Date: 15th September 2022 **Venue:** Hotel InterContinental Budapest

Property Investment Forum 2022

8:00-8:40 Registration

Section I./A – We are starting a new chapter again!

There is no relief in the world, but real estate remains a safety(?). The effects of Covid are still not final on the office market; the shade of recession, the depressing inflation, the unpredictability of construction, rising financing costs, the war and many connected areas have turned the real estate market into a crazy and risky boardgame. Let us find sustainable and profitable paths in the market's jungle.

08:40 - 08:50 Presentation Good morning, real estate market!

Speaker:

Gergely Ditróy, Analyst, Portfolio

08:50 - 09:00 Presentation Professional welcome speech and positive thoughts for the following period

Speaker:

Noah Steinberg FRICS, Chairman & CEO, WING

09:00 - 09:15 Presentation Presentation

Speaker:

Nándor Csepreghy, Undersecretary, Prime minister\'s office

09:20 - 09:40 Presentation A new starting line for the profession – Real estate market panorama

Speaker:

Gábor Borbély, Director, CBRE

09:40 - 09:55 **Presentation** The future of the Liget project – The impact of this large-scale cultural development on the evolution of urban fabric

Speaker:

Benedek Gyorgyevics, CEO, Városliget Zrt.

09:55 - 10:45 **Panel** The Hungarian real estate market on a rollercoaster

Chair: **Szilárd Kui**, Local Partner, DLA Piper

Panellists:

Zoltán Borbély, Country Director, Atenor Hungary

Balázs Czár, Managing Partner, Horizon Development

Lóránt Kibédi Varga MRICS, Managing Director, CBRE Hungary

Mihály Schrancz, CEO, Founding Partner, Realis Development

Noah Steinberg FRICS, Chairman & CEO, WING

László Vágó, CEO, NEO Property Services Zrt., Chairman, LEO

Coffee break and networking

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Section I./B – Let's dive deep into it!

What will happen to the office market? What will happen to ongoing and planned developments, the renovation and restructuration of the existing stock? What trends are seen in the regional comparison? What are our competitive edge and growth potential? What solutions can provide a more cost-efficient and greener operation simultaneously?

10:20 - 11:05 **Panel** Tightrope walking on the office market

Chair: **Ágnes Szentpály**, Director, Head of Property Management, CBRE

Panellists:

Béla Almás, Chief Executive Officer, Streamnet Zrt.

Máté Galambos, Leasing Manager, Atenor Hungary

András Kovács, Sales Director, Indotek Group

Tibor Massányi, Managing Partner, DVM group Kft.

Balázs Simonyi, Head of Office Advisory, Eston

11:05 - 11:20 **Presentation** Rethink the way of renting an office: time for a digital change

Speaker:

Motty Segal, CEO, Zoomlla by IN Group

11:20 - 12:05 **Panel** CEE – A regional overview

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

Panellists:

András Marton CFA, Partner, Transactions and Business Development, Adventum International

John McKie, CEO, CA Immo Magyarország

Rudolf Riedl MRICS, Managing Director, SÜBA Hungary

Dávid Tibor, CEO, Masterplast Nyrt.

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

12:05 - 12:50 **Panel** Where will the funding come from, and at what price?

Chair: **Tamás Nagy**, Head of the Financial System Analysis Directorate, Hungarian National Bank

Panellists:

Tamás Deák, Director, Commercial Real Estate Finance, ERSTE Bank Hungary

Balázs Jávor, Managing Director Head of Financing, UniCredit Bank Hungary

György Rábai MRICS, Partner, Managing Director, Prophex Europe Consulting

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

Section II./A – Expensive and cheap! – But what is expensive, what is cheap?

The macroeconomic environment, both in a wider and narrow sense, has a profound impact on the potential of the domestic real estate market. Investors' and financiers' risk policies and their ideas about the industry are of key importance. And politics, as we have experienced in the last few years, in some cases, are the most critical incentives (building new apartments through a housing benefit scheme), and with their pro-cyclical development policy, they can also be an unbeatable competitor to the market players. Balance could be the keyword, and it would be best to find it as soon as possible.

11:10 - 11:50 **Panel** Macro-overview and war economic policy – What will it bring to the housing market?

Chair: **Zoltán Bán**, CEO, Net Média Zrt. (Portfolio Csoport)

Panellists:

István Madár, Senior Analyst, Portfolio

Gergely Tardos, Director, OTP Bank

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

11:50 - 12:05 **Presentation** A message from the future! – Innovative measurement solutions

The real overhead reduction starts with metering. A meter-based, transparent, and casual billing of water, heating and cooling energy, and electricity used within the building is now a basic requirement for tenants and the basis for long-term cooperation (investor confidence). Let's see the solutions!

Speaker:

Zoltán Uzonyi, Country Manager, ista Magyarország Kft.

