

# Property Investment Forum 2022 program

## 8:00-8:40 Registration

### **Section I./A - We are starting a new chapter again!**

There is no relief in the world, but real estate remains a safety(?). The effects of Covid are still not final on the office market; the shade of recession, the depressing inflation, the unpredictability of construction, rising financing costs, the war and many connected areas have turned the real estate market into a crazy and risky boardgame. Let us find sustainable and profitable paths in the market's jungle.

#### **08:40 - 08:50 Good morning, real estate market!**

Speaker:

**Gergely Ditróy**, Head of Real Estate Division, Portfolio

#### **08:50 - 09:00 Professional welcome speech and positive thoughts for the following period**

Speaker:

**Noah Steinberg FRICS**, elnök-vezérigazgató, WING

#### **09:00 - 09:15 Presentation**

Speaker:

**Nándor Csepreghy**, parlamenti államtitkár, miniszterhelyettes, Építési és Közlekedési Minisztérium

#### **09:20 - 09:40 A new starting line for the profession - Real estate market panorama**

Speaker:

**Gábor Borbély**, Director, CBRE

#### **09:40 - 09:55 The future of the Liget project - The impact of this large-scale cultural development on the evolution of urban fabric**

Speaker:

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

## **09:55 - 10:45 The Hungarian real estate market on a rollercoaster**

Moderator: **Dr. Szilárd Kui**, Local Partner, DLA Piper

Conversation participants:

**Zoltán Borbély**, Country Director, Atenor Hungary

**Balázs Czár**, Managing Partner, Horizon Development

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

**Dr. Mihály Schrancz**, ügyvezető igazgató, Property Market Kft.

**Noah Steinberg FRICS**, elnök-vezérigazgató, WING

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

## **Coffee break and networking**

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## **Section I./B - Let's dive deep into it!**

What will happen to the office market? What will happen to ongoing and planned developments, the renovation and restructuring of the existing stock? What trends are seen in the regional comparison? What are our competitive edge and growth potential? What solutions can provide a more cost-efficient and greener operation simultaneously?

## **10:20 - 11:05 Tightrope walking on the office market**

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

Conversation participants:

**Béla Almás**, Chief Executive Officer, Streamnet

**Máté Galambos**, Leasing Manager, Atenor

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

**Tibor Massányi**, Managing Partner, DVM Group

**Balázs Simonyi MRICS**, közgazdász, ingatlanpiaci szakértő.

## **11:05 - 11:20 Rethink the way of renting an office: time for a digital change**

Speaker:

**Motty Segal**, CEO, Zoomlla by IN Group

## **11:20 - 12:05 CEE - A regional overview**

Moderator: **Dr Dániel Ódor MRICS**, Partner, Taylor Wessing

Conversation participants:

**András Marton CFA**, Partner, Transactions and Business Development, Adventum International

**John McKie**, CEO, CA Immo Magyarország

**Rudolf Riedl MRICS**, Managing Director, SÜBA Hungary

**Dávid Tibor**, elnök, Masterplast Nyrt.

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

## **12:05 - 12:50 Where will the funding come from, and at what price?**

Moderator: **Tamás Nagy**, Head of the Financial System Analysis Directorate, Hungarian National Bank

Conversation participants:

**Tamás Deák**, Director, Commercial Real Estate Finance, Erste Bank Hungary

**Balázs Jávör**, ügyvezető igazgató, speciális finanszírozás, UniCredit Bank Hungary

**György Rábai MRICS**, Partner, Managing Director, Prophex Europe Consulting

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

## **Section II./A - Expensive and cheap! - But what is expensive, what is cheap?**

The macroeconomic environment, both in a wider and narrow sense, has a profound impact on the potential of the domestic real estate market. Investors' and financiers' risk policies and their ideas about the industry are of key importance. And politics, as we have experienced in the last few years, in some cases, are the most critical incentives (building new apartments through a housing benefit scheme), and with their pro-cyclical development policy, they can also be an unbeatable competitor to the market players. Balance could be the keyword, and it would be best to find it as soon as possible.

**11:10 - 11:50 Macro-overview and war economic policy - What will it bring to the housing market?**

Moderator: **Zoltán Bán**, CEO, Net Média (Portfolio Group)

Conversation participants:

**István Madár**, Senior Analyst, Portfolio

**Gergely Tardos**, Director, OTP Bank

**Viktor Zsiday**, Portfolio Manager, Hold Alapkezelő Zrt., Citadella Származtatott Befektetési Alap

**11:50 - 12:05 A message from the future! - Innovative measurement solutions**

**The real overhead reduction starts with metering. A meter-based, transparent, and casual billing of water, heating and cooling energy, and electricity used within the building is now a basic requirement for tenants and the basis for long-term cooperation (investor confidence). Let's see the solutions!**

Speaker:

**dr Zoltán Uzonyi**, Country Manager, ista Magyarország Kft.

**12:05 - 12:50 Future of FM/PM - Overhead crisis in focus 2.0, energetics, cost reduction, and greening**

Moderator: **Dániel Pintér**, Associate Director, Head of Property & Project Management, Eston International

Conversation participants:

**Miklós Gyertyánfy MRICS**, működési vezérigazgató-helyettes, Gránit Pólus

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

**Zoltán Mikó**, CEO, Future FM

**Gábor Nagy**, Managing Director, Icon Real Estate Management Kft.

**Péter Pál**, Executive Director, Re-Energy

## **Lunch break & networking**

We are inviting our guests for lunch for a more extended period, from noon until half-past two, in the restaurant on the ground floor and upstairs exhibition space!

