Date: 22nd November 2018 **Venue:** Groupama Aréna - Lagardère Sports Hungary

Property Investment Forum 2018

08:00-09:00 Registration

Section I - Blue room 4. floor

There has been no stopping in 2018 as the domestic property boom carries on. We may only be halfway through the cycle, meaning that the really ambitious development projects have yet to be carried out in coming years. The domestic roundtable and the presentation of stand-out projects will cover the key issues of the Hungarian property market, from the technology developments that are increasingly pervading all segments to the most prominent investments.

08:25 - 08:30 Presentation Welcome Speech

Speaker:

Csanád Csürös, CEO, Property Forum

Gergely Ditróy, Analyst, Portfolio

08:30 - 08:40 Presentation Opening Speech

Speaker:

Noah Steinberg FRICS, Chairman & CEO, WING

08:40 - 09:00 Presentation Keynote Speech - Maturing markets – are we getting over the hill yet?

Speaker:

Jos Tromp MRICS, Head Of Research, Executive Director, CBRE

09:00 - 09:45 Panel Panel discussion: Domestic roundtable – New challenges, stable growth

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

Panellists:

Pál Dános MAISZ MRICS, Director, KPMG

Mátyás Gereben MRICS, Country Manager, CPI Hungary

Viktor Várkonyi, Chief Executive Officer, GRAPHISOFT SE, Member of the Executive Board Nemetschek AG

Gergely Árendás, Chairman, Ingatlanfejlesztői Kerekasztal Egyesület (IFK)

Grandiose projects - Blue room 4. floor

09:45 - 09:55 Presentation Grandiose projects - Liget

Speaker:

Benedek Gyorgyevics, CEO, Városliget Zrt.

09:55 - 10:05 Presentation Grandiose projects - Central Park

Speaker:

Gyula Ágházi, CEO, Gránit Pólus Csoport

10:05 - 10:15 Presentation Grandiose projects - Budapest One - Etele tengely

Speaker:

Tibor Tatár MRICS, CEO, Calyx Investment

10:15 - 10:45 Panel Reshaping cities consciously

As one of the most spectacular signs of the property market boom, developers are not just buildi scattered individual single-purpose projects, they are launching large-scale, multi-functional proje that may take up to a decade to develop. There are several such projects in the pipeline. The effect these projects goes way beyond the individual construction sites as they have a major impact on oth developments and on the city as a whole. The leaders of three such grand developments in Budape will present the state of their projects, the latest challenges and the upcoming steps, then they will ho a discussion moderated by an outstanding representative of the design profession.

Chair: **Szilvia Bősze**, Sustainability Consultant, EU environment and climate policy expert, ESG auditor, ProptechZo

Panellists:

Benedek Gyorgyevics, CEO, Városliget Zrt.

Tibor Tatár MRICS, CEO, Calyx Investment

Gyula Ágházi, CEO, Gránit Pólus Csoport

10:45 - 11:30 Presentation Coffee Break

Macroeconomy Workshop - Orange room 3. floor left side

Property values have grown substantially due to the low interest rate environment, but what happens when rates start climbing? Will they? But when?

10:00 - 11:00 Panel Macroeconomy workshop - Are we going to run our heads against the wall again?

We will talk with renowned experts who not only have expertise but can also think outside the box. We will find out if we are headed for disaster again, and whether we should be putting the pedal to the metal or rather preparing to brake instead. This is a hobby project, which is why it will be interesting, alternative and candid. Participation requires pre-registration as seating is limited at 50.

Panellists:

Gábor Borbély, Director, CBRE

István Madár, Senior Analyst, Portfolio

Gergely Tardos, Director, OTP Bank

Viktor Zsiday, Portfolio Manager, Hold Alapkezelő Zrt., Citadella Származtatott Befektetési Alap

11:00 - 11:30 Presentation Coffee Break

Section II - Blue room 4. floor

We are successful if on the one hand, we can be attractive to foreign investors by offering business opportunities in Hungary, and on the other hand if we ourselves can successfully export the experience and knowledge gained. And although there will always be difficulties, the domestic property sector is fundamentally doing very well in this regard.

