Date: 18th - 20th September 2017 **Venue:** Austria Trend Hotel Park Royal Palace Vienna

CEE Property Forum 2017 - Vienna, Austria

18th September 2017

19:00-22:00 PRE-CONFERENCE NETWORKING RECEPTION SPONSORED BY CTP

Exclusive networking reception. Invitation only.

19th September 2017

08:15-09:00 REGISTRATION - BREAKFAST AND NETWORKING

Section I.: THE BIG PICTURE - The future of Europe and CEE

09:00 - 09:05 **Presentation** Welcome remarks

Speaker:

Csanád Csürös, CEO, Property Forum

Maarten Vermeulen FRICS, Regional Managing Director for Europe, Russia & CIS, RICS

09:05 - 09:30 **Presentation** Keynote speech - The future of the European and the CEE economy

Our renowned economist speaker, Mr. Bucsa will present a macroeconomic overview of the European economy and the CEE region. This outlook will show how our economies will work after Brexit and the Trump presidency and how these challenges might impact the real estate business.

Speaker:

Dan Bucsa PhD, Chief CEE Economist, Unicredit Bank AG in London

09:30 - 10:20 **Panel** Looking at the big picture – Global and European property trends

In a dynamically changing world it is hard to keep up with trends. Key trends are reshaping the world in which we live and work. New business models, new technologies, growing cross-border investments: all these happen in an increasingly unpredictable world. Our panel of senior experts from different fields of the property business will discuss how the industry is changing and how businesses should adopt to these changes.

Chair: **Maarten Vermeulen FRICS**, Regional Managing Director for Europe, Russia & CIS, RICS

Panellists:

Csongor Csukás MRICS, Deputy Head of International Property Management, BNP Paribas Real Estate

Alexander Goepfert, Partner, Head of the Real Estate Investments Group, Noerr

Frank Nickel, CEO, CA Immo

Péter Számely MRICS, Head of Real Estate Finance CEE, HYPO NOE Landesbank

10:20 - 10:40 **Presentation** Launching of the Property Lending Barometer 2017

A survey of banks on the prospects for real estate sector lending in Europe. The 8th edition of KPMG's publication surveys representatives from nearly 100 banks in more than 20 countries throughout Europe, offering a comprehensive assessment of financing prospects for those looking to invest in European real estate markets.

Speaker:

Pál Dános MAISZ MRICS, Director, KPMG

10:40 - 11:20 Panel Senior CEE investor, developer and banker roundtable

The near future seems bright for the European and CEE commercial property sector at the moment. Solid economic growth and further capital value growth are expected in Europe for 2017 and 2018, while interest rates are unlikely to rise before 2019. However, in these times, real estate leaders have to think long-term and have to make responsible decisions that can result in sustainable long-term projects and investments. Major players from the CEE real estate business will come together to discuss the current investment and financing landscape.

Chair: **Noah Steinberg FRICS**, Chairman & CEO, WING

Panellists:

Jeff Alson, International Partner, Head of Capital Markets CEE, Cushman & Wakefield

Luke Dawson, Managing Director & Head of Capital Markets CEE, Colliers International

Dr. Piotr Goździewicz MRICS, Head of Transactions CEE, Cromwell Property Group

Erwin Hanslik, Partner and CEE Head of Real Estate, Taylor Wessing Czech Republic

Adrian Karczewicz, Head of Divestments CEE, Skanska

Robert Martin, Principal – Head of Central Europe, Europa Capital

Árpád Török MRICS, Chief Executive Officer, TriGranit

Radek Zeman, Chief Financial Officer, CTP

11:20-11:50 COFFEE BREAK - NETWORKING

Section II.: THE PROPERTY PICTURE

11:50 - 12:10 **Presentation** Design and wellbeing in property developments – Wellbeing evaluation case study from the UK: measured value of wellbeing and ROI

Changing occupier needs are going beyond traditional project targets such as budget, programme delivery, re-stack and 'green' offices. Interior design can be an effective tool in attracting and retaining a talented workforce as well as contributing to sustainable business growth. Elina Grigoriou is a London-based Interior Designer and Sustainability Expert who passionately believes that "fashionable" and "green" need not be mutually exclusive. With particular expertise in sustainable interior design for the commercial sector, Elina's work ranges from corporate offices to business clubs, restaurants and car showrooms.

