

# Property Investment Forum 2017

**08:00-08:30 Registration, welcome coffee**

## Section I: International investment climate

**08:30 - 08:45 Opening speech: Noah M. Steinberg FRICS (Chairman of RICS in Hungary, Wing) and Csanád Cs?rös (Business Development Director, Portfolio)**

**08:45 - 09:05 The market is booming now – but for how long?**

People:

**Pál Dános MAISZ MRICS**, Director, KPMG

**09:05 - 09:25 Proptech: threat or opportunity for the real estate sector?**

People:

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

**09:25 - 10:15 Panel discussion: The near future seems bright for CEE – What to expect for 2018?**

Chair: **Noah Steinberg FRICS**, Chairman & CEO, WING

Conversation participants:

**Paul Betts**, Managing Director, M7 Real Estate

**René Droese**, Chief Development Officer, Budapest Airport

**Michael Edwards MRICS**, Head of Capital Markets (Hungary) / Valuation & Advisory (Central Europe), Cushman & Wakefield

**Gábor Futó**, Co-Founder and Co-Owner, Futureal Group

**Jan Hübner**, CEO, HB Reavis Hungary

**Benjamin Perez Ellischewitz**, National Director, Head of Capital Markets Hungary, JLL

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

**10:15 - 11:00 Panel discussion: Domestic investors' roundtable**

Conversation participants:

**Lóránt Kibédi Varga MRICS**, Managing Director, CBRE Hungary

**Balázs Pázmány FRICS**, Chairman of the Board, Erste Alapkezel? Zrt.

**Tibor Tatár MRICS**, CEO, Calyx Investment

**Árpád Török MRICS**, Chief Executive Officer, TriGranit

**11:00 - 11:30 Coffee break**

## Section II: Financing and development in Hungary

**11:30 - 11:50 Facility management's role in the real estate market boom**

People:

**Gábor Décsi MRICS**, LEO, benchmarking group leader, DOME Facility Services Group, Managing Director

**11:50 - 12:10 Star international architects, iconic buildings, historical-scale park renewal - The Liget Budapest project**

People:

**Benedek Gyorgyevics**, CEO, Városliget Zrt.

**12:10 - 12:20 Disruption in the real estate sector**

People:

**Gábor Borbély**, Director, CBRE

**12:20 - 13:10 Banker and developer roundtable**

Conversation participants:

**Mátyás Gereben MRICS**, Country Manager, CPI Hungary

**Péter Kereskényi**, Head of Real Estate, Acquisition and Syndicated Finance, Raiffeisen Bank Zrt.

**David M Johnston MRICS**, Senior Director, Head of Advisory and Transaction Services, CBRE

**Richárd Németh MRICS**, Partner, BDO

**László Vágó**, CEO, NEO Property Services Zrt., Chairman, LEO

**Gyula Ágházi**, CEO, Gránit Pólus Csoport

**Gergely Árendás**, Chairman, Ingatlanfejlesztési Kerekasztal Egyesület (IFK)

**13:10 - 14:10 Lunch Break**

## **Section III.A: Office, Property Management**

**14:10 - 14:30 Energy supply for commercial real estate - opportunities and obligations**

People:

**László Kenyeres**, Partner, Faludi Wolf Theiss Ügyvédi Iroda

**14:30 - 14:45 New solutions for sales agreements, warranties**

People:

**Gábor Gömöri**, Lawyer, Partner Associate, Deloitte Legal Erdős és Társai Ügyvédi Iroda

**14:45 - 15:30 Panel discussion: 1 million sqm at one table – Outlook for the office market**

Conversation participants:

**Bori Gedai**, Deputy Country Manager, GTC

**Kata Mazsaroff**, Managing Director, Colliers Hungary

**Viktor Nagy**, Country Manager Operations Hungary, ImmoFinanz Group

**Gergely Pados**, Managing Director, Cushman & Wakefield

**Péter Ratatics**, COO, MOL

**Ádám Székely**, Managing Director, Owner, InfoGroup

## Section III.B: Retail, logistics, FM-PM

**14:10 - 14:50 Panel discussion: Innovations and recent trends of the retail industry (e-commerce, changing consumer habits, generation X and Y issues) and how these changes affect the following businesses: logistics, retail property development, retail**

Conversation participants:

**Péter Karai**, Sales Director, Futureal

**László Kemenes MRICS**, Managing Director Hungary, Panattoni

**Benedek Kis**, Senior Manager Business Development Eastern Europe, Kühne + Nagel

**Zsolt Kákosy MRICS**, Head of Asset Services, CBRE

**Zoltán Nádasy MRICS**, Partner, Head of CEE Real Estate Investments Group, Noerr

**14:50 - 15:30 FM-PM roundtable**

Chair: **Péter Futó**, Analyst, Portfolio

Conversation participants:

