

The 11th Annual

CEE GRI 2016

*Connecting Real Estate Leaders
in CEE, SEE & Balkans*

6-7 JUNE, PRAGUE
Jalta Hotel



a conversation AMONGST FRIENDS

CEE GRI is a get together of senior international and local real estate investors, developers and lenders.

Much like a conversation in your own living room, the GRI discussion format enables you to interact with everyone in the room. Quickly find the right partners for your business, build high value relationships, and continue the conversation afterwards.

INSTITUTIONAL & OPPORTUNISTIC CAPITAL

CO-INVESTING

MIGRATION

STUDENT HOUSING

FUTURE OFFICES

ROBOTS & LOGISTICS

POLITICAL VOLATILITY

FOREIGN EQUITY

SHOPPING CENTRE REVITALISATION



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Managing Director
TPG EUROPE
UK



YANNIS DELIKANAKIS
Founding Partner
BLUEHOUSE CAPITAL
ADVISORS
Luxembourg



TROY JAVAHER
Managing Director EMEA
LINCOLN PROPERTY
COMPANY
USA



TIBOR TATÁR
CEO - Commercial
Development
FUTUREAL
Hungary



CHRISTOPHER GARBE
CEO
GARBE LOGISTIC AG
Germany



MARKUS KUTTNER
Head of Asset Management
CEE/SEE/CIS
CA IMMOBILIEN
Austria



MARIE PASSBURG
Managing Director
SKANSKA PROPERTY
CZECH REPUBLIC
Czech Republic



RADIM PASSER
CEO, Chairman of the Board
PASSERINVEST GROUP
Czech Republic

CEE Real Estate markets are attracting a great deal of interest. Not just from opportunistic investors but from institutions too. But are there enough quality assets to go round? Will migration and political volatility affect investment appetite? And should one co-invest or go it alone?

At the CEE GRI senior investors, lenders and developers discuss such questions in relaxed and intimate groups. The goal? To find like-minded peers and potential partners. And for some, to learn new things about old friends.

We look forward to seeing you in Prague.



Maria Isidro
Director - CEE GRI
Global Real Estate Institute



Henri Alster
Chairman
Global Real Estate Institute



STANISLAV KUBACEK
Principal
ROUND HILL CAPITAL
UK



FREDRIK KUMLIN
Vice President
MEYER BERGMAN
UK



EDGAR ROSENMAYR
Managing Director
KULCZYK SILVERSTEIN
PROPERTIES
Poland



MARIAN HERMAN
Group CFO
HB REAVIS GROUP
Slovakia



ONDŘEJ ŠPALEK
Chief Operating & Finance
Officer
PANATTONI EUROPE
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CHRISTOPHER ZEUNER
Head of Central Europe
LASALLE INVESTMENT
MANAGEMENT
Czech Republic



MACIEJ TUSZYŃSKI
Senior Partner, Head of
Finance
GRIFFIN REAL ESTATE
Poland



PATRICK WIGAN
MD, Investments &
Capital-Raising
WIGAN ACQUISITIONS
Hungary



NOT YOUR TYPICAL CONFERENCE

GRI meetings have no speakers, no presentations. Instead, you have a selection of closed-door discussions where everyone can participate. The dynamic environment allows you to engage with your peers in an informal and collegial setting.



"GRI offers focussed discussions with colleagues interested in the same topics, preparedness for transparency and for discussing successes and flops, no boring speeches, no commercials."

Frank Billand

Member of the Management Board & CIO
UNION INVESTMENT REAL ESTATE



"The opportunity to network with the right people is the main benefit at GRI meetings, compared with other networking events. Aside from general catching up and exchanging ideas. It is an efficient use of time."

Otis Spencer

President
PEAKSIDE POLONIA MANAGEMENT



"It's much, much better than just having a conference where somebody is sitting on a panel and explains something that you have heard many times before."

Michael Kröger

Head of International RE Finance
HELABA

EVENT AT GLANCE

MONDAY 6th June		TUESDAY 7th June	
13:30 - 14:30	Check-in	09:00 - 10:00	Networking
14:30 - 17:45	Discussions	10:00 - 11:00	Keynote
17:45 - 19:00	Drinks Reception	11:30 - 12:30	Discussions
19:00 - 22:00	Dinner	12:30 - 13:30	Lunch
		13:30 - 16:00	Discussions
		16:00 - 17:00	Farewell drinks

OPPORTUNISTIC & VALUE ADD - Pockets of opportunity or quality assets crowded out?