## Club Section

This part of the programme is available only on-site and will not be transmitted online.

### 11:00 - 11:40 Are we back to 2008? - Appraisal in the spotlight X RICS

Conversation participants:

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

**Dorottya Pápai**, üzletfejlesztési vezető, RE/MAX Magyarország

**Judit Varga MRICS**, Head of Asset Management, CA Immo Hungary

### 12:00 - 12:40 Makro workshop - Q & A

Conversation participants:

**Zoltán Bán**, CEO, Net Média (Portfolio Group)

**István Madár**, Senior Analyst, Portfolio

**Gergely Tardos**, Director, OTP Bank

### 14:00 - 14:40 Retail workshop - What are the times ahead?

Moderator: **János Kui**, CEO, Marketing Resolution Kft.

Conversation participants:

**Márk Balástyai**, CEO, Futureal Energy

**András Berendi**, CEO, Roland Divatház Zrt.

## Section II./B - Profit hunting

Risks, volatility, inflation, uncertainty. You will need a strong nervous system for making longer-term investment decisions, while market participants are also under increasing pressure to deliver returns. Which are the best products? Is there an actual demand for greening and other values, or is there simply “ESG-washing”? Has the hotel sector returned? What development and investment potential does the sector most affected by the epidemic offer?

### **13:30 - 14:15 Investment market - Yield hunting - ESG - Predictability - Money is looking for its place, but where will it be?**

Moderator: **Bálint Botos**, Managing Partner, Forestay RE Fund Management

Conversation participants:

**Balázs Benczédi**, CEO, Diófa Alapkezelő

**Attila Madler**, Asset Management Director, CPI Hungary

**Adorján Salamon MRICS**, CEO, ESTON International

**Norbert Szircsák**, Director, ESG expert, Green Building Advisory Service, Colliers

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

### **14:15 - 14:50 Hotel market - Are we back?**

Moderator: **Márton Takács**, Partner, Hotel Advisory and Hotel and Leisure Global Sector Leader, Moore Hungary

Conversation participants:

**Bálint Erdei**, CEO, RedWood Real Estate Holding

**Márton Oláh**, igazgatósági tag, Diófa Alapkezelő Zrt.

**Gyula Szűcs**, President and Chief Executive Officer, SZINORG Universal Zrt.

**Dr Ernő Takács**, Chairman, IFK

### **14:50 - 15:20 How big an opportunity for the market is the brutal inflow of foreign working capital?**

Moderator: **Ádám Székely**, ügyvezető igazgató, tulajdonos, Infogroup, IFK, alelnök

Speakers:

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

**Rudolf Nemes**, vezérigazgató, HelloParks

**Zoltán Póser**, Chief Government Advisor to the Prime Minister's Office, Prime Minister's Office

## **Section III./A - Will it all be built!?**

The construction industry, implementation, or construction management cannot get out of the focus; in fact, they are needed more than ever. Although many would be glad if they could do their job quietly, at a planned pace, with adequate supplies and predictable costs in the problematic implementation process, today, this is merely a dream for most.

Meanwhile, the market for new apartments is at a crossroads. The phasing out/extension of the support scheme raises more questions than answers at the moment. The brownfield lands have the game in their hands. If everything stays as is, the term "brownfield land" will become the most popular housing market

**13:50 - 14:05 What do we have energy for; that is, how energy-conscious is the Hungarian population?**

Speaker:

**Dr. Csilla Rázsóné Szórády**, CEO, Újház

**14:05 - 14:50 Dark clouds above our heads - This is how the Hungarian construction industry will be saved!**

Moderator: **Gábor Kiss**, Managing Director, Metrodom Kivitelező Kft., IFK, Vice-chairman

Conversation participants:

**András Ábrahám**, Project Director, Skanska's commercial development business unit in Hungary

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

**Gergely Laczkovich**, Managing director, 3E International Kft.

**Dr. Csilla Rázsóné Szórády**, CEO, Újház

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

**14:50 - 15:05 Mandatory warranty error handling after delivery - efficient, traceable, software-based**

**Case study. Housing estates of Biggeorge Property are popping up in many parts of Budapest, but the contractor's work does not end with the delivery of the apartments. But how do we manage the mandatory warranty issues, so subcontractors and occupants always have the correct information? In the presentation, we look back at the first year and look for the response to the question of whether it was worth investing in such software.**

