Date: 28th September 2023 **Venue:** Hotel InterContinental Budapest

Property Investment Forum 2023

Registration

08:00 - 12:00 **Presentation** előadók

Speaker:

Zsolt Berényi, Group Development Director, GTC Magyarország Zrt.

I. Section

The series of global difficulties and changes in the past few years have all had and still have a huge impact on each segment of the real estate market. But change and reshaping processes take years or sometimes even decades, and we are only halfway through at best. Year to year, but nowadays even each month, we must ask ourselves and our companies where the world is headed and where we see ourselves and our companies within it. Are we shaping changes or only accepting and suffering them? Will we be among the winners or the losers of the radically transforming and changing world? We can be sure that there will be many of both! The domestic market's opinion leaders are showing the way this year too so that the conference's audience, armed with the most up-to-date knowledge and the potential of personal connections can all continue their constructions on the winners' side in the future as well.

08:40 - 08:50 **Presentation** Is the new era here?

Speaker:

Gergely Ditróy, Analyst, Portfolio

08:50 - 09:00 **Presentation** The real estate market is on new foundations

Speaker:

Noah Steinberg FRICS, Chairman & CEO, WING

09:00 - 09:20 **Presentation** Megatrends in the real estate market - The most important global factors on a fresh list

Speaker:

Andrew Knight, Global Data & Tech Lead, RICS

09:20 - 09:35 **Presentation** How big is the risk in the real estate market now? – Analysing the newest numbers

Speaker:

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

09:35 - 10:25 **Panel** Is the ship sinking while real estate actors are still playing music? – Let's set the tone!

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

Panellists:

Pál Dános MAISZ MRICS, Director, KPMG

Lóránt Kibédi Varga MRICS, Managing Director, CBRE Hungary

Attila Madler, Asset Management Director, CPI Hungary

Kata Mazsaroff, Managing Director, Colliers Hungary

Miklós Németh, Chairman of the Board, Specialised Lending Directorate, OTP Bank

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

Coffee break

II/A Section

No wonder that nowadays we hear people say things like "I would rather not give out a loan to someone willing to take it out with these conditions". But what are the alternatives? What movements can we spot in the financing market? How has the risk changed in the last year? In addition to financing challenges, the most important trends of the office market, and the tasks of increasing competition with rising vacancy rates, in this session, we will underline one of the most important focus topics of the conference, solutions for greening, sustainability, and energy efficiency of the domestic real estate stock.

On the topic related to greening, which soon will dominate every level and vertical of the real estate market, throughout the day, we plan to hold several presentations and discussions which might have only been innovative ideas a few years ago, but tomorrow will constitute the basis of survival and competitiveness. There is no other way! Let's get ready for a (more) sustainable real estate market with the newest technologies and solutions!

10:50 - 11:05 **Presentation** A green transition in the commercial real estate sector

Speaker:

Szabolcs Soós, Financial Director, Solar Markt Group

11:05 - 11:45 **Panel** Financing: How long is the queue at the checkouts?

Chair: **Tamás Deák**, Director, Commercial Real Estate Finance, ERSTE Bank Hungary

Panellists:

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

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

Ádám Székely, Managing Director, Owner, InfoGroup

Erik Wafler MRICS, Senior Investment Manager, Gránit Asset Management

11:45 - 12:00 **Presentation** From green building certification to EU Taxonomy - Fifty shades of green?

Speaker:

Gábor Szarvas, Head of the EU Taxonomy Working Group, HuGBC

12:00 - 12:15 **Presentation** Presentation - Energy waste in real estate is catastrophic. – The quality of operation and improve by light years, but it is not impossible

Speaker:

Péter Pál, ügyvezető igazgató, Re-Energy Kft.

12:15 - 13:00 **Panel** Office market: Increasing vacancies weigh on the market, while the opportunities and challeng

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

Panellists:

Gábor Angel, igazgatósági tag, BIGGEORGE Property Zrt.

Miklós Ecsődi, Head of Occupier Services, Colliers Magyarország

Krisztina Enzsöl, Leasing Manager, Atenor Hungary

Miklós Gyertyánfy MRICS, Chief Operating Officer, Gránit Pólus

Balázs Simonyi, Head of Office Advisory, Eston

II/B Section

In the usual regional panorama, we will try to present the processes that pose challenges not only in Hungary but the neighbouring countries as well. Individual countries, economies, and local real estate markets are in different situations, but we can always draw some parallels. How are we positioned in the region? Retail real estate is being stabilised even though operators are facing continuously changing customer expectations. There are many possibilities and challenges in digitalisation, it is vital to find the right balance.

In this session, we will emphasise sustainability again in the panel discussion “Renovation, renewal, reconstruction”. If the decade of renovations is really starting now, a large part of the possibilities and tasks will concentrate on this. But is this the right path? And if so, why? Can we save everything old, is it only a

"mathematical" question? There is a long list of both pros and cons.

