

# 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 Ciovica**, 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**