12:05 - 12:50 **Panel** Future of FM/PM - Overhead crisis in focus 2.0, energetics, cost reduction, and greening

Chair: **Dániel Pintér**, Associate Director / Property & Project Management, ESTON International

Panellists:

Miklós Gyertyánfy MRICS, Chief Operating Officer, Gránit Pólus

Tibor Karsai, Managing Director, Rustler Kft.

Zoltán Mikó, CEO, Future FM Zrt.

Gábor Nagy, Managing Director, Icon Real Estate Management Kft.

Péter Pál, ügyvezető igazgató, Re-Energy Kft.

Lunch break & networking

We are inviting our guests for lunch for a more extended period, from noon until half-past two, in the restaurant on the ground floor and upstairs exhibition space!

Club Section

This part of the programme is available only on-site and will not be transmitted online.

11:00 - 11:40 **Panel** Are we back to 2008? – Appraisal in the spotlight X RICS

Panellists:

Margaréta Mészáros MRICS, Director, RICS Registered Valuer, Head of Valuation, CBRE Hungary

Dorottya Pápai MRICS, Business Development Manager, RE/MAX Magyarország

Judit Varga MRICS, Head of Asset Managment, CA Immo Hungary

12:00 - 12:40 **Panel** Makro workshop - Q & A

Panellists:

Zoltán Bán, CEO, Net Média Zrt. (Portfolio Csoport)

István Madár, Senior Analyst, Portfolio

Gergely Tardos, Director, OTP Bank

14:00 - 14:40 **Panel** Retail workshop – What are the times ahead?

Chair: **János Kui**, CEO, Marketing Resolution Kft.

Panellists:

Márk Balástyai, Chief Executive Officer, Futureal Energy

András Berendi, CEO, Roland Divatház Zrt.

15:00 - 15:40 **Presentation** Future of "Human" Office - Az irodapiac emberi oldala

Chair: **Tibor Remete**, Strategy and Creative Director, Super Channel Kft.

Speaker:

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

Borka Moravcsik, Product and Service designer, Future designer, Musketeers, Institute for Advanced Architecture

László Németh, Director of Property Development, KÉSZ Ingatlan Kft. (HuGBC WELL munkacsoport)

Section II./B – Profit hunting

Risks, volatility, inflation, uncertainty. You will need a strong nervous system for making longer-term investment decisions, while market participants are also under increasing pressure to deliver returns. Which are the best products? Is there an actual demand for greening and other values, or is there simply "ESG-washing"? Has the hotel sector returned? What development and investment potential does the sector most affected by the epidemic offer?

13:30 - 14:15 **Panel** Investment market – Yield hunting – ESG – Predictability – Money is looking for its place, but where will it be?

Chair: **Bálint Botos**, Managing Partner, Forestay Group

Panellists:

Salamon Adorján, CEO, ESTON International

Balázs Benczédi, CEO, Gránit Asset Management

Attila Madler, Asset Management Director, CPI Hungary

Norbert Szircsák, Director, ESG expert, Green Building Advisory Service, Colliers

Péter Takács, Investment Director, Newmark VLK Hungary

14:15 - 14:50 **Panel** Hotel market – Are we back?

Chair: **Márton Takács**, International hotel and tourism industry leader, Moore Hungary

Panellists:

Márton Oláh, Member of the Board of Directors, Diófa Alapkezelő Zrt.

Gyula Szűcs, President and Chief Executive Officer, SZINORG Universal Zrt.

Ernő Takács, Chairman, Roundtable Association for Real Estate Developers (IFK)

14:50 - 15:20 **Presentation** How big an opportunity for the market is the brutal inflow of foreign working capital?

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

Speaker:

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

Rudolf Nemes, CEO, HelloParks

Zoltán Póser, Chief Government Advisor to the Prime Minister's Office, Prime Minister's Office

Section III./A – Will it all be built!?

The construction industry, implementation, or construction management cannot get out of the focus; in fact, they are needed more than ever. Although many would be glad if they could do their job quietly, at a planned pace, with

adequate supplies and predictable costs in the problematic implementation process, today, this is merely a dream for most.
Meanwhile, the market for new apartments is at a crossroads. The phasing out/extension of the support scheme raises more questions than answers at the moment. The brownfield lands have the game in their hands. If everything stays as is, the term “brownfield land” will become the most popular housing market buzzword in the years to come.

13:50 - 14:05 **Presentation** What do we have energy for; that is, how energy-conscious is the Hungarian population

Speaker:

Csilla Rázsóné Szórády, CEO, Újház

14:05 - 14:50 **Panel** Dark clouds above our heads – This is how the Hungarian construction industry will be saved!

Chair: **Gábor Kiss**, Managing Director, Metrodom Kivitelező Kft.

Panellists:

Balázs Báthory, Deputy CEO, Market Építő Zrt.

Gergely Laczkovich, Managing director, 3E International Kft.

