

# SEE Property Forum 2017 - Bucharest, Romania

**08:45-09:15 Registration, Coffee and Breakfast – Networking**

## **SECTION I: Investment trends and opportunities**

**09:15 - 09:30 Opening remarks**

People:

**Csanád Csürös**, CEO, Property Forum

**09:30 - 09:50 Economic outlook for Romania and SEE – A view from London**

**Macroeconomic overview of the Romanian economy and the Southeast European region.**

**Global and European outlook: our world after Brexit and Trump, and how these challenges will impact the real estate business.**

People:

**Dan Bucsa PhD**, Chief CEE Economist, Unicredit Bank AG in London

**09:50 - 10:30 International investors' roundtable**

**Discussion topics: CEE and SEE investment outlook for 2017. Potential impacts of Brexit and of de-globalisation trends on the European/SEE/CEE property markets. Low interest rates, relatively easy bank financing: but for how long? New source of capital for Romania and Bulgaria in 2017.**

Chair: **Mihai Dudoiu**, Partner, ?uca Zbârcea & Asocia?ii

Conversation participants:

**Darren Blanchard (FIH)**, Senior Director of Business Development, the Carlson Rezidor Hotel Group

**Michaela Lashova MRICS**, CEO, Cushman & Wakefield Forton

**Valentin Lupu**, Associate Director | Capital Markets, Knight Frank Romania

**Frank Reul**, Area General Manager for Romania, Bulgaria & Macedonia, AccorHotels / Orbis

**Mateusz Skubiszewski MRICS**, Director Capital Markets Central & Eastern Europe, BNP Paribas Real Estate

**Andrei V?caru**, Head of Capital Markets CEE, iO Partners

**10:30 - 11:10 Panel discussion: Senior developers, investors**

**Discussion topics:** Outlook for Romania in 2017. How has logistics become one of the sexiest sub-markets? Secondary cities on the rise: opportunities in Cluj, Iasi, Timisoara. Regulation issues in Romania. Local investment/development strategies: exit opportunities, holding strategies, etc.

Chair: **Robert Neale**, Board Member, RICS in the Czech Republic

Conversation participants:

**Alexandru Cristea**, Tax partner, ?uca Zbârcea & Asocia?ii

**Ana Dumitrache**, Head of Real Estate Financing Department, Banca Comerciala Romana / A member of Erste Group

**David Hay**, Founder and CEO, ADD Value Management

**Gijs Klomp MRICS**, Business Development Manager, WDP

**Robert Miklo**, Director, Investment Services, Colliers International

**Andreas Ridder**, Chairman CEE, CBRE

**Stamatis Sapkas**, Group Chief Financial Officer, Globalworth

**11:10 - 11:30 Coffee and snacks – Networking**

**RICS Photo Session - All RICS members are welcome to join**

## **SECTION II: Market insights: residential, office**

**11:30 - 12:10 Panel discussion: Opportunities on the housing market**

**Discussion topics:** New developments. Price expectations. The past and the future of Prima Casa. Opportunities in secondary cities.

Chair: **Ionut Oprea**, Brand Manager, Transilvania Business

Conversation participants:

**Antoanela Comsa**, President, Gran Via Romania

**Raluca Cri?an**, Marketing Manager, Immochan Romania

**Kazimierz Kirejczyk FRICS**, Co-founder and President of the Board, REAS

**Rafaela Nebreda**, Founder, Grupo Demetra / Owner, Imoteca

**Dorel Ni??**, Head of Data and Research, Imobiliare.ro

**12:10 - 12:50 Panel discussion: Office market insights**

**Discussion topics:** Who will be the new office tenants in Bucharest in the future: Shared service centers, local SMEs, etc? Trends impacting the office market: new needs of Generation Y and Z employees, Outlook for the Bucharest office market: rents, vacancy, new pipeline of office space, etc. Office market and new developments in major secondary cities.

Chair: **Ilinca Paun**, Managing Partner Romania, Colliers International

Conversation participants:

**Timea Henter**, Senior Consultant, Knight Frank Romania

**Geo Margescu**, Co-Founder & CEO, Forte Partners

**Antoni Panait**, Managing Director, VASTINT Romania

**Sorin Visoianu**, Country Manager Operations Romania, Immofinanz

**12:50 - 13:50 Lunch – Networking**

## SECTION III: New projects, future trends in office and retail

### 13:50 - 14:20 Speed session – 7-minute project presentations

People:

**Aurelia Luca**, EVP Operations Hungary and Romania, Skanska

**Antoni Panait**, Managing Director, VASTINT Romania

**Sorin Visoianu**, Country Manager Operations Romania, Immofinanz

### 14:20 - 14:45 Designing for wellbeing – the next office market trend

Changing occupier needs is going beyond traditional project targets such as budget, programme delivery, re-stack and ‘green’ offices. Interior design can be an effective tool in attracting and retaining a talented workforce as well as contributing to sustainable business growth. Elina's talk will highlight the power of good design in office environments, touching upon:

High level design strategy – circular economy, wellbeing and technology

Integrating occupier wellbeing as a key project objective

User Profiles

‘A better place’ - how to measure wellbeing and identify financial value

People:

**Elina Grigoriou**, Chair of the RICS SKA Rating Technical Committee, Grigoriou Interiors

### 14:45 - 15:30 Panel discussion: Retail trends, new developments, repositioning experiences

Discussion topics: The future of retail – Trends in the US and the UK and how they will be translated into Romania and other CEE/SEE countries. The Impact of e-commerce and the trends in changing customer behavior. New developments in Romania. Successful cases of refurbishment and repositioning

Chair: **Silviana Petre Badea**, Managing Director, JLL Romania

Conversation participants:

**Ali Ergun Ergen**, Managing Partner, TBE Business Solutions

**Oana Iliescu**, Managing Director, Cushman & Wakefield Echinox

**Ingo Nissen**, CEO, MPC Properties

**Carmen Ravon**, Head of Retail Occupiers CEE, CBRE

### 15:30 - 16:00 Closing remarks and coffee break