

# Property Investment Forum 2020

**The conference will be held online, delivering the best user experience possible.**

**08:00- 08:25 Registration to Hopin**

## **Section I./A – A new trinity in the property market: Adapt, adapt, adapt**

Last year, we were “only” worried about the increasingly pressing global issue of climate change, and with good reason, but 2020 brought our world a huge twist that has had a serious effect on the property market and to which it must adapt. However, we are still largely in the dark as to how big the shock was, how deep the crisis is, or what long-term changes the pandemic will bring. Everyday life and the world of real estate are both transforming around us at the speed of light, with home office, social distancing, home deliveries, digitalisation, border lockdowns, payment moratoriums and a number of other things uprooting the world we used to know. Will these disappear eventually or will they persist? What will they leave behind? Are we going to return to the pre-virus world, or will these “achievements” stay with us?

English translation available

### **08:25 - 08:30 Welcome speech**

People:

**Gergely Ditróy**, Analyst, Portfolio

### **08:30 - 08:40 Opening Speech**

People:

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

### **08:40 - 09:00 The Way Forward**

People:

**Spencer Levy**, Chairman of Americas Research and Senior Economic Advisor, CBRE

### **09:00 - 09:50 Today is the first day of the property market of the future – A post-COVID world**

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

Conversation participants:

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

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

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

**Mihály Schrancz**, CEO, Founding Partner, Realis Development

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

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

### **09:50 - 10:35 Recalculating the office market**

Chair: **Valter Kalas**, Managing Partner, Newmark VLK Hungary

Conversation participants:

**Nikoletta Ispánki**, Country Manager, IWG

**András Kovács**, Sales Director, Indotek Group

**Adorján Salamon**, CEO, ESTON International

**Norbert Sch?mer MRICS**, Deputy-CEO, Wing Zrt.

**Balázs Simonyi MRICS**, Head of Office Advisory, Eston

### **10:35 - 11:00 Networking**

## **Section I./B**

The financing side appears to be stable despite all the question marks, and investors are looking for the best deals. Many have found themselves in a bind and so there are very good deals available at discount prices, while other market players are playing the waiting game. Are banks preparing for bankruptcies and portfolio cleanings, or will the loan repayment moratorium offer a solution for all problems?

English translation available

### **10:00 - 10:50 Financing – Caution or carpe diem?**

Chair: **Gergely Nagy**, Corporate Regional Manager, OTP Bank Nyrt.

Conversation participants:

**Gergely Fábrián**, Managing Director, National Bank of Hungary

**Zsolt Morvai**, Director, MBH Bank

**Bence Nádasdy**, CFO, MVM Paks II. Zrt.

**Gábor Pet?**, Financing and Transactions Director, Forestay Group

### **11:00 - 11:50 Investment – Get in or wait and see?**

Chair: **Bálint Botos CFA**, Managing Partner, Forestay RE Fund Management

People:

**Zoltán Fekete**, CEO, GTC

**Krisztián Hornok**, Managing Director, International Transactions and Asset Management, Indotek Group

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

**Péter Takács**, Investment Director, Newmark VLK Hungary

### **12:00 - 12:40 How are the biggest office users reacting to changes in work culture?**

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

Conversation participants:

**Zsolt Azurák**, Director of Procurement and Logistics, Magyar Telekom

**Balázs Fertig**, Group Recruitment Manager, MOL Group

**Diána Müller**, Head of Organizational Development & Talent Acquisition, Telenor Magyarország

## **Section I./C**

**10:00 - 10:40 Panel discussion**

Chair: **Gábor Borbély**, Director, CBRE

Conversation participants:

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

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

## **Section II./A**

English translation available

**11:00 - 11:40 Macroeconomic outlook and forecasts**

Chair: **Zoltán Bán**, CEO, Net Média Zrt. (Portfolio Csoport)

Conversation participants:

**Márton Nagy**, Minister of Economic Development, Government of Hungary

**István Madár**, Senior Analyst, Portfolio

**Gergely Tardos**, Director, OTP Bank

**11:40 - 12:30 FM – the new world of facility management**

Chair: **Zsuzsa Pálfalvi**, Managing Director, Graphisoft Park Services, Vice President, LEO

Conversation participants:

**Gyula Gy?ri**, Facility Management Director, CPI Facility Management Kft.

**Balázs Jelinek**, Deputy CEO – Operations, Városliget Zrt.

**Tibor Karsai**, Managing Director, Rustler Kft.

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

**József Schmidt**, Chairman, LEO

**L?rinc Zátonyi**, Director, Special Projects, NEO Property Services Zrt.

**12:30 - 14:00 Networking**

## **Section II./B**

English translation available

**13:00 - 13:30 Panel discussion**

Chair: **Péter Ger? MBA**, Real Estate Economist, University professor, Corvinus University of Budapest

Conversation participants:

**István Hajnal FRICS**, Project Director, Grant Thornton

**Margaréta Mészáros MRICS**, Director, RICS Registered Valuer, Head of Valuation, CBRE Hungary

### **13:30 - 14:15 Concept of the Year presentations and vote**

Chair: **Roxána Pásztor**, Analyst, Portfolio

People:

**Balázs Czifra MRICS**, Director - Sales, Asset Management, Business Development, InfoGroup

**Iván Nagy**, Development Director, CPI Hungary

**Rudolf Nemes**, CEO, HelloParks

**Mihály Schrancz**, CEO, Founding Partner, Realis Development

### **14:15 - 14:30 Networking**

## **Section II./C**

### **10:50 - 11:40 Regional overview Vol. 1**

Chair: **Sean Doyle**, Head of Investment Properties CEE and Capital Markets Poland, CBRE

Conversation participants:

**Yovav Carmi**, President of the Management Board, GTC Group

**Nicklas Lindberg**, CEO, Echo Investment

**Michał Melaniuk**, President of the Management Board, Cordia Polska (Polnord SA)

### **12:00 - 12:30 Makro Workshop online Q&A**

Chair: **Zoltán Bán**, CEO, Net Média Zrt. (Portfolio Csoport)

People:

**Gergely Tardos**, Director, OTP Bank

## **Section III./A**

English translation available

### **14:00 - 14:15 Digitalisation could revolutionise construction**

People:

**Tamás Kaltenbacher**, Managing Director, HBM Kft.

### **14:15 - 15:00 Construction industry digitalisation**

Chair: **Balázs Báthory**, Deputy CEO, Market Építő Zrt.

Conversation participants:

**Ádám Dálnoki**, CEO, BauApp Kft.

**Tamás Gegesi Kiss**, Managing Director, Gépész Centrál Kft.

**Tamás Kaltenbacher**, Managing Director, HBM Kft.

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

**Csilla Rázsóné Szórády**, CEO, Újház

**Gábor Szulyovszky**, International technical audit director, Futureal-csoport

**15:00 - 15:45 The winner of the pandemic – Logistics**

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

Conversation participants:

**Gábor Halász-Csatári**, Head of Industrial Leasing, Cushman & Wakefield

**Dávid Huszlicska**, Country Head, CTP Management Hungary Kft.

**Rudolf Nemes**, CEO, HelloParks

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

**15:45 - 16:15 Networking**

**SECTION III./B**

English translation available

**14:30 - 14:40 Presentation**

People:

**Gábor Fodor**, Business Development Manager, Konica Minolta Magyarország Kft.

**14:40 - 14:50 Presentation**

People:

**Márton Takács**, International hotel and tourism industry leader, Moore Hungary

**14:50 - 15:40 Hotel market – Time for the crystal ball**

Chair: **Richárd Németh MRICS**, Partner, BDO

Conversation participants:

**Zsolt Morvai**, Director, MBH Bank

**Zoltán Somlyai**, Vice President Hotel Division, BDPST Zrt.

**Ernő Takács**, Chairman, Roundtable Association for Real Estate Developers (IFK)

**15:40 - 16:30 VAT on new homes at 5% again – Will the housing market take off?**

Chair: **Gábor Kiss**, Managing Director, Metrodom Kivitelez? Kft.

Conversation participants:

**Ádám Banai PhD**, Executive director for monetary policy instruments, financial stability and foreign reserve management, Magyar Nemzeti Bank

**Doron Dymshiz**, Co-CEO, Duna House

**Tibor Földi**, CEO, Futureal Zrt.

**János Martin MRICS**, Director of Residential Developments, Wing Zrt.

**Dániel Ódor MRICS**, Partner, Taylor Wessing Czech Republic

**Section III./C**

**14:00 - 15:00 Legal workshop and Q&A**

Chair: **Szilárd Kui**, Local Partner, DLA Piper

Conversation participants:

**Péter Berethalmi**, Managing Partner, Nagy és Trócsányi Ügyvédi Iroda

**Klára Bujdosó**, Group Legal Counsel, GTC

**Tamás Felsmann**, Associate, Dessewffy & Dávid and Partners CEE Attorneys

**Szabolcs Perlaki**, Partner, OPL

**Tamás Pásztor**, Head of Legal and Operation, CPI Hungary

**14:30 - 15:30 Regional overview Vol. 2**

Chair: **Rita Tuza**, Head of Capital Markets, JLL

Conversation participants:

**Robert Kubinsky**, CEO, HB Reavis Hungary

**Luiza Moraru MRICS**, Head of Property Management CEE, CBRE

**Paweł Sapek**, SVP, Regional Head CE & Country Manager, Prologis

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

## **Section IV.**

English translation available

**16:15 - 17:00 Uncertainty to the maximum – What is the next step?**

Chair: **Gergely Ditróy**, Analyst, Portfolio

People:

**Dániel Jellinek**, Partner, CEO, Indotek Group

**Sándor Scheer**, CEO, Market Építő Zrt.

## **ONLINE AWARD CEREMONY AND RECEPTION**

Presenting the awards assigned by a jury of nine renowned professionals, as well as the audience award.

English translation available