11:30 - 12:45 Panel Panel discussion: CEE investment and financing roundtable

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

Panellists:

Gábor Futó, Co-Founder and Co-Owner, Futureal Group

Tim O'Sullivan MRICS, Senior Director, Head of Capital Markets, CBRE

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

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

Árpád Török MRICS, Chief Executive Officer, TriGranit

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

12:45 - 14:00 Presentation Lunch break

Alternative investment and Student Housing Workshop - Orange room 3. floor left side

There is a growing appetite for alternative investments. Dormitories, workers' hostels, apartment hotels, and so on.

11:20 - 12:05 Panel Alternative workshop - Panel discussion: Transient fad and yield hunting? Or could the market for alternative products be institutionalised in the near future?

Chair: **Dániel Ódor MRICS**, Partner, Taylor Wessing Hungary

Panellists:

Dániel Jellinek, Partner, CEO, Indotek Group

Gábor Kiss, Managing Director, Metrodom Kivitelező Kft.

Ferenc Kokas, Managing Director, Partner, Investis Holding vagyonkezelő

Róbert Varga, ingatlan értékesítési manager, LEED Green Associate, Erste Alapkezelő Zrt.

12:05 - 12:20 Presentation CEE Student Housing - no longer a niche

Speaker:

Samuel Vetrak, CEO, BONARD

12:20 - 13:00 Presentation Student Housing workshop

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

Speaker:

Bálint Botos, Managing Partner, Forestay Group

Stefan Cuvin, Development Director, TriGranit

Harald Hübl, Founder, greenturtle

13:00 - 14:00 Presentation Lunch break

HR and Workplace Solutions Workshop - Turquoise room 3. floor right side

Labour is no longer a given, it is a challenge! Beside PropTech, HR has also become one of the key areas for players in the property market in recent years. Whether you are looking for new employees or looking to create a suitable job environment for others, the issue is burning.

11:20 - 12:00 Panel HR workshop

Panellists:

Balázs Gál, Recruitment Central Europe Recruitment Head, Citi

Károly Katkó, Director, Head of Offices, Occupier, CBRE

Zsolt Kelliár, CEO, Co-Founder, Talentuno

Judit Pottok, E.ON Hungária Zrt. - HR Business Partner, Y2Y Business Coaching - Co-Founder, Business Coach

Bence Szalai, Team Leader, Hays- Construction & Property Division

12:00 - 12:15 Presentation New Telekom and T-Systems HQ

Speaker:

Tibor Pollák, Infrastructure Services Director, Magyar Telekom Nyrt.

12:15 - 13:00 **Panel** Office market insight: Focusing on workplace solutions

Panellists:

Ádám Csikós, Partner, Head of Project and Development Services, Cushman & Wakefield Budapest

Dávid Horváth, Senior Workplace Consultant, Occupier Services, Colliers Magyarország

Tibor Pollák, Infrastructure Services Director, Magyar Telekom Nyrt.

Balázs Racskó, Workplace Consultant, Origameo by HB Reavis

Zsuzsi Végvári, working environment Advisor, CEO, Offiseven

13:00 - 14:00 **Presentation** Lunch break

PropTech and Innovation Stage - 2. floor

The hegemony of concrete and brick has been overhauled by PropTech and HR. Although the property market has traditionally been conservative and slow to incorporate the latest technologies, it has no choice in today's world. Our sector is developing and adapting to the latest trends, innovations and changes with the speed of light. But what are these? What do we have to look out for today so that we are not left behind in the race for tomorrow?

11:20 - 11:40 **Presentation** Innovation in real estate – Top ProTech trends influencing the industry

Speaker:

James Dearsley, Consultant and Board Advisor, Unissu

11:40 - 11:50 **Presentation** Contruction field apps - simply good!

Speaker:

Tibor Tamás, Sales Director, BauApp Kft.

11:50 - 12:00 **Presentation** PropTech – Instead of theoris let's see some action

An actual example on how PropTech can help managing workforce shortages and compliance with regulation

Speaker:

Szabolcs Budaházy, CEO – Founder, ARworks Kft.

12:00 - 12:10 **Presentation** Everyone matters if the company moves

Speaker:

János Berki J., International Office Sales And Asset Management Director, Futureal Development

Orsolya Lőrincz, Managing Partner, Grow Group

12:10 - 12:20 Presentation Modern, innovative and safety solutions for the real estate market

Speaker:

Gábor Fellner, Key account expert, EXTOR Elektronikai Kft.

