Date: 3rd December 2019 **Venue:** Hilton Belgrade

Balkans Property Forum 2019 - Belgrade, Serbia

SECTION 1: Investment opportunities in SEE

09:00 - 09:10 Presentation Opening remarks

Speaker:

Csanád Csürös, CEO, Property Forum

09:10 - 09:30 Presentation 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 Panel 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.

Chair: **Andrew Peirson MRICS**, Managing Director, JLL Czech Republic

Panellists:

Matevž Menčak, Head Of Real Estate Funds, Generali Investments 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 **Panel** 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.

Chair: **Dr Nikola Senesi FRICS**, CEO, Wolf McGill Group

Panellists:

Klemen Fajmut, Business Development Manager, Imagine d.o.o.

Danijela Nedeljković Stojakov MRICS, Senior Manager, Valuations and Outsourcing, BDO Serbia

Milan Vićentić, Executive Board Member, Head of Corporate Banking Division, Eurobank Direktna

Hannes Wimmer, Managing Director, Loan Capital Markets, Erste Group Bank AG

10:40 - 11:20 **Panel** 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.

Chair: **Mia Zecevic**, CEO, Novaston Real Estate Platform

Panellists:

Claus Graggaber, Head of CRE International, Erste Group

Jovana Martinović MRICS, Deputy CEO, Merin Group

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

Zorana Zdrale Burlic, CEO, Delta Real Estate

Coffee break

SECTION 2: New opportunities on the horizon

11:50 - 12:20 **Panel** 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.

Chair: **Vera Lukic**, Senior Project Manager, CBS International | Cushman & Wakefield Group

Panellists:

Hubert Abt FRICS, CEO, workcloud24

Giles Bateman MRICS, Head of Real Estate Europe – Network Development, IWG plc

Jelena Drazic, Senior Manager Global Workplace Experience, Native Instruments

Arn Willems, Managing Director Croatia, GTC

12:20 - 12:50 **Panel** 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.

Chair: **Marius Gomola MRICS**, Managing Director, Horwath HTL Hungary, Founder, HOTCO

Panellists:

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 **Panel** 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.

Chair: **Alexander Samonig**, Managing Partner - Western Balkans, ECOVIS SEE

Panellists:

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 **Panel** 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.

Chair: **Csanád Csürös**, CEO, Property Forum

Panellists:

Vlatko Bogoevski MRICS, CEO, Cushman & Wakefield Forton Macedonia

Kliton Ikonomi, Managing Partner, Professional Real Estate Tirana

Maho Taso MRICS, CEO / Director, Prostor Real Estate Services, Sarajevo

Ivan Čakarević, Managing Director, Turaquadra Premium Properties

Lunch

Goodbye

Please note that the program is subject to change. Always check the latest online agenda here:
https://www.property-forum.eu/forums/conference-property/balkans-property-forum-2019-belgrade-serbia/915/agenda