

Property Investment Forum 2018 program

08:00-09:00 Registration

Section I - Blue room 4. floor

There has been no stopping in 2018 as the domestic property boom carries on. We may only be halfway through the cycle, meaning that the really ambitious development projects have yet to be carried out in coming years. The domestic roundtable and the presentation of stand-out projects will cover the key issues of the Hungarian property market, from the technology developments that are increasingly pervading all segments to the most prominent investments.

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

08:25 - 08:30 Welcome Speech

Speakers:

Csanád Csürös, CEO, Property Forum

Gergely Ditróy, Head of Real Estate Division, Portfolio

08:30 - 08:40 Opening Speech

Speaker:

Noah Steinberg FRICS, Chairman & CEO, WING

08:40 - 09:00 Keynote Speech - Maturing markets - are we getting over the hill yet?

Speaker:

Jos Tromp MRICS, Head Of Research, Executive Director, CBRE

09:00 - 09:45 Panel discussion: Domestic roundtable - New challenges, stable growth

Moderator: **Noah Steinberg FRICS**, Chairman & CEO, WING

Conversation participants:

Dr. Gergely Árendás, ügyvezető igazgató, Property Market

Pál Dános MAISz, MRICS, Director, KPMG

Mátyás Gereben MRICS, Country Manager, CPI Hungary

Viktor Várkonyi, Chief Executive Officer, GRAPHISOFT SE, Member of the Executive Board Nemetschek AG

Grandiose projects - Blue room 4. floor

Moderator: Szilvia Bősze, Business Development Director, Paulinyi-Reith & Partners Zrt.

09:45 - 09:55 Grandiose projects - Liget

Speaker:

Dr. Benedek Gyorgyevics, CEO, Városliget Zrt.

09:55 - 10:05 Grandiose projects - Central Park

Speaker:

Gyula Ágházi, CEO, Gránit Pólus Csoport

10:05 - 10:15 Grandiose projects - Budapest One - Etele tengely

Speaker:

Tibor Tatár MRICS, vezérigazgató, Futureal Development

10:15 - 10:45 Reshaping cities consciously

As one of the most spectacular signs of the property market boom, developers are not just building scattered individual single-purpose projects, they are launching large-scale, multi-functional projects that may take up to a decade to develop. There are several such projects in the pipeline. The effect of these projects goes way beyond the individual construction sites as they have a major impact on other developments and on the city as a whole. The leaders of three such grand developments in Budapest will present the state of their projects, the latest challenges and the upcoming steps, then they will hold a discussion moderated by an outstanding representative of the design profession.

Moderator: **Szilvia Bősze**, Business Development Director, Paulinyi-Reith & Partners Zrt.

Conversation participants:

Gyula Ágházi, CEO, Gránit Pólus Csoport

Dr. Benedek Gyorgyevics, CEO, Városliget Zrt.

Tibor Tatár MRICS, vezérigazgató, Futoreal Development

10:45 - 11:30 Coffee Break

Macroeconomy Workshop - Orange room 3. floor left side

Property values have grown substantially due to the low interest rate environment, but what happens when rates start climbing? Will they? But when?

Moderator: Zoltán Bán, CEO, Net Média Zrt. (Portfolio Csoport)

10:00 - 11:00 Macroeconomy workshop - Are we going to run our heads against the wall again?

We will talk with renowned experts who not only have expertise but can also think outside the box. We will find out if we are headed for disaster again, and whether we should be putting the pedal to the metal or rather preparing to brake instead. This is a hobby project, which is why it will be interesting, alternative and candid. Participation requires pre-registration as seating is limited at 50.

Conversation participants:

Gábor Borbély MRICS, Director, CBRE

István Madár, Senior Analyst, Portfolió

Gergely Tardos, Director, OTP Bank

Viktor Zsiday, IT elnök, Plotinus Nyrt.

11:00 - 11:30 Coffee Break

Section II - Blue room 4. floor

We are successful if on the one hand, we can be attractive to foreign investors by offering business opportunities in Hungary, and on the other hand if we ourselves can successfully export the experience and knowledge gained. And although there will always be difficulties, the domestic property sector is fundamentally doing very well in this regard.