MICHAEL ABEL
Managing Director
TPG EUROPE UK


TROY JAVAHER
Managing Director EMEA
LINCOLN PROPERTY COMPANY USA

YANNIS DELIKANAKIS
Founding Partner
BLUEHOUSE CAPITAL ADVISORS
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PETR PANEK
Partner
WHITE & CASE Czech Republic

TIBOR TATÁR
CEO - Commercial Development
FUTUREAL Hungary


PATRICK WIGAN
MD, Investments & Capital-Raising
WIGAN ACQUISITIONS KFT. Hungary




Michael Abel




Troy Javaher




Yannis Delikanakis



Petr Panek



Tibor Tatár



Patrick Wigan



LOGISTICS - Will robots and drones revolutionize investment evaluations?

DR. STEFAN AUSCH
Managing Partner
AKRON GROUP Austria

CHRISTOPHER GARBE
CEO
GARBE LOGISTIC AG Germany

MARTIN POLAK
SVP, Regional Head CEE
PROLOGIS Czech Republic



OFFICES - Where is the need for Grade A stock?

MARKUS KUTTNER
Head of Asset Management CEE/SEE/CIS
CA IMMOBILIEN Austria

RADIM PASSER
CEO, Chairman of the Board
PASSERINVEST GROUP Czech Republic

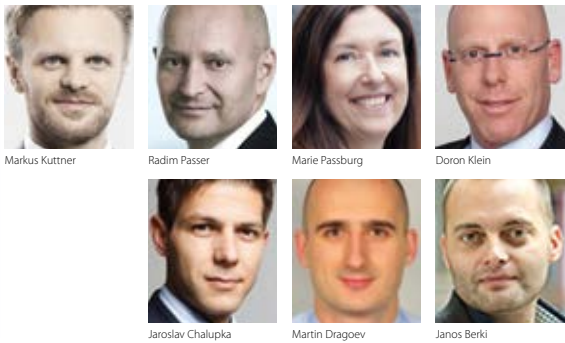
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SKANSKA PROPERTY CZECH REPUBLIC
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Czech Republic

MARTIN DRAGOEV
Director of Investment & Sales
GALAXY INVESTMENT GROUP Bulgaria

JANOS BERKI
Office Sales & Asset Management Director
FUTUREAL Hungary



ALTERNATIVES - Hotels, student housing, senior housing - worth it in CEE?

KONSTANTIN BOYADZHIEV
CEO
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Head of Asset Management
BLUEHOUSE CAPITAL ADVISORS Luxembourg

TERO LOUKONEN
Head of Research
PASSERINVEST GROUP Czech Republic

MARILENA VUIU
Senior Banker, Property & Tourism
EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT UK



EXITS - *The main barrier to greater investment in growing markets?***CHARALAMPOS PANDIS**

Partner
BLUEHOUSE CAPITAL Luxembourg

STANISLAV KUBACEK

Principal
ROUND HILL CAPITAL UK

PETER DAUBNER

Group Divestments Director
HB REAVIS GROUP Slovakia

DIMITAR SAVOV

Executive Director
BLD ASSET MANAGEMENT Bulgaria

WILHELM HAMMEL

Head of NPL Advisory
LNR PARTNERS EUROPE Germany



Charalampos Pandis



Stanislav Kubacek



Peter Daubner



Dimitar Savov



Wilhelm Hammel

RETAIL - *Revitalise, renovate or redo?***FREDRIK KUMLIN**

Vice President
MEYER BERGMAN UK

YAN GUEN

Investment & Fund Manager
ALBA MASTERCO REAL ESTATES FUND
 Luxembourg

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CEO
AFI EUROPE ROMANIA Romania

THOMAS VILLADSEN

CEO
MPC PROPERTIES Serbia

RAFAL PASZKIEWICZ

President
PASHKIEWICH & PARTNERS Poland



Fredrik Kumlin



Yan Guen



David Hay



Thomas Villadsen



Rafal Paszkiewicz

WEST BALKANS VS. BALTICS - *What's the next big thing?***ZORANA ŽDRALE BURLIC**

CEO
DELTA REAL ESTATE Serbia

SERGEI GUTNIK

Senior Banker, Property & Tourism Team
**EUROPEAN BANK FOR RECONSTRUCTION
 AND DEVELOPMENT UK**

BERNHARD MAYER

CEO
CENTRICE REAL ESTATE Austria



Zorana Ždrale Burlic



Sergei Gutnik



Bernhard Mayer

POLITICAL DYNAMICS - Could migration threaten the future of CEE & SEE within Europe?

