

Property Investment Forum 2015 program

Registration 08:30-09:00

Section I. Investment climate in CEE and Hungary

09:00 - 09:20 CEE in an international context – Focus on financing

Speaker:

Pál Dános MAISZ, MRICS, Director, KPMG

09:20 - 10:10 Panel discussion: CEE investment round table

Moderator: **Noah Steinberg FRICS**, elnök-vezérigazgató, WING

Conversation participants:

Frederic Le Fichoux MRICS, Partner – Global Hospitality Group, Cushman & Wakefield

Andreas Ridder, Chairman CEE, CBRE

Rudolf Riedl MRICS, ügyvezető igazgató, Raiffeisen Evolution

Péter Számely MRICS, Head of Real Estate Finance CEE, HYPO NOE / RICS Austria
Ambassador

Árpád Török MRICS, Chief Executive Officer, TriGranit

Cristian Ustinescu, Senior Transaction Manager, CEE Immofinanz Group

10:10 - 11:00 Panel discussion: Investment opportunities in Hungary

Moderator: **Dr. Róbert Hermán MRICS**, Hungary Board Member, RICS

Conversation participants:

Ferenc Furulyás MRICS, Managing Director, JLL, Budapest

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

Péter Kocsis MRICS, Deputy CEO, WING

Balázs Tóth, CEO, OTP Ingatlan Alapkezelő

László Vas, ingatlanbefektetési vezető, Diófa Alapkezelő

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

11:00 - 11:20 Coffee Break

Section II. Infrastructure, developments

Chair: Csanád Csűrös, CEO, Property Forum

11:20 - 11:40 Innovation and competitiveness in the construction industry

Speaker:

Marcell Pinty?ke, marketing és kommunikációs igazgató, KÉSZ Holding

11:40 - 12:20 Development round table

Conversation participants:

István Kerekes, bérbeadási igazgató, Horizon Development

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

Zoltán Linczmayer MRICS, Managing Director, Skanska Property Hungary

Zoltán Radnóty, CEO - HB Reavis Group Hungary, HB Reavis

12:20 - 13:00 Panel discussion: Housing market boom on the horizon?

Conversation participants:

Dr. Tamás Ádány..

Doron Dymshiz, Co-CEO, Duna House

Tibor Földi, igazgatóság elnöke, Cordia International

dr. Gábor Hegedüs, portfólió menedzsment igazgató, Indotek Group

Áron Horváth, Manager, ELTINGA

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

13:00 - 14:00 Lunch Break

Section III/A. Office Market

Chair: Gergely Ditróy, Head of Real Estate Division, Portfolio

14:00 - 14:07 Project presentations – Speed session I.

Speaker:

Balázs Czár, Managing Partner, Horizon Development

14:07 - 14:14 Project presentations – Speed session II.

Speaker:

Mátyás Gereben MRICS, Country Manager, CPI Hungary

14:14 - 14:21 Project presentations – Speed session III.

Speaker:

Attila Kovács MRICS, Managing Partner, Horizon Development

14:21 - 14:28 Project presentations – Speed session IV.

Speaker:

Gábor Zoboki, Owner, ZDA-Zoboki Design & Architecture

- 14:28 - 15:20 Panel discussion: Turn of the market in Budapest? – Declining vacancy, increasing rental levels, happier landlords**
Conversation participants:
Sarolta Csikós MRICS, Regional Leasing Director – Office, TriGranit
Csongor Csukás MRICS, Deputy Head of International Property Management, BNP Paribas Real Estate
Gergely Koó, Lead Leasing Management & Marketing Coordinator, Immofinanz Hungary
Kata Mazsaroff, bérbeadási és vagyonkezelési igazgató (Magyarország és Románia), Skanska
Péter Szalma, Leasing Manager, CA Immo
Máté Szoboszlay, asset menedzser, GAMMA Properties Kft.
Mariann Tóth, bérbeadási igazgató, Property Market Kft.

Section III/B. Logistics

- 14:00 - 14:40 Panel discussion: Industrial market: BTS projects, green-field manufacturing developments**
Moderator: **Ákos Budai**, Editor-in-Chief, Property Forum
Conversation participants:
Dr. Szilvia Andriská, Senior Lawyer, Practice Group Real Estate Investment, Noerr
Tamás Beck, Director, Industrial Agency, Colliers
László Kemenes MRICS, magyarországi ügyvezető, Prologis
- 14:40 - 15:20 Panel discussion: The Airport Region – Business opportunities, expansion potentials**
Moderator: **Gábor Soóki-Tóth MRICS**, Head of CEE Residential Working Group, RICS
Conversation participants:
András Bodahelyi, Logistics Manager (Airport Logistic Park), CPI Hungary
Gábor Halász-Csatári, Head of Industrial Leasing, Cushman & Wakefield
István Hunyadi, City Manager, XVIII. Kerület Önkormányzat
Gábor Szarvas, ügyvezető, Greenbors Consulting Kft., elnök, HuGCB
Dávid Vitézy, a Magyar Műszaki és Közlekedési Múzeum főigazgatója, BKK volt vezérigazgatója