Moderator: Csanád Csürös, CEO, Property Forum

11:30 - 12:45 Panel discussion: CEE investment and financing roundtable

Moderator: **Jean-Bernard Wurm**, Co-Founder & Managing Director, Secure Legal Title, London

Conversation participants:

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

Tim O' Sullivan MRICS, Senior Director, Head of Capital Markets , CBRE

Benjamin Perez-Ellischewitz MRICS, National Director, Head of Capital Markets Hungary, JLL

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

Árpád Török MRICS, Chief Executive Officer, TriGranit

Hannes Wimmer, Executive Director, Loan Syndication, Erste Group Bank AG

12:45 - 14:00 Lunch break

Alternative investment and Student Housing Workshop - Orange room 3. floor left side

There is a growing appetite for alternative investments. Dormitories, workers' hostels, apartment hotels, and so on.

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

11:20 - 12:05 Alternative workshop - Panel discussion: Transient fad and yield hunting? Or could the market for alternative products be institutionalised in the near future?

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

Conversation participants:

Dániel Jellinek, vezérigazgató, Indotek

Gábor Kiss, Managing Director, Metrodom Kivitelező Kft.

Ferenc Kokas, Managing Director, Partner, Investis Holding vagyonkezelő

Róbert Varga, ingatlan értékesítési manager, LEED Green Associate, Erste Alapkezelő Zrt.

12:05 - 12:20 CEE Student Housing - no longer a niche

Speaker:

Samuel Vetrak, CEO, Bonard

12:20 - 13:00 Student Housing workshop

Moderator: **Samuel Vetrak**, CEO, Bonard

Speakers:

Bálint Botos CFA, Managing Partner, Forestay Alapkezelő

Stefan Cuvin, Development Director, TriGranit

Harald Hübl, Founder, greenturtle

13:00 - 14:00 Lunch break

HR and Workplace Solutions Workshop - Turquoise room 3. floor right side

Labour is no longer a given, it is a challenge! Beside PropTech, HR has also become one of the key areas for players in the property market in recent years. Whether you are looking for new employees or looking to create a suitable job environment for others, the issue is burning.

Moderator: Bálint Nagy, vezető szerkesztő, Pénzcentrum - HRCentrum

11:20 - 12:00 HR workshop

Conversation participants:

Balázs Gál, Recruitment Central Europe Recruitment Head, Citi

Károly Katkó, bérbeadási igazgató, CBRE

Zsolt Kelliár, ügyvezető, SSC Heroes / GWS Hub

Judit Pottok, E.ON Hungária Zrt. - HR Business Partner, Y2Y Business Coaching - Co-Founder, Business Coach

Bence Szalai, Team Leader, Hays- Construction & Property Division

12:00 - 12:15 New Telekom and T-Systems HQ

Speaker:

Tibor Pollák, Partner, Hunting Territory Kft.

12:15 - 13:00 Office market insight: Focusing on workplace solutions

Conversation participants:

Ádám Csikós, Partner, Head of Project and Development Services, Cushman & Wakefield Budapest

Dávid Horváth, Senior Workplace Consultant, Occupier Services, Colliers International

Tibor Pollák, Partner, Hunting Territory Kft.

Balázs Racskó..

Zsuzsi Végvári, working environment Advisor, CEO, Offiseven

13:00 - 14:00 Lunch break

PropTech and Innovation Stage - 2. floor

The hegemony of concrete and brick has been overhauled by PropTech and HR. Although the property market has traditionally been conservative and slow to incorporate the latest technologies, it has no choice in today's world. Our sector is developing and adapting to the latest trends, innovations and changes with the speed of light. But what are these? What do we have to look out for today so that we are not left behind in the race for tomorrow?

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

11:20 - 11:40 Innovation in real estate - Top ProTech trends influencing the industry

Speaker:

James Dearsley, Consultant and Board Advisor, Unissu

11:40 - 11:50 Construction field apps - simply good!

Speaker:

Tibor Tamás, Sales Director, BauApp Kft.

11:50 - 12:00 PropTech - Instead of theoris let's see some action

An actual example on how PropTech can help managing workforce shortages and compliance with regulation

Speaker:

Szabolcs Budaházy, CEO - Founder, ARworks Kft.