DR. EDGAR ROSENMAYR
Managing Director
KULCZYK SILVERSTEIN PROPERTIES Poland

DAVID HAYWARD
Managing Director
ADVAL ASSET MANAGEMENT Romania

OMAR KOLEILAT
CEO
CRESTYL REAL ESTATE Czech Republic

HENRYK LISZKA
CEO
HOCHTIEF POLSKA Poland



Dr. Edgar Rosenmayr



David Hayward



Omar Koleilat



Henryk Liszka

CAPITAL MARKETS - Institutional capital a myth or reality? Co-invest or go alone?

ONDŘEJ ŠPALEK
Chief Operating & Finance Officer
PANATTONI EUROPE Czech Republic

MARIAN HERMAN
Group CFO
HB REAVIS GROUP Slovakia

HENRY MORRIS
Managing Director
AMSTAR UK

DIMITRIS RAPTIS
Deputy CEO, CIO & Interim CFO
GLOBALWORTH REAL ESTATE INVESTMENTS LIMITED UK

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Head of Investments & Asset Management CEE
GENERALI REAL ESTATE CZECH REPUBLIC Czech Republic



Ondřej Špalek



Marian Herman



Henry Morris



Dimitris Raptis



Ramon Spoladore

BEYOND CAPITAL CITIES - Which will attract core money?

ANNA MALARCZYK-ARCIDIACONO
Managing Director
FUTUREAL Poland

CHRISTOPHER ZEUNER
Head of Central Europe
LASALLE INVESTMENT MANAGEMENT Czech Republic



Anna Malarczyk-Arcidiacono



Christopher Zeuner

DEBT FINANCE - Too few providers for healthy competition?

MACIEJ TUSZYNSKI
Senior Partner, Head of Finance
GRIFFIN REAL ESTATE Poland

CLAUDIA PENDRED
Director-Property & Tourism
EUROPEAN BANK FOR RECONSTRUCTION AND
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PASSERINVEST GROUP Czech Republic

YAGIZ SOZMEN
Partner Global
FARAZAD INVESTMENTS UK

KAREL SMERAK
Senior Transaction Manager
IMMOFINANZ Austria



Maciej Tuszynski



Claudia Pendred



Ondrej Plocek



Yagiz Sozmen



Karel Smerak

NPLS & DISTRESSED - CEE a real alternative to Spain and Italy?

DAVID HAYWARD
Managing Director
ADVAL ASSET MANAGEMENT Romania

XAVIER SCHEIBLI
Director, NPL Advisory
LNR PARTNERS EUROPE Germany



David Hayward



Xavier Scheibli



WHITE & CASE

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White & Case's CEE and global real estate groups advise developers, owners, investors, lenders and underwriters on significant domestic and cross-border transactions involving purchase, sale, financing, construction, development, ownership, management and operation of and investment in all asset classes, including office, residential, retail, mixed-use, hotels and resorts, data centers, industrial and land. As a truly global firm, we have the capability to handle market-leading transactions and disputes in both single and multi-jurisdictional settings, including the most complex, cross border transactions.

To become a sponsor please contact:

MARIA ISIDRO

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GRI NETWORKING DINNER



JOIN THE GRI NETWORKING DINNER

DINNER ENTRY: €100 per person*

ITINERARY: 6th June

- 18:00** GRI Drinks Reception at the Jalta Hotel (following GRI Discussion Sessions)
- 19:00** Apéritifs at the Julius Terrace, above Triton restaurant
- 19:30** Dinner

WANT TO SPONSOR THE DINNER? Please refer to sponsorship opportunities above.




* The Dinner event is open to Co-Chairs, Sponsors and selected delegates only, and carries a fee of €100. It includes a three-course meal with wine, beer, water and soft drinks. Please note that spirits, liqueurs and other additional items are not included but, when requested, will be provided and charged separately by the restaurant.



