

GRI CLUB

hosts

the 12^{th} annual

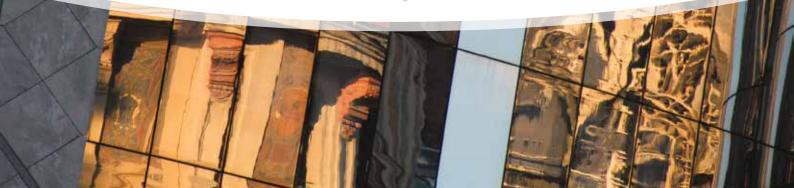
GRI 2017

CONNECTING REAL ESTATE LEADERS IN CEE, SEE & BALKANS

VIENNA, 12 - 13 June • PARK HYATT VIENNA



www.ceegri.com





GRI Club

GRI's global club brings together real estate leaders from across the world. Members find the club a useful way to develop valuable relationships, find new business partners, and strengthen their global networks. GRI hosts a number of regional events across the globe open to non-members and members alike. If building close relationships with leaders in the industry can be useful, we welcome you to join us.









CEE Advisory Board

CEE GRI is hosted by the GRI Club CEE with input from the Advisory Board. The Club is a global community of leaders from the real estate sector. Its meetings offer a unique platform for the construction and deepening of relationships, development of partnerships, and fostering business. They are also a stage for high level debates on strategic market themes, recognizing the different perspectives of the industry as a whole, and of each sub-sector: offices, hotels, industrial & logistics, land development, residential and shopping centers & retail.



MICHAEL ABEL Managing Director TPG



YANNIS DELIKANAKIS Founding Partner BLUEHOUSE CAPITAL ADVISORS



ÁRPÁD TOROK CEO TRIGRANIT CORPORATION



RAMON SPOLADORE Head of GRE CEE branch GENERALI REAL ESTATE



PAVEL TRENKA Group CEO HB REAVIS GROUP



ROBERT MARTIN Founding Partner & Head of Central Europe EUROPA CAPITAL



RICHARD WILKINSON CEO & Chairman of the Board ERSTE GROUP IMMORENT



EDGAR ROSENMAYR MD and Board Member KULCZYK SILVERSTEIN PROPERTIES



TROY JAVAHER Managing Director LINCOLN PROPERTY COMPANY EUROPE



NEBIL SENMAN Co-Managing Partner GRIFFIN REAL ESTATE

Members of GRI Global Advisory Boards



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RICHARD CROFT CEO M7 REAL ESTATE



RONALD RAWALD MD, Head of European RE CERBERUS EUROPEAN CAPITAL ADVISORS



SASCHA WILHELM CEO CORESTATE CAPITAL



TANIA CONCEJO-BONTEMPS Presidente Union Investment UNION INVESTMENT



TOM HENEGHAN CEO EQUITY INTERNATIONAL



TRISH BARRIGAN Senior Partner BENSON ELLIOT CAPITAL MANAGEMENT





2016 has been an incredibly successful year for CEE Real Estate. High interest from international investors, increasing M&As indicate that CEE is gaining momentum. However, there are always questions we all want to find answers for. How long will it last? What asset classes/countries are now on the rise? How to mitigate the risks and how to address the current challenges?

At the CEE GRI senior investors, developers and lenders discuss these issues in a small groups which welcome more engaging dialogues and strong business relationships. What's the goal? To share opinions, source new ideas and build your professional network.

We'd be delighted to welcome you to Vienna on 12-13 June.

Henri Alster Chairman GRI Club



Svetlana Fedosova Club Director - CEE GRI Club

Svekena_



"It is an excellent event to discuss the real estate market with senior representatives from various sectors and countries. It is an opportunity to get new information and access to market views from other countries."

> **Radim Passer** CEO & Chairman of the Board PASSERINVEST GROUP

Discussions themes

Offices: Have we run out of core?

Institutional Capital: Gaining momentum or yield compression causing a slowdown?

NPLs and Distressed assets: Ahead of Western Europe?

Retail: What countries are on the rise?

Opportunistic and Value Add: Regions vs Capitals - Less competition, but too much risk?

Debt Finance: Unlimited money and limited assets?

Brexit & EU Exit: Will the ripples reach CEE? For better or worse?

Resi: Does supply meet demand in higher standards?

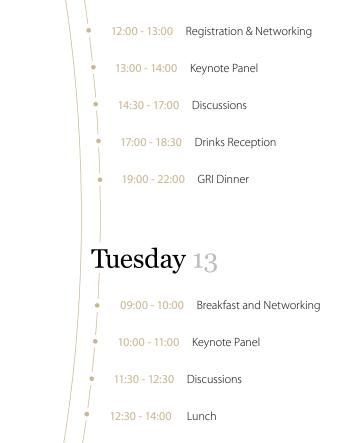
Industrial: "One Belt, One Road" - A geopolitical advantage in CEE?

Logistics: The Fourth Tech Revolution in Real Estate – Already influential in CEE?

Hotels in CEE/SEE: What could possibly go wrong?

Alternatives: Co-working, Student Housing, Senior Housing - Which will attract investors?

