

CEE GRI 2019

14 - 15 MAY, WARSAW | BELLOTTO HOTEL

CONNECTING REAL ESTATE LEADERS IN CEE



#GRICLUB

#CEEGRI2019

www.ceegri.org



Here are a few tips that may be helpful in getting the most out of the GRI...

GRI discussions have no speakers and no presentations. They are much like an after-dinner conversation in one's own living room among good friends, with the guidance of a moderating Chair.

■ ■ ■

Participation is equal for everybody; the Moderating Chair and Co-Chairs sit scattered around the room and have no more or less contribution than anyone else. The role of the Moderating Chair is to ensure maximum participation and engagement.

■ ■ ■

If connecting with new partners is useful, we encourage you to engage as vocally and actively as you might enjoy. This enables others to get to know you and vice versa.

■ ■ ■

The Moderating Chair will address questions directly to participants by name or by gesturing towards them, not just to anyone in the room at-large, as that is usually greeted with pregnant silence. Even so, you are encouraged to comment, question, dissent or otherwise interject.

As no one will prompt you, please join the discussion room of your choice in good time. Rooms tend to fill up after a discussion starts and you need not be concerned by a near empty room. This will quickly change.

■ ■ ■

Some participants speak so softly as to be unheard by most. Speak up and remind others to do so if you can't hear them.

■ ■ ■

Monopolizing conversation, self-promotion or commercial pitches is prohibited, and the Moderating Chair has been urged to cut them short.

■ ■ ■

The GRI format is designed to enable senior industry leaders to share, learn and make friends in as natural, spontaneous and collegial a setting as possible. We welcome your suggestions as to how we can do better.

MEDIA PRESENCE

While journalists may sometimes take notes during discussions, they only ever do so after signing a "Chatham House" confidentiality agreement under which they commit not to quote for attribution to a person or to a company, except with specific consent from the respective parties. In addition, students or other reporters may summarize most of the discussions and take notes that are subsequently distributed to all participants



Welcome to our 14th Annual CEE GRI

We are delighted to welcome you to the CEE GRI.

With GDP growth in the major six CEE economies and S&P's upgrade of Poland's rating, the CEE market is becoming increasingly dominant as a hotspot for real estate investments. Liquidity is also improving as we see greater investment from Asian funds in portfolio-style deals.

Again hosted in Warsaw, CEE GRI 2019 is gathering international and local real estate leaders for a day and a half of discussions and a networking dinner.

Unlike a typical conference, GRI conferences have no speakers or presentations. Instead, real estate decision makers will join fellow domestic and international investors, developers and financiers in informal and collegial discussions, where everyone can participate. Quickly find the right partner for your business, build high-value relationships, and continue the conversation afterwards.



Henri Alster
Chairman
GRI Club



Svetlana Fedosova
Senior Director, CEE, SEE & Germany
GRI Club

CEE GRI 2019 is an annual conference hosted by the GRI Real Estate Club - CEE chapter. GRI's global club brings together exclusively senior real estate investors, developers, lenders from across the globe. Members find the club a useful way to strengthen relationships in their territory, find new business partners, and expand their global network.

GRI Club is currently a renowned platform through which private players from across Europe's real estate markets can exchange expertise and experiences among peers. GRI Club has during the past 20 years established themselves across the globe.

ADVISORY BOARD MEMBERS - CEE



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LION'S HEAD



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GRIFFIN REAL ESTATE



EDGAR ROSENMAYR
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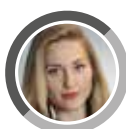


NOAH STEINBERG
WING



GAL PELEG
GOLDEN STAR GROUP

GRI Club - Gathering the world's leading real estate and infrastructure players



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Agenda

Tuesday 14 May

- 15:00 - 16:00 Registration & Networking
- 16:00 - 16:30 Keynote - Global economic slowdown in the backdrop of political risks
- 16:30 - 16:40 Live e-survey - What are the biggest risks in CEE?
- 16:40 - 17:30 Master Session - Global Investment Appetite
- 17:30 - 19:30 Canape Dinner Reception

Wednesday 15 May

- 08:30 - 09:00 Registration / Networking
- 09:00 - 09:45 Keynote - Europe's growth champion – How long will it last?
- 09:45 - 10:15 Networking Break
- 10:15 - 11:15 Discussions
- 11:15 - 11:45 Networking Break
- 11:45 - 12:45 Discussions
- 12:45 - 14:00 Lunch
- 14:00 - 15:00 Discussions
- 15:00 - 15:30 Networking Break
- 15:30 - 16:30 Discussions
- 16:30 - 17:30 Farewell Drinks

Schedule

Tuesday **14 May**

15:00 - 16:00 | REGISTRATION & NETWORKING

16:00 - 16:30

KEYNOTE

COLUMN HALL

Global economic slowdown in the backdrop of political risks:
Recession fears exaggerated?
Implications for CEE countries

PRESENTED BY

PETER BREZINSCHKEK
Global Head of Research



16:30 - 16:40 | LIVE E-SURVEY - WHAT ARE THE BIGGEST RISKS IN CEE?

16:40 - 17:30

MASTER SESSION

COLUMN HALL

Global Investment Appetite.
South African slowdown, Asian acceleration or European optimism?

Monika Rajska-Wolinska, Christopher Zeuner, Hugh Fraser, Liad Barzilai, Maciej Dyjas, Michael Abel, Piotr Trzciński, Robert Martin

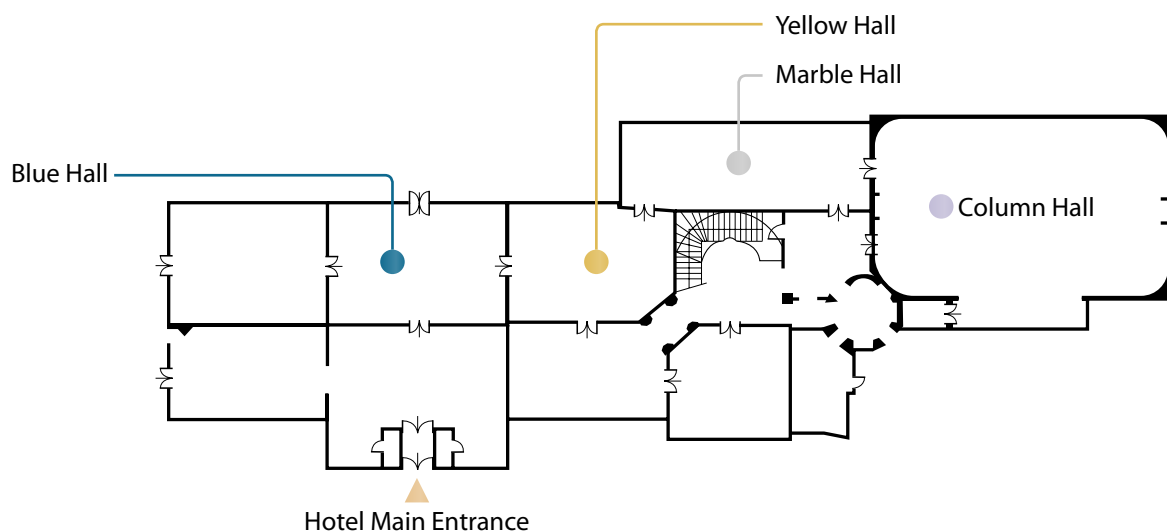
17:30 - 19:30 | CANAPÉ DINNER & NETWORKING (open to all participants of the event)

| BLUE HALL

Floorplan

- Senatorska 13/15, 00-075 Warszawa, Poland

The five-star Hotel is located in the walls of the 16th century Palace located in Warsaw's Old Town. The palace was created on the initiative of the Bishop of Płock and until 1795 he was the seat of the Primate. Currently, the historic walls of the Palace is open to the guests of the Bellotto Hotel, and are also used for exhibition and conference purposes.



Wednesday 15 May

08:30 - 09:00 | REGISTRATION / NETWORKING

09:00 - 09:45

KEYNOTE + Q&A

COLUMN HALL

Europe's growth champion.
How long will it last?

Macroeconomic Guest Speaker
Piotr Bujak

PIOTR BUJAK
CHIEF ECONOMIST



09:45 - 10:15 | NETWORKING BREAK

10:15 - 11:15

BLUE HALL

Scale Up for Resi - BTR retreat for institutions or illiquidity ambush?

Troy Javaher, Carlos De León, Czarek Jarzabek, Dimitar Savov, Mariusz Rodak, Michael Abel, Michal Melaniuk, Nebil Senman, Sebastian Junghanel

YELLOW HALL

Warehousing & Logistics - Europe's safe haven or dangerous product bubble brewing?

Paul Betts, Cedric Reimers, Lukasz Jachna, Piotr Mirowski, Richard Wilkinson

11:15 - 11:45 | NETWORKING BREAK

11:45 - 12:45

BLUE HALL

Future of Offices - Deep transformation or just shallow fad adjustments?

Noah Steinberg, Derrick Rayner, Dorota Latkowska-Diniejo, Edward Owen, Michael Markart, Peter Daubner, Tanya Kosseva-Boshova

YELLOW HALL

New Build Student Housing - Forever cyclical proof or unbankable in a downturn?

Stanislav Kubacek, Harald Hübl, Horst Lieder, Mark Robinson, Philipp Rohweder

MARBLE HALL

Hospitality Growth - New models or new cities?

Robert Martin, Konstantin Boyadzhiev, Gal Peleg, George Mula, Zorana Ždrale Burlić

12:45 - 14:00 | LUNCH

14:00 - 15:00

BLUE HALL

Retail & Shopping Centres - E-commerce impact, mixed-use, A locations. Next to suffer or posed for success?

