. they are under construction. In 2008, we will step up our efforts and extract brine from 18 caverns simultaneously.

Currently, we are close to letting four caverns and getting signed options from tenants for two additional caverns. And in the next few days, we will complete the conversion of three caverns, which we will then hand over to their tenants.

We expect that the Division's EBIT adjusted will amount to between € 85 million and € 90 million, which will be less than in the previous year when 6 converted caverns were handed over to their tenants. These figures do not include any earnings contributions from the planned sale of the caverns business because the earnings will largely depend on the chosen divestment option.

### **Divestment of caverns business**

The caverns business has operated as a separate division since last year, which has created much more transparency for the capital market. Nevertheless, the capital market has not yet given adequate credit for the value of this business, which is also reflected in our share price.

The Board of Management and the Supervisory Board have therefore decided to examine alternative options for exiting the caverns business. These alternative options are the sale of the caverns business or the placement of the developed caverns in a fund. This decision is fully in keeping with our strategy because we are also a developer in the caverns business: we want to sell projects that we have fully developed in order to realize the value added.

The transaction process was initiated in February this year. Since then, a large number of investors have contacted the investment bank mandated by us and

declared that they are interested. We expect that interested investors will submit non-binding offers by the beginning of June. The remainder of the process will then depend on the results of this first phase. The key criterion for the final sales process will be the sustainable maximisation of IVG's enterprise value. We assume that the transaction will be closed in the second half of the year.

### **Outlook**

Overall, we think that the Group's performance in its ongoing business operations in 2008 is above the previous year's level. However, due to our introduction of fair value accounting, our earnings now also depend on the development of the investment markets. While unrealised market value changes do not affect the cash flow, they do have an impact on earnings.

On balance, our consolidated net profit will probably range between € 90 million and € 100 million in 2008. In this context, I would like to emphasise once again that two effects have not been taken into account in this forecast:

On the one hand, these are additional market value changes in our portfolio. As already mentioned, we think that it is currently not possible to make a sufficiently valid forecast.

On the other hand, the predicted profit does not include any profit from the planned divestment of the caverns business. The level of the profit will depend on the divestment option which will be chosen at the end of the day. There are substantial opportunities here for the consolidated net profit.

We intend to keep the dividend for 2008 at a level of at least 70 cents per share. We expect that the NAV at the end of 2008 will be at the previous year's level.

Ladies and Gentlemen,

In conclusion, I would like to come back to the price of the IVG share which has fallen by approx. 28 per cent since January 2008.

Our share is currently covered by 22 investment companies, and the spread for the price target – which is between € 13 and € 32.30 – is extremely wide. In our intensive communications with the capital market, we have discussed these assessments in great depth with analysts and investors. These discussions led to the following conclusions:

In falling markets, investors have a particularly strong need for information. For this reason, we will continue to increase the transparency of our real estate and financial information in order to give analysts and investors ever better insight into our business.

The assessment of the real estate markets in Europe and specifically in Germany by analysts and investors – especially from an Anglo-Saxon perspective – is more pessimistic than our own assessment. Here we will have a lot of convincing to do.

- We will improve our operational performance by means of our cost-cutting program and by selling underperforming assets.
- The divestment of these assets will help to continuously reduce our gearing this year and next year.
- The pending divestment of the caverns business has top priority for us. We assume that the transaction will be concluded during the second half of the year.

Ladies and Gentlemen,

We take the capital market's reservations seriously, and we can assure you that we will tackle the points I just mentioned with dedication.

However, despite the difficult situation in the financial and property markets, we at IVG look confidently ahead to the future. We are well positioned after our restructuring process. And we will continue to convince others through

accomplishments by improving our operational performance in the next few months.

On behalf of the Board of Management, I would like to thank you for your confidence during this turbulent period of time.

#### Disclaimer

This document may contain forward-looking statements and information. Such statements are based on our current expectations and certain assumptions and may involve certain risks and uncertainties.

A number of factors, many of which are beyond the control of IVG, determine its operational activities, success, business strategy and results and could lead to material differences between the actual future results, performance or goal achievement of IVG Immobilien AG and the estimates given here.

Should one or several risks or uncertainties materialise, or should any of the underlying assumptions prove to be wrong, actual results may differ – either negatively or positively – from what has been expected, envisaged, intended, planned, assumed, predicted or estimated by IVG. IVG does not intend or undertake to update or correct these forward-looking statements if new developments occur that differ from those expected.