

# CEE Property Forum 2022 - Vienna, Austria

**20th September 2022**

## **WARM-UP DAY – Venue: Palais Niederösterreich**

**18:00 - 18:30** Registration & welcome drinks

**18:30 - 19:00** Welcome speech

People:

**Susanne Eickermann-Riepe FRICS**, Chair, RICS European World Regional Board

**19:00 - 22:00** Warm-up Party

The Warm-up Party is an exclusive networking event taking place on the evening of 20 September at the magnificent Palais Niederösterreich in the historic heart of Vienna. Join us to enjoy our food and drink offer, including several uniquely themed bars:

**Gin & Tonic Bar:** A long-term favourite with a fresh twist, courtesy of Avison Young. Explore new flavours as you explore how our mixologists take this refreshing drink to the next level.

**Champagne Bar:** An ageless classic that sparkles with life as it is poured, courtesy of Forty Management. Enjoy a carefully selected compilation of Europe's best bubbles.

**Oyster Bar:** The most sought-after dish of CEE Property Forum 2021 is back. Indulge in the Mediterranean Sea's best treat, chilled to perfection.

**CEE Wine Bar:** A tribute to what the beautiful vineyards of our region have to offer. Our friends and partners across CEE have helped us select one white and one red wine to represent each country.

## **19:00 - 22:00 – WARM-UP PARTY AT PALAIS NIEDERÖSTERREICH**

The Warm-up Party is an exclusive networking event taking place on the evening of 20 September at the magnificent Palais Niederösterreich in the historic heart of Vienna. Join us to enjoy our food and drink offer, including our Gin & Tonic Bar - sponsored by Avison Young, Champagne Bar - sponsored by Forty Management, CEE Wine Bar and Oyster Bar.

**21st September 2022**

## **CONFERENCE DAY – Venue: Andaz Vienna Am Belvedere**

## **7:15-8:30 – MORNING NETWORKING RUN SPONSORED BY TAYLOR WESSING**

A fun morning networking run with fellow real estate runners starting from the lobby of Hotel Andaz at 7:15.

Runners will have two options. You can either go for a shorter run (5 km) through the neighbouring Schweitzergarten and the breathtaking Belvedere Park - led by Viennese runner and personal trainer Verena Ullmann. Or you can go more hardcore and take the longer city tour (8 km) to the city centre and back. The longer city run will be led by longtime marathon runner Erwin Hanslik, CEE Head of Real Estate at Taylor Wessing.

## **08:30-09:00 – REGISTRATION WITH WELCOME COFFEE & FRENCH PASTRY SELECTION**

## **09:00-10:40 – SECTION 1: FOCUS ON THE FUTURE (MAIN ROOM)**

### **09:00 - 09:15 Welcome remarks by Property Forum**

Following the welcoming words of Property Forum's CEO, the two co-hosts of the day will introduce the agenda.

**James Dearsley** is a global proptech and innovation guru who's also the co-founder of Unissu, the leading proptech hub worldwide and the long-term strategic partner of Property Forum.

**Paul Toyne** leads the global architecture and design practice of architectural firm Grimshaw on sustainability with a diverse background as an environmental campaigner, conservationist and built environment specialist.

People:

**Csanád Csürös**, CEO, Property Forum

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

**Paul Toyne**, Practice Leader Sustainability, Grimshaw

### **09:15 - 09:40 Economic outlook for 2023 – What lies ahead?**

**Skyrocketing inflation, rising interest rates and the war in Ukraine have put the post-pandemic economic recovery of Europe into question. What can we expect in the year ahead? Which CEE countries will weather the storm better than others?**

People:

**Marcus Cieleback**, Chief Economist, Investment Strategy & Research, PATRIZIA SE

**09:40 - 10:00 ESG as a responsibility – Perspectives of a retail operator**

Groceries have proven to be a stable footfall anchor during the pandemic. ESG is now the dominant challenge in retail real estate too. Discover the supermarket's perspective on this important task.

People:

**Angelus Bernreuther**, Head of Investor Relationship Management, Kaufland

**10:00 - 10:40 Making in impact – A deep dive into ESG investments**

Today, every discussion about future-proof investment strategies starts with these three letters. Business leaders representing different market segments will discuss what ESG means for them and how they are implanting its criteria in their decision-making process.

Chair: **Paul Toyne**, Practice Leader Sustainability, Grimshaw

Conversation participants:

**Angelus Bernreuther**, Head of Investor Relationship Management, Kaufland

**Susanne Eickermann-Riepe FRICS**, Chair, RICS European World Regional Board

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

**Omar Sattar MRICS**, Chairman, ESG Committee, CPI Property Group

**Susanne Steinböck**, Group Head of Sustainability and Corporate Communications, CA Immo

**Adam Targowski**, Group Head of ESG, CTP

**10:40-11:10 – COFFEE BREAK WITH SACHER CAKE CORNER  
SPONSORED BY KAUFLAND**

**11:10-13:10 – SECTION 2: MONEY TALKS (MAIN ROOM)**

**11:10 - 11:50 Lenders vs borrowers – Financing strategies for an uncertain world**

2022 is once again a year full of uncertainties. Leading bankers and CFOs will discuss how their financing strategies are adapting to the new normal.