Edgar Rosenmayr, Hadley Dean, Jakub Bilik, Karol Kalicki, Katarzyna Dorsey, Leszek Sikora, Maciej Wroblewski, Matthias Brodesser, Nils Kulmann, Scott Dwyer

YELLOW HALL

Opportunistic and Value Add - Up goes the risk, out goes the capital rewards?

Luke Dawson, David Hay, Gergely Arendas, Keegan Viscius, Maroš Stanislav, Stefan Walldorf

MARBLE HALL

Debt Finance - Liquidity strong or are institutional lenders dissolving?

Dobrin Staikov, Gabor Voros, Hubert Manturzyk, Patrick Zehetmayr, Peter Szamely, Przemysław Kozdój, Ulf Pleschiutchnig

15:00 - 15:30 | NETWORKING BREAK

15:30 - 16:30

BLUE HALL

Poland - New status, new money, same old problems?

Tomasz Stasiak, Bogdan Zasada, Chris Papachristophorou, Jaroslaw Wnuk, Lila Pateraki, Maciej Dyjas, Monika Rajska-Wolinska, Piotr Bujak

YELLOW HALL

SEE Yield Hunt - Intelligent reward climb or hasty dive?

Charalampos Pandis, Christo Iliev, David Hay, David Yearn, Lorenz Tragatschnig, Michael Meidlinger

16:30 - 17:30 | FAREWELL DRINKS

KEYNOTE

GLOBAL ECONOMIC SLOWDOWN IN THE BACKDROP OF POLITICAL RISKS: Recession fears exaggerated? Implications for CEE countries

COLUMN HALL

16:30 - 17:30

PRESENTED BY



PETER BREZINSCHKEK

Global Head of Research, Raiffeisen Bank International

Peter Brezinschek is Global Head of Research at Raiffeisen Bank International (RBI) AG in Vienna, Austria. He has more than 30 years' experience in financial market analysis and has a deep understanding of the economic development in Central and Eastern Europe (CEE). Brezinschek is an internationally recognized expert in his field and is well-known for his sharp and critical viewpoints of current geopolitical and macro-economic events. Brezinschek holds a master's degree in economics from the Vienna University of Economics and Business and is a member auf the Austrian Fiscal Advisory Council.

MASTER SESSION

GLOBAL INVESTMENT APPETITE South African slowdown, Asian acceleration or European optimism?

COLUMN HALL

16:40 - 17:30

MODERATOR



MONIKA RAJSKA-WOLINSKA
Managing Partner
Poland
COLLIERS
INTERNATIONAL
POLAND



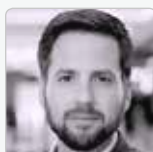
PETER BREZINSCHKEK
Global Head of
Research
RAIFFEISEN BANK
INTERNATIONAL
AUSTRIA



CHRISTOPHER ZEUNER
Head of Europe
AMSTAR
CZECH REPUBLIC



HUGH FRASER
Director Head of
Capital Markets
M7 REAL ESTATE
NETHERLANDS



LIAD BARZILAI
CEO
ATRIUM EUROPEAN
REAL ESTATE
NETHERLANDS



MACIEJ DYJAS
Co-Managing
Partner
GRIFFIN REAL
ESTATE
POLAND



PIOTR TRZCIŃSKI
Asset Manager
SAVILLS
INVESTMENT
MANAGEMENT
POLAND



ROBERT MARTIN
Founding Partner,
Head of Central
Europe
EUROPA CAPITAL
UK

KEYNOTE

EUROPE'S GROWTH CHAMPION

How long can it last?

COLUMN HALL

09:00 - 09:45

PRESENTED BY



PIOTR BUJAK

Chief Economist, PKO Bank Poland

Piotr Bujak – Chief Economist and Head of Economic Research Department at PKO Bank Polski. He has vast experience as an economist and strategist at a few financial institutions, including Nordea Markets and Santander Bank Poland. Before starting work in the Polish banking sector in 2002, he worked as an economist at the Center for Social and Economic Research, the leading economic think-tank in Poland, and was taking part in advisory projects in transition economies. His main fields of interest include: monetary economics, monetary integration, pension economics, financial markets and financial system stability.

Graduated from Warsaw University. Co-author of a few books. Regularly awarded for accuracy of macroeconomic and financial market forecasts.

Scale Up for Resi

BTR retreat for institutions or illiquidity ambush?

BLUE HALL

10:15 - 11:15

MODERATOR



TROY JAVAHER
Managing Director
LINCOLN PROPERTY
COMPANY
CZECH REPUBLIC



CZAREK JARZABEK
Founder & CEO
GOLUB GETHOUSE
POLAND



CARLOS DE LEÓN
Country Manager
LAYETANA REAL
ESTATE POLSKA
POLAND



DIMITAR SAVOV
Executive Director
BLD HOMES
BULGARIA



MARIUSZ RODAK
General Manager
BPI REAL ESTATE
POLAND



MICHAEL ABEL
Partner
TPG
UK



MICHAL MELANIUK
Head of Residential
Development
CORDIA
MANAGEMENT
POLAND



NEBIL SENMAN
Managing Partner
GRIFFIN REAL
ESTATE
POLAND



**SEBASTIAN
JUNGHÄNEL**
Managing Director
ZEITGEIST ASSET
MANAGEMENT
CZECH REPUBLIC

Warehousing & Logistics

Europe's safe haven or dangerous product bubble brewing?

YELLOW HALL

10:15 - 11:15

MODERATOR



PAUL BETTS
Managing Director
CEE
M7 REAL ESTATE
CZECH REPUBLIC



CEDRIC REIMERS
Investment
Manager
BENSON ELLIOT
CAPITAL
MANAGEMENT
UK



LUKASZ JACHNA
Investment Director
7R
POLAND



PIOTR MIROWSKI
Senior Partner,
Investment
Services
COLLIERS
INTERNATIONAL
POLAND



**RICHARD
WILKINSON**
Group CFO
CTP INVEST
CZECH REPUBLIC

Future of Offices

Deep transformation or just shallow fad adjustments?

BLUE HALL

11:45 - 12:45

MODERATOR



NOAH STEINBERG
Chairman & CEO
WING
HUNGARY



DERRICK RAYNER
CEE Business Director
SPACETI
POLAND



**DOROTA
LATKOWSKA-
DINIEJKO**
Co-Founder and
Managing Partner
REINO PARTNERS
POLAND



EDWARD OWEN
Head of Real Estate,
New Markets
WEWORK
UK



MICHAEL MARKART
Managing Director
STRABAG REAL
ESTATE
AUSTRIA



PETER DAUBNER
Head of Transactions
and Investments
HB REAVIS GROUP
SLOVAKIA



**TANYA KOSSEVA-
BOSHOVA**
Managing Partner
PARK LANE
DEVELOPMENT
BULGARIA

Hospitality Growth

New models or new cities?

MARBLE HALL

11:45 - 12:45

MODERATOR



ROBERT MARTIN
Founding Partner,
Head of Central
Europe
EUROPA CAPITAL
UK



GAL PELEG
CEO
GOLDEN STAR
GROUP
NETHERLANDS



GEORGE MULA
Chairman
INTEGRATED
FINANCE GROUP
POLAND



**KONSTANTIN
BOYADZHIYEV**
CEO
GALAXY
INVESTMENT
GROUP
BULGARIA



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

New Build Student Housing

Forever cyclical proof or unbankable in a downturn?

YELLOW HALL

11:45 - 12:45

MODERATOR



STANISLAV KUBACEK
Managing Director
ROUND HILL
CAPITAL
UK

SPECIAL GUEST



MARK ROBINSON
CEE Research
Specialist
COLLIERS
INTERNATIONAL
POLAND



HARALD HÜBL
Investment Director
VALUE ONE
HOLDING AG /
MILESTONE
AUSTRIA



HORST LIEDER
Founder &
Chairman
INTERNATIONAL
CAMPUS GROUP
GERMANY



PHILIPP ROHWEDER
Director -
Investments
CORESTATE
CAPITAL ADVISORS
UK

Retail & Shopping Centres

E-commerce impact, mixed-use, A locations. Next to suffer or posed for success?

BLUE HALL

14:00 - 15:00

MODERATOR



EDGAR ROSENMAYR
CEO
KULCZYK
SILVERSTEIN
PROPERTIES
POLAND

SPECIAL GUEST



JAKUB BILIK
Regional
Development
Director
AMREST HOLDINGS
POLAND

SPECIAL GUEST



KATARZYNA DORSEY
Founder & CEO
YOSH.AI
POLAND



HADLEY DEAN
CEO
ECHO POLSKA
PROPERTIES (EPP)
POLAND



KAROL KALICKI
Owner & CEO
UPSIDE PROPERTY
POLAND



LESZEK SIKORA
Managing Director
ECE
EKTMANAGEMENT -
POLSKA
POLAND



MACIEJ WROBLEWSKI
Vice-President,
Development &
Investment
APSYS POLSKA
POLAND



MATTHIAS BRODESSER
Head of Transaction
Management Int.
WARBURG-HIHI
INVEST REAL
ESTATE, GERMANY



NILS KULMANN
Director Region
Europe
METRO PROPERTIES
GERMANY



SCOTT DWYER
Group COO
ATRIUM EUROPEAN
REAL ESTATE
POLAND

Opportunistic and Value Add

Up goes the risk, out goes the capital rewards?