Speaker:

**Anita Zakrzewski**, sales manager, TOPdesk Magyarország Kft.

## **15:05 - 15:50 Housing market - Rust or nothing? - Is there a life beyond Budapest?**

Moderator: **Gábor Soóki-Tóth**, Head of CEE Residential Working Group, RICS  
Conversation participants:

**Ádám Banai PhD, MRICS**, jegybanki eszköztárért, pénzügyi stabilitásért és devizatartalék-kezelésért felelős ügyvezető igazgató, Magyar Nemzeti Bank  
**Csenge Karakas**, Country Manager, Realpad

**Gergely Nagy**, Budapesti Régió - ügyvezető igazgató-helyettes, OTP Csoport  
**Csongor Sándor**, Real Estate Development Director, Nhood Services Hungary Kft.

**Gabriella Szörcsök**, Residential Sales Manager, Atenor

## **Coffe break & networking**



## **Section III./B - The new ones are coming!**

It is not possible for nothing to happen at all. That is why the development market cannot stop and freeze completely. Meeting the latest expectations of tenants, customers, regulators, investors, financiers, and planners is a complex and complicated task. Nowadays, it is no longer enough to design and build buildings that are in good technical condition and of average design. Today, brands, ecosystems, communities, millions of smart features and complex mini-worlds need to be produced, while companies focus on and exceed sustainability and ESG requirements to gain a competitive advantage.

## **15:40 - 15:55 The five main advantages of BIM-based digitalised facility management**

Speakers:

**Gábor Jakubik**, Sales Director, B+N Referencia Zrt.

**Tamás Kubicsek**,



### **15:55 - 16:25 New vs rebuilt office buildings!**

Moderator: **Valter Kalas MRICS**, Managing Partner, Newmark VLK Hungary

Conversation participants:

**Gábor Angel**, Deputy CEO, Office, Wing

**Géza Barabás**, Managing Director, S IMMO Hungary

### **16:25 - 17:05 "Concept of the Year" speeches and vote**

#### **16:25 - 16:35 Secrets of water**

Speaker:

**Amarilla Cseke**, Leasing and Asset Manager, Skanska's commercial development business unit in Hungary

#### **16:35 - 16:45 Nhood project presentation**

Speaker:

**Balázs Gábosy**, üzletfejlesztési, kereskedelmi és operatív Igazgató, Nhood Services Hungary Kft.

#### **16:45 - 16:55 The city centre's first "Well Platinum" project is on the way! - What potential does the building offer?**

Speaker:

**Dóra Papp-Vas**, Leasing Director, ConvergenCE

#### **16:55 - 17:05 Property Market project presentation**

Speaker:

**Károly Katkó**, Office Leasing Director, Property Market Kft.

## **Section IV./A - „The show must go on!”**

A thriving industrial and logistics sector and an ambitious vision for the future. Despite the existing and ever more pressing difficulties and challenges, life and the market do not and cannot stop, as there is much to be done, even if new projects may be launched and implemented in smaller numbers if utilisation and functions change. As a responsible developer, investor, and market player of any kind, the transformation of existing stock and the identification of well-specified improvements should be a priority. Sustainable growth is on the way(?).

## **16:10 - 16:55 Industry and logistics properties - The special attention remains**

Moderator: **Ádám Székely**, ügyvezető igazgató, tulajdonos, Infogroup, IFK, alelnök

Conversation participants:

**Tamás Beck**, Director, Industrial Agency, Colliers

**István Kerekes**, Country Manager Hungary, GLP Europe

**Zsófia Korda**, ipari fejlesztésekért felelős értékesítési igazgató, Wing

**Dr. Barnabás Sági**, Managing Associate, Co-head of the Real Estate Practice, Kinstellar Budapest

**Máté Szoboszlay**, tőkeallokációs igazgató, Prologis

## **16:55 - 17:40 Let's see clearly! - The future of the real estate market in Hungary**

Moderator: **Gergely Ditróy**, Head of Real Estate Division, Portfolio

Conversation participants:

**Zoltán Fekete**, CEO, GTC

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

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

**Tibor Tatár MRICS**, ügyvezető igazgató, Calyx Investment

## **Award ceremony**

Giving out prizes awarded by a jury of eminent members of the profession and the audience award.

Members of the jury:



## Reception & Networking

Stay with us after the technical programmes, join us in cheering the real estate industry's top performers at the awards ceremony and toast the winners at the standing reception afterwards!

We will help to create a good atmosphere with gourmet snacks and a wide selection of drinks. Thanks to Atenor, the popular Gin&Tonic bar will have a central role again this year. The OTP Bank will provide a champagne bar, and after the daytime coffees, 3E International will offer Prosecco tasting in the evening. Rézangyal will provide the pálinkas again, and the wine selection will be brought to us by Jammertal Wine Estate. We look forward to welcoming you!

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