

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