Speaker:

Elina Grigoriou, Chair of the RICS SKA Rating Technical Committee, Grigoriou Interiors

12:10 - 13:00 **Panel** Debate: Office trends – Workforce, HR, wellbeing, value for investors, development trends

Tenants in 2017 are looking for a lot more than four walls and a couple of cubicles. Developers and the owners of older schemes will need to adapt to the changing needs of occupiers in order to stay in the race. Our panel of tenants, landlords, developers and advisors will talk about what makes an office attractive in 2017 and what it will take to secure new leases and keep existing tenants happy in the years to come.

Chair: **Michael P. Smithing FRICS**, Co-founder, Days2gether

Panellists:

Jens Böhnlein, Global Head of Office Solutions & Design, CA Immo

Elina Grigoriou, Chair of the RICS SKA Rating Technical Committee, Grigoriou Interiors

John J Fekete MRICS, Global Head of Real Estate Management, Abu Dhabi Islamic Bank

Maciej Markowski, Partner, Head of Workplace Strategy CEE, Cushman & Wakefield

Zinaida Vojnár, International Business Development Director, HB Reavis

13:00-14:00 LUNCH BREAK - NETWORKING

Section 3/A.: DIGITAL ECONOMY: RETAIL, PROPTECH, INDUSTRY INNOVATIONS

14:00 - 14:30 **Presentation** Proptech, innovation – TOP 5 trends influencing the property industry

James Dearsley is a global speaker on the topic of Property Technology and was recently voted and nominated as the most influential person in PropTech by LendInvest. After 15 years working directly in the property sectors in sales and marketing roles, he is now running The Digital Marketing Bureau.

Speaker:

James Dearsley, Consultant and Board Advisor, Unissu

14:30 - 15:20 **Panel** Panel discussion: Innovations and recent trends of the retail industry (e-commerce, changing consumer habits, generation X and Y issues) and how these changes affect the following businesses: logistics, retail property development, retail

The global retail landscape is shifting at a rapid pace. Changing consumer habits are making not only retailers, but developers and owners of logistics and retail property rethink their strategies. Business need to react to the growing popularity of online shopping fast as costumers need to feel that shopping malls are much more than just offline stores put next to each other. The aim of this diverse panel is to help prepare for the future of the retail industry.

Chair: **Andreas Ridder**, Chairman CEE, CBRE

Panellists:

Tim Davies, Head of EMEA Industrial and Logistics Agency, Colliers International

Péter Karai, Sales Director, Futureal

Zsolt Müller, Director, Retail and Consumer Markets, KPMG

Martin Polák, Managing Director, Regional Head CEE, Prologis

Karel Zeman MRICS, Head of Portfolio Management ESCF series, CBRE Global Investors

Section 3/B: HOTEL, STUDENT HOUSING AND RESIDENTIAL

14:00 - 14:40 Panel Student housing and micro living opportunities in Austria and in CEE

Student housing has become an attractive investment product in Western Europe lately, but there are few signs of such developments in the region so far. CEE, however, is the number one choice of more and more international students, so the opportunity is present. The regional pioneers of the business and other experts will come together to share their ideas and experience.

Chair: **Gábor Soóki-Tóth MRICS**, Assistant Professor (Urban Development & Planning), RICS

Panellists:

Bálint Botos, Managing Partner, Forestay Group

Stuart Osborn, Head of European Residential Investment Transactions, Knight Frank CSEE

Marcus Roberts MRICS, Director - Europe Residential Capital Markets, Savills

Christian Scheuerl, Managing Director, MPC Micro Living Development

Samuel Vetrak, CEO, BONARD

14:40 - 15:20 Panel Hotel market trends in CEE

Tourism is booming in Central and Eastern Europe, new developments are popping up all over the region, while 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. Our expert panelists will give an overview of the latest trends on the hotel market, both globally and locally.

