Date: 28th - 29th March 2018 **Venue:** Radisson Blu Hotel, Bucharest

SEE Property Forum 2018 - Bucharest, Romania

28th March 2018

19:00-22:00 Pre-Conference Networking Reception

Gourmet buffet dinner, premium wine selection.

Exclusive Champagne tasting: Carassia Blanc de Blancs Brut by Carastelec Winery.

Dress code: smart casual.

By invitation only.

29th March 2018

08:30-09:00 Registration and buffet breakfast

SECTION I: Investment trends and opportunities in SEE

09:00 - 09:10 **Presentation** Welcome speech

Speaker:

Maarten Vermeulen FRICS, Regional Managing Director for Europe, Russia & CIS, RICS

09:10 - 09:30 **Panel** Economic outlook for Romania and SEE

A macroeconomic overview of the Southeast European region and Romania. This outlook will present local risks that might impact the real estate business.

Panellists:

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

09:30 - 10:10 Panel International investors' roundtable

2017 was a remarkable year for the SEE property market and the scene is set for 2018 to bring even s
brings together major players from the CEE real estate business to discuss the current investment, de
landscape.

Chair: **Tim Wilkinson MRICS**, European Commercial Director, Indotek Group

Panellists:

Victor Constantinescu, Partner, Co-Head of Real Estate, Kinstellar

Robert Miklo, Head of Capital Markets Romania, Colliers

Ingo Nissen, CEO, MPC Properties

Lila Pateraki, Chief Investment Officer, Zeus Capital Management

Matteo Patrone, Director, Regional Head for Romania and Bulgaria, EBRD

Jean-Bernard Wurm, Co-Founder & Managing Director, Secure Legal Title, London

10:10 - 10:50 Panel Romanian investment roundtable

Romania is becoming an increasingly attractive investment destination. This expert panel will discuss
to stay on course.

Chair: **Răzvan Gheorghiu-Testa FRICS**, Partner, Head of Real Estate Practice Group, Ţuca Zbârcea & Asociaţii (in co

Panellists:

Ana Dumitrache, Country Manager, CTP

Gijs Klomp MRICS, Business Development Manager, WDP

Silviana Petre Badea, Managing Director, JLL Romania

Ovidiu Sandor, CEO, Mulberry Development

Stamatis Sapkas, Group Chief Financial Officer, Globalworth

10:50 - 11:20 Presentation Coffee Break

SECTION II: Romania as a business destination: New hubs on the rise

11:20 - 11:45 **Presentation** Innovation in real estate – Top5 proptech trends influencing the industry

James Dearsley is a global speaker on the topic of proptech and is one of the most influential people in the business. After 15 years of working directly in the property sector in sales and marketing roles, he is now running The Digital Marketing Bureau.

Speaker:

James Dearsley, Consultant and Board Advisor, Unissu

11:45 - 12:00 **Presentation** An economic overview of the Romanian property market: construction, labour market

OTP Bank's analyst will look behind the numbers of the Romanian economy to show which factors developers and landlords need to be wary of when managing their real estate projects.

Speaker:

Csaba Bálint, Macroeconomic Analyst, OTP Bank Romania

12:00 - 12:40 **Panel** Romanian developers' roundtable

Development is booming, not only in the capital but in regional cities as well. New projects are being launched in all segments of the market, driven by strong demand from tenants. This interdisciplinary panel will take a look at the possible challenges developers need to face.

Chair: **Olga Melihov**, Country Head Romania, MLP Group

Panellists:

Roxana Dudau LL.M., Associated Partner, Head of Real Estate & Construction Department, Noerr

David Hay, Founder and CEO, ADD Value Management

Codrin Matei, Managing Partner, Crosspoint Real Estate

Alex Skouras, Managing Partner, Alesonor

Affan Yildirim, General Manager and Board Member, Anchor Grup Romania

12:40 - 13:10 Panel Office leasing roundtable - New trends in workplace solutions

The concept of the ideal office space has changed tremendously in recent years. This panel of tenants, landlords, developers and advisors will talk about what makes an office attractive in 2018 and what it will take to secure new leases and keep existing tenants happy in the years to come.

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

Panellists:

Didier Balcaen, General Manager, Speedwell

Sebastian Dragomir, Director, Office Advisory, Colliers International

Michael Rausch, Head of Transaction Management CEE, ERSTE Immobilien KAG

Christian Traunfellner, Head of Asset Management Office & Country Manager Operations Germany, Immofinanz

Hugh Watkins, Managing Director, Vistra Romania

13:10 - 14:10 Presentation Lunch break

SECTION III/A: Market insight: retail, logistics, FM-PM

14:10 - 14:25 Presentation Uponor solutions for future building trends

Fresh air and the perfect temperature are the basis of a productive workplace. However evident that may be, modern buildings still often struggle with providing the necessary comfort for their users. Uponor will present its solutions for this problem and many others.