**Gábor Décsi MRICS**, LEO, benchmarking group leader, DOME Facility Services Group, Managing Director

**István Jászberényi**, LEO, Vice-President, Kraft FM, Managing Director

**Ferenc Kis-Szölgyémi**, CEO, B+N Referencia Zrt.

**Tibor Ruzsinszki**, LEO, Member of the Board, NEO Property Services Zrt., Director

**Szilárd Szabó**, CTO, STRABAG Property and Facility Services Zrt.

**Ágnes Szentpály**, Director, Head of Property Management, CBRE

## Section III.C: Financing and Capital Markets

**14:10 - 14:25 Financing and investment opportunities in REITs**

People:

**Rita Szalay**, Listing Division, Budapest Stock Exchange

**14:25 - 15:30 Financing roundtable: REIT, bonds, IPO, bank finance**

Conversation participants:

**Péter Kocsis MRICS**, Deputy CEO - Strategy, Risk, MIS-Data, WING

**János Kocsány**, CEO, Graphisoft Park

**Gábor Sajgál**, CEO, Budapesti Ingatlan Hasznosítási és Fejlesztési Nyrt.

**Edina Schweizer**, Partner - Head of CEE Banking and Finance, Noerr

**Gábor Vörös**, Managing Director, Head of CEE Real Estate Financing, UniCredit

**15:30 - 15:50 Coffee Break**

## Section IV.A: 7-minute speed session

**15:50 - 16:40 Speed session – 7-minute project presentations**

People:

**Márk Balástyai**, Chief Executive Officer, Futureal Energy  
**Attila Kovács MRICS**, Managing Partner, Horizon Development  
**Péter Ratatics**, COO, MOL  
**Mihály Schrancz**, CEO, Founding Partner, Realis Development  
**Norbert Sch?mer MRICS**, Deputy-CEO, Wing Zrt.  
**Balázs Simonyi MRICS**, Head of Office Advisory, Eston  
**Mariann Tóth**, Leasing Director, Panattoni

**16:40 - 17:25 Panel discussion: Workplace solutions, employee wellbeing – New trends on the office market**

Conversation participants:

**Bea Déri**, Director of PR, Marketing & Design, CPI Property Group  
**Dávid Havas**, Head of Project Management & Building Consultancy, CBRE Hungary  
**Orsolya Heged?s MRICS**, Associate, RICS Registered Valuer, Head of Advisory & Head of Research Budapest, Cushman & Wakefield  
**Dávid Horváth**, Senior Workplace Consultant, Occupier Services, Colliers Magyarország  
**Tibor Massányi**, Managing Partner, DVM group Kft.  
**Zinaida Vojnár**, International Business Development Director, HB Reavis

## **Section IV.B: Residential and alternatives**

**15:50 - 16:10 District heating is the future**

People:

**Csaba Ujhelyi**, Director, F?táv

**16:10 - 16:30 Tenant houses home and abroad – introduction to the development and operation of rental housing**

People:

**Orsolya Szilágyi**, Lawyer, Sárhegyi és Társai ügyvédi iroda

**16:30 - 17:25 Panel discussion: Residential developments, student housing, hotel developments**

Conversation participants:

**Gábor Angel**, igazgatósági tag, BIGGEORGE Property Zrt.  
**Bálint Botos CFA**, Managing Partner, Forestay RE Fund Management  
**Gábor Kiss**, Managing Director, Metrodom Kivitelez? Kft.  
**Zsolt Morvai**, Director, MBH Bank  
**Gergely Nagy**, Corporate Regional Manager, OTP Bank Nyrt.  
**Marcell Piny?ke**, Head of Marketing, Indotek Group  
**Dániel Ódor MRICS**, Partner, Taylor Wessing Czech Republic

## **Section IV.C: Property Marketing Workshop**

**15:50 - 16:10 The future of retail – How will the importance of human and physical factors change?**

People:

**Ákos Starcz**, Managing Partner, Dialogue Creatives

**16:10 - 16:30 How will technological advancement change the world around us?**

People:

**Zsolt Winkler**, Head of Open Innovation Hub, MOL Group

**16:30 - 17:25 Expert panel – Marketing, business development, branding and sales in practice**

Conversation participants:

**Tímea Aladics-Szili**, Group Marketing And Communications Director, Futureal Group

**Orsolya Benkó**, Marketing Manager, CPI Hungary

**Csenge Mátray**, Marketing Communication and PR Director, WING

**Andrea Rácz**, Marketing & PR Manager, HB Reavis

**Bernadett Szirtes**, Marketing Director, Duna House Holding Nyrt.

**Barnabás Tóth**, Head of Marketing & PR, CBRE

## Evening Reception

**17:30 - 18:30 Portfolio Property Awards ceremony with Nóra Ördög**

**Chris Bennett Memorial Prize**

An annual prize created by RICS in the name of Chris Bennett FRICS, to reward a significant display of professionalism by a successful RICS Candidate in the CEE region.

The award will be given to a successful RICS applicant deemed to have made the most outstanding impression on an interviewing panel throughout the RICS business year (1 August – 31 July). Nominations are accepted from all countries of the CEE region.

**18:30 - 22:30 Cocktail Reception**

Dinner

Whiskey, pálinka and gin tasting

Live music