12:00 - 12:10 Everyone matters if the company moves

Speakers:

Dr. János Berki J., International Office Sales And Asset Management Director, Futureal Development

Orsolya Lőrincz, Managing Partner, Grow Group

12:10 - 12:20 Modern, innovative and safety solutions for the real estate market

Speaker:

Gábor Fellner, Key account expert, EXTOR Elektronikai Kft.

12:20 - 12:30 PropTech and e-mobility

Speaker:

Zsolt Somogyi, Co-Founder, CEO, Parkl Digital Technologies Kft.

12:30 - 14:00 Lunch break

Section III/A - Office market trends and future projects - Blue room 4. floor

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

13:30 - 14:20 Office market: Focusing on trends and challenges

Moderator: **Timea Henter**, Associate Director, Office Division, Knight Frank Hungary

Conversation participants:

Géza Barabás, Country Manager, S IMMO Hungary

Adorján Salamon MRICS, CEO, ESTON International

Balázs Simonyi MRICS, közgazdász, ingatlanpiaci szakértő.

Péter Szalma, Leasing Manager, CA Immo

dr. Péter Würsching MRICS, Head of Leasing, Jones Lang Lasalle Kft.

14:20 - 15:10 Office market: Focusing on future projects

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

Conversation participants:

Bori Gedai, Deputy Country Manager, GTC

Attila Kovács MRICS, Managing Partner, Horizon Development

Erika Loska MRICS, Head of Office Division, Knight Frank Hungary

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

Gergely Pados, Managing Director, Cushman & Wakefield

15:10 - 15:35 Coffee Break

Section III/B - Hotel market - Orange room 3. floor left side

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

13:30 - 13:45 International trends

Speaker:

Mihály Klemencz, Regional Sales Manager - Business Solutions, LG Electronics Magyar Kft.

13:45 - 14:00 Huge masses could visit Budapest in coming years, but where will they find rooms?

Speaker:

Bálint Erdei, CEO, RedWood Real Estate Holding

14:00 - 15:00 Hotel and tourism: A soaring sector

Conversation participants:

Bálint Erdei, CEO, RedWood Real Estate Holding

Mihály Klemencz, Regional Sales Manager - Business Solutions, LG Electronics Magyar Kft.

Dr. István Szauter, Director of Development, Accor Hungary & Slovakia

Zsolt Szénási, Principal, Dominarium

Dr. Richárd Szepesi, Member of Board, Dreamland Holding Zrt.

Ádám Turbucz, Finance and Transaction Director, Mellow Mood

15:00 - 15:35 Coffee Break

Section III/C - FM+PM and E-commerce+Logistics+Retail - Turquoise room 3. floor right side

Moderator: Péter Futó, Analyst, Portfolio

13:30 - 13:45 Cost optimal level of indoor climate and hygienic building services

Speaker:

Jan Babiak, Project Manager Project Engineering, Uponor

13:45 - 14:30 FM+PM: Where PropTech and robots have already taken jobs. What is next?

Moderator: **István Rézsó**, Head of Business Development, Cushman & Wakefield

Conversation participants:

Csaba Pölcz, Area manager HU/RO/BG, Uponor

Dr. György Mitnyan, CEO, Főtáv

Attila Proszits, Business Development Director - Property Management, Gránit Pólus

Csaba Szij, Deputy-CEO, B+N Referencia Zrt.

Lőrinc Zátanyi, Director, Special Projects, NEO Property Services Zrt.

14:30 - 15:15 E-commerce - Logistics - Retail: The new generation is consuming everything differently. Does the entire sector need to be rethought and rebuilt?

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

Conversation participants:

Tamás Beck, Director, Industrial Agency, Colliers

Balázs Gábosy, kereskedelmi igazgató, Immochan Magyarország Kft.

László Kemenes MRICS, magyarországi ügyvezető, Prologis

Rudolf Nemes, országmenedzser, CTP Management Hungary Kft.

15:15 - 15:35 Coffee Break

Section III/D - Home market and Construction industry - Gold room 1. floor

We will take a comprehensive look at the most burning issues of the home market and the construction industry, and at the problems and challenges easily perceptible to everyone, in a discussion with the top experts of the sector moderated in cooperation with IFK.

Moderator: Dr. Ernő Takács, Deputy CEO, WING Zrt., IFK Chairman

14:00 - 15:00 Home market: Will growth stop after VAT is reset to 27%?

