Date: 18th - 19th September 2019 **Venue:** Hotel Savoyen Vienna

CEE Property Forum 2019 - Vienna, Austria

18th September 2019

PROPTECH DAY (ERSTE CAMPUS)

Change can be hard to love and it could appear costly for the business, but it also represents many opportunities. How can you embrace these opportunities? Attend our proptech day and find out! Meet the most inspiring European and CEE proptech personalities and hear about the most recent innovations, solutions that could reshape the property industry. Our compact proptech day is the perfect event for you if you want to get up to speed with recent technologies and trends but do not have time to waste.

ATTENDANCE FOR THE PROPTECH DAY IS INCLUDED IN OUR STANDARD TICKET PRICE.

Venue of the proptech day: Erste Campus (1100 Vienna, Am Belvedere 1) - Grand Hall.

16:15 - 16:35 **Presentation** Digital is the new normal - New technologies changing the world of real estate

James is a prominent global PropTech influencer and in his presentation, he will show how technology is completely transforming the property business. He founded Unissu, a global platform which lists over 6000 PropTech businesses from around the world, along with co-founder Eddie Holmes.

Speaker:

James Dearsley, Consultant and Board Advisor, Unissu

16:35 - 17:15 **Panel** Innovation is the law of tomorrow - Digital transformation in Europe

Some companies have already invested a huge amount of capital in innovation, while for others the largest step taken towards digitisation is using Dropbox. This diverse panel will discuss strategies that can take European property companies to the next digital level.

Chair: **James Dearsley**, Consultant and Board Advisor, Unissu

Panellists:

Yasmina Darveniza, Investor, Round Hill Ventures

Leon Goldwater, CEO, We Are Pop Up

Susanne Hügel, Associate Director | EMEA Digital Innovation, CBRE

17:15 - 17:45 **Panel** Great companies can come from anywhere. Why not from CEE? – Central European proptech success stories

We have gathered four companies that originally started out in the region but since then have expanded internationally. Four innovative leaders will share their own secrets to success and show that a good product can be in demand anywhere in the world.

Chair: **James Dearsley**, Consultant and Board Advisor, Unissu

Panellists:

Hubert Abt FRICS, CEO, workcloud24

Lukas Balik, CEO, Spaceflow

Marley Fabisiewicz, Founder, spaceOS

Josef Sachta, CEO, Sharry Europe

17:45 - 18:30 Presentation PropTech pitches – The best emerging start-ups from CEE

Over the last 12 months, 25 companies from 5 countries presented themselves at Property Forum events all over Central & Eastern Europe. Each time the audience voted and chose the most interesting ideas that will be shared during CEE Property Forum's first-ever PropTech Day. At the end of the 6-minute pitches, the audience will choose the region's best emerging start-up.

Speaker:

Ondřej Dufek, CMO, Flatio

Július Kaliský, Director of Sales, PonukaByvania.sk

Ádám Korbuly, CTO, OrthoGraph

Adam Penkala, Co-Chief Operating Officer, Velis Real Estate Tech

Andy Zhang, CEO, Rollet

19:00 PRE-CONF ROOFTOP PARTY (ERSTE CAMPUS)

Welcome speech by Karin Schmidt-Mitscher (Erste Group Bank)

Buffet dinner, gin and tonic bar, exclusive Austrian wine selection and champagne bar. HOSTED BY ERSTE GROUP AND SPONSORED BY CBRE AND REVETAS CAPITAL.

ATTENDANCE FOR THE PRE-CONF PARTY IS NOT INCLUDED IN OUR STANDARD TICKET PRICE. YOU MAY ADD THE PRE-CONF PARTY AT THE ONLINE REGISTRATION.

19th September 2019

SECTION 1: The future of our industry (PURPLE ROOM)

The rules of business and society have changed, so your business needs to change as well. Let’s find out together how the changes in our climate, the changes in customer expectations and the changes in politics might affect the property sector.

09:00 - 09:05 **Presentation** Opening remarks and Chris Bennett Memorial Prize award ceremony

The Chris Bennett Memorial Prize is an annual prize created by RICS in the name of Chris Bennett FRICS, to reward a significant display of professionalism by a successful RICS Candidate in the CEE region. The award will be given to a successful RICS applicant deemed to have made the most outstanding impression on an interviewing panel throughout the RICS business year (1 August – 31 July). Nominations are accepted from all countries of the CEE region.

Speaker:

Csanád Csürös, CEO, Property Forum

09:05 - 09:30 **Presentation** Climate change – How it will affect our industry and what we should do to adapt

We strongly believe that climate change cannot be ignored by the property industry and the new permanent reality of climate change is knocking on our door. How much will it cost for us and how can we embrace the change?

Speaker:

Ursula Hartenberger, Global Head of Sustainability, RICS

09:30 - 10:00 **Presentation** The CEE property landscape - What is happening in the CEE markets?