Monday 12



14:00 - 16:00 Discussions

16:00 - 18:00 Farewell Drinks

CEE GRI Participants Include

ERIC

ASSIMAKOPOULOS

and Founding Partner

Managing Director

REVETAS CAPITAL

ADVISERS UK



MICHAEL ABEL Managing Director TPG UK



MATTHIAS BRODESSER Head of Transaction Management Int. Germany



YANNIS DELIKANAKIS Founding Partner ADVISORS Greece



JAROSLAV CHALUPKA Head of Investments and Divestments GENERALI REAL

ESTATE Czech

SCOTT DWYER

CEO Poland

Poland

Republic



BEURTHERET General Manager IMMOCHAN INTERNATIONAL Hungary

PHILIPPE



SAROLTA CSIKÓS Regional Leasing



UDO BICHLER Managing Director International **RUSTLER GRUPPE** Austria



PAL DARIDA Financing and Transactions Director FUTUREAL Hungary



DAVID HAY CEO **AFI EUROPE** Romania



DAVID HAYWARD Managing Partner Romania



KEAN HIRD Partner



HEDWIG HOFLER Managing Director MANAGEMENT Czech Republic



HARALD HÜBL Investment Director VALUE ONE MILESTONE Austria



SEBASTIAN-DOMINIK JAIS Partner MANAGEMENT UK



TROY JAVAHER Managing Director Europe COMPANY USA







AFI EUROPE Czech Republic



IVO KOLEV Principal APOLLO MANAGEMENT **INTERNATIONAL UK**



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



ROBERT MARTIN Founding Partner & Head of CE EUROPA CAPITAL UK



ROMAN MOCIK Director Team Head CRE CEE FMS Germany



CLAUDIA PENDRED Director Property & Tourism EBRD UK











EDGAR ROSENMAYR Managing Director and Board Member KULCZYK SILVERSTEIN PROPERTIES Poland



JORDI SANS DOMENECH General Manager VOLUMETRIC Spain



DIMITAR SAVOV **BLD HOMES** Bulgaria



NEBIL SENMAN Co-Managing Partner Poland



OTIS SPENCER Managing Director -Asset Management PEAKSIDE POLONIA Poland



PAVEL TRENKA Group CEO HB REAVIS GROUP Slovakia



RAMON SPOLADORE Head of GRE CEE branch GENERALI REAL ESTATE Czech Republic

ALAN VINCENT

Managing Director

Hungary



NOAH STEINBERG Chairman & CEO WING ZRT. Hungary



ÁRPÁD TOROK CEO CORPORATION Hungary



MARILENA VUIU Senior Banker Property & Tourism EBRD UK



RICHARD WILKINSON CEO & Chairman of the Board ERSTE GROUP IMMORENT Austria



ANDREAS ZANGENFEIND Head of Asset Management Austria



Founder & CEO ZEUS CAPITAL MANAGEMENT



ZORANA ŽDRALE BURLIC Serbia







Greece

PETR VOMASTEK

VOMASTEK **INVESTMENT &**







The GRI has limited opportunities to participate in networking through differentiated brand exposure, geared towards players who value our select audience as a key to their business development.

To sponsor, contact: Victor Martins, Key Accounts Director T: +44 20 7121 5067 E: victor.martins@griclub.org

For Media & Partnerships Contact: Andreas Schönning, Marketing Manager T: +44 (0)20 7121 5071 E: andreas.schonning@griclub.org



Vienna, 12-13 May CEE GRI 2017

REGISTRATION DATE	AS A DELEGATE	AS A GROUP*	AS A (CO-)CHAIR	
Before 28 April	€ 2,475	€ 2,375	€ 2,275	
Before 19 May	€ 2,675	€ 2,475	€ 2,575	
After 19 May	€ 2,975	€ 2,775	€ 2,875	
DINNER RATE	DINNER RATE € 100 Rate per person. Dinner is open to registered co-chairs and delegates.			
In order to complete your registration as an attendee for CEE GRI please visit www.ceegri.com				

CEE GRI Club

Annual Membership Consideration Form

By invitation-only, the GRI Club is reserved exclusively for chairmen, presidents, CEOs and directors of major companies operating in the real estate sector. If you have such a profile and believe in the importance of building high-level relationships for the growth of your business, as well as for your professional and personal plans complete the consideration form below.

Applications will be considered by the Regional Steering Committee.

- Scan the document and email the completed form to: registrations@griclub.org
- Or, fax completed form to: +44 20 7388 8740

FIRST NAME	LAST NAME	
POSITION/JOB TITLE	DIRECT TEL	
EMAIL		
COMPANY		
ADDRESS		
CITY	STATE/PROVINCE	
POSTCODE	COUNTRY	
ASSISTANT	ASSISTANT TEL	
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- INVITATION CRITERIA

CONTACT DETAILS

Please tick what is most relevant to you and your business

CHAIRMAN	DEVELOPER
HEAD OF REAL ESTATE	
MANAGING DIRECTOR	HOTEL (Company)
□ CEO	INVESTOR
OTHER:	OWNER

For more information or enquiries please contact:

Svetlana Fedosova Club Director - CEE

T: + 44 (0)20 7121 5098 E: <u>svetlana.fedosova@griclub.org</u>

www.ceegri.com

and