

Property Investment Forum 2015 program

Registration 08:30-09:00

Section I. Investment climate in CEE and Hungary

09:00 - 09:20 CEE in an international context - Focus on financing

Speaker:

Pál Dános MAISZ, MRICS, igazgató, KPMG

09:20 - 10:10 Panel discussion: CEE investment round table

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

Conversation participants:

Frederic Le Fichoux MRICS, Partner - Global Hospitality Group, Cushman & Wakefield

Andreas Ridder, Chairman CEE, CBRE

Rudolf Riedl MRICS, ügyvezető igazgató, Raiffeisen Evolution

Péter Számely MRICS, Head of Real Estate Finance CEE, HYPO NOE / RICS
Austria Ambassador

Árpád Török MRICS, Chief Executive Officer, TriGranit

Cristian Ustinescu, Senior Transaction Manager, CEE Immofinanz Group

10:10 - 11:00 Panel discussion: Investment opportunities in Hungary

Moderator: **Dr. Róbert Hermán MRICS**, Hungary Board Member, RICS

Conversation participants:

Ferenc Furulyás, ügyvezető igazgató, iO Partners Hungary

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

Péter Kocsis MRICS, Deputy CEO, WING

Balázs Tóth, CEO, OTP Ingatlan Alapkezelő

László Vas, ingatlanbefektetési vezető, Diófa Alapkezelő

Gábor Vörös, Managing Director, Head of CEE Real Estate Financing, UniCredit

11:00 - 11:20 Coffee Break

Section II. Infrastructure, developments

Chair: **Csanád Csürös**, CEO, Property Forum

11:20 - 11:40 Innovation and competitiveness in the construction industry

Speaker:

Marcell Pintyóke, marketing és kommunikációs igazgató, KÉSZ Holding

11:40 - 12:20 Development round table

Conversation participants:

István Kerekes, bérbeadási igazgató, Horizon Development

Péter Kereskényi, Head of Real Estate, Acquisition and Syndicated Finance, Raiffeisen Bank Zrt.

Zoltán Linczmayer MRICS, Managing Director, Skanska Property Hungary

Zoltán Radnóty, CEO - HB Reavis Group Hungary, HB Reavis

12:20 - 13:00 Panel discussion: Housing market boom on the horizon?

Conversation participants:

Dr. Tamás Ádány, Business Development Director, Horizon Development

Doron Dymshiz, Co-CEO, Duna House

Tibor Földi, igazgatóság elnöke, Cordia International

dr. Gábor Hegedüs, portfólió menedzsment igazgató, Indotek Group

Áron Horváth, Manager, ELTINGA

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

13:00 - 14:00 Lunch Break

Section III/A. Office Market

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

14:00 - 14:07 Project presentations - Speed session I.

Speaker:

Balázs Czár, Managing Partner, Horizon Development

14:07 - 14:14 Project presentations - Speed session II.

Speaker:

Mátyás Gereben MRICS, Country Manager, CPI Hungary

14:14 - 14:21 Project presentations - Speed session III.

Speaker:

Attila Kovács MRICS, Managing Partner, Horizon Development

14:21 - 14:28 Project presentations - Speed session IV.

Speaker:

Gábor Zoboki, Owner, ZDA-Zoboki Design & Architecture

14:28 - 15:20 Panel discussion: Turn of the market in Budapest? - Declining vacancy, increasing rental levels, happier landlords

Conversation participants:

Sarolta Csikós MRICS, Regional Leasing Director - Office, TriGranit

Csongor Csukás MRICS, Deputy Head of International Property Management, BNP Paribas Real Estate

Gergely Koó, Lead Leasing Management & Marketing Coordinator, Immofinanz Hungary

Kata Mazsaroff, bérbeadási és vagyonkezelési igazgató (Magyarország és Románia), Skanska

Péter Szalma, Leasing Manager, CA Immo

Máté Szoboszlai, tőkeallokációs igazgató, Prologis

Mariann Tóth, bérbeadási igazgató, Property Market Kft.

Section III/B. Logistics

14:00 - 14:40 Panel discussion: Industrial market: BTS projects, green-field manufacturing developments

Moderator: **Ákos Budai**, Editor-in-Chief, Property Forum

Conversation participants:

Dr. Szilvia Andriska, Senior Lawyer, Practice Group Real Estate Investment, Noerr

Tamás Beck, Director, Industrial Agency, Colliers

László Kemenes MRICS, magyarországi ügyvezető, Prologis

14:40 - 15:20 Panel discussion: The Airport Region - Business opportunities, expansion potentials

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

Conversation participants:

András Bodahegyi, Logistics Manager (Airport Logistic Park), CPI Hungary

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

István Hunyadi, City Manager, XVIII. Kerület Önkormányzat

Gábor Szarvas, ügyvezető, Greenbors Consulting Kft., elnök, HuGCB

Dávid Vitézy, vezérigazgató, Budapest Fejlesztési Központ

Section III/C. Retail Market

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

14:00 - 14:20 New retailer brands in Hungary - Future trends

Speaker:

Gábor Borbély, Director, CBRE

14:20 - 15:20 Tenant-landlord round table - Analyzing the consequences of Sunday closing

Conversation participants:

Erna Balla, Center Manager, Aréna Pláza (Cushman & Wakefield)

András Berendi, CEO, Roland Divatház Zrt.