This presentation aims to give an overview of the state of commercial real estate market across major CEE countries: How sound are the economic fundamentals? What are the occupational trends across major cities in the region? Where are the hotspots of the development pipeline? Who are the dominant players on the investment markets in the region?

Speaker:

Gábor Borbély, Director, CBRE

10:00 - 10:35 **Panel** Senior financing roundtable

Financing is the true essence of this business, whether in the form of bank finance, bonds, IPO or other alternative solutions. Leading investors, developers, and bankers will share their insights on the European and CEE financing landscape.

Chair: **Otis Spencer MRICS**, Chief Investment Officer, P3 Logistic Parks

Panellists:

Walter Hampel, MD, Head of Real Estate Finance International Clients & CEE, Deutsche Pfandbriefbank AG

Michael Heller CFA, Real Estate Investment Research, Raiffeisen Bank International AG

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

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

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

Coffee break - Networking

SECTION 2: Embracing the change (PURPLE ROOM)

11:05 - 11:20 **Presentation** CEE investment outlook

Speaker:

Mike Atwell, Head of Capital Markets Czech Republic and Lead Director CEE, JLL

11:20 - 12:00 **Panel** Can CEE's property market growth be sustained? What are the risks on the horizon?

Chair: **Jean-Bernard Wurm**, Co-Founder & Managing Director, Secure Legal Title, London

Panellists:

Mike Atwell, Head of Capital Markets Czech Republic and Lead Director CEE, JLL

Radu Boitan MRICS, Head of Investments, Revetas Capital

Tomáš Běhounek, Partner, bnt attorneys in CEE

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

Richard Wilkinson, Group CFO, CTP

12:00 - 12:30 Panel Austria in focus – Real estate business leaders' panel

Chair: **Walter Wölfler**, Senior Director, Head of Retail Austria & CEE, CBRE

Panellists:

Frank Brün FRICS, Chairman, RICS in Austria

Mario Schiavon, Partner, Real Estate & Construction, Taylor Wessing Austria

Karin Schmidt-Mitscher, Head of Group Commercial Real Estate, Erste Group Bank

Georg Stadlhofer MRICS, Vice President, IFMA Austria

Samuel Vetrak, CEO, BONARD

12:30 - 13:00 Panel Why diversity and inclusion are crucial in the property industry (as well)

What are the benefits of developing a diverse and inclusive environment in your company? Which steps are needed to improve gender diversity in the workplace, especially in c-suite positions? Is the younger generation more open to a diverse and inclusive company environment? Can diversity and inclusion be a remedy in challenging economic cycles?

Chair: **Lara Paemen**, Managing Director, IFMA EMEA

Panellists:

Inga Chkhaidze-Heynen, Partner – Head of Investments, Revetas Capital

Ana Dumitrache, Managing Director, CTP Romania

Marta Machus-Burek, Senior Partner I Director | Retail Advisory Services, Colliers International

Karin Schmidt-Mitscher, Head of Group Commercial Real Estate, Erste Group Bank

Wilhelm Sterl, Head of Group Human Resources, Immofinanz

Lunch - Networking

SECTION 3/A: New investment opportunities in CEE (PURPLE ROOM)

14:00 - 14:40 **Panel** Finding the right opportunity - Life-cycle investment in CEE

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

Panellists:

Mátyás Gereben MRICS, Country Manager, CPI Hungary

Paul Hallam, Managing Partner, GalCap Europe

Dániel Jellinek, Partner, CEO, Indotek Group

Peter Noack, Managing Director & Founder, ZEITGEIST Asset Management

Ulf Pleschiutschnig, Managing Director, Morgan Stanley Real Estate Investment

14:40 - 15:15 **Panel** Building sustainable hubs in CEE - How can logistics stay the most attractive asset class?

Chair: **Ana Dumitrache**, Managing Director, CTP Romania

Panellists:

Martin Baláž, SVP, Country Manager Czechia, Slovakia & Hungary, Prologis

Harry Bannatyne, Partner, Head of Industrial Agency CEE, Colliers

Domonkos Joó, Senior Asset Manager, Hungary, Slovakia & Czech Republic, Logicor

Benedek Kis, Senior Manager Business Development Eastern Europe, Kühne + Nagel

SECTION 3/B: All about user experience (GREY ROOM)

We try to make sense of this disjointed world. There are a lot of deep changes going on in the world and one of them is that people buy, live and work differently. How will these changes affect the physical spaces of work and shopping? Disruptors, property owners, asset managers, investors, developers, and advisors will brainstorm together about what's ahead of us in the office and retail markets.

14:00 - 14:40 **Panel** Making tenants happy in the workplace – Why is it important?

Chair: **Andrej Leontiev LL.M.**, Partner, Taylor Wessing Czech Republic

Panellists:

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

Marley Fabisiewicz, Founder, spaceOS

Lara Paemen, Managing Director, IFMA EMEA

Sylwia Toczyska, Associate Partner, Deloitte

14:40 - 15:15 **Panel** Retail has changed – How should retail property owners change?