Section III/C. Retail Market

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

- 14:00 - 14:20 New retailer brands in Hungary - Future trends**
Speaker:
Gábor Borbély MRICS, Director, CBRE

- 14:20 - 15:20 Tenant-landlord round table – Analyzing the consequences of Sunday closing**
Conversation participants:
Erna Balla, Center Manager, Aréna Pláza (Cushman & Wakefield)
András Berendi, CEO, Roland Divatház Zrt.
Balázs Gábosy, üzletfejlesztési, kereskedelmi és operatív Igazgató, Nhood Services Hungary Kft.
Gyula Gyalay-Korpos, Chairman, Magyar Bevásárlóközpontok Szövetsége
György Herczku MRICS, Head of Property Management, AmRest Kft.
Zsolt Kákosy MBA MRICS, Head of Asset Services, CBRE
Zoltán Kopcsányi, értékesítési igazgató, Libri Könyvkereskedelmi Kft.
Gyula Szabó, Manager for Hungary, Coffeeshop Company

Section III/D. Property Marketing Workshop

Chair: Bacsa Attila, Senior Sales Manager, Portfolio

- 14:00 - 14:20 Changes in customer journey due to the increasing importance of the Internet – Watch out for micro moments!**
Speaker:
Ákos Starcz, Managing Partner, Dialogue Creatives
- 14:20 - 14:40 Successful media campaigns on regional levels**
Speaker:
Brúnó Bitter, Next Wave Europe, CEU Business School
- 14:40 - 15:20 Panel discussion: The role of brands in the real estate industry**
Conversation participants:
Áron Bíró, Marketing Specialist, CIB Group
Bea Déri, Director of PR, Marketing & Design, CPI Property Group
Áron Konstantin Görög, Sales Director, Cordia
Boldizsár Horváth, Marketing & PR Manager, Colliers International
Csenge Mátray, Marketing Communication and PR Director, WING
Dániel Pazsitzky, Marketing Director, TriGranit
Bernadett Szirtes, Marketing Director, Duna House Holding Nyrt.
- 15:20 - 15:40 Coffee Break**

Section IV/A. Investment

Chair: Csanád Csürös, CEO, Property Forum

- 15:40 - 16:00 Bad bank in Hungary to be launched**
Speaker:
Zsolt Pilhál, üzleti vezérigazgató-helyettes, MARK Magyar Reorganizációs és Követeléskezelő Zrt.

16:00 - 16:20 Sale and acquisition of NPL portfolios

People:

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

Albert Márton, szenior menedzser, Deloitte Magyarország

16:20 - 17:00 Panel discussion: Investing in distressed assets

Conversation participants:

Pál Darida, Director of Financing and Transactions, Futureal Group

MRICS Michael Edwards MRICS, Head of Capital Markets (Hungary) / Valuation & Advisory (Central Europe), Cushman & Wakefield

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

Nóra Sarlós MRICS, hitel- és vagyonértékelési főosztályvezető, MARK Magyar Reorganizációs és Követeléskezelő Zrt.

Miklós Szabó, Managing Partner, Reconcept Befektetési és Tanácsadó Kft.

Section IV/B. Hotel-Restaurant

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

15:40 - 16:00 Food-court trends in shopping malls

Speaker:

Szilárd Lászlók, Regional Manager, Eurest Kft. – Compass Group

16:00 - 17:00 Panel discussion: Successful restaurant business models in Budapest

Moderator: **Mr. Attila Hegedűs MRICS**, partner, ügyvezető, Dentons Europe Consulting Ingatlan és Turizmus Tanácsadó Kft.

Conversation participants:

Zoltán Kőrössi, Managing Director, Eventrend

Szilárd Lászlók, Regional Manager, Eurest Kft. – Compass Group

Rudolf Semsei, Owner, Managing Director, Budapest Party Service / Vakvarjú Éttermek

Zoltán Roy Zsidai, CEO, Zsidai Group

Section IV/C. Facility Management - Property Management

Chair: J. Balázs Barts, CEO-Chairman, Budapest Főváros Vagyonkezelő Központ Zrt.

15:40 - 16:00 55 years of district heating in Hungary

Speaker:

Csaba Ujhelyi, Director, Főtáv

16:00 - 16:20 Issues of transparency and standards in FM and PM

Speaker:

Gábor Décsi MRICS, LEO, benchmarking group leader, DOME Facility Services Group,
Managing Director

16:20 - 17:00 FM-PM round table

Conversation participants:

Gábor Décsi MRICS, LEO, benchmarking group leader, DOME Facility Services Group,
Managing Director

Ildikó Laskai, Managing Director, KÉSZ Ingatlan Kft.

Zsuzsa Pálfalvi, Managing Director, Graphisoft Park Services, Vice President, LEO

András Schmidt, Facility Manager, Skanska Hungary

József Schmidt, Chairman, LEO

Networking Reception sponsored by TriGranit

17:00 - 18:00 Portfolio Property Awards ceremony

18:00 - 22:00 Networking reception

Champagne bar

Dinner

Whiskey and pálinka tasting

The reception is hosted by Nóra Ördög