REGISTER ONLINE

www.globalrealestate.org/CEE2016

ALTERNATIVE WAYS TO REGISTER

-  **Email** Scan & email this form to:
registrations@globalrealestate.org
-  **Fax** Tear out & fax this form to:
+44 20 7388 8740
-  **Tel** Call & talk to us on:
+44 20 7121 5060

Save €75 by registering online. Simply enter the code when registering online:

CEEBROCHURE&10

MR/MRS	NAME
SURNAME	NICKNAME
POSITION/JOB TITLE	
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COMPANY	
ASSISTANT	ASSISTANT TEL
ASSISTANT EMAIL	
ADDRESS	
CITY	STATE/PROVINCE/COUNTY
POSTCODE	COUNTRY
DIVISION'S WEB ADDRESS (EX: WWW.COMPANY.EXT/DIVISION...)	

- | | |
|---|---|
| <input type="checkbox"/> INVESTOR | <input type="checkbox"/> LAWYER |
| <input type="checkbox"/> PENSION (Investor) | <input type="checkbox"/> A&E (Architect/Engineer) |
| <input type="checkbox"/> PROPERTY COMPANY (Developer) | <input type="checkbox"/> TITLE (COMPANY) |
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| <input type="checkbox"/> CORPORATE (User) | <input type="checkbox"/> TRADE (Group/Exhibit/Conference Organiser) |
| <input type="checkbox"/> AGENT (Surveyor) | <input type="checkbox"/> OTHER _____ |
| <input type="checkbox"/> ADVISOR (Accountant/Tax) | |

With due sensitivity the GRI may film or photograph this event for printed & electronic marketing purposes. By attending the event you are giving consent to be filmed or photographed. No individually identifiable images will be used where requested.

CEE GRI 2016 Prague, 6-7 June	DELEGATE	GROUP* per person	DISCUSSION (CO-)CHAIR*
Advance Saver Rate Before 8 April	<input type="checkbox"/> € 2.475	<input type="checkbox"/> € 2.375	<input type="checkbox"/> € 2.275
Early Bird Rate Before 29 April	<input type="checkbox"/> € 2.675	<input type="checkbox"/> € 2.475	<input type="checkbox"/> € 2.675
Standard Rate After 29 April	<input type="checkbox"/> € 2.975	<input type="checkbox"/> € 2.775	<input type="checkbox"/> € 2.975
DINNER RATE	<input type="checkbox"/> € 100	Dinner is open to registered co-chairs and delegates	
Fee for payment methods other than credit/debit card* No fee applicable for credit/debit card payments			<input type="checkbox"/> € 75
Fee for onsite payment (credit/debit card or cash only)*:			<input type="checkbox"/> € 125
* Refer to registration notes on the second page.			

■ PAYMENT DETAILS			ref: BR
A receipt will be returned.			
Please Tick:			
<input type="checkbox"/> CREDIT/DEBIT CARD (please fill in mandatory fields*)	<input type="checkbox"/> TRANSFER (+€75)	<input type="checkbox"/> CHEQUE (+€75)	
* NAME ON CARD			
* CARD NUMBER		* EXPIRY	
*(1)CSC/CVV		* SIGNATURE	
CREDIT CARD BILLING ADDRESS (Please provide if different from address on left)			
* CITY	STATE/PROVINCE/COUNTY	* POSTCODE	
(1)The CSC is the final three digit number printed on the reverse of your card along the signature strip. American Express cards, please provide the four digit CVV located above the long card number.			

ADMISSION & CANCELLATION POLICY

Registrations are for the full duration of the event and are not divisible into individual days or any other fraction of the full event.

Registrations are per person and cannot be shared between colleagues. Registrations can be transferred to colleagues any time prior to the event.

If you have not received confirmation within 7 days of registration, please contact us to confirm your booking.

Cancellation and transfer to colleagues must be in writing.

90% refund will apply if cancellation notice is received by 6 weeks before the event.

We regret no refunds are possible for cancellations received thereafter.

Payment • Payments generally by credit/debit card. Fee for payment methods other than credit/debit card is €75. Onsite payments (credit/debit card or cash) incur additional €125 charge. All fees must be settled prior to CEE GRI meeting to ensure admittance.