12:20 - 12:30 Presentation PropTech and e-mobility

Speaker:

Zsolt Somogyi, Co-Founder, CEO, PARKL Digital Technologies Kft.

12:30 - 14:00 Presentation Lunch break

Section III/A - Office market trends and future projects - Blue room 4. floor

13:30 - 14:20 Panel Office market: Focusing on trends and challenges

Chair: **Timea Henter**, Associate Director, Office Division, Knight Frank Hungary

Panellists:

Salamon Adorján, CEO, ESTON International

Balázs Simonyi, Head of Office Advisory, Eston

Péter Szalma, Leasing Manager, CA Immo

Péter Würsching MRICS, Head of Leasing, Jones Lang Lasalle Kft.

14:20 - 15:10 Panel Office market: Focusing on future projects

Chair: **Gábor Vörös**, Managing Director, Head of CEE Real Estate Financing, UniCredit

Panellists:

Bori Gedai, Deputy Country Manager, GTC

Attila Kovács MRICS, Managing Partner, Horizon Development

Erika Loska MRICS, Head of Office Division, Knight Frank Hungary

Kata Mazsaroff, Managing Director, Colliers Hungary

Gergely Pados, Managing Director, Cushman & Wakefield

15:10 - 15:35 Presentation Coffee Break

Section III/B - Hotel market - Orange room 3. floor left side

13:30 - 13:45 Presentation International trends

Speaker:

Mihály Klemencz, Regional Sales Manager - Business Solutions, LG Electronics Magyar Kft.

13:45 - 14:00 Presentation Huge masses could visit Budapest in coming years, but where will they find rooms?

14:00 - 15:00 Panel Hotel and tourism: A soaring sector

Panellists:

Mihály Klemencz, Regional Sales Manager - Business Solutions, LG Electronics Magyar Kft.

István Szauter, Director of Development, Accor Hungary & Slovakia

Richárd Szepesi, Member of Board, Dreamland Holding Zrt.

Zsolt Szénási, Principal, Dominarium

Ádám Turbucz, Finance and Transaction Director, Mellow Mood

15:00 - 15:35 Presentation Coffee Break

Section III/C - FM+PM and E-commerce+Logistics+Retail - Turquoise room 3. floor right side

13:30 - 13:45 Presentation Cost optimal level of indoor climate and hygienic building services

Speaker:

Jan Babiak, Project Manager Project Engineering, Uponor

13:45 - 14:30 **Panel** FM+PM: Where PropTech and robots have already taken jobs. What is next?

Chair: **István Rézsó**, Head of Business Development, Cushman & Wakefield

Panellists:

György Mitnyan, CEO, Főtáv

Attila Prosits, Business Development Director – Property Management, Gránit Pólus

Csaba Pölcz, Area manager HU/RO/BG, Uponor

Csaba Szij, Deputy-CEO, B+N Referencia Zrt.

Lőrinc Zátonyi, Director, Special Projects, NEO Property Services Zrt.

14:30 - 15:15 **Panel** E-commerce - Logistics - Retail: The new generation is consuming everything differently. Does the entire sector need to be rethought and rebuilt?

Chair: **Ádám Székely**, Managing Director, Owner, InfoGroup

Panellists:

Tamás Beck, Director, Industrial Agency, Colliers

Balázs Gábosy, Chief Operating Officer, Nhood Services Hungary Kft.

László Kemenes MRICS, Managing Director Hungary, Panattoni CZ & SK

Rudolf Nemes, CEO, HelloParks

15:15 - 15:35 **Presentation** Coffee Break

Section III/D - Home market and Construction industry - Gold room 1. floor

We will take a comprehensive look at the most burning issues of the home market and the construction industry, and at the problems and challenges easily perceptible to everyone, in a discussion with the top experts of the sector moderated in cooperation with IFK.

Chair: Tamás Gegesi Kiss, Managing Director, Gépész Centrál Kft.

14:00 - 15:00 **Panel** Home market: Will growth stop after VAT is reset to 27%? What is the strategy of developers?

Panellists:

Ádám Banai PhD, Executive director for monetary policy instruments, financial stability and foreign reserve manag

Doron Dymschiz, Co-CEO, Duna House

Tibor Földi, CEO, Futureal Zrt.

Ákos Kiss, CEO, Property Market

Gergely Nagy, Corporate Regional Manager, OTP Bank Nyrt.