YELLOW HALL

14:00 - 15:00

MODERATOR



LUKE DAWSON
MD & Head of
Capital Markets
CEE
COLLIERS
INTERNATIONAL
CZECH REPUBLIC



DAVID HAY
Founder and CEO
ADD VALUE
MANAGEMENT
ROMANIA



GERGELY ARENDAS
Managing Director
PROPERTY MARKET
RE
HUNGARY



KEEGAN VISCIUS
CIO
CA IMMO
AUSTRIA



MAROŠ STANISLAV
Head of Business
Development
HELSKE
SLOVAKIA



STEFAN WALLDORF
Managing Director
CERBERUS GLOBAL
INVESTMENTS B.V.
NETHERLANDS

Debt Finance

Liquidity strong or are institutional lenders dissolving?

MARBLE HALL

14:00 - 15:00

MODERATOR



DOBRIN STAIKOV
Director Finance &
Capital Markets
LION'S HEAD
BULGARIA



GABOR VOROS
Head of CEE RE
Financing
UNICREDIT BANK
HUNGARY



HUBERT MANTURZYK
General Manager
Poland
AAREAL BANK
POLAND



PATRICK ZEHETMAYR
Managing Director
ERSTE GROUP BANK
AUSTRIA



PETER SZAMELY
Head of RE Finance
for the CEE & SEE
HYPO NOE
LANDESBANK,
AUSTRIA



PRZEMYSŁAW KOZDÓJ
Partner, Head
of Banking and
Finance
WOLF THEISS
POLAND



ULF PLESCHIUTSCHNIG
Managing Director
MORGAN STANLEY
UK

Poland

New status, new money, same old problems?

BLUE HALL

15:30 - 16:30

MODERATOR



TOMASZ STASIAK
Managing Partner
WOLF THEISS
POLAND



BOGDAN ZASADA
Managing Director
STRABAG REAL
ESTATE
POLAND



CHRIS PAPACHRISTOPHOROU
Managing Partner &
Founder
INVEL REAL ESTATE
UK



JAROSŁAW WNUK
General Manager -
Poland
BLUEHOUSE
CAPITAL
POLAND



LILA PATERAKI
CIO
ZEUS CAPITAL
MANAGEMENT
GREECE



Maciej Dyjas
Co-Managing
Partner
GRIFFIN REAL
ESTATE
POLAND



MONIKA RAJSKA-WOLINSKA
Managing Partner
Poland
COLLIERS
INTERNATIONAL
POLAND



PIOTR BUJAK
Chief Economist &
Head of Economic
Res
PKO BANK POLSKI
POLAND

SEE Yield Hunt

Intelligent reward climb or hasty dive?

YELLOW HALL

15:30 - 16:30



CHARALAMPOS PANDIS
Partner
BLUEHOUSE
CAPITAL
GREECE



CHRISTO ILIEV
CEO
LION'S HEAD
BULGARIA



DAVID YEARN
Business
Development
Manager CEE
FIRST TITLE
HUNGARY



LORENZ TRAGATSCHNIG
Managing Director
SORAVIA
REAL ESTATE
DEVELOPMENT
AUSTRIA



MICHAEL MEIDLINGER
CEO
CENTRICE REAL
ESTATE GMBH
AUSTRIA

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LUKE DAWSON

MD & Head of
Capital Markets CEE

Colliers International is an industry leading global real estate company with more than 16,000 skilled professionals operating in 66 countries, providing full range of services to real estate occupiers, developers and investors on local, national and international basis.

Services include brokerage sales and leasing (landlord and tenant representation), real estate management, valuation, consulting, project management, workplace solutions, project marketing and research. We provide our services across the following core sectors and across many other specialized property including, office, Retail, Hotel, Industrial and Logistics.

With our office in Prague, our clients all around the Czech Republic benefit from the experience and expertise of our specialists. Even in the Czech Republic we are defined by our spirit of enterprise - we take initiative, think creatively, and collaborate to exceed the expectations of our clients. culture, the economic context, the local legal context and the history.

We build our client relationships on a foundation of memorable service and enduring trust. Our unified global platform gives us the power to deliver services seamlessly, wherever and however our clients choose to do business.

Our professionals challenge themselves to see things differently and consistently achieve outcomes that exceed our clients' expectations.



MONIKA RAJSKA-WOLINSKA

Managing Partner
Poland



www.firsttitle.eu



ANDREW JACKSON

Sales Director Western
Europe

First Title Insurance plc is a UK regulated insurer, authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority, which commands excellent* financial security ratings from all of the major agencies and is authorised and regulated to issue policies in England & Wales, Scotland, Northern Ireland, the Republic of Ireland and many other European countries.

At First Title we are dedicated to helping property owners, developers and lenders protect investment and maximise returns. Our underwriting teams include in-house lawyers and experts in a variety of property-related disciplines. They have a common objective - to develop effective partnerships with all our clients so that we can get to the root of the problem quickly and provide the right insurance solution every time.



DAVID YEARN

Business Development
Manager CEE

CLUB PARTNERS

WOLF THEISS

www.wolftheiss.com



TOMASZ STASIAK

Managing Partner



**PRZEMYSŁAW
KOZDÓJ**

Partner, Head of
Banking and Finance

Wolf Theiss is one of the leading law firms in Central, Eastern and South-Eastern Europe (CEE/SEE). We have built our reputation on a combination of unrivalled local knowledge and strong international capability. We opened our first office in Vienna 60 years ago. Our team now brings together over 340 lawyers from a diverse range of backgrounds, working in offices in 13 countries throughout the CEE/SEE region.

Over 80% of our work involves cross-border representation of international clients. Our full range of services covers: Banking & Finance; Business Crime; Capital Markets; Competition & Antitrust; Compliance; Corporate/ Mergers & Acquisitions; Dispute Resolution; Employment Law; Energy & Renewables; Infrastructure; Intellectual Property & Information Technology; International Arbitration; Investment Funds; Life Science; Real Estate & Construction; Regulatory & Procurement; Retail and Tax.

We have concentrated our energies on a unique part of the world: the complex, fast-developing markets of the CEE/SEE region. Through our international network of offices, we work closely with our clients to help them solve problems and create opportunities.

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BUSINESS JOURNAL



Adrian Karczewicz

Head of Divestments CEE
SKANSKA COMMERCIAL DEVELOPMENT EUROPE

DEVELOPER / INVESTOR

Skanska is the leading office developer in Europe with 1.4m sqm in pipeline, active in the Nordics, the UK, Poland, the Czech Republic, Romania and Hungary.

SKANSKA

As Head of Divestments for Skanska's commercial development unit in CEE, Adrian is responsible for sourcing buyers and conducting transaction processes in Poland, the Czech Republic, Hungary and Romania.

While working at Skanska, Adrian has divested 28 assets totaling almost EUR 1.5bn. In 2015, he was involved in achieving a record-breaking sales volume of 11 office buildings worth nearly EUR 500m, including a four-building portfolio in the Polish regional cities.

Adrian started his professional career in 1997 at Gerald Eve International. He went on to work for Knight Frank and GE Capital Golub Real Estate. Prior to joining Skanska in 2013, he worked for Echo Investment as the director responsible for the company's asset divestments.



Andrew Jackson

Sales Director Western Europe
FIRST TITLE INSURANCE

TITLE INSURANCE

Provides innovative insurance solutions that minimise legal risk and add security to real estate transactions throughout Europe

FirstTitle

Andrew Jackson is the Sales Director for Western Europe at First Title Insurance plc. Andrew is responsible for identifying and developing business opportunities within the region.



Bogdan Zasada

Managing Director
STRABAG REAL ESTATE POLAND

DEVELOPER

STRABAG a European-based technology group for construction services, a leader in innovation and financial strength. Services span all areas of the construction industry. One of the few companies offering services along the entire construction value chain.

STRABAG
REAL ESTATE

Managing Director of STRABAG Real Estate in Poland. He has 20 years of experience in the real estate sector, working i.e. as a manager in the field of property development for both Polish and international Member of RICS and CCIM professional institutes.



Carlos De León

Country Manager
LAYETANA REAL ESTATE POLSKA

DEVELOPER

Founded in 1964 and based in Barcelona, Layetana Real Estate is a family-owned developer with activities in Spain and Poland

Layetana
REAL ESTATE

Joined Layetana Real Estate in 2015. Over 14 year experience in managing residential Real Estate businesses with over 22 projects executed and ca. 3,200 flats sold, since 8 years as Country Manager of Acciona Nieruchomosci (until 2015) and Layetana Real Estate. Previously, 8 year experience in venture capital / private equity with special focus on Real Estate, both residential and commercial. Graduate of Warsaw School of Economics – Masters Degree and Executive MBA from WUT Business School



Cedric Reimers

Investment Manager
BENSON ELLIOT CAPITAL MANAGEME

INVESTOR

Benson Elliot was founded in 2005 and manages funds on behalf of a diverse group of pension funds, foundations, endowment funds and family offices globally. All managed funds are fully discretionary.

Benson Elliot

Cedric, who has been in the real estate industry since 2007, joined Benson Elliot in 2010, where he focuses on Poland and the German market, and also covers Denmark, the Netherlands and the logistics market. Prior to joining Benson Elliot, Cedric worked at AEW Europe where he was involved in investing c. €500m across various asset classes and countries. Previously he worked in JP Morgan's principal investments group. Cedric holds a German Diplom-Kaufmann from WHU – Otto Beisheim School of Management and holds an MSc in Management and Finance from France's EM Lyon. Cedric is a native German speaker and is fluent in French.