Cheque payment: Pay "GRI". Mail cheque and registration form registered and express delivery to: **GRI, 10 Melton Street, London NW1 2EB, UK.** Acceptable up to one month before event, not thereafter.

Group Rate • Group rate is per person. Applies to group of 3 or more participants. Need not be from the same company. Please note that registration fee reductions are not cumulative.

Discussion Co-chair Rates • Selectively available to industry leaders (investors, developers and lenders) involved in the program.

Group Discussions • Group discussions run concurrently for 60 minutes each, in successive series of 3 or 4 at a time. Official language of the discussion groups will be English, depending on the set-up of the discussions.

VENUE

HOTEL JALTA *****

Václavské náměstí 45/818
110 00 Praha 1
B 7509 City Court in Prague

T: +420 222 822 111

www.hoteljalta.com

GRI Preferential Room Rates. (Direct bookings only, not through travel agents).

The booking form is available online from the GRI website:

www.globalrealestate.org/CEE2016/Venue

ENQUIRIES & FURTHER INFORMATION

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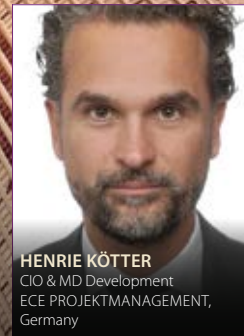
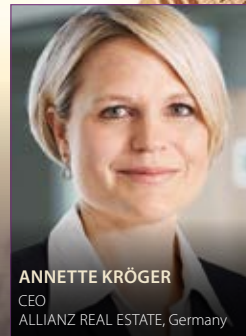
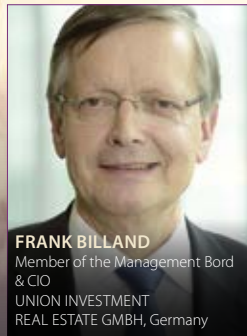
The 12th Annual

DEUTSCHE GRI 2016

9-10 MAY
FRANKFURT

*Deutsche und internationale Entscheider im deutschen Immobilienmarkt
Connecting German & Global Real Estate Leaders*

PARTICIPANTS INCLUDE:



DISCUSSIONS INCLUDE:

Ausblick
Big Picture

Sektoren
Sectors

Kapitalmarkt
Capital Markets

Asset Management
Asset Management

Investment
Investments

Opportunities
Opportunities

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The 19th Annual

GRI EUROPE SUMMIT 2016

14-15 SEPTEMBER
PARIS

Connecting European & Global Real Estate Leaders

INCORPORATING...

FRANCE GRI
2016

PAST PARTICIPANTS:



BLACKSTONE • PBB DEUTSCHE PFANDBRIEFBANK • ROUND HILL CAPITAL • PRAMERICA • CBRE GLOBAL INVESTORS
LASALLE INVESTMENT MANAGEMENT • PATRIZIA • DEUTSCHE BANK • PROLOGIS • GOLDMAN SACHS • CERBERUS

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BRITISH GRI 2016
London, 3-4 May



DEUTSCHE GRI 2016
Frankfurt, 9-10 May



ESPAÑA GRI 2016
Madrid, 18-19 May



EAST AFRICA GRI 2016
Nairobi, 23-24 May



CEE GRI 2016
Prague, 6-7 June



**COLOMBIA, CHILE,
PERU GRI 2016**
Bogota, 6-7 September



**GRI EUROPE
SUMMIT 2016**
Paris, 14-15 September



**GRI AFRICA
SUMMIT 2016**
Johannesburg, 20-21 October



ITALIA GRI 2016
Milan, 8-9 November



**DEUTSCHE
WOHNEN 2016**
Berlin, 14-15 November



ARGENTINA GRI 2016
Buenos Aires, 10-11 November



INDIA GRI 2016
Mumbai, 29-30 November



**GRI CHAIRMEN'S
RETREAT 2017**
St. Moritz, 19-22 January



MEXICO GRI 2017
Mexico City, 25-26 January



WEST AFRICA GRI 2016
Lagos, 16-17 February

GRI meetings provide a forum for the world's leading real estate players to develop valuable relationships, find new business partners, and strengthen their global networks.

At GRI meetings there are no speakers or panellists, just informal discussions in small groups, where everyone participates equally. We welcome you to join us!



Global Real Estate Institute



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