

# SEE Property Forum 2017 - Bucharest, Romania program

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

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

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

Speaker:

**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.**

Speaker:

**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.**

Moderator: **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 Vacaru**, Head of Capital Markets, JLL Romania

- 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.**  
Moderator: **Robert Neale FRICS**, CEO, Portland Trust  
Conversation participants:  
**Alexandru Cristea**, Tax partner, ?uca Zbârcea & Asocia?ii  
**Ana Dumitrache**, Country Manager, Head of Investment Properties Romania  
**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**, Deputy CIO, Globalworth Real Estate Investments
- 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.**  
Moderator: **Ionut Oprea**, Brand Manager, Transilvania Business  
Conversation participants:  
**Antoanela Comsa**, Managing Director, Gran Via Romania  
**Raluca Cri?an**, Marketing Manager, Immochan Romania  
**Kazimierz Kirejczyk FRICS**, Co-founder and President of the Board, REAS  
**Rafaela Nebreda**, Managing Partner, 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.**  
  
Moderator: **Ilinca Paun**, Managing Partner Romania, Colliers International  
Conversation participants:  
**Timea Henter**, Senior Consultant, Knight Frank Romania  
**Geo Margescu FRICS**, 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 Commercial Development Europe

**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**

Speaker:

**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**

Moderator: **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**, Omnichannel Real Estate Solutions | Head of Retail, CBRE Romania

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