

XX. Property Investment Forum program

PROGRAM

Registration

I. section

Over the past 20 years, the Portfolio Property Investment Forum, or "PIF", has matured and come of age with the most important players in the domestic real estate market! This year, we are not the only ones celebrating an important anniversary, but also several key players in the Hungarian real estate market, who have also been contributing their expertise to the development of this unique and diverse industry for decades. The past is important for its strong foundations, for knowledge and experience, but nothing is as important as tomorrow, the future that lies ahead, that we have to work for, that we have to shape, that we have to make better, more beautiful, sustainable, safe, efficient, with our own means. Together! As the domestic real estate market has done in the last 20-30 years and will do in the next 20-30 years! On this day, we lay the foundations for this: The next 20 years.

08:40 - 08:50 Opening - It's been 20 years together!

08:50 - 09:00 A new real estate market for a new world! - Everything around us is changing

09:00 - 09:15 20 special years have passed, but what will the next 20 be like?

Speaker:

Gábor Borbély, Director, CBRE

09:15 - 09:55 Presentation

Moderator: **Gergely Ditróy**, Business Development Director, Portfolio

Speakers:

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

Dániel Jellinek, Partner, CEO, Indotek Group

Noah Steinberg FRICS, Chairman & CEO, WING

09:55 - 10:40 Past the bottom!? - How to boost the domestic real estate market again!

Coffee break

II/A section

Has it been finally decided whether people will come back to work in the offices or not? Regardless of how many days workers are on site, is the appropriate amount of space still necessary? Is the office cost just a "rounding error" in the company's expenses anyway? What is the pressure on rents and other incentives due to rising vacancies? Will office developments that were considered certain be halted? What waves does the entry of the state make? The fate of 3.5 million speculative square metres will depend on the trends, movements, and decisions of companies in the coming years. Should the office market be on a new footing for the next 20 years?

11:10 - 11:25 Presentation

11:25 - 12:00 You can still be more efficient - Operation and energy efficiency

12:00 - 12:45 Office market - Focus on vacancies that refuse to decrease!

II/B section

Domestic tourism, along with the accommodation market, could receive a further boost in the coming years if the repositioning and increased popularity of Budapest as a tourist destination is successfully achieved. This, while it may not

lead to the development of new large shopping centres, could bring the opening of higher prestige retail brands and stores either in existing shopping centres or in high street retail spaces. How will tourism and the hotel market in Budapest move up a level? What trends are shaping consumer habits, needs, property use and services? How do Gen Z and Boomers shop? And how does all this relate to the latest advances in artificial intelligence and the rush to digitalise, collect and analyse data? The future is already being written, but there are still many details to be seen!

11:00 - 11:15 Presentation

11:10 - 11:40 Hotel & Tourism - Can Budapest finally be put on the map?

11:40 - 12:10 Retail properties - Is there hope for developments or will renewal prevail? - “powered by MBSZ”

12:10 - 12:40 What will AI and digitalisation give and take away from the real estate market?

Lunch break

III/A section

The most important friends of the real estate market are financiers, investors and the construction industry. Success, speed and quality depend on them (as well). Opposing effects, interests, circumstances, and prospects currently characterise different areas, but the common interest is the same for everyone. Operational, prosperous, sustainable, financeable, efficiently run, fast, cheap and accurate property developments to the satisfaction of tenants and buyers. This is where we need to plan ahead for another 20 years!

13:40 - 13:55 Előadás

13:55 - 14:40 Financing & Investment - Past the low point?

14:40 - 15:10 The advent of super-efficient and sustainable construction will change everything in the real estate market

III/B section

ESG, sustainability, green transition and compliance, alternative operations, energy efficiency, repositioning and taxonomy, these buzzwords are perhaps getting boring, but they are only just starting to really penetrate our daily lives and are constantly reshaping our operating models. In the next 20 years, these issues are expected to be more important than the question of whether or not to go to work due to Covid, or the impact of e-commerce on the physical retail market.

13:30 - 14:00 Focus on a circular approach - Renovations and repositionings

14:00 - 14:40 ESG updates - Perhaps many are tired of it, but it's only just coming now!

14:40 - 15:10 Valuation - Honestly about pricing

Coffee break

IV/A section

Let the next 20 years begin!

15:40 - 16:20 The market for speculative industrial and logistics real estate seems to be on the wane. Is it just cyclical or is the problem systemic?

16:20 - 17:00 Closing panel

17:00 - 17:40 Shaky economic performance from the past, but can the future be brighter? - Macroeconomic outlook in the light of the housing market

IV/B section

Housing market! Everything that is currently driving developers in the domestic housing market and with the focus on the next 20 years, let's take a closer look at the elements needed to create a domestic institutional rental housing market!

Shall we have an institutional rental market at home!?

15:30 - 16:00 The new housing market is booming!

16:00 - 16:25 Institutional rental housing market workshop - Pros and cons in black and white!

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!