15:00 - 16:00 **Panel** Construction industry: There is a brutal shortage of skilled labour and capacity, but what is th improve the situation?

Panellists:

Gábor Csokló, Technological Director, Masterplast Nyrt.

Tamás Gegesi Kiss, Managing Director, Gépész Centrál Kft.

János Görföl, Chief Development Officer, Gránit Pólus

Iván Nagy, Development Director, CPI Hungary

Section IV/A - Proptech - Blue room 4. floor

15:35 - 15:50 **Presentation** The Russians are already in full BIM. Will BIM-based planning and investment remain a theory or become practice in Hungary?

Speaker:

Péter Reicher, Country Manager, Graphisoft SE

15:50 - 16:05 **Presentation** Smart solutions for buildings. How to tenants work tomorrow?

Speaker:

István Király, Director of the Enterprise Business Unit, Vodafone Hungary

16:05 - 17:00 **Panel** Panel discussion: Proptech

Panellists:

Gyula Győri, Facility Management Director, CPI Facility Management Kft.

Gábor Gömöri, Lawyer, Partner Associate, Deloitte Legal Erdős és Társai Ügyvédi Iroda

István Király, Director of the Enterprise Business Unit, Vodafone Hungary

Péter Reicher, Country Manager, Graphisoft SE

Tamás Sellyey MRICS, Strategic & Business Development Director, Forestay Group

Section IV/B - Marketing workshop and "Concept of the year" talks and voting - Orange room 3. floor left side

15:35 - 16:15 Panel Marketing workshop: Selling dreams come true

Chair: **Ákos Starcz**, Managing Partner, Dialogue Creatives

Panellists:

Tímea Aladics-Szili, Group Marketing And Communications Director, Futureal Group

Bea Déri, Director of PR, Marketing & Design, CPI Property Group

Ernő Koncz, Marketing Communications Director, Sándor Demján Foundation

Katalin Kovács, Head of PR, TriGranit

Csenge Mátray, Marketing Communication and PR Director, WING

16:15 - 17:00 Presentation "Concept of the year" talks and voting

Speaker:

Zsófia Csukonyi, Operations Manager, HubHub co-working by HB Reavis

Rudolf Riedl MRICS, Managing Director, SÜBA Hungary

Norbert Schőmer MRICS, Deputy-CEO, Wing Zrt.

Mónika Takács, Senior Leasing Manager, TriGranit

Section IV/C - Investment and financing - Turquoise room 3. floor right side

Chair: János Berki J., International Office Sales And Asset Management Director, Futureal Development

15:35 - 15:55 Presentation Financeability of property funds and regulated investment companies

Speaker:

Luca Bokor, Lawyer, Head of Banking Law Department, Managing Associate, Deloitte Legal Erdős és Társai Ügyvédi

Gábor Erdős, Partner, Head of Deloitte Legal, Deloitte Legal Erdős és Társai Ügyvédi Iroda

15:55 - 17:00 **Panel** Investment and financing: What and for how much? The demand is there but the product is o
missing

Panellists:

László Baranyai, osztályvezető, Kibocsátási Engedélyezési Önálló Osztály, MNB

Róbert Hrabovszki, CFO, BIF Nyrt.

Péter Kereskényi, Head of Real Estate, Acquisition and Syndicated Finance, Raiffeisen Bank Zrt.

János Kocsány, CEO, Graphisoft Park

Zsolt Morvai, Director, MBH Bank

17:30-22:30 AWARD CEREMONY AND RECEPTION - 2. floor

17:30 - 17:40 **Presentation** Opening speech

17:40 - 18:30 **Presentation** Portfolio Property Awards

Presenting the awards assigned by a jury of eight renowned professionals, as well as the audience award.

18:30 - 22:30 **Presentation** Cocktail reception – Dinner – Live music

András Wolf, chef at New York Café and the Salon restaurant, will attend in person to present a unique menu created especially for the occasion.

Premium scotch whiskies of 12-16 years of age available for sampling at the whisky bar.
The Agárdi Distillery presents its premium pálinka, rum, gin and whisky collections.
Gin and tonic tasting: special creations from premium ingredients.
Prosecco bar: sampling of five quality products, brought to you by CEETRUS.

The evening will be hosted by Nóra Ördög.

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

https://www.property-forum.eu/forums/conference-property/property-investment-forum-2018/679/agenda