Charalampos Pandis

Partner
BLUEHOUSE CAPITAL

INVESTOR / ASSET MANAGER

Bluehouse is a PE real estate investment management firm in CEE/ SEE. It manages capital across 4 funds, investing on behalf of high-quality institutional investors: financial institutions, pension funds, endowments, multi-manager funds and family offices.

BLUEHOUSE

Babis Pandis is founding Partner at Bluehouse. Bluehouse is a private equity real estate platform operating in CEE/ SEE since 2004. He's been involved in fund raising, as well as investment and asset/ development management for transactions in Romania, Bulgaria, Serbia, Croatia, Greece, Czech Republic, Hungary and Poland. From 1992 until 2004, Babis was a Partner at Hellinotekniki, a leading Greek development and construction management services firm, being involved in office, residential, retail, entertainment and hotel projects. Babis received a MSc. from MIT/ USA (1992), and a Diploma of Civil Engineering from NTUA (1990). He is a member of RICS.



Chris Papachristophorou

Managing Partner & Founder
INVEL REAL ESTATE

INVESTOR

Invel acquires real estate and real estate loans in markets and strategies where it has a core competency



Chris is the founder and Managing Partner of Invel Real Estate, a European Investment and Asset Management platform. Since inception, Invel has completed a number of transactions in Italy, the UK, Poland, Cyprus, and Greece, where it acquired a majority stake in the country's largest REIC. Across Europe, Invel currently owns and manages circa €2.3bn of assets. Prior to Invel, Chris was Global Head of RREEF Opportunistic Investments, having led and managed transactions in excess of \$20 billion.



Christo Iliev

CEO
LION'S HEAD

INVESTOR / DEVELOPER

Commercial and residential development and investment in Bulgaria and the Balkans



Christo Iliev is an entrepreneur with over 25 years of experience in real estate. He is the founder of AG Capital – the largest Bulgarian group of companies with real estate investment, development and asset management capabilities. Christo has also recently co-founded Lion's Head Investments, a regional commercial property investor and asset manager. He is an alumni of Harvard Business School and holds a PhD degree in Real Estate Investments.



Christopher Zeuner

Head of Europe
AMSTAR

OPPORTUNISTIC PRIVATE EQUITY

Amstar is a Denver-based real estate private equity investor and has over EUR 1.7 billion globally with a €900 million portfolio in Europe.



Chris is responsible for managing and expanding the company's international platform. He joined Amstar in 2017 and has over 19 years' experience of investing in and managing commercial RE. Previously, he was head of LaSalle Investment Management's Central European business, where he executed upon all of LaSalle's €350 million of transactions in central Europe since 2012. In addition, he was also Head of Acquisitions at LaSalle for Northern, Central and Southern Europe. Prior to LaSalle, he was Managing Director at JER Partners. Before JER, he was head of CEE acquisitions and business development at GE Real Estate, where he established their Warsaw office and closed over €1.4 billion of transactions.



Czarek Jarzabek

Founder and CEO
GOLUB GETHOUSE

INVESTOR / DEVELOPER

Full service real estate investment and development company with 55 years of experience in the US and across Europe. Well established on the Warsaw real estate market for 25 years.



Czarek has 13 years of experience in real estate, investment and management gained at Golub & Company, McKinsey & Company and Roland Berger Strategy Consultants in Poland and in the United States. He is a hands-on entrepreneur and developer who continues the vision of Eugene Golub. With his passion, determination and attention to quality and details, he develops high quality commercial and residential properties that maintain long term value. In 2014, under the management of Czarek Jarzabek, Golub GetHouse concluded the largest new office lease transaction in Poland – the leasing of 20,000 sqm in the Prime Corporate Center for the new headquarters of Raiffeisen Polbank bank, one of the largest banks in Poland.



David Hay

Founder and CEO
ADD VALUE MANAGEMENT

ASSET MANAGER / INVESTOR

AVM provides in-house services for international investors covering portfolio management, financial management, asset management, property management and development management focusing on Romania, Poland and Czech Republic



David Hay is the Founder and CEO of ADD Value Partners LTD (AVP). AVP provides in-house services for international investors covering portfolio management, financial management, asset management, property management and development management focusing on Romania, Poland and Czech Republic. Before founding AVP, David was the CEO of AFI Europe in Romania, Hungary and Latvia for 7 years and previously served as AFI Europe's CEO in Czech Republic, Germany and Poland. David has over 30 years of experience in international real estate development, management and marketing in Europe, the U.S., Africa and Israel.



David Yearn

Business Development Manager CEE
FIRST TITLE INSURANCE

TITLE INSURANCE

Provides innovative insurance solutions that minimise legal risk and add security to real estate transactions throughout Europe



David Yearn is Business Development Manager for CEE for First Title Insurance plc., covering Poland, Czech Republic, Hungary, Slovakia, Romania, and Bulgaria. He has worked for First Title for over 10 years and has extensive experience in securing insurance solutions for clients ranging from investment funds, developers and banks to PE funds. David is responsible for client relations across the region and is the key contact for all First Title business in CEE.



Derrick Rayner

CEE Business Director
SPACETI

FACILITY MANAGEMENT SOLUTION

Spaceti has developed an all-in-one solution for the real estate and facility management industry, with the aim of enhancing the satisfaction, productivity, and well-being of building occupiers while improving the bottom line for organisations.

Derrick is an entrepreneurial sales leader with over a decade experience in the CEE. Expert in IoT and prop tech with strong IT / Telco / FM background.

He excels in building strong relationships and delivering high standard service to the company's clients.



Dimitar Savov

Executive Director
BLD HOMES

DEVELOPER / INVESTOR

BLD Homes - is investment and development company focused on the construction of modern, functional and high quality residential projects. Part of AG Capital - the largest real estate holding in Bulgaria with 23 years of experience.

Dimitar Savov is the CEO of BLD Bulgaria - the fastest growing residential real estate development company in Bulgaria. Having a financial and banking background, throughout the years Mr. Savov has taken managerial positions in leading Bulgarian real estate companies specialized in office and vacation development and consultancy. Mr. Savov is also a Member of the Board of Directors of AG Capital – the largest real estate holding in Bulgaria.



Dobrin Staikov

Director Finance & Capital Markets
LION'S HEAD

INVESTMENT / ASSET MANAGEMENT

Lion's Head is premier investor and asset manager in commercial real estate across CEE and SEE.

Dobrin Staikov serves as CFO at Lion's Head Management. Prior to this he joined AG Capital's executive team in July 2016 after over 12 years at EBRD in London. At EBRD he developed EBRD's distressed asset & non-performing loan financing and investing practice and enhanced the private-equity type business in Central and Eastern Europe (CEE), Turkey and North Africa. He has been a board member of equity investee companies across CEE and Turkey. He holds MBA from INSEAD and is chartered certified accountant in the UK (ACCA).



Doron Klein

CEO
AFI EUROPE ROMANIA

DEVELOPER / INVESTOR

AFI Europe is a leading real estate development and investment company operating in CEE and focusing on the development of large-scale commercial and residential projects

Mr. Doron Klein is in charge of AFI Europe in the Czech republic, development company focusing on office, retail and residential projects. Apart from the Czech office, Mr. Klein is also responsible for company activities in Germany. Mr. Klein was born in Israel, where he obtained bachelor's degree in finance from Haifa University and graduated from University of New York in Prague, Czech Republic, where he obtained MBA degree. He has been working in the real estate sector since 2005 and has been at AFI Europe company since 2008. He speaks Hebrew, English and Czech.



Dorota Latkowska-Diniejkó

Co-Founder and Managing Partner
REINO PARTNERS

FUND MANAGER

REINO Partners is a private venture of a group of professionals combining competence in the real estate market (both in the development and transaction areas) as well as investments and capital markets, as well as management of companies and funds.

Dorota has over 20 years of professional experience in the real estate industry in the region of Central and Eastern Europe. She started her career in USAID in Warsaw, being a member of the team preparing the scheme of mortgage loans in Poland. The total transaction value Dorota has dealt with exceeded EUR 2 billion. Dorota is a licensed property appraiser in Poland, Member of the Royal Institution of Chartered Surveyors, RICS. She holds an MBA (University of Minnesota and Carlson School of Management).



Edgar Rosenmayr

CEO
KULCZYK SILVERSTEIN PROPERTIES

DEVELOPER / INVESTOR

Real estate investment, development and management firm - office and mixed-use properties - Poland – EUR 100-150 million

Edgar joined Kulczyk Silverstein Properties in September 2010. Previously, Board Member of Immoeast AG and EBRD Director. He held Investment Committee positions in numerous Investment and Advisory Committees of real estate and private equity funds e.g. Europolis Invest and Polonia Property Fund as well as Board seats with renowned real estate companies including TriGranit, IRIDE, European Property Group or St. Petersburg Property Development Company. Edgar holds a PhD in Mathematics and a Doctor's Degree in Technical Sciences, from the Technical University in Vienna. He is licensed as Chartered Management Consultant and holds a degree of Academic Management Consultant. He is also a member of the Royal Institute of Chartered Surveyors, MRICS.





Gabor Vörös

Head of CEE RE Financing
UNICREDIT BANK

BANK

UniCredit is and will remain a simple successful pan-European Commercial Bank, with a fully plugged in CIB, delivering a unique Western, Central and Eastern European network to its extensive client franchise: 26 million customers.

Gabor joined UniCredit Bank in March 2019 as Head of CEE Real Estate Financing. Gabor is responsible for leading a team coordinating and boosting RE activity in CEE (incl Russia and Turkey), project financing, acting as MLA and facility agent in case of syndicated loans.