10:45 - 11:30 **Panel** The superweapon of sustainability!? – Renovation, renewal, reconstruction, the success story the next decade

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

Panellists:

Balázs Báthory, Deputy CEO, Market Építő Zrt.

Mátyás Gereben MRICS, Country Manager, CPI Hungary

Lóránt Perényi, Deputy State Secretary for Architectural Strategy, Ministry for Construction and Transport

András Reith PhD, CEO, ABUD Kft.

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

11:30 - 12:10 **Panel** Retail market: Beyond COVID and the energy crisis? – What is the way ahead of retail properties?

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

Panellists:

Erika Garbutt-Pál MRICS, , ProptechZoom

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

Tamás Simon, Retail division - Commercial Director, Indotek Group

Melinda Szilágyi, Head of Operations Hungary and Slovakia, Multi Hungary Management Kft.

12:10 - 12:55 **Panel** CEE – A regional overview: Are we the only ones with sour grapes, or is there a big fight everywhere?

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

Panellists:

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

Zoltán Nádasdy MRICS, Partner, Head of CEE Real Estate Investments Group, Noerr

Rudolf Riedl MRICS, Managing Director, SÜBA Hungary

Pascal Steens, General Manager (Partner), Nhood Hungary

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

Lunch break

III/A Section

The domestic macroenvironment, the risk rating, interest rates and the development of available EU funds are crucial for financing and investment in the real estate market. Let's stay updated on the current trajectory of our economy.

What are investors focusing on? Are the positions in the price negotiations converging? Is there any pressure from either the buyer or seller side? How are ESG and Taxonomy seeping into investor decision-making more and more visibly? What is the expected volume of investment this year?

The availability and cost of operation and, most importantly, energy – although we would like to forget that this is a recurring theme from time to time – are also unavoidable issues for this winter. It is becoming clear to everyone that we should not try to procure cheap energy but use as little of it as possible while maintaining the quality of the service, and more and more good responses and technological innovations exist to this end. The focus on sustainability and greening is, of course, also a priority here.

13:20 - 13:40 **Presentation** Presentation - How is Hungary's macro-trajectory?

Speaker:

István Madár, Senior Analyst, Portfolio

13:40 - 14:20 **Panel** Macro panorama: Outlook, facts, margins and economic concept – What should we prepare for?

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

14:20 - 15:10 **Panel** Investment market: Focus on ESG, invisible yields, and collapsed transaction volumes.

Chair: **Zsolt Berényi**, Group Development Director, GTC Magyarország Zrt.

Panellists:

Salamon Adorján, CEO, ESTON International

Mónika Frank, Of Counsel, Co-Head of Real Estate, Kinstellar Budapest

Máté Galambos, Leasing Manager, Atenor Hungary

Péter Kocsis MRICS, Deputy CEO - Strategy, Risk, MIS-Data, WING

Balázs Pázmány FRICS, Chairman of the Board, Erste Alapkezelő Zrt.

Péter Takács, Investment Director, Newmark VLK Hungary

15:10 - 16:00 Panel FM & Energy: Should we prepare for soaring prices and large investments?

Chair: **Márk Balástyai**, Chief Executive Officer, Futureal Energy

Panellists:

Gergő Berki, Business Unit Manager, TOPdesk Magyarország Kft.

László Csiki, Head of Technical Property- and Asset Management, GTC Magyarország Zrt.

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

Zoltán Mikó, CEO, Future FM Zrt.

Balázs Zuggó, Managing Director, Daikin Hungary Kft.

III/B Section

Technology X Sustainability hand in hand! If something can keep the domestic real estate market on the way to success, then they are the solutions supporting long-term cost reduction and reaching sustainability goals. The most important and exciting novelties, innovations, solutions and their impact get a leading role in the programme.

Beyond all difficulties? What are the prospects of the Hungarian hotel market? What international trends shape the needs? Is there still a lot of room for new projects, or is a slower period coming after the development boom? The housing market is yanked by government decision-making. On a market basis, it is currently impossible to expect meaningful growth, but with the disappearance and devaluation of the measures and discounts representing the sector's latest golden age, the sector is looking for new incentives. Is redemption coming or are there lean years ahead?

13:30 - 13:50 Panel Moore Expert Session: One on One with Marriott International

Enhancing Hotel Asset Values - Capitalising on the Waves of Uncertainty

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

Panellists:

Silvija Lovreta, Senior Director South Eastern Europe - International Hotel Developmen, Marriott International

13:50 - 14:15 **Panel** Hotels: Inflation hedge or mirage? – How long can the "wait and see" attitude of owners and investors last?