Péter Reicher, Country Manager, Graphisoft SE

Csilla Rázsóné Szórády, CEO, Újház

András Ábrahám, Project Director, Skanska's commercial development business unit in Hungary

14:50 - 15:05 **Presentation** Mandatory warranty error handling after delivery – efficient, traceable, software-based

Case study. Housing estates of Biggeorge Property are popping up in many parts of Budapest, but the not end with the delivery of the apartments. But how do we manage the mandatory warranty issues, occupants always have the correct information? In the presentation, we look back at the first year and the question of whether it was worth investing in such software.

Speaker:

Anita Zakrzewski, sales manager, TOPdesk Magyarország Kft.

15:05 - 15:50 **Panel** Housing market – Rust or nothing? – Is there a life beyond Budapest?

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

Panellists:

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

Csenge Karakas, Country Manager, Realpad

Gergely Nagy, Corporate Regional Manager, OTP Bank Nyrt.

Gabriella Szörcsök, Residential Sales Manager, Atenor

Csongor Sándor, Real Estate Development Director, Nhood Services Hungary Kft.

Coffe break & networking

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Section III./B – The new ones are coming!

It is not possible for nothing to happen at all. That is why the development market cannot stop and freeze completely. Meeting the latest expectations of tenants, customers, regulators, investors, financiers, and planners is a complex and complicated task. Nowadays, it is no longer enough to design and build buildings that are in good technical condition and of average design. Today, brands, ecosystems, communities, millions of smart features and complex mini-worlds need to be produced, while companies focus on and exceed sustainability and ESG requirements to gain a competitive advantage.

15:40 - 15:55 **Presentation** The five main advantages of BIM-based digitalised facility management

Speaker:

Gábor Jakubik, Sales Director, B+N Referencia Zrt.

Tamás Kubicsek, , ProptechZoom

15:55 - 16:25 **Panel** New vs rebuilt office buildings!

Chair: **Valter Kalaus**, Managing Partner, Newmark VLK Hungary

Panellists:

Gábor Angel, igazgatósági tag, BIGGEORGE Property Zrt.

Géza Barabás, Managing Director, S IMMO Hungary

16:25 - 17:05 **Panel** “Concept of the Year” speeches and vote

16:25 - 16:35 **Presentation** Secrets of water

Speaker:

Amarilla Cseke, Leasing and Asset Manager, Skanska's commercial development business unit in Hungary

16:35 - 16:45 **Presentation** Nhood project presentation

Speaker:

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

16:45 - 16:55 **Presentation** The city centre's first "Well Platinum" project is on the way! – What potential does the building offer?

Speaker:

Dóra Papp-Vas, Leasing Director, ConvergenCE

16:55 - 17:05 **Presentation** Property Market project presentation

Speaker:

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

Section IV./A – „The show must go on!"

A thriving industrial and logistics sector and an ambitious vision for the future. Despite the existing and ever more pressing difficulties and challenges, life and the market do not and cannot stop, as there is much to be done, even if new projects may be launched and implemented in smaller numbers if utilisation and functions change. As a responsible developer, investor, and market player of any kind, the transformation of existing stock and the identification of well-specified improvements should be a priority. Sustainable growth is on the way(?).

16:10 - 16:55 **Panel** Industry and logistics properties – The special attention remains

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

Panellists:

Tamás Beck, Director, Industrial Agency, Colliers

István Kerekes, Country Manager Hungary, GLP Europe

Zsófia Korda, Corporate Sales Relations and Business Development Chief Sales Officer (CSO), WING

Barnabás Sági, Counsel, Co-Head of Real Estate, Kinstellar Budapest

16:55 - 17:40 **Panel** Let's see clearly! – The future of the real estate market in Hungary

Chair: **Gergely Ditróy**, Analyst, Portfolio

Panellists:

Zoltán Fekete, CEO, GTC

Mátyás Gereben MRICS, Country Manager, CPI Hungary

Krisztián Hornok MRICS, Managing Director, International Transactions and Asset Management, Indotek Group

Tibor Tatár MRICS, CEO, Calyx Investment

Award ceremony

Giving out prizes awarded by a jury of eminent members of the profession and the audience award.

Members of the jury:

GEREBEN MÁTYÁS

FUTÓ GÁBOR

JELLINEK DÁNIEL

NOAH STEINBERG

NAGYGYÖRGY TIBOR

SALAMON ADORJÁN

SCHEER SÁNDOR

FEKETE ZOLTÁN

Reception & Networking

Stay with us after the technical programmes, join us in cheering the real estate industry's top performers at the awards ceremony and toast the winners at the standing reception afterwards!

We will help to create a good atmosphere with gourmet snacks and a wide selection of drinks. Thanks to Atenor, the popular Gin&Tonic bar will have a central role again this year. The OTP Bank will provide a champagne bar, and after the daytime coffees, 3E International will offer Prosecco tasting in the evening. Rézangyal will provide the pálinkas again, and the wine selection will be brought to us by Jammertal Wine Estate. We look forward to welcoming you!

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JAMMERTAL BORBIRTOK

VILLÁNY

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-2022/1381/agenda