Chair: **Jolanta Wawrzyszuk**, Independent Retail Expert, former Group Head of Leasing at Atrium

Panellists:

Christoph Augustin, Managing Director International - Austria, Hungary, ECE Projektmanagement

Duarte Cabral, Deputy Managing Director EMEA, Sonae Sierra

Leon Goldwater, CEO, We Are Pop Up

Mark Robinson, Independent Investment & Research Consultant, EnCor Wealth Management

Oren Rosen, Co-Founder, Infuse Location Ltd

SECTION 3/C: Rising stars – Alternative asset classes (GREEN ROOM)

14:00 - 14:40 **Panel** Why real estate developers cannot ignore hotels (in partnership with HOTCO)

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. 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:

Gerald Hanna, Senior Manager, Asset Management, Revetas Capital

David Musil, Business Director Residential & Hospitality Real Estate, Penta Real Estate

Péter Palicz, Chief Business Development Director, General Manager, KViHotel

Péter Takács, Investment Director, Newmark VLK Hungary

14:40 - 15:15 Panel Student housing - Investment opportunities in CEE

Central & Eastern Europe used to be overshadowed by UK & Western European developments as regards private student housing stock, with local players only catching up in relatively recent times. It is, however, becoming a rapidly growing region and is now on the radar of many local as well as international student housing investors looking for a less saturated market with new opportunities and greater diversification. Come and learn from Samuel Vetrak, Founder and CEO of BONARD, an independent market intelligence powerhouse for student housing asset class, who will share the latest data, insights, trends and opportunities in CEE student housing.

Chair: **Samuel Vetrak**, CEO, BONARD

Panellists:

Bálint Botos, Managing Partner, Forestay Group

Gary Clarke, CEO, MILESTONE

Rainer Nonnengässer, CEO, International Campus

Roland Paar, Head of Hotel Investment, Soravia

Coffee break with Sacher Cake Corner

SECTION 4/A: Latest trends in core CEE markets (PURPLE ROOM)

The core markets of the region continue to post strong investment figures quarter by quarter, with the importance of local players constantly increasing. Is this simply a sign of stability or can it keep new international investors from entering these markets? Local investors, developers and advisors will share their expectations for the future of the Czech, Slovak and Hungarian markets.

15:45 - 16:20 Panel Czech Republic and Slovakia: Will local players rule the land?

Chair: **Rudolf Nemec MRICS**, Head of Capital Markets Slovakia, JLL

Panellists:

Vladimír Bolek, Portfolio Management, Member of the Board, IAD Investments

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

Maxim Shkolnick, General Partner, M&A and Asset Management, Focus Estate Fund

Pavel Streblov MRICS, Business Director, Penta Real Estate

16:20 - 16:50 **Panel** The new city centres of Budapest – Multi-purpose developments in Hungary

Chair: **Benjamin Perez Ellischewitz**, National Director, Head of Capital Markets Hungary, JLL

Panellists:

Jan Hübner, CEO, HB Reavis Hungary

Tomasz Lisiecki, CEO, TriGranit

Tibor Tatár MRICS, CEO, Calyx Investment

Gergely Árendás, Chairman, Ingatlanfejlesztői Kerekasztal Egyesület (IFK)

SECTION 4/B: Focus on Romania and Southeast Europe (GREY ROOM)

Core CEE markets tend to overshadow the countries of Southeastern Europe but there is a lot to watch out for in this region. Purchasing power and demand for modern space is growing, so it's no surprise that new developers and investors keep entering the market. Besides a couple of established investment destinations, numerous major cities in these countries offer untapped potential for those willing to take higher risks for higher rewards. In the two panels of this section, one of them dedicated to Romania, the region's largest market, important local players will make their case and show why it is worth investing in SEE.

15:45 - 16:20 **Panel** Romania: Is mixed-use the new normal?

Chair: **Andrei Vacaru**, Head of Capital Markets CEE, iO Partners

Panellists:

Romulus Andrei, Director, Banca Transilvania

Roxana Dudau LL.M., Associated Partner, Head of Real Estate & Construction Department, Noerr

Beatrice Dumitrascu, Vice President, One United Properties

David Hay, Founder and CEO, ADD Value Management

Robert Miklo, Head of Capital Markets Romania, Colliers

16:20 - 16:50 **Panel** Investing in SEE – Bulgaria, Serbia, Croatia, Slovenia on the rise

Chair: **Victor Constantinescu**, Partner, Co-Head of Real Estate, Kinstellar

Panellists:

Claus Graggaber, Head of CRE International, Erste Group

Andrew Peirson MRICS, Managing Director, JLL Czech Republic

Elitsa Tsenova, Acquisitions Manager, Lion's Head Investment

Filip Vučagić MRICS, Partner / Director, Colliers International Croatia

Mia Zecevic, CEO, Novaston Real Estate Platform

Closing remarks

Please note that the program is subject to change. Always check the latest online agenda here:

https://www.property-forum.eu/forums/conference-property/cee-property-forum-2019-vienna-austria/803/agenda