UniCredit Bank



Edward Owen

Head of Real Estate, New Markets
WEWORK

GLOBAL COMMUNITY PLATFORM

WeWork is now the fastest growing tenant in the world. WeWork provides entrepreneurs and small-medium businesses with amenities-filled workspace, and personalised support, services, benefits, infrastructure, and the flexibility they need to succeed.

Edward is the Head of Real Estate for New Markets, EMEA at WeWork. He is responsible for the expansion of WeWork across the region by sourcing locations in new markets and negotiating terms with landlords. Edward has over twelve years' experience in the commercial real estate sector. Prior to joining WeWork, Edward worked for the developer Swire Properties, based in China, Hong Kong and the US. Edward is a graduate of the University of Cambridge and is also a member of the Royal Institution of Chartered Surveyors.

wework



Gal Peleg

CEO
GOLDEN STAR GROUP

INVESTOR / DEVELOPER

Golden Star Group is a global investment group active in real estate investments, dominantly specializing in high yield commercial real estate properties, real estate development and luxury life style and hospitality concepts

Gal has broad international business experience of 17 years in real estate investments and developments. Managing large scale real estate companies including high level of business development throughout various countries in Europe and CEE including extensive track record of real estate developments, investments and strategy formation.

GOLDEN STAR GROUP



George Mula

Chairman
INTEGRATED FINANCE GROUP

OPPORTUNISTIC INVESTOR

IFG invests in all sectors of the real estate market primarily in Poland but also in the Region. The focus is on delivering returns at opportunistic levels, mainly investing alongside some of the largest Private Equity Groups.

Both a British and Polish national, George came to Poland in 1989 as part of the "City of London Initiative" a British Government sponsored mission. Initially conducting several privatisations, he then began to focus on real estate and became a partner of Jones Lang for Central Europe in the formative years of that practice. He then founded Integrated Finance Group which was the Polish Country Partner of Europa Capital for 15 years before being instrumental in helping to establish the King's Street Retail Platform with Blackstone. He has participated in some Euro 1 billion of real estate transactions in the CEE Region. George holds the Polish Silver Cross of Merit (Civil)

INTEGRATED FINANCE GROUP



Gergely Árendas

Managing Director
PROPERTY MARKET RE

INVESTOR / DEVELOPER

The company's first investment in the Lágymányosi bay is 54 hectares of mixed-function real estate development, complemented by SMART CITY solutions, the BudaPart project, which includes Kopaszi Dam, the capital's favorite recreational site.

Gergely Árendás is the managing director of Property Market since its founding in 2015. He started his career as an attorney in Baker McKenzie's Budapest office. Since 2001 he has worked in both real estate development and asset management in a range of asset classes. For 13 years he has worked as Deputy CEO of WING responsible for office developments successfully delivering projects in Budapest with a combined GLA in excess of 150,000 sqm. His current role is heading the BudaPart development which is the largest ongoing mixed used scheme in Budapest where currently six residential and office developments are under construction simultaneously with a combined value of EUR 200 million. He holds an MBA Degree from Oxford Brookes University.

property market



Hadley Dean

CEO
ECHO POLSKA PROPERTIES (EPP)

REIT

Echo Polska Properties (EPP), with assets worth 1.2 billion Euro, is owned by Redefine Properties and Echo Investment. EPP controls commercial assets previously held by Echo Investment Group and is going to operate on a formula similar to an REIT.

Hadley Dean is Chief Executive Officer of Echo Polska Properties from 2016. He has over 20 years of real estate experience, having worked in London, Warsaw, Central Europe and recently in Helsinki. He holds a diploma from Sheffield Hallam University in property valuation and management as well as BSC from Newcastle University. He spent 13 years living in Poland whilst working at Colliers International, helping building its business and then running Central and Eastern Europe operations. He is a Member of Royal Institute of Chartered Surveyors.

EPP



Harald Hübl

Investment Director
VALUE ONE HOLDING / MILESTONE

DEVELOPMENT / OPERATION

MILESTONE is the most exclusive operator of student apartments in Austria, Hungary and Portugal - currently operating houses in Vienna and Graz, and new openings in Budapest, Leoben and at the new Nova SBE Campus near Lisbon.

Harald Hübl is Investment Director of Value One Holding, the parent of student housing operator MILESTONE and real estate developer IC Development GmbH. Prior to that, he headed Corporate Finance for Industrial / Infrastructure and Real estate at Bawag PSK (a Cerberus owned bank). He spent nearly ten years in London at GE Capital as leader in European Healthcare Leveraged & Real Estate Finance, M & A and infrastructure investment.



Horst Lieder

Founder & Chairman
INTERNATIONAL CAMPUS GROUP

INVESTOR / DEVELOPER / OPERATOR

International Campus Group, is the developer, investor and operator of innovative Student and Co-living residences in Central Europe.

Horst Lieder is Founder and Chairman of the International Campus Group. He is an international expert in Micro Living and Student Housing. He has more than 30 years of experience in Real Estate Investment, Development and Operations. Horst Lieder founded International Campus in 2011 and has been its CEO until Fall 2018. The Brookfield backed company and fully integrated real estate platform is specialized on student housing under the brand THE FIZZ and has actually more than 3.500 units in operation and more than 7.500 in construction or under development in central Europe.



Hubert Manturzyk

General Manager Poland
AAREAL BANK

FINANCING

Aareal Bank AG, together with its subsidiaries, provides financing solutions and services to the property industry in Germany and internationally. The company operates through two segments, Structured Property Financing and Consulting/Services.

Hubert has over 18 years of experience in banking with a focus on commercial property and corporate financing. He started his professional career in 2000 with BRE Bank (currently mBank), where he was responsible for large corporate clients. Then in 2002 he moved to Nordea Bank, where in the Corporate Banking Department he was dealing with all aspects of commercial banking for clients from Nordic countries, who were investing in Poland, including corporate and real estate financing. In 2007 Hubert joined Aareal Bank. First was responsible for structuring and providing commercial real estate loans to big international and Polish clients, and currently is appointed as General Manager of Aareal Bank AG Poland.



Hugh Fraser

Director Head of Capital Markets
M7 REAL ESTATE

ASSET MANAGER

Pan-European investment and asset management platform focussed on higher yielding multi-let regional property

Hugh Fraser is Head of Capital Markets for M7 Real Estate Ltd. He is responsible for all debt capital market activities for the Firm's European investments, including asset-level and fund/corporate-level activity, interest rate derivatives and the acquisition of non-performing loans and distressed real estate corporates. Since co-founding the company in 2009, he has helped close over 25 transactions valued at more than €2.0 billion in 9 different countries across Europe. Hugh has more than 20 years experience in real estate finance across Europe and Australia.



Jakub Bilik

Regional Development Director
AMREST HOLDINGS

RESTAURANT COMPANY

AmRest is the fastest growing independent restaurant company in Europe. We work with world-beloved brands (Burger King, KFC, Pizza Hut, Starbucks, blue frog, La Tagliatella, KABB) and operate restaurants in 16 markets (Europe, Russia, China). We are the team of nearly 40 000 employees

As a multi-brand Development Director in AmRest Poland, Jakub is responsible for real estate, construction, property & facility management of Starbucks, KFC, Burger King & Pizza Hut in all formats (motorway, drive thru, high street and mall). Member of Development Leadership Team and Country Leadership Team.

Prior to joining AmRest, served at other senior positions including Head of Real Estate & Administration in BNP Paribas Bank, European Real Estate Implementation Manager in Shell and consultant in Arthur Andersen.

Holds an MSc in Foreign Trade and Business Administration from Krakow University of Economics and Umea Business School in Sweden. Member of RICS and CCIM.



Jaroslaw Wnuk

General Manager - Poland
BLUEHOUSE CAPITAL

PRIVATE EQUITY / INVESTMENT MANAGEMENT

Bluehouse is a PE real estate investment management firm in CEE/SEE. It manages capital across 4 funds, investing on behalf of high-quality institutional investors: financial institutions, pension funds, endowments, multi-manager funds and family offices.

Jarek Wnuk is a General Manager of Bluehouse Capital in Poland. He is responsible for the company's strategy and operations since 2017. He focuses on capital transactions – Bluehouse is actively investing in all property sectors where they can add value. Jarek actively manages the existing portfolio and development projects. He has been working in real estate for 18 years – mainly in the advisory and development companies. Previously he worked for Goodman where he was Head of Capital Transactions in the CEE and was also responsible for portfolio management in the CEE.





Karol Kalicki

Owner & CEO
UPSIDE PROPERTY

DEVELOPER / INVESTOR

Upside Property Group is an investor and professional manager of commercial real estate investments, providing a full range of ASSET MANAGEMENT, focused on increasing the value of the property and its position on the market.



Investor and manager, with extensive experience in the real estate market, operating on the commercial property market in Poland since 1997. Founder and Chairman of UPSIDE PROPERTY MANAGEMENT, organization which invests in and manages commercial projects with its main purpose to increase the value of the property and its market position. In 2013 Upside Property purchased the shopping mall portfolio of the American investor Polimeni International, thus developing further its competences through valuable new assets. Running its own portfolio, Upside Property Management also manages projects with the participation of external investors on every stage of investment process.



Katarzyna Dorsey

Founder & CEO
YOSH.AI

AI SOLUTIONS

Yosh.AI offers AI solutions for apparel retailers and is aiming to empower apparel retailers, allowing them to move into future of shopping - including conversational commerce, visual search, auto-tagging to improve user experience and automate tasks.



