

Balkans Property Forum 2019 - Belgrade, Serbia program

SECTION 1: Investment opportunities in SEE

09:00 - 09:10 Opening remarks

Speaker:

Csanád Csűrös, CEO, Property Forum

09:10 - 09:30 Economic outlook for SEE

EBRD's Regional Lead Economist will summarize the key trends shaping the Western Balkans countries' economies and also show what is needed to deliver growth required for sustainable convergence with European Union income levels.

Speaker:

Peter Tabak, Regional Lead Economist for the Western Balkans, EBRD

09:30 - 10:10 Property investment in SEE – The big picture

2019 is set to become another strong year for the property investment market and projections are optimistic for 2020 as well. A panel of prominent investors and advisors will discuss the topic in detail.

Moderator: Andrew Peirson MRICS, Managing Director SEE, CBRE

Conversation participants:

Matevz Mencak, Head Of Real Estate Funds, Generali Investments LCC Slovenia

Dubravka Nègre, Head of Regional Office for the Western Balkans, EIB

Otis Spencer MRICS, Chief Investment Officer, P3 Logistic Parks

Srdjan Teofilovic, Head of Capital Markets & Investor Services, CBS International | Cushman & Wakefield Group

10:10 - 10:40 What are banks looking for? – Financing and valuation issues in SEE

Top bankers of the SEE region will discuss the current financing landscape on the property market. They will also reveal which are the most and least desired asset classes and locations when it comes to securing financing.

Moderator: Nikola Senesi PhD, FRICS, RV, CEO, Wolf McGill Group

Conversation participants:

Klemen Fajmut, Expansion and Development Manager, Imagine

Danijela Nedeljkovic Stojakov MRICS, Risk Collateral Supervision Expert, OTP banka Srbija

Milan Vicentic, Executive Board Member, Head of Corporate Banking Division, EuroBank Serbia

Hannes Wimmer, Executive Director, Loan Syndication, Erste Group Bank AG

10:40 - 11:20 Booming with new projects – Belgrade development panel

Per capita, modern office and retail stock are still relatively low in the Serbian capital but thanks to strong demand and a large number of active developers, supply is catching up. Key market players changing the face of Belgrade will discuss current development trends.

Moderator: Mia Zecevic, CEO, Novaston Real Estate Platform

Conversation participants:

Claus Graggaber, Head of International Commercial Real Estate Clients, Erste Group

Jovana Martinovic MRICS, Deputy CEO, Merin Holdings

Josko Pitesa, Country Manager Operations Serbia, Croatia and Slovenia, Immofinanz

Zorana Zdrale Burlic, CEO, Delta Real Estate

Goran Zivkovic, Managing Director, CBS International | Cushman & Wakefield Group

Coffee break

SECTION 2: New opportunities on the horizon

- 11:50 - 12:20** **Future-proof office developments – How to make tenants happy in the workplace?**
The concept of the ideal office space has changed tremendously in recent years. This panel will discuss what makes a workplace attractive in 2019 and what it will take to secure new leases and keep existing tenants happy in the years to come.
Moderator: **Vera Lukic**, Senior Project Manager, CBS International | Cushman & Wakefield Group
Conversation participants:
Hubert Abt, CEO / Principal, New Work Offices
Giles Bateman MRICS, Regional Development Director – Continental Europe, IWG plc
Jelena Drazic, Country Location Manager, Siemens
Arn Willems, Managing Director Croatia, GTC
- 12:20 - 12:50** **Why real estate developers cannot ignore hotels**
Tourism is booming in SEE, new developments are popping up all over the region and hotel has become a popular asset class among investors. The needs of travellers are changing fast with low-cost flights and the sharing economy completely reshaping the face of tourism. The experts of this panel will give an overview of the latest trends on the hotel market, both globally and locally.
Moderator: **Marius Gomola MRICS**, Managing Director, Horwath HTL Hungary, Founder, HOTCO
Conversation participants:
Nikola Avram, Owner & CEO, Alpha Hotel Management
Thomas Brezina, Founder and Executive Director, TB Capital
Silvija Iliskovic Balagovic MRICS, Owner, Hotelis - Advisory & Valuation
Silvija Lovreta, Development Director SEE, Marriott International
Uros Vukomanovic MRICS, General Manager, Soravia Management
- 12:50 - 13:20** **Europe's most attractive asset class – How to keep up with demand for logistics?**
Logistics has slowly become the most preferred investment product among many investors in Europe. Thanks to the growth of e-commerce and key industries, demand for prime logistics space is set to be strong in the coming period.
Moderator: **Alexander Samonig**, Managing Partner - Western Balkans, ECOVIS SEE
Conversation participants:
Darko Djoric, CEO, MIND Group
Vlatko Djuricek, Country Head of Serbia, CTP
Dragan Simovic, Member Of The Supervisory Board, Militzer & Münch Serbia
Nemanja Uzelac, CCO, Konstruktor Group
- 13:20 - 13:50** **Emerging markets insight: Macedonia, Albania, Montenegro, Bosnia-Herzegovina**
These four countries offer untapped potential for those willing to take higher risks for higher rewards. Local players will make their case and show why it is worth investing in these emerging destinations.
Moderator: **Csanád Csürös**, CEO, Property Forum
Conversation participants:
Vlatko Bogoevski MRICS, CEO, Cushman & Wakefield Forton Macedonia
Ivan Cakarevic, Managing Director, Rooftop Capital
Kliton Ikonomi MRICS, Managing Partner, Professional Real Estate Tirana
Maho Taso MRICS, CEO / Director, Prostor Real Estate Services, Sarajevo

Lunch

Goodbye