



GRI CLUB

— *hosts* —

the 12th annual

CEE

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.





CLUB MEETINGS

Reserved exclusively for GRI Club Members, 'Club Meetings' are guided by local and regional advisory boards, and focus on a theme, sub-sector or micro-market.



MATCHMAKING

GRI members will benefit from pre-event and on site matchmaking through pre-arranged one to one meetings with peers.



OPEN EVENTS

On a larger scale, 'Open Events' bring non-members and members together for high level debates with global participants.



CEE Club Meetings



CEE Club Meeting in London
11 April, London, United Kingdom



CEE GRI 2017
12-13 June, Vienna, Austria



CEE Club Meeting in Paris
11 September, Paris, France



CEE Club Meeting in Prague
October-November, Prague, Czech Republic



CEE Club Meeting in Budapest
October-November, Budapest, Hungary



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



AREF LAHHAM
Founding Partner
& Managing Director
ORION CAPITAL MANAGERS



PETER LEVETT
Managing Director
OLD MUTUAL PROPERTY



DANIEL CHERMAN
SMD
TISHMAN SPEYER



CHRISTOPHER GARBE
Managing Partner
GARBE LOGISTIC REAL ESTATE
GMBH



JEAN-PHILIPPE OLGATI
MD – Head of Real Estate
Continental Europe
BLACKROCK



SASCHA KLAUS
Chairman of the Board of
Managing Directors
BERLIN HYP



LUIS PEREDA ESPESO
Executive Chairman
GRUPO LAR



JONATHAN JACKSON
Chairman
LORDSHIP AFRICA



PARTRICK ALBRAND
Chairman
HINES



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

Welcome

Henri

Svetlana

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



"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

12:00 - 13:00 Registration & Networking

13:00 - 14:00 Keynote Panel

14:30 - 17:00 Discussions

17:00 - 18:30 Drinks Reception

19:00 - 22:00 GRI Dinner

Tuesday 13

09:00 - 10:00 Breakfast and Networking

10:00 - 11:00 Keynote Panel

11:30 - 12:30 Discussions

12:30 - 14:00 Lunch

14:00 - 16:00 Discussions

16:00 - 18:00 Farewell Drinks

CEE GRI Participants Include



MICHAEL ABEL
Managing Director
TPG UK



ERIC ASSIMAKOPOULOS
Managing Director
and Founding Partner
REVETAS CAPITAL
ADVISERS UK



PHILIPPE BEURTHERET
General Manager
IMMOCHAN
INTERNATIONAL
Hungary



UDO BICHLER
Managing Director
International
RUSTLER GRUPPE
INTERNATIONAL
Austria



MATTHIAS BRODESSER
Head of Transaction
Management Int.
WARBURG-HIHL
INVEST REAL ESTATE
Germany



JAROSLAV CHALUPKA
Head of Investments
and Divestments
GENERALI REAL
ESTATE Czech
Republic



SAROLTA CSIKÓS
Regional Leasing
Director
TRIGRANIT
CORPORATION
Hungary



PAL DARIDA
Financing and
Transactions Director
FUTUREAL Hungary



YANNIS DELIKANAKIS
Founding Partner
BLUEHOUSE CAPITAL
ADVISORS Greece



SCOTT DWYER
CEO Poland
ATRIUM POLAND
RE MANAGEMENT
Poland



MÁTYÁS GERE BEN
Country Manager
CPI PROPERTY
GROUP Hungary



DAVID HAY
CEO
AFI EUROPE Romania



DAVID HAYWARD
Managing Partner
ADVAL ASSET
MANAGEMENT
Romania



KEAN HIRD
Partner
CATALYST CAPITAL
UK



HEDWIG HOFLER
Managing Director
CA IMMO
REAL ESTATE
MANAGEMENT Czech
Republic



HARALD HÜBL
Investment Director
VALUE ONE
HOLDING /
MILESTONE Austria



SEBASTIAN-DOMINIK JAIS
Partner
APOLLO GLOBAL
MANAGEMENT UK



TROY JAVAHER
Managing Director
Europe
LINCOLN PROPERTY
COMPANY USA



DORON KLEIN
CEO
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
WERTMANAGEMENT
SERVICE GMB
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
CEO
BLD HOMES Bulgaria



NEBIL SENMAN
Co-Managing Partner
GRIFFIN REAL ESTATE
Poland



OTIS SPENCER
Managing Director -
Asset Management
**PEAKSIDE POLONIA
MANAGEMENT**
Poland



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



NOAH STEINBERG
Chairman & CEO
WING ZRT. Hungary



ÁRPÁD TOROK
CEO
**TRIGRANIT
CORPORATION**
Hungary



PAVEL TRENKA
Group CEO
HB REAVIS GROUP
Slovakia



ALAN VINCENT
Managing Director
CONVERGENCE
Hungary



PETR VOMASTEK
CEO
**VOMASTEK
INVESTMENT &
DEVELOPMENT** Czech
Republic



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
UBM DEVELOPMENT
Austria



STELIOS ZAVVOS
Founder & CEO
**ZEUS CAPITAL
MANAGEMENT**
Greece



**ZORANA ŽDRALE
BURLIC**
CEO
DELTA REAL ESTATE
Serbia

PARTNERS

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



Industry Partner



EuropaProperty.com



Institutional Real Estate
Design

Media Partners

| 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 | € 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

For more information or enquiries please contact:

Svetlana Fedosova
Club Director - CEE

T: + 44 (0)20 7121 5098

E: svetlana.fedosova@griclub.org

CONTACT DETAILS

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

INVITATION CRITERIA

Please tick what is most relevant to you and your business

- | | |
|--|--|
| <input type="checkbox"/> CHAIRMAN | <input type="checkbox"/> DEVELOPER |
| <input type="checkbox"/> HEAD OF REAL ESTATE | <input type="checkbox"/> LENDER |
| <input type="checkbox"/> MANAGING DIRECTOR | <input type="checkbox"/> HOTEL (Company) |
| <input type="checkbox"/> CEO | <input type="checkbox"/> INVESTOR |
| <input type="checkbox"/> OTHER: _____ | <input type="checkbox"/> OWNER |

A low-angle, upward-looking shot of a modern glass skyscraper. The building's facade is composed of large, rectangular glass panels that reflect the surrounding environment. The reflections show a clear blue sky, white clouds, and other buildings in the city, creating a complex, layered visual effect. The perspective makes the building appear to converge towards the top of the frame.

www.ceegri.com