

# Property Investment Forum 2015

## 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

People:

**Pál Dános MAISZ MRICS**, Director, KPMG

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

Chair: **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

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

Chair: **Róbert Hermán MRICS**, Acquisitions & Investments Director, Portico Investment

Conversation participants:

**Ferenc Furulyás MRICS**, Managing Director, JLL, Budapest

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

**Péter Kocsis MRICS**, Deputy CEO, WING

**Balázs Tóth**, CEO, OTP Ingatlan Alapkezelő

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

#### 11:00 - 11:20 Coffee Break

### Section II. Infrastructure, developments

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

People:

**Marcell Pinye**, 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.

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

Conversation participants:

**Doron Dymshiz**, Co-CEO, Duna House

**Tibor Földi**, CEO, Futureal Zrt.

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

**13:00 - 14:00 Lunch Break**

## Section III/A. Office Market

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

People:

**Balázs Czár**, Managing Partner, Horizon Development

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

People:

**Mátyás Gereben MRICS**, Country Manager, CPI Hungary

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

People:

**Attila Kovács MRICS**, Managing Partner, Horizon Development

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

**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

**Kata Mazsaroff**, Director, Head of Occupier Services, Colliers International

**Péter Szalma**, Leasing Manager, CA Immo

**Mariann Tóth**, bérbeadási igazgató, HB Reavis

## Section III/B. Logistics

**14:00 - 14:40 Panel discussion: Industrial market: BTS projects, green-field manufacturing developments**

Conversation participants:

**Tamás Beck**, Director, Industrial Agency, Colliers

**László Kemenes MRICS**, Country Manager Hungary, Prologis

**14:40 - 15:20 Panel discussion: The Airport Region – Business opportunities, expansion potentials**

Chair: **Gábor Soóki-Tóth MRICS**, Head of CEE Residential Working Group, RICS

Conversation participants:

**Gábor Halász-Csatári**, Head of Industrial Leasing, Cushman & Wakefield

**Gábor Szarvas**, közösségi kapcsolatokért, környezetvédelemért és működésbiztonságért felelős igazgató, Budapest Airport

## Section III/C. Retail Market

**14:00 - 14:20 New retailer brands in Hungary - Future trends**

People:

**Gábor Borbély MRICS**, Director, CBRE

**14:20 - 15:20 Tenant-landlord round table – Analyzing the consequences of Sunday closing**

Conversation participants:

**András Berendi**, CEO, Roland Divatház Zrt.

**Gyula Gyalay-Korpos**, Chairman, Magyar Bevásárlóközpontok Szövetsége

**Balázs Gábosy**, kereskedelmi igazgató, Immochan Magyarország Kft.

**Zoltán Kopcsányi**, Manager, Libri Könyvkereskedelmi Kft.

**Zsolt Kákosy MRICS**, ügyvezető igazgató, Sam-Lak Kft.

**Gyula Szabó**, Manager for Hungary, Coffeeshop Company

## Section III/D. Property Marketing Workshop

**14:00 - 14:20 Changes in customer journey due to the increasing importance of the Internet – Watch out for micro moments!**

People:

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

**14:20 - 14:40 Successful media campaigns on regional levels**

**14:40 - 15:20 Panel discussion: The role of brands in the real estate industry**

Conversation participants:

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

**Áron Konstantin Görög**, Sales Director, Cordia

**Csenge Mátray**, Marketing Communication and PR Director, WING

**Bernadett Szirtes**, Marketing Director, Duna House Holding Nyrt.

**15:20 - 15:40 Coffee Break**

## **Section IV/A. Investment**

**15:40 - 16:00 Bad bank in Hungary to be launched**

People:

**Zsolt Pihál**, ügyvezető partner, Reconcept Investment and Consulting Kft.

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

People:

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

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

Conversation participants:

**Pál Darida**, Director of Financing and Transactions, Futureal Group

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

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

**Nóra Sarlós MRICS**, Head of Department, MARK Magyar Reorganizációs és Követeléskezelő Zrt.

## **Section IV/B. Hotel-Restaurant**

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

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

Chair: **Attila Hegedűs MRICS**, partner, ügyvezető igazgató, BDO Magyarország Hotel és Ingatlan Szolgáltató Kft.

## **Section IV/C. Facility Management - Property Management**

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

People:

**Csaba Ujhelyi**, Director, Főtáv

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

People:

**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

**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**