

# 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 Welcome remarks**

People:

**Csanád Csürös**, CEO, Property Forum

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

#### **09:05 - 09:30 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.

People:

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

#### **09:30 - 10:20 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

Conversation participants:

**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 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.

People:

**Pál Dános MAISZ MRICS**, Director, KPMG

**10:40 - 11:20 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

Conversation participants:

**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 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.

People:

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

**12:10 - 13:00 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  
Conversation participants:  
**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 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.**  
People:  
**James Dearsley**, Consultant and Board Advisor, Unissu

**14:30 - 15:20 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  
Conversation participants:  
**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 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

Conversation participants:

**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 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

Conversation participants:

**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 discussion: Czech Republic and Slovakia insight**

**In the first half of the year the Czech Republic has overtaken Poland as the most popular investment destination within CEE. Investors are also increasingly interested in Slovakia – a market many used to say is limited by its size. Investors 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, Cushman & Wakefield

**Conversation participants:**

**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 discussion: Hungary investment and development roundtable**

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

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

**Conversation participants:**

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

**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 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 this 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

**Conversation participants:**

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

**Răzvan Gheorghiu-Testa**, Partner - Co-Head of Real Estate Practice Group, ?uca Zbârcea & Asocia?ii

**Lila Pateraki**, Chief Investment Officer, Zeus Capital Management

**Andrei Vîcaru**, Head of Capital Markets CEE, iO Partners

**Ioannis Xanthopoulos**, Principal, Atum Properties

**16:20 - 17:00 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 explain why it is a good idea to invest in SEE.**

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

Conversation participants:

**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

**20th September 2017**