Leading investors and developers in the sector share how they are maintaining deal flow in an atypical market and how rising capital costs have affected investment strategies in the hotel asset class. What new or renewable hotel projects exist in the market today? Which sub-sectors are the most attractive? What product innovations can we encounter? Hungarian capital abroad? Foreign capital in Hungary? Bank financing? Is there room for opportunistic investments? Join our panel discussion on perhaps the most exciting asset class in commercial real estate!

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

Panellists:

Zsolt Morvai, Director, MBH Bank

Zoltán Somlyai, Vice President Hotel Division, BDPST Zrt.

14:15 - 14:30 **Presentation** BIM experiences and practice – How can BIM be used in FM?

Speaker:

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

14:30 - 14:45 **Presentation** Why will the return on investment be better with the introduction of European construction standards in Hungary?

Speaker:

Péter Reicher, Country Manager, Graphisoft SE

14:55 - 15:30 **Panel** AI X PropTech X ConTech: Green targets, cost reduction, and efficiency in the focus

Chair: **Tibor Tatár MRICS**, CEO, Calyx Investment

Panellists:

Balázs Jelinek, Deputy CEO – Operations, Városliget Zrt.

Péter Kászonyi, Senior Partner, Streamnet Zrt.

Péter Reicher, Country Manager, Graphisoft SE

15:30 - 15:45 **Presentation** More cost-efficient, marketable, and competitive real estate development! Can the problem of a lack of mobile coverage be avoided?

The constantly and dynamically changing macro-environment has led to significant developments in both the construction and telecommunications sectors. New technologies and solutions have also emerged in the construction and telecom sectors. At the same time, consumers are demanding ever higher standards. What is the additional cost if a new property development is found to have inadequate mobile coverage after handover? Can cooperation between the construction and telecommunications sectors be a solution to these challenges?

Speaker:

Judit Kübler-Andrási, Chief Executive Officer, Cetin Hungary Zrt.

15:45 - 16:30 **Panel** Housing market: The sector is on a rollercoaster but ready to jump

Chair: **Gergely Nagy**, Corporate Regional Manager, OTP Bank Nyrt.

Panellists:

Ákos Kiss, CEO, Property Market

Gábor Kiss, Managing Director, Metrodom Kivitelező Kft.

Áron Konstantin Görög, Sales Director, Cordia

Zsuzsa Lipták, CEO, OTP Otthonmegoldások Kft.

16:30 - 17:00 **Panel** Kútba szórt pénz vagy busásan megtérülő befektetés a rendezvényekbe rakott erőforrás!? - powered by IFK

Chair: **Judit Gyulai-Seres**, Secretary, IFK

Panellists:

Zsolt Berényi, Group Development Director, GTC Magyarország Zrt.

Róbert Heffner, Deputy Director, Investment Projects and Supplier Directorate

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

Coffee break

IV. Section

Every period filled with crises, difficulties, and transformations has its winners. This has also been the case in recent years for logistics and industrial real estate, which, for a long time, have been relegated to the lower half of the real estate hierarchy and have recently been soaring. But should we talk about the submarket's outstanding

performance in the present or the past tense? Will the build-up and the special attention continue, or have the sobering and warning signs arrived here too?
Before the late-night networking party, we will close the professional day with an opinion leader's summary and outlook, where we will look at the most important tasks and expectations of the period ahead. Join us!

16:20 - 17:05 **Panel** Logistics and industry real estate: A more moderate impetus

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

Panellists:

Gergely Fábián, Managing Director, National Bank of Hungary

Ferenc Gondi, Managing Director, CTP Hungary

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

Tibor Lőrincz-Hadnagy, Operations Manager, RaktárAD Ingatlanfejlesztő Kft.

Rudolf Nemes, CEO, HelloParks

17:05 - 17:45 **Panel** Did this little shock do us any good? – Full speed ahead!

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

Panellists:

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

Dániel Jellinek, Partner, CEO, Indotek Group

Noah Steinberg FRICS, Chairman & CEO, WING

Reception

Stay with us after the technical programme and let us toast together at the standing reception!
We will help to create a nice atmosphere with gourmet snacks and a colourful selection of drinks. A Rose Champagne bar will be offered by Diófa Alapkezelő, thanks to GTC, we will have a Prosecco bar, and Hogan Lovells will await guests with a Champagne bar alongside oysters.
Pálinka will be provided by Rézangyal again, you can taste Kreinbacher champagne, and the wine list will be brought to us by Jammertal Borbirtok. Naturally, this year's repertoire will also include the ever-popular Gin Bar, with two Gin Masters to serve you. We look forward to seeing you there!

Partos & Noblet
in co-operation with
DIÓFA ALAPKEZELŐ
GTC
Hogan Lovells

JAMMERTAL BORBIRTOK
VILLÁNY

RÉZANGYAL

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