Chair: **Frederic Le Fichoux MRICS**, Partner – Global Hospitality Group, Cushman & Wakefield

Panellists:

Darren Blanchard (FIH), Senior Director of Business Development, the Carlson Rezidor Hotel Group

Daniel Folian, Investor Relations, Warimpex

Wolfgang Gold, Global Franchise Director, easyHotel

Frank Reul, Head of Development, Orbis / Accorhotels Eastern Europe

Vladimir Varnavskii, Managing Director, Tink Labs

15:20-15:40 COFFEE BREAK - NETWORKING

Section 4/A.: V4 COUNTRIES

15:40 - 16:20 Panel Panel discussion: Czech Republic and Slovakia insight

In the first half of the year the Czech Republic has overtaken Poland as the most popular investment
CEE. Investors are also increasingly interested in Slovakia – a market many used to say is limited by its
and developers from these two countries will discuss what to expect for the rest of 2017 and in 2018.

Chair: **Richard Hogg HypZert MRICS**, Head of Valuation, Advisory and Research for Czech Republic and Slovakia, C

Panellists:

Paul Betts, Managing Director, M7 Real Estate

Stefan Cuvin, Development Director, TriGranit

Marián Fridrich MRICS, Transaction Manager – Acquisition & Sales, Debt Financing, IAD Investments

Tomáš Jandík CFA MRICS, CEO, REICO

Ben Maudling, Managing Director, GARBE Institutional Capital CEE

Peter Nitschneider MRICS, Country Manager, Head of Advisory, JLL Slovakia

16:20 - 17:00 Panel Panel discussion: Hungary investment and development roundtable

Hungary is definitely back on the investment map, volumes are going up and new players keep enteri
There are many opportunities for developers as well, with an unprecedented number of new projects
in Budapest. Some of the most important players come together to share their expectations for the fu

Chair: **Sarolta Csikós MRICS**, Regional Leasing Director – Office, TriGranit

Panellists:

Michael Edwards, Head of Capital Markets (Hungary) / Valuation & Advisory (Central Europe), Cushman & Wakefiel

Mátyás Gereben MRICS, Country Manager, CPI Hungary

Zoltán Nádasdy MRICS, Partner, Head of CEE Real Estate Investments Group, Noerr

Edina Schweizer, Partner - Head of CEE Banking and Finance, Noerr

Marcell Szotyori-Nagy, Associate Director, JLL

Section 4/B.: ROMANIA & SEE

15:40 - 16:20 Panel Panel discussion on Romania – Robust economic growth, sustainable development pipeline. Is Romania on the right path this time?

It is without doubt an exciting time for the Romanian real estate industry as the market continues to perform well amid a world economy characterised by growing uncertainty and unpredictability. At thi panel, local and international players will summarise their outlook for 2017 and 2018 on the investment market and developers will reveal their expectations for Bucharest and major regional cities.

Chair: **Tim Wilkinson MRICS**, Head of European Acquisitions, Indotek Group

Panellists:

Ana Dumitrache, Head of Real Estate Financing Department, Banca Comerciala Romana / A member of Erste Grou

Răzvan Gheorghiu-Testa, Partner - Co-Head of Real Estate Practice Group, Ţuca Zbârcea & Asociaţii

Lila Pateraki, Chief Investment Officer, Zeus Capital Management

Andrei Vacaru, Head of Capital Markets CEE, iO Partners

Ioannis Xanthopoulos, Principal, Atum Properties

16:20 - 17:00 Panel Panel discussion on SEE – Life beyond core CEE markets: investing in Southeast European markets. Bulgaria, Croatia, Serbia, Slovenia

Core Central European markets tend to overshadow the countries of Southeast Europe but there is a lot to watch out for in this region. Purchasing power and demand for modern space is growing, so it is no wonder that new developers and investors keep entering the market. At this panel, they will explai why it is a good idea to invest in SEE.

Chair: **Andrew Peirson MRICS**, Managing Director SEE Region & Romania, JLL

Panellists:

András Boros MRICS, Head of Real Estate Management, HETA Asset Resolution

Petar Brajović MRICS, Head of Collateral Management Unit, UniCredit Bank Serbia

Tomáš Chloupek, Member of Board of Directors, APS Holding

Michaela Lashova MRICS, CEO, Cushman & Wakefield Forton

Vedrana Likan, Managing Partner Croatia, Colliers International

Ivan Petrović, Senior Associate, JPM