What is the strategy of developers?

Conversation participants:

Ádám Banai PhD.

Doron Dymshiz, Co-CEO, Duna House

Tibor Földi, igazgatóság elnöke, Cordia International

Ákos Kiss, értékesítési igazgató, Property Market Kft.

Gergely Nagy, Deputy Managing Director – Budapest Region, OTP Group

15:00 - 16:00 Construction industry: There is a brutal shortage of skilled labour and capacity, but what is the solution? What can improve the situation?

Conversation participants:

Gábor Csokló, Technological Director, Masterplast Nyrt.

Tamás Gegesi Kiss, Managing Director, Gépész Centrál Kft.

János Görföl, Chief Development Officer, Gránit Pólus

Iván Nagy, Development Director, CPI Hungary

Section IV/A - Proptech - Blue room 4. floor

Moderator: Péter Futó, Analyst, Portfolio

15:35 - 15:50 The Russians are already in full BIM. Will BIM-based planning and investment remain a theory or become practice in Hungary?

Speaker:

Péter Reicher..

15:50 - 16:05 Smart solutions for buildings. How to tenants work tomorrow?

Speaker:

István Király, Director of the Enterprise Business Unit, Vodafone Hungary

16:05 - 17:00 Panel discussion: Proptech

Conversation participants:

Dr. Gábor Gömöri, Lawyer, Partner Associate, Deloitte Legal Erdős és Társai
Ügyvédi Iroda

Gyula Győri, Facility Management Director, CPI Facility Management Kft.

István Király, Director of the Enterprise Business Unit, Vodafone Hungary

Péter Reicher..

Tamás Sellyey MRICS, operatív és értékesítési igazgató, DVM group

Section IV/B - Marketing workshop and "Concept of the year" talks and voting - Orange room 3. floor left side

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

15:35 - 16:15 Marketing workshop: Selling dreams come true

Moderator: **Ákos Starcz**, Managing Partner, Dialogue Creatives

Conversation participants:

Tímea Aladics-Szili, Group Marketing And Communications Director, Futureal Group

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

Ernő Koncz, marketing kommunikációs igazgató, Gránit Pólus

Katalin Kovács, Head of PR, TriGranit

Csenge Mátray, Marketing Communication and PR Director, WING

16:15 - 17:00 "Concept of the year" talks and voting

Speakers:

Zsófia Csukonyi, Operations Manager, HubHub co-working by HB Reavis

Rudolf Riedl MRICS, Managing Director, SÜBA Hungary

Norbert Schőmer MRICS, irodafejlesztésekért felelős vezérigazgató-helyettes, Wing Zrt.

Mónika Takács, Senior Leasing Manager, TriGranit

Section IV/C - Investment and financing - Turquoise room 3. floor right side

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

15:35 - 15:55 Financeability of property funds and regulated investment companies

Speakers:

Luca Bokor, Lawyer, Head of Banking Law Department, Managing Associate, Deloitte Legal Erdős és Társai Ügyvédi Iroda

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

15:55 - 17:00 Investment and financing: What and for how much? The demand is there but the product is often missing

Conversation participants:

Dr. László Baranyai, osztályvezető, Kibocsátási Engedélyezési Önálló Osztály, MNB

Róbert Hrabovszki, gazdasági vezérigazgató-helyettes, BIF Nyrt.

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

János Kocsány, CEO, Graphisoft Park

Zsolt Morvai, vállalati üzletág igazgató, Takarék Csoport, Takarékbank Zrt.

**17:30-22:30 AWARD CEREMONY AND RECEPTION -
2. floor**

17:30 - 17:40 Opening speech

17:40 - 18:30 Portfolio Property Awards

Presenting the awards assigned by a jury of eight renowned professionals, as well as the audience award.

18:30 - 22:30 Cocktail reception - Dinner - Live music

András Wolf, chef at New York Café and the Salon restaurant, will attend in person to present a unique menu created especially for the occasion.

Premium scotch whiskies of 12-16 years of age available for sampling at the whisky bar.

The Agárdi Distillery presents its premium pálinka, rum, gin and whisky collections.

Gin and tonic tasting: special creations from premium ingredients.

Prosecco bar: sampling of five quality products, brought to you by CEETRUS.

The evening will be hosted by Nóra Ördög.