Speaker:

Ionut Cabuz, Sales Manager, Uponor

14:25 - 14:50 Panel Facility and property management in a booming market

The role of facility and property management is an especially important one in a booming market environment. These businesses are also significantly impacted by new technologies some of which will be highlighted in this expert panel.

Chair: **Mariana Stamate**, Associate Director, Head of Property Management, JLL Romania

Panellists:

Costin Nistor, Managing Director, Fortim Trusted Advisors

Alexandru Pascu, Executive Manager, MTT Atalian

Sorin Preda, Founder & CEO, Global Vision

Cristian Vasiliu, Managing Director, ROFMA

14:50 - 15:05 **Panel** Opportunities and threats posed by the growth of e-commerce

The way we purchase goods has completely transformed this decade and we can expect the further digitisation of shopping. At first, this may seem like a huge threat to retailers but with the right strategy, e-commerce can present a huge opportunity.

Panellists:

Eri Mitsostergiou, Director, European Research, Savills

15:05 - 15:35 **Panel** Retail and logistics roundtable

Changing consumer habits are making not only retailers but developers and owners of logistics and retail property rethink their strategies. Businesses need to react to the growing popularity of online shopping fast as costumers want more and they want it now.

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

Panellists:

Costin Blideanu, Head of Leasing Department, AFI Europe Romania

Costin Bănică, Head of Industrial Agency, JLL Romania

Mihai Diaconescu, Asset & Development Manager, Logicor Romania

Bogdan Marcu, Partner, Retail Agency, Cushman & Wakefield Echinox

Raluca Misu, Managing Associate, Real Estate Practice Group, Ţuca Zbârcea & Asociaţii

Viviana Pavel, Real Estate & Development Manager SEE, IKEA

15:35 - 15:40 **Presentation** Closing remarks

SECTION III/B: Discussion groups

Discussion groups are a new format Property Forum is introducing at its events. Attendees, led by a moderator, will have the chance to discuss one topic in depth in an open and interactive way with excellent networking opportunities. Please choose one of the six topics, each roundtable is able to accommodate only a limited number of people.

14:10 - 15:35 **Presentation** GDPR: Data protection for the new age

The EU's General Data Protection Regulation comes into effect in May 2018 and it significantly impacts every company that handles personal data. Noerr's legal expert will answer all potential questions.

Chair: **Andreea Suciu LL.M.**, Head of Employment & Data Protection Department, Noerr

14:10 - 15:35 **Presentation** Conflict of interest: Best practices from mature markets

Trying to properly represent a client's interests can often seem like walking on an ethical landmine. The European director of RICS will share his experience from the most established markets of the continent.

Chair: **Maarten Vermeulen FRICS**, Regional Managing Director for Europe, Russia & CIS, RICS

14:10 - 15:35 **Presentation** Proptech: Is Romania ready for a technological revolution?

If one works in real estate it is more than likely that their current tasks will be done by machines in the not so distant future. One of the world's top proptech gurus will offer his help in finding the right strategy to avoid being replaced by robots.

Chair: **James Dearsley**, Consultant and Board Advisor, Unissu

14:10 - 15:35 **Presentation** IFRS 16: The new era of lease accounting

IFRS 16 establishes principles for the recognition, measurement, presentation and disclosure of leases, with the objective of providing relevant information that faithfully represents those transactions. Vistra's managing director will explain how this will work in practice.

Chair: **Hugh Watkins**, Managing Director, Vistra Romania

14:10 - 15:35 **Presentation** Workplace solutions: How to build the office of the future

The concept of wellbeing has significantly altered the image of an ideal workplace. Today, tenants want a lot more from their office than a desk with a chair and free coffee. CBRE's expert will provide guidance on the latest trends in workplace solutions.

Chair: **Tudor Ionescu**, Senior Workplace Adviser, CBRE

14:10 - 15:35 **Presentation** Hotel: Romanian hotel market on the rise

The hotel market has exploded in 2017 with both local and international players adding to their development pipeline. The regional head of one of the most active global players will share what kind of potential he sees in the Romanian market.

Chair: **Frank Reul**, Head of Development, Orbis / Accorhotels Eastern Europe