

# Balkans Property Forum 2019 - Belgrade, Serbia

## SECTION 1: Investment opportunities in SEE

### 09:00 - 09:10 Opening remarks

People:

**Csanád Csürös**, CEO, Property Forum

### 09:10 - 09:30 Economic outlook for SEE

**EBRD's Regional Lead Economist will summarize the key trends shaping the Western Balkans countries' economies and also show what is needed to deliver growth required for sustainable convergence with European Union income levels.**

People:

**Peter Tabak**, Regional Lead Economist for the Western Balkans, EBRD

### 09:30 - 10:10 Property investment in SEE – The big picture

**2019 is set to become another strong year for the property investment market and projections are optimistic for 2020 as well. A panel of prominent investors and advisors will discuss the topic in detail.**

Chair: **Andrew Peirson MRICS**, Managing Director, JLL Czech Republic

Conversation participants:

**Matevž Menžak**, Head Of Real Estate Funds, Generali Investments Slovenia

**Dubravka Nègre**, Head of Regional Office for the Western Balkans, EIB

**Otis Spencer MRICS**, Chief Investment Officer, P3 Logistic Parks

**Srdjan Teofilovic**, Head of Capital Markets & Investor Services, CBS International |  
Cushman & Wakefield Group

### 10:10 - 10:40 What are banks looking for? – Financing and valuation issues in SEE

**Top bankers of the SEE region will discuss the current financing landscape on the property market. They will also reveal which are the most and least desired asset classes and locations when it comes to securing financing.**

Chair: **Nikola Senesi RV FRICS**, CEO, Wolf McGill Group

Conversation participants:

**Klemen Fajmut**, Business Development Manager, Imagine d.o.o.

**Danijela Nedeljkovi? Stojakov MRICS**, Senior Manager, Valuations and Outsourcing,  
BDO Serbia

**Milan Vi?enti?**, Executive Board Member, Head of Corporate Banking Division, Eurobank  
Direktna

**Hannes Wimmer**, Managing Director, Loan Capital Markets, Erste Group Bank AG

**10:40 - 11:20 Booming with new projects – Belgrade development panel**

**Per capita, modern office and retail stock are still relatively low in the Serbian capital but thanks to strong demand and a large number of active developers, supply is catching up. Key market players changing the face of Belgrade will discuss current development trends.**

Chair: **Mia Zecevic**, CEO, Novaston Real Estate Platform

Conversation participants:

**Claus Graggaber**, Head of CRE International, Erste Group

**Jovana Martinovi? MRICS**, Deputy CEO, Merin Group

**Josko Pitesa**, Country Manager Operations Serbia, Croatia and Slovenia, Immofinanz

**Zorana Zdrale Burlic**, CEO, Delta Real Estate

## Coffee break

## SECTION 2: New opportunities on the horizon

**11:50 - 12:20 Future-proof office developments – How to make tenants happy in the workplace?**

**The concept of the ideal office space has changed tremendously in recent years. This panel will discuss what makes a workplace attractive in 2019 and what it will take to secure new leases and keep existing tenants happy in the years to come.**

Chair: **Vera Lukic**, Senior Project Manager, CBS International | Cushman & Wakefield Group

Conversation participants:

**Hubert Abt FRICS**, CEO, New Work & workcloud24

**Giles Bateman MRICS**, Head of Real Estate Europe – Network Development, IWG plc

**Jelena Drazic**, Senior Manager Global Workplace Experience, Native Instruments

**Arn Willems**, Managing Director Croatia, GTC

**12:20 - 12:50 Why real estate developers cannot ignore hotels**

**Tourism is booming in SEE, new developments are popping up all over the region and hotel has become a popular asset class among investors. The needs of travellers are changing fast with low-cost flights and the sharing economy completely reshaping the face of tourism. The experts of this panel will give an overview of the latest trends on the hotel market, both globally and locally.**

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

Conversation participants:

**Nikola Avram**, Owner & CEO, Alpha Hotel Management

**Thomas Brezina**, Founder and Executive Director, TB Capital

**Silvija Iliskovic Balagovic MRICS**, Owner, Hotelis - Advisory & Valuation

**Silvija Lovreta**, Development Director SEE, Marriott International

**Uros Vukomanovic MRICS**, General Manager, Soravia Management

**12:50 - 13:20 Europe's most attractive asset class – How to keep up with demand for logistics?  
Logistics has slowly become the most preferred investment product among many investors in Europe. Thanks to the growth of e-commerce and key industries, demand for prime logistics space is set to be strong in the coming period.**

Chair: **Alexander Samonig**, Managing Partner - Western Balkans, ECOVIS SEE

Conversation participants:

**Darko Djoric**, CEO, MIND Group

**Vlatko Djuricek**, Country Head of Serbia, CTP

**Dragan Simovic**, Member Of The Supervisory Board, Militzer & Münch Serbia

**Nemanja Uzelac**, CCO, Konstruktor Group

**13:20 - 13:50 Emerging markets insight: Macedonia, Albania, Montenegro, Bosnia-Herzegovina**

**These four countries offer untapped potential for those willing to take higher risks for higher rewards. Local players will make their case and show why it is worth investing in these emerging destinations.**

Chair: **Csanád Csürös**, CEO, Property Forum

Conversation participants:

**Vlatko Bogoevski MRICS**, CEO, Cushman & Wakefield Forton Macedonia

**Kliton Ikonimi**, Managing Partner, Professional Real Estate Tirana

**Maho Taso MRICS**, CEO / Director, Prostor Real Estate Services, Sarajevo

**Ivan ?akarevi?**, Managing Director, Turaquadra Premium Properties

**Lunch**

**Goodbye**