If we believe that the future of retail is really all about online, what strategies might businesses adopt to survive the oncoming onslaught? Should we embrace disruptive tech, or shall we sit back, relax and argue that online services can never substitute the in store, physical experience? Kasia from Yosh.AI says yes to online! - With her disruptive interactive retail AI that replaces sales assistants with an online advisor, thus, blurring the lines between off- and online in the discussion "Bricks 'n' Mortar Retail - Any success stories and what can we learn from them?".



Keegan Viscius

CIO
CA IMMO

DEVELOPER / PROPERTY MANAGER

CA Immo is a real estate company with its core business involving leasing, managing and developing high-quality office buildings. Founded in 1987, CA Immo controls property assets of around € 4 bn in Germany, Austria and Eastern Europe.



Keegan Viscius joined the Management Board of CA Immo as Chief Investment Officer responsible for investments and asset management in Germany, Austria and CEE with effect from 1 November 2018. Prior to that, US-born Viscius was a Senior Vice President in the European real estate acquisitions team of Starwood Capital responsible for sourcing, underwriting, and executing investments across the entire range of real estate asset classes mainly in the Netherlands, Germany, CEE and Nordics.



Konstantin Boyadzhiev

CEO
GALAXY INVESTMENT GROUP

INVESTOR / DEVELOPER

Galaxy Investment Group is a leading real estate investment company focused on Bulgaria. The company manages diversified portfolio of real estate assets in all major segments – hotels, office buildings, residential complexes, retail and industrial.



Konstantin Boyadzhiev pursued a successful career in Galaxy Investment Group, following his graduation from Illinois Wesleyan University, USA. He has occupied the positions Sales and Marketing Director and Business Development Director prior to his promotion to company CEO in January 2016. Mr. Boyadzhiev manages the processes of strategic planning, development and extension of the company portfolio and monitors the acquisition of new assets and ongoing projects of the company. Galaxy Investment Group operations span over wide array of undertakings on the Bulgarian real estate market. Key assets include internationally branded major hotels, high segment office buildings with prime location, residential, retail and warehouses.



Leon Goldwater

CEO
REAL ESTATE PARTNERS

REAL ESTATE

Europe Real Estate (REP) is a multinational, independent commercial real estate media and marketing company with a pan-European scope and an international orientation



Leon Goldwater is the managing partner of Real Estate Partners (REP), which is an early-stage investment vehicle with a focus on innovative retail and technology businesses within real estate. Leon has over 20 years of hands-on experience in building and managing companies within the media and marketing sector. The chairman of BrandSpots, a full-service pop-up shop provider and innovative outdoor media agency; and the cofounder of ICYMEDIA, Europe's alpine media specialist, he also serves on the board for Europe Real Estate (REP), a European real estate media publishing and marketing company; and on the board of We Are Pop Up, an online retail property.



Leszek Sikora

Managing Director
ECE PROJEKTMANAGEMENT - POLSKA

DEVELOPER / INVESTOR / OPERATOR

Leading developer, investor and operator of shopping centers in Poland and Europe.



With over 20 years experience on the Polish real-estate market, Leszek Sikora is managing director and member of the board of ECE Projektmanagement Polska, leading developer, investor and operator of shopping centers in Poland and Europe.



Liad Barzilai

CEO
ATRIUM EUROPEAN REAL ESTATE

OWNER / OPERATOR

Atrium Group is one of the leading owners, managers and re-developers of food- and fashion anchored shopping centers in urban CEE locations.



Liad Barzilai holds the position of Group Chief Executive Officer of Atrium European Real Estate Ltd.

In his past career he held the position of Chief Investment Officer of Gazit-Globe Ltd.

He received an MBA from Tel-Aviv University and an undergraduate degree from Guilford Glazer Faculty of Business & Management.



Lila Pateraki

CIO
ZEUS CAPITAL MANAGEMENT

INVESTMENT MANAGEMENT

Zeus Capital Management is an international privately held investment management company, specialising in real estate investments. The company is currently active in Europe, the Middle East and the United States.



Ms. Pateraki has over 20 years of development, project and asset management experience internationally with blue-chip development companies. Prior to joining Zeus, Ms. Pateraki worked in Lamda Development Group, J&P Development (in Greece and Romania) and Turner Construction Corporation (in the U.S.). She carries a vast experience in all phases of real estate investments, having been involved in some of the largest, high profile development projects in the commercial, residential, industrial, tourism and marinas sector in Greece, U.S.A. U.A.E and South Eastern Europe. Ms. Pateraki joined Zeus in 2007 and she is responsible for the transaction origination and execution as well as the asset management of the investments of Zeus in Europe.



Lorenz Tragatschnig

Managing Director
SORAVIA REAL ESTATE DEVELOPMENT

DEVELOPER

Real Estate Development in Austria, Germany, Slovakia, Romania, Bulgaria, Serbia, Macedonia and Albania.



Since 2011 Lorenz is the Managing Director of Romania within the Soravia Group (Soravia Real Estate Development), a group of companies which actives in the real estate market, developing and managing office buildings. Lorenz graduated from Vienna University of Economics and Business Administration and in 2014 graduated from the University of Chicago.



Lukasz Jachna

Investment Director
7R

DEVELOPER

CEE industrial developer based in Poland. 7R develops multi-tenant logistics and urban Small Business Units under 7R City Flex brand. Under construction +500k sq. m.



Lukasz Jachna is Investment Director, he oversees investment strategy of 7R. 7R is CEE industrial developer based in Poland. 7R develops multi-tenant logistics and urban Small Business Units under 7R City Flex brand. Under construction +500k sq. m.



Luke Dawson

MD & Head of Capital Markets CEE
COLLIERS INTERNATIONAL

CONSULTANT / ADVISOR

Colliers International is an industry leading global real estate company with more than 16,000 skilled professionals operating in 66 countries, providing full range of services to real estate occupiers, developers and investors.



Luke has 15 years' experience in property acquisitions and dispositions, asset management, and leadership experience. His primary focus is on business development, leading the regional Capital Markets efforts and attracting new investors to the region. He is also responsible for strategic management of the regional teams in Czech Republic, Bulgaria, Hungary, Romania, Slovakia.



Maciej Dyjas

Co-Managing Partner
GRIFFIN REAL ESTATE

INVESTOR

Griffin Real Estate is a leading, dynamically developing investor operating on the commercial real estate market in Central and Eastern Europe with AuM over EUR 5BN.



Since 2014, Maciej Dyjas is a Co-owner and Co-Managing Partner of Griffin Real Estate – the largest and most active investment management company in private equity real estate in Central & Eastern Europe, which currently manages assets of over EUR 5 billion. He also is a shareholder and holds a position of Managing Partner of Cornerstone Partners – a private equity investment firm, active in CEE region, with an impressive track-record of transactions in healthcare and pharmaceutical sectors, retail and consumer goods market, industrial and manufacturing and infrastructure. Maciej also holds a position of Supervisory Board Member in several companies: Echo Investment, EPP, Smyk Group, ProService Finteco and IT Kontrakt.

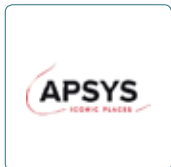


Maciej Wroblewski

Vice-President, Development & Investment
APSYS POLSKA

INVESTOR / OPERATOR

An expert on the shopping center market, a leading operator in Poland with 22 years of experience and 24 shopping centers in the 17 largest Polish cities.



Maciej Wroblewski is Vice President of Apsys Polska. Maciej has been with Apsys Polska for 15 years and is now in charge of Development & Investment of the group. For 22 years, Apsys has been designing and managing commercial spaces in France and Poland. These are places that arouse emotions and build social relations. The ambition of the company and its 400 employees is to make cities and people's lives more and more beautiful. Apsys develops innovative, tailor-made projects that take into account the nature of the place, the social context and the natural environment. The company's largest projects include Beaugrenelle in Paris, Manufaktura in Łódź and Posnania in Poznań.



Mariusz Rodak

General Manager
BPI REAL ESTATE POLAND

DEVELOPER

BPI is a real estate developer operating in Belgium, Poland and Luxembourg. Incorporated 30 years ago, the company gained tremendous experience and recognised expertise in the residential, office, retail and service sectors.



Mariusz Rodak is a graduate from the Institute of Architecture and Urban Planning of Łódź University and a scholar of Mainz University of Applied Sciences. Before being appointed as the Chief Executive Officer in BPI, between 2011 and 2016, Mariusz Rodak was a Member of the Management Board of the company styled TREI Real Estate Poland, where he was responsible for management and expansion of the portfolio that included over 100 commercial real estate projects. Between 2009 and 2011 he was the Project Development Senior Professional of the Raiffeisen Evolution Project Development team. He speaks German and English fluently.



Mark Robinson

CEE Research Specialist
COLLIERS INTERNATIONAL

CONSULTANT / ADVISOR

Colliers International is an industry leading global real estate company with more than 16,000 skilled professionals operating in 66 countries, providing full range of services to real estate occupiers, developers and investors.



24 years of equity investment, stock broking, capital markets and real estate research experience in emerging markets. Most significant experience (15 years) is in stock markets of Eastern Europe. 8 years as an equity fund manager specialising in Eastern Europe. 7 years as a Head of Research/Equities. More recently specialised in global cross asset allocation, including consideration of real estate. 2 years experience as CEE Research Specialist at Colliers International.



Maroš Stanislav

Head of Business Development
HELSKE

DEVELOPER / OPERATOR

The company based in Slovakia with offices in Czechia, UK. Helske is currently expanding into Germany mainly looking into resi sector.



