

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 Hungary

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!

Atenor
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3E

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