Date: 29th March 2017 **Venue:** Radisson Blu Hotel, Bucharest

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 **Presentation** Opening remarks

Speaker:

Csanád Csürös, CEO, Property Forum

09:30 - 09:50 **Presentation** 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 Panel International investors' roundtable

Discussion topics: CEE and SEE investment outloook 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, Ţuca Zbârcea & Asociaţii

Panellists:

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 Văcaru, Head of Capital Markets CEE, iO Partners

10:30 - 11:10 Panel 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

Panellists:

Alexandru Cristea, Tax partner, Ţuca Zbârcea & Asociaţii

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

David Hay, Founder and CEO, ADD Value Management

Gijs Klomp MRICS, Business Development Manager, WDP

Robert Miklo, Head of Capital Markets Romania, Colliers

Andreas Ridder, Chairman CEE, CBRE

Stamatis Sapkas, Group Chief Financial Officer, Globalworth

11:10 - 11:30 Presentation 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 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

Panellists:

Antoanela Comșa, President, Gran Via Romania

Raluca Crişan, Marketing Manager, Immochan Romania

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

Rafaela Nebreda, Founder, Grupo Demetra / Owner, Imoteca

Dorel Niță, Head of Data and Research, Imobiliare.ro

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

Discussion topics: Who will be the new office tenants in Bucharest in the future: Shared service centeres, 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

Panellists:

Timea Henter, Senior Consultant, Knight Frank Romania

Geo Mărgescu FRICS, Co-Founder & CEO, Forte Partners

Antoniu Panait, Managing Director, VASTINT Romania

Sorin Visoianu, Country Manager Operations Romania, Immofinanz

12:50 - 13:50 Presentation Lunch – Networking

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

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

Speaker:

Aurelia Luca, EVP Operations Hungary and Romania, Skanska

Antoniu Panait, Managing Director, VASTINT Romania

Sorin Visoianu, Country Manager Operations Romania, Immofinanz

14:20 - 14:45 **Presentation** 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** 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 respositioning

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

Panellists:

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 **Presentation** Closing remarks and coffee break

Please note that the program is subject to change. Always check the latest online agenda here:

https://www.property-forum.eu/forums/conference-property/see-property-forum-2017-bucharest-romania/532/agenda