

# SEE Property Forum 2019 - Bucharest, Romania

20th March 2019

## 19:00-22:00 Pre-Conference Networking Reception sponsored by Noerr

Gourmet buffet dinner, premium wine selection.

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

21st March 2019

## SECTION 1: Investment trends and opportunities in SEE

### 09:00 - 09:05 Welcome speech

People:

**Csand Csrs**, CEO, Property Forum

### 09:05 - 09:20 European real estate landscape - The big picture

People:

**Simon Rubinson**, Chief Economist, RICS

### 09:20 - 09:40 Economic outlook for Romania and SEE

People:

**Tatha Ghose**, Senior EM Economist, Director, Commerzbank AG

### 09:40 - 10:20 International property investors' roundtable

Chair: **Tim Wilkinson MRICS**, Head of European Acquisitions, Indotek Group

Conversation participants:

**Radu Boitan MRICS**, Head of Investments, Revetas Capital

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

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

**Lila Pateraki**, Chief Investment Officer, Zeus Capital Management

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

### 10:20 - 10:50 Financing roundtable – Increasing interest rates, new projects, new challenges

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

Conversation participants:

**Mihnea Craciun**, Deputy Director Romania, EBRD

**Mihai Dudoiu**, Partner, ?uca Zbrcea & Asocia?ii

**Catalin Jaloba**, Head of Real Estate Finance, BCR

**10:50-11:20 Coffee break**

## SECTION 2: New developments in Romania

### 11:20 - 12:00 Who will be the buyers? - Romanian investment panel

Chair: **R?zvan Gheorghiu-Testa**, Partner - Co-Head of Real Estate Practice Group, ?uca Zbârcea & Asocia?ii

Conversation participants:

**Fulga Dinu**, Country Manager Operations, Immofinanz Romania

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

**Codrin Matei**, Managing Partner, Head of Capital Markets, Crosspoint Real Estate

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

**Alexandru Mitrache**, Head of Transactions, Land & Investment, Cushman & Wakefield Echinox

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

### 12:00 - 12:15 Recent tax incentives for the Romanian construction sector

People:

**Gabriel Biris**, Founding Partner, Biri? Goran

### 12:15 - 12:55 Smart future for smart cities - Romanian development panel

Chair: **Andreea Paun**, Managing Partner, Griffes

Conversation participants:

**Didier Balcaen**, General Manager, Speedwell

**Sebastian Dragomir**, Director, Office Advisory, Colliers International

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

**Stefan Dumitrascu**, Chief Architect, Bucharest City Hall

**Mauricio Mesa Gomez**, Country Director, Romania and Spain, Cordia

**Péter Reicher**, Country Manager, Graphisoft SE

### 12:55 - 13:25 Creating future-proof workplaces – How to fill the space between the glass walls?

Chair: **Mirela Ciovica**, Head of Leasing Romania, PPF Real Estate

Conversation participants:

**Raluca Munteanu**, Business Development Manager, Iulius Group

**Mihai Paduroiu**, CEO Office Divison, One United Properties

**Leandro S. Escobar Torres REV MRICS**, Managing Director, Professional Association of Valuation Companies of Spain

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

## 13:25-14:25 Lunch

## SECTION 3: All about user experience

**14:25 - 15:05 Why real estate developers cannot ignore hotels?**

Chair: **Marius Gomola MRICS**, Managing Director, Horwath HTL Hungary, Founder, HOTCO

Conversation participants:

**Romulus Andrei**, Director, Banca Transilvania

**Adam Konieczny MRICS**, Development Director Europe, Louvre Hotels Group

**Florin Suicescu**, Executive Director of the Board, Niro Investment Group

**15:05 - 15:25 Places, shopping and the good life: How to make people happy**

People:

**Riccardo Marini**, Founder, Marini Urbanismo

**15:25 - 15:55 Evolution or revolution? – New trends in retail**

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

Conversation participants:

**Costin Blideanu**, Head of Leasing Department, AFI Europe Romania

**Duarte Cabral**, Deputy Managing Director EMEA, Sonae Sierra

**Viviana Pavel**, Real Estate & Development Manager SEE, IKEA

**15:55 - 16:10 Optimal cost level of indoor climate and hygienic building services**

People:

**Ionut Cabuz**, Sales Manager, Uponor

**16:10 - 16:25 How property management for SAP Business One supports CRE businesses in CEE & SEE – Well-known brands case-study**

Conversation participants:

**Maciej Jaroszynski**, Head of Consulting, Strategic Projects Manager, Supremis - SAP Gold Partner

**Jakub Wajda**, Business Development Manager CEE & SEE, Supremis - SAP Gold Partner

**16:25 - 16:55 Facility and property management in a booming market**

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

Conversation participants:

**Codrin Apostol**, Executive Director, Global Vision

**Valeriu Toma**, Deputy Head of Asset Services, CBRE Romania

**Cristian Vasiliu**, Managing Director, ROFMA

## PROPTech LOUNGE

**14:25 - 14:45 The future role of real estate agents and emerging models**

People:

**Jonathan George**, Co-founder & CEO, Propevo

## 14:45 - 15:15 PropTech start-up pitches

People:

**Laura Baciu**, Managing Partner, The Estate

**Marcus Emanuel**, CEO, RiseTech

**Mihai Lodoaba**, Founder, YeParking

**Cosmina Museat**, General Manager, Wizmo

## Closing