Mr. Maroš joined Helske Ltd in 2016 as a Head of Sales and Business Development for Europe. By then, he had already accumulated over 20 years of experience in the financial area on roles like: insurance advisor, soft skills and business communication trainer at ING-Nationale Nederlanden. business development, education and training at Mutual Fund company SFM Group, where he was responsible for the Slovakian and Czech Republic market. As addition to that, he also has worked at VUB Banka, as a Head of regional VIP sales advisers. Three years he spent as sales director and area manager in one of the biggest retail advisory company Fincentrum. Since 2011 he worked as a professional consultant, coach and trainer focused on the banking sector.



Matthias Brodesser

Head of Transaction Management Int.
WARBURG-HI INVEST REAL ESTATE

INVESTMENT MANAGER

Warburg-HI is an integrated investment fund and asset management platform with AUM of 15,4 billion EUR, headquartered in Hamburg with 6 offices throughout Germany and in Amsterdam, Madrid and Paris.



Matthias is responsible for the international acquisitions and sales of Warburg-HI. He has been with the group since January 2009 and has almost 20 years of real estate experience. He holds real estate degrees from BBA, ebs and NYU.



Michael Abel

Partner
TPG

INVESTOR

TPG is a leading global private investment firm with approximately \$103 billion of assets under management.



Michael is a Partner and a member of TPG Real Estate's Investment Committee and TPG Europe's Executive Committee. Before joining TPG, he worked for Europa Capital and in the Private Equity Real Estate divisions of J.P.Morgan and Lehman Brothers. He holds a Diplôme de Grande École and MSc in Management from ESCP Europe, and speaks German, Spanish, English, Portuguese and French. He currently serves on the Board of Directors of A&O Hotels and Hostels and Campo Properties, and is also a member of the board at Great Ormond Street Hospital Charity, a non-profit organization that supports seriously ill children.



Michael Markart

Managing Director
STRABAG REAL ESTATE

DEVELOPER

With more than 50 years of experience, STRABAG Real Estate stands for the development of successful real estate. Our portfolio ranges from office, commercial and retail real estate to residential buildings, hotels and special properties.



Michael Markart is Managing Director of STRABAG Real Estate GmbH (SRE) which is one of Europe's leading real estate developers and particularly strong in Germany, Austria and the CEE-States. As part of STRABAG SE, it is one of the financially strongest and innovative construction-technology groups. The company's range of services includes all phases of development – from initiation and realization up to commercialization. Since its foundation in 1965 and the integration of Raiffeisen evolution in 2017 SRE has realized more than 600 commercial and residential properties. The most popular ones are the Tanzenden Türme in Hamburg, Astoria-Hotel in Warsaw or the Quer Blues and the residential project Lindengasse in Vienna.



Michael Meidlinger

CEO
CENTRICE REAL ESTATE GMBH

INVESTOR

Centrice Real Estate GmbH, with HQ in Vienna and regional offices in Ljubljana, Zagreb and Belgrade, manages a real estate portfolio of retail properties (64%) and office buildings (36%) with a total lettable area of approximately 339,000 sqm.



Michael is the CEO of Centrice Real Estate GmbH, a leading SEE asset management platform that owns and manages a modern portfolio of retail and office assets throughout SEE. Michael has more than 17 years of experience in Private Equity, Corporate Finance and Real Estate. Throughout his career he has successfully structured and executed numerous M&A transactions and has an extensive experience in developing and steering companies. Prior joining Centrice he was CFO of an Austrian based Investment Management and Advisory firm, specializing in Portfolio Advisory and M&A for financial institutions. Before that he worked for several years as an Investment Manager for a Private Equity firm.



Michal Melaniuk

Head of Residential Development
CORDIA MANAGEMENT

DEVELOPER / PRIVATE PROPERTY COMPANY

Cordia is a subsidiary of the highly capitalised, Hungarian-owned Futureal Group, one of Central Europe's 20 largest property development and investment groups.



Michal Melaniuk joined the Futureal Group as a Board Member of Futureal Management Poland and a Managing Director of Residential projects in Poland. Futureal Group is a Hungarian developer now active in other markets, such as Poland and Romania. Prior to joining Futureal Michal served at Skanska group as the President and previously as Vice-President of Skanska Residential Development Poland.



Monika Rajaska-Wolinska

Managing Partner Poland
COLLIERS INTERNATIONAL

CONSULTANT / ADVISOR

Colliers International is an industry leading global real estate company with more than 12,000 skilled professionals operating in 69 countries, providing full range of services to real estate occupiers, developers and investors.



As Managing Partner of Colliers International in Poland, Monika is responsible for all strategic and operational activities of the company. She has over 20 years of experience in the real estate sector and is a member of the Royal Institution of Chartered Surveyors, the CEO Round Table, Young Presidents' Organization and Women Leadership in Business Foundation. Monika is a licensed property manager passionate about real estate and delivering tailor made solutions. In April 2015, Monika was named Professional of the Year in the prestigious CEE Quality Awards organised in cooperation with the Financial Times. Monika is one of the twelve members of the Colliers EMEA Board, which sets the direction of the company's development in EMEA.



Nebil Senman

Managing Partner
GRIFFIN REAL ESTATE

INVESTOR

Griffin Real Estate is a leading, dynamically developing investor operating on the commercial real estate market in Central and Eastern Europe with AuM over EUR 5BN.



Nebil Senman is a Managing Partner of Griffin Real Estate, a leading and dynamically-growing investment group operating in CEE's commercial real estate market with AuM of over EUR 5BN. Previously, Nebil was heading for nine years Oaktree's German and Polish real estate investments and operations, leading transactions in setting-up new platforms worth several billion Euro. Before joining Oaktree, Nebil spent eight years within the real estate advisory and corporate finance division at Ernst & Young Real Estate (previously Arthur Andersen) where he held different managerial positions. Nebil is a graduate of universities in Berlin, Paris (ESCP-EAP) and London. He holds an MBA and a degree in civil engineering, and a post-graduate diploma in RE.



Nils Kulmann

Director Region Europe
METRO PROPERTIES

OCCUPIER / LANDLORD

METRO Properties pools all of METRO's real estate expertise. We stand for comprehensive retail knowledge, extensive real estate expertise and consistent execution. Our business: shaping the future. Your business: being a part of it.



Born in 1974 in Germany; Studies of Business Administration in Germany and Argentina; 2001-2007 Strategy Consultant at The Boston Consulting Group; 2008-2013 Strategy, M&A and Finance assignments within Metro Group; joined METRO PROPERTIES in 2013 with responsibilities for Corporate Development, Portfolio and Investment Management (until 2015), currently responsible for Asset Management of European Wholesale portfolio of METRO including M1 shopping center business in Poland



Noah Steinberg

Chairman & CEO
WING

DEVELOPER / INVESTOR

WING is the leading privately-owned RE developer in Hungary, with a large project portfolio, investment activities and property service subsidiaries.



Wing's Chairman & CEO, and also one of its owners. Has worked in Hungary since 1990, and held the position of Wing's Chairman & CEO since the company's establishment in 1999. During this time he was tasked with the establishment of Wing, management of the company's integrated investment and development activity, its office, retail, industrial, hotel and residential projects with a portfolio value in excess of 500 million Euros and its real estate services portfolio. Graduated from Princeton University (Woodrow Wilson School of Public and International Affairs, Princeton University – BA) and the Diplomatic Academy of Vienna – MA). Speaks English, Hungarian, French, German and Spanish.



Pepijn Morshuis

CEO
TREI REAL ESTATE

INVESTOR / DEVELOPER

TREI Real Estate develops tailor-made solutions in residential and commercial sectors in Germany, Poland and the Czech Republic for its own portfolio.



Mr. Morshuis (CEO) is responsible for the areas of project development, construction / project management and transactions. He has many years of international experience in asset management and development with a focus in the residential sector.



Philip Wood

Head of CEE Transactions
GLL REAL ESTATE PARTNERS

INVESTOR

GLL Real Estate Partners GmbH is a real estate fund manager, providing institutional investors with access to investment opportunities in office, retail, and industrial property.



Based in Prague, Philip is responsible for transactions across CEE on behalf of GLL Real Estate Partner's managed property funds and segregated accounts. He has 20 years' professional experience in commercial real estate sales, leasing and development, corporate real estate advisory, and property investment in the UK and across CEE. He began his property career in London specialising in Leasing and Tenant Representation, and while working with DTZ he moved to their office in the Czech Republic as Head of Agency in 2005. Philip then worked for 3 years in the Cushman & Wakefield Capital Markets team in Prague before joining GLL in 2011. Philip graduated from Nottingham Trent University (in Estate Surveying) and is a Chartered Surveyor.



Patrick Zehetmayr

Managing Director
ERSTE GROUP BANK

FINANCIAL INSTITUTION

One of the leading financial services provider in the Eastern Part of the EU and is among the Top3 Banks in its core markets. As per Year-End 2017 Erste Group had 16mio. customers, 47.700 employees and total assets of €220,7bn. with a CET1 Ratio of 13,4%



Mr. Patrick Zehetmayr is Head of Group Commercial Real Estate Financing at Erste Group Bank AG. Prior to that, he was a Member of the Board at Immorent AG. He had experiences at Erste Group Bank AG as Head of Relationship Management for the Group Larges Corporates Business, Head of Debt Capital Markets, Treasury and as a Trader for Fixed Income Derivatives. He speaks English and German.



Paul Betts

Managing Director CEE
M7 REAL ESTATE

INVESTOR

Pan-European investment and asset management platform focussed on higher yielding multi-let regional property.



Paul is Managing Director of M7 in Central Europe, based in Prague but responsible for operations across the Central European region.

Paul has been working in real estate for 26 years and has been based overseas for over 22 years in Central Europe and France. Prior to joining M7 in May 2015, Paul was Head of EMEA Logistics at Jones Lang LaSalle responsible for all business services offered within the Logistics sector across the EMEA region. Prior to this Paul was a Partner of King Sturge and Managing Director of the French operations.

Previously, Paul was located in Prague for King Sturge becoming Managing Director in 1995.

Paul is a member of the Royal Institution of Chartered Surveyors and has a BSc (Hons) in Urban Estate Surveying.

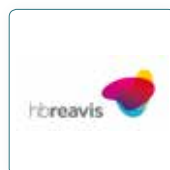


Peter Daubner

Head of Transactions and Investment Management
HB REAVIS GROUP

DEVELOPER / INVESTOR

Commercial Real Estate Development and Investment Management.



Peter Daubner is Head of Transactions and Investment Management across all markets. Peter joined HB Reavis in 2012 as Vice President for Investment Management & Divestments. In his role Peter participated in real estate deals in excess of €500 mil. Prior to HB Reavis Peter worked for private equity group Enterprise Investors and EY. Peter has almost 15 years of experience in M&A and investment banking. He holds a Financial Management degree from the Comenius University in Bratislava, Slovakia.



Peter Szamely

Head of RE Finance for the CEE & SEE
HYPO NOE LANDESBANK

BANK / LENDER

The product portfolio focuses on finance for social and hard infrastructure, real estate and corporate customers, and commercial and non-profit housing developers.



Having graduated in Budapest in 1988 Peter is an economist by background. He also holds an MPhil degree in Land Economy from Cambridge University and a joint MSc degree in Real Estate from the Budapest Technical University and the Nottingham Trent University. He started his career 30 years ago and gained tremendous experience in the field of property agency, development, valuation and investment & banking with local and international firms such as Price Waterhouse, Kuwait Petroleum, Jones Lang Wootton and Eurohypo. He is currently responsible for the CEE & SEE Region at HYPO NOE Landesbank für Niederösterreich und Wien Bank AG. Peter is an active member of RICS. He served in various positions both in local and European level.



Philipp Rohweder

Director - Investments
CORESTATE CAPITAL ADVISORS

INVESTOR / FULL SERVICE PLATFORM

Is an investment manager and co-investor with € 22bn in AuM. The company offers its clients combined expertise in the areas of investment and fund management as well as real estate management services



Philipp Rohweder is Director Investments at CORESTATE Capital Group, responsible for deal sourcing, underwriting and execution. Philipp has 12 years of professional real estate experience. Prior to CORESTATE, he worked in London at debt investment specialist LNR Partners Europe. Philipp holds a master's degree from the European Business School (Germany), an MSc RE from The University of Hong Kong and is a member of the Royal Institution of Chartered Surveyors (MRICS).



Piotr Mirowski

Senior Partner, Investment Services
COLLIERS INTERNATIONAL

CONSULTANT / ADVISOR

Colliers International (NASDAQ, TSX: CIG) is a leading global company offering the highest quality services on the real estate market and investment management. It has offices in 68 countries, where it employs over 14,000 specialists.



Piotr Mirowski joined Colliers International in 2006 as an analyst in the CEE Investment Services Department and is currently responsible for operations and management of the team in Poland. His previous professional experience includes Deloitte's Audit Department. In 2014, Piotr became a partner in the firm. Piotr's scope of responsibilities includes structuring and execution of property sale processes, commercial due diligence, financial modelling, commercial negotiation of sale and purchase contracts and transaction coordination. Piotr has been instrumental in completion of investment transactions with a cumulative volume in excess of €3.0 bn. Piotr graduated from the Warsaw School of Economics.



Piotr Trzciński

Head of Poland
SAVILLS INVESTMENT MANAGEMENT

INVESTOR

Savills Investment Management is an international real estate investment firm with offices in the UK, Germany, Spain, France, Italy, Sweden, Luxembourg, Poland, Australia, Japan and Singapore. SIM has c.€16.6bn AUM worldwide and team of 300 professionals.



Piotr currently leads the Warsaw office of SIM. With 15 years real estate experience in Poland gained in senior roles with KSP, BlackRock and CA Immo. In his career he was responsible for asset and investment management of over €1 billion in commercial real estate across multiple sectors (office, retail, warehouse and residential) and participated in EUR 700m of real estate transactions. His track record also includes leasing, valuation and development. Piotr is a CCIM and a RICS member.



Przemysław Kozdój

Partner, Head of Banking and Finance
WOLF THEISS

LAW FIRM

Wolf Theiss is one of the leading law firms in Central, Eastern and South-Eastern Europe (CEE/SEE). Our team now brings together over 340 lawyers from a diverse range of backgrounds, working in offices in 13 countries throughout the CEE/SEE region.



Przemysław Kozdój is a member of the Banking and Finance team and heads the local practice in Warsaw. He advises clients on a broad range of banking and finance related matters, especially real estate finance, acquisition finance, and financial restructuring of companies. Przemysław advises foreign and domestic banks and investors on various aspects of financial transactions and regulatory matters. He has participated in numerous real estate transactions, including the financing of some of the most prestigious shopping centres, office buildings, logistics centres, and hotels in Poland and Russia.



Richard Wilkinson

Group CFO
CTP INVEST

DEVELOPER

CTP is a full-service commercial real estate developer and manager delivering and managing the custom-built, high-tech business parks in CEE.



Richard Wilkinson joined CTP Invest in 2018 as CFO. Prior to CTP Richard had been working for Erste Group since 1989. He joined Erste after graduating from the London School of Economics with a degree in law working in the treasury department of the Erste Bank's London branch. In 1996 he moved to Vienna where he was in charge of building up the Asset/ Liability Management. In 2005 he was promoted Head of Group Large Corporates including Equity Capital Markets and Leasing & Commercial Project Financing, and in 2007 Head of Group Real Estate & Leasing. In January 2011 he was appointed Board Member of Erste Group Immort AG.



Robert Martin

Founding Partner, Head of Central Europe
EUROPA CAPITAL

REAL ESTATE INVESTMENT MANAGER

Europa Capital is an established real estate fund management group operating across Europe adding value through risk-based acquisition strategies and active asset management on behalf of its investors.



Robert is a Founding Partner of Europa Capital and is Head of Central Europe. He is responsible for investment origination, acquisition, and asset management across the Region and is a member of the Investment Committee for all Europa's funds. Before starting Europa in 1998, Robert worked at St Quintin and Herring Baker Harris in London. He is a Member of the Royal Institution of Chartered Surveyors and has a BSc in Land Management from Reading University and a Masters of Business Administration (MBA).



Scott Dwyer

Group COO
ATRIUM EUROPEAN REAL ESTATE

OWNER / OPERATOR

Atrium Group is one of the leading owners, managers and re-developers of food- and fashion anchored shopping centers in urban CEE locations.



Scott Dwyer is the COO for Atrium European Real Estate responsible for managing Atrium European asset portfolio of 59 properties of 1.1 million m2 with a market value of €2.6 billion. Prior, Scott was CEO for Atrium Poland Real Estate Management. Before, he was Portfolio Manager for Heitman's European Private Equity Group. Previously, he was based in Netherlands as General Manager for ING Real Estate's development and restructuring activities where he oversaw various developments and standing investments throughout Europe. Before that, he was M.D. of Central Europe for Unibail-Rodamco, responsible for the acquisition, development and management of quality retail space in 8 countries. Scott received a BB from UTS in Sydney, and is a CPA.



Sebastian Junghänel

Managing Director
ZEITGEIST ASSET MANAGEMENT

DEVELOPER

Land Office & Residential * International institutional * RE Developer
* Buildings * Student Housing



Sebastian Junghänel is co-founder of ZEITGEIST Asset Management. ZEITGEIST with offices in Prague, Warsaw and Berlin, is a Real Estate Developer and Asset Manager for private and institutional investors in Germany and Central Eastern Europe. Today ZEITGEIST has 37 projects under management with a total investment volume of 424 mln Euro. Prior to ZEITGEIST, Sebastian worked in institutional real estate in Germany, Central Eastern Europe and Turkey for HOCHTIEF Development. He is registered as licensed architect in Germany and holds a Diploma degree in Industrial Engineering and Management from Technical University Berlin and a Diploma in Architecture from University of the Arts, Berlin, Germany.



Stanislav Kubacek

Managing Director
ROUND HILL CAPITAL

INVESTOR

Round Hill is a fully integrated real estate investment and asset management firm.



Sourcing and execution of residential investments in Europe. Formerly responsible for real estate investments at BXR Partners in Prague and in London. Prior to this, he was an investment banker in the Goldman Sachs' European real estate team in London. Stan holds a master's degree in Finance and Business Strategy from Sciences Po University in Paris.



Stefan Walldorf

Managing Director
CERBERUS GLOBAL INVESTMENTS

INVESTOR

Investor, Real Estate, NPLs, Distressed, Retail, Residential, Office,
Hotel, Industrial, Germany



Stefan Walldorf is a Managing Director in Cerberus' European Real Estate Group responsible for the firm's acquisitions in Germany, BeNeLux, CEE and the Nordics. Since joining Cerberus in 2006, Mr. Walldorf has been involved in a wide range of transactions in Europe. He has sourced and advised on a number of real estate opportunities, including acquisitions of commercial properties, restructurings and loan portfolios. Prior to joining Cerberus, Mr. Walldorf worked in Eurohypo's structured real estate finance division