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

Gyula Gyalay-Korpos, Chairman, Magyar Bevásárlóközpontok Szövetsége

György Herczku MRICS, Head of Property Management, AmRest Kft.

Zsolt Kákosy MBA MRICS, Head of Asset Services, CBRE

Zoltán Kopcsányi, értékesítési igazgató, Libri Könyvkereskedelmi Kft.

Gyula Szabó, Manager for Hungary, Coffeeshop Company

Section III/D. Property Marketing Workshop

Chair: Bacsa Attila, Senior Sales Manager, Portfolio

14:00 - 14:20 Changes in customer journey due to the increasing importance of the Internet - Watch out for micro moments!

Speaker:

Ákos Starcz, Managing Partner, Dialogue Creatives

14:20 - 14:40 Successful media campaigns on regional levels

Speaker:

Brúnó Bitter, Next Wave Europe, CEU Business School

14:40 - 15:20 Panel discussion: The role of brands in the real estate industry

Conversation participants:

Áron Bíró, Marketing Specialist, CIB Group

Bea Déri, Director of PR, Marketing & Design, CPI Property Group

Áron Konstantin Görög, Sales Director, Cordia

Boldizsár Horváth, Marketing & PR Manager, Colliers International

Csenge Mátray, Marketing Communication and PR Director, WING

Dániel Pazsitzky, Marketing Director, TriGranit

Bernadett Szirtes, Marketing Director, Duna House Holding Nyrt.

15:20 - 15:40 Coffee Break

Section IV/A. Investment

Chair: Csanád Csürös, CEO, Property Forum

15:40 - 16:00 Bad bank in Hungary to be launched

Speaker:

Zsolt Pihál, üzleti vezérigazgató-helyettes, MARK Magyar Reorganizációs és Követeléskezelő Zrt.

16:00 - 16:20 Sale and acquisition of NPL portfolios

Speakers:

Dr. Gábor Erdős, Partner, Head of Deloitte Legal, Deloitte Legal Erdős és Társai Ügyvédi Iroda

Albert Márton, szenior menedzser, Deloitte Magyarország

16:20 - 17:00 Panel discussion: Investing in distressed assets

Conversation participants:

Pál Darida, Director of Financing and Transactions, Futureal Group

MRICS Michael Edwards MRICS, Head of Capital Markets (Hungary) / Valuation & Advisory (Central Europe), Cushman & Wakefield

Dr. Gábor Erdős, Partner, Head of Deloitte Legal, Deloitte Legal Erdős és Társai Ügyvédi Iroda

Nóra Sarlós MRICS, hitel- és vagyonértékelési főosztályvezető, MARK Magyar Reorganizációs és Követeléskezelő Zrt.

Miklós Szabó, Managing Partner, Reconcept Befektetési és Tanácsadó Kft.

Section IV/B. Hotel-Restaurant

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

15:40 - 16:00 Food-court trends in shopping malls

Speaker:

Szilárd Lászlók, Regional Manager, Eurest Kft. – Compass Group

16:00 - 17:00 Panel discussion: Successful restaurant business models in Budapest

Moderator: **Mr. Attila Hegedűs MRICS**, partner, ügyvezető, Dentons Europe Consulting Ingatlan és Turizmus Tanácsadó Kft.

Conversation participants:

Zoltán Kőrössi, Managing Director, Eventrend

Szilárd Lászlók, Regional Manager, Eurest Kft. – Compass Group

Rudolf Semsei, Owner, Managing Director, Budapest Party Service / Vakvarjú Étterem

Zoltán Roy Zsidai, CEO, Zsidai Group

Section IV/C. Facility Management - Property Management

Chair: J. Balázs Barts, CEO-Chairman, Budapest Főváros Vagyonkezelő Központ Zrt.

15:40 - 16:00 55 years of district heating in Hungary

Speaker:

Csaba Ujhelyi, Director, Főtáv

16:00 - 16:20 Issues of transparency and standards in FM and PM

Speaker:

Gábor Décsi MRICS, LEO, benchmarking group leader, DOME Facility Services Group, Managing Director

16:20 - 17:00 FM-PM round table

Conversation participants:

Gábor Décsi MRICS, LEO, benchmarking group leader, DOME Facility Services Group, Managing Director

Ildikó Laskai, Managing Director, KÉSZ Ingatlan Kft.

Zsuzsa Pálfalvi, ügyvezető igazgató, Graphisoft Park Services Kft., alelnök, LEO

András Schmidt, Facility Manager, Skanska Hungary

József Schmidt, Chairman, LEO

Networking Reception sponsored by TriGranit

17:00 - 18:00 Portfolio Property Awards ceremony

18:00 - 22:00 Networking reception

Champagne bar

Dinner

Whiskey and pálinka tasting

The reception is hosted by Nóra Ördög