

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:
Csanád Csürös, CEO, Property Forum

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

People:
Simon Rubinsohn, Chief Economist, Széchenyi István University

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

People:
Tatha Ghose, Senior EM Strategist, 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, Managing Partner, Romania & 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 Zbârcea & 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: **Răzvan Gheorghiu-Testa**, Partner - Co-Head of Real Estate Practice Group, Zbârcea & Asociații

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 Ciovisa**, Head of Leasing Romania, PPF Real Estate

Conversation participants:

Raluca Munteanu, Business Development Manager, Iulius Group

Mihai Paduroiu, CEO Office Division, 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 Baci, Managing Partner, The Estate

Marcus Emanuel, CEO, RiseTech

Mihai Lodoaba, Founder, YeParking

Cosmina Museat, General Manager, Wizmo

Closing