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

Conversation participants:

**Ariel Ferstman**, Chief Financial Officer, GTC

**Dieter Knittel**, Head of CEE, pbb Deutsche Pfandbriefbank

**Marius Per?enea**, Chief Operating Officer, IULIUS Company

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

**11:50 - 12:30 What will sell in 2023? – Finding a bulletproof investment strategy**  
**Investment strategies discussed by leaders of large European and CEE players. Which are the preferred asset types and which assets are no-gos at the moment? How is ESG reshaping investment decisions?**  
Chair: **Tom Devonshire-Griffin**, Head of Capital Markets CEE, JLL  
Conversation participants:  
**Inga Chkhaidze-Heynen**, Partner – Head of Investments, Revetas Capital  
**Anna Duchnowska**, Managing Director – Investment Management, Invesco Real Estate  
**Christopher Mertlitz**, Managing Director, Head of European Investments, W. P. Carey  
**Martin Ofner**, Head of Market Analysis, Arnold Investments  
**Silviu Stratulat**, Managing Partner, Stratulat Albulescu

**12:30 - 13:10 Investments without borders – The most active local dealmakers of 2022**  
**Despite all challenges, CEE's investment market remains strong with local investors playing an increasingly important role. The most active dealmakers will discuss what sells today and will drive market activity tomorrow.**  
Chair: **Mark Richardson**, Head of Investment, Savills Poland  
Conversation participants:  
**Eric Assimakopoulos**, Founding Partner, Revetas Capital  
**Tomasz Buras MRICS**, CEO, Head of Investment, Savills Poland  
**Victor Constantinescu**, Partner, Co-Head of Real Estate, Kinstellar  
**Anca Damour**, Board Member, ELI Parks  
**Krisztián Hornok MRICS**, Managing Director, International Transactions and Asset Management, Indotek Group

### **13:10-14:10 – NETWORKING LUNCH**

A mixture of seasonal dishes and urban Viennese cuisine offers a unique culinary experience and presents an interaction of old and new, tradition and modernity.

### **14:10-16:30 – SECTION 3/A: INVESTORS' FAVOURITES (MAIN ROOM)**

**14:10 - 14:50 Still going strong – What's driving logistics developments?**  
**The clear winner of the pandemic is logistics. The demand for logistics space is fueled by skyrocketing e-commerce and nearshoring. Is this a gold rush? Top developers will discuss the bright future of this sector.**  
Chair: **Miroslav Barnáš**, Supervisory Board Member, Transactions, ARETE  
Conversation participants:  
**Monika Duda-Tulejko**, Managing Director Poland, DHL Supply Chain  
**Mathieu Giguere**, Managing Director, European Cross Border Team, Key Accounts & New Markets, Panattoni CZ & SK  
**S?awomir J?drzejewski**, Head of Industrial Investment, JLL  
**Sorin Preda**, Founder & CEO, Global Vision  
**Peter Wojtusiak**, Senior Advisor, Revetas Capital

- 14:50 - 15:30 Build to rent or build to sell? – Residential market update**  
**Residential markets in CEE are booming. Demand for high-quality apartments is rising and institutional capital is becoming more active in the region. Leading investors and developers will discuss growth opportunities in the sector.**  
 Chair: **Zuzana Chudoba**, Founder, BTR Consulting  
 Conversation participants:  
**Lucian Azoitei**, CEO, Forty Management  
**Bogdan Doicescu MRICS**, CEO, Bog'Art Holding Management  
**Rudolf Riedl MRICS**, Managing Director, SÜBA Hungary  
**Pawel Szejter MRICS**, Head of Residential, JLL Poland  
**Dorota Wysokińska-Kuzdra**, Senior Partner, Head of Corporate Finance & Living Services CEE, Colliers
- 15:30 - 15:50 Student housing market update - Yields, rents, returns and opportunities**  
**Market intelligence and advisory firm BONARD will provide an overview of the key trends driving student housing market activity in Europe and the CEE region.**  
 People:  
**Alexandreas Kourris**, Business Development Manager, BONARD
- 15:50 - 16:30 Investing in new forms of hospitality – Hotel, student housing, co-living**  
**Besides residential, investors are actively pursuing other attractive living investment opportunities. This panel will look at the growth prospects of student housing, co-living and hospitality.**  
 Chair: **Stefan Kolibar**, Chief Partnerships Officer, BONARD  
 Conversation participants:  
**Bálint Botos**, Managing Partner, Forestay Group  
**Harald Hübl**, Founder, greenturtle  
**Péter Számely MRICS**, Head of Real Estate Finance CEE, HYPO NOE Landesbank  
**Dániel Ódor MRICS**, Partner, Taylor Wessing Hungary

## **14:10-16:10 – SECTION 3/B: HOT TOPICS (RED ROOM)**

- 14:10 - 14:30 Afternoon keynote: What does the metaverse mean for the real estate world?**  
**A deep dive into how the metaverse real estate market became a billion-dollar industry in 2021 and predictions for what comes next. Plus what you need to know about the tokenisation of real-world real estate.**  
 People:  
**Caroline Hughes**, Co-Founder & CEO, Lifetise
- 14:30 - 14:50 Data quality – The secret ingredient in real estate investing**  
**Securing accurate, meaningful and timely data for real estate investment deals remains a challenge even today in the age of PropTech, Big Data and the Cloud. A few hands-on tips and observations from an industry veteran.**  
 People:  
**Andreas Kozma**, Founder & CEO, iREMS International AG

**14:50 - 15:30 Future-proof asset & facility management – Focus on data and technology**  
**Asset management in the digital age has its own challenges. Finding the right data, harmonising it across different markets and making the most out of it requires more than an Excel sheet.**  
Chair: **Seweryna Afanasjew**, Board Member, RICS Europe World Regional Board  
Conversation participants:  
**Zbigniew Deptuża**, Partner, Global Compliance & Reporting, EY  
**Libor Holík**, CEO Czech Republic and Slovakia, B+N Czech Republic Facility Services  
**Dávid Jakab**, Managing Partner, Realiscon  
**Andreas Kozma**, Founder & CEO, iREMS International AG

**15:30 - 16:10 What's next for offices? – Focus on hybrid workplace strategies**  
**What does the future hold for offices? This is a question everybody has an answer to. A diverse group of experts will discuss the key drivers of workplace strategies for the future with a focus on flexibility and technology.**  
Chair: **Jelena Drazic**, Senior Manager Global Workplace Experience, Native Instruments  
Conversation participants:  
**Hubert Abt FRICS**, CEO, New Work & workcloud24  
**Giles Bateman MRICS**, Head of Real Estate Europe – Network Development, IWG plc  
**Jake Lodge**, Principal, Managing Director – Hungary, Avison Young  
**Tibor Tatár MRICS**, CEO, Calyx Investment  
**Sylwia Toczyska**, Associate Partner, Deloitte

## **14:10-16:10 – SECTION 3/C: NEW HORIZONS (BLUE ROOM)**

**14:10 - 14:50 Untapped potential - SEE property investment update**  
**So far, 2022 has not been the most active year in SEE in terms of transactions but we're constantly seeing new players enter the countries of the region. Experts from Slovenia, Croatia, Serbia and Bulgaria will share an update on what's driving investment and development activity in their home markets.**  
Chair: **Maja Ostanek MRICS**, Director, ALFI Real Estate Fund  
Conversation participants:  
**Mirta Ceranac Poljak**, Managing Director, Croatia, M7 Real Estate  
**Yavor Kostov**, Managing Partner, Cushman & Wakefield Forton  
**Stevan Lojović**, Group Development Director, Bluehouse Capital  
**Róbert Mitterpach**, CFO, Corwin

**14:50 - 15:30 New focus - CEE investors look to invest in Southern Europe**  
**In recent years, CEE-based investors have started investing outside of the region with many of them targeting Southern European countries. Experts representing Spain, Italy and Greece will share why they think their market is attracting such interest.**  
Chair: **Tim Wilkinson MRICS**, Head of European Acquisitions, Indotek Group  
Conversation participants:  
**Ioannis Ganos**, CEO, Alpha Real Estate Services SA  
**Mauricio Mesa Gomez**, Country Director, Romania and Spain, Cordia  
**Faustino Musicco**, Head of Logistics, Last Mile & Data Centers, Colliers Italy

**15:30 - 16:10 Rebuilding Ukraine: Responding to urgent challenges and exploring new opportunities for international cooperation during wartime**

**It has been almost six months since the brutal war on the territory of Ukraine was launched by Russia. The world is witnessing the unprecedented resistance of the Ukrainian government, army and civil society. While there are already a lot of long-term plans for rebuilding the country and revitalizing its cities, we all need to keep focused on the current situation and the urgent challenges to overcome. Ukrainian businesses are living their hardest times, but they still keep working and finding fast solutions and immediate strategies that should be done right here right now to keep a foundation for the post-war holistic rebuilding.**

**Chair: Anna Nestulia, Principal, Invest in Projects**

**Conversation participants:**

**Vitalii Boiko, CEO & Founder, NAI Ukraine / Urban Experts**

**Wolfgang Gomernik, CEO, DELTA Group & DELTA Ukraine**

**Igor Raikov, Founder & CEO, Spilnota**

**Iryna Shcolnik, Co-Founder & CEO, Forum Group**

**Roman Yemets, CEO, Smart Urban Solutions**

**16:10-17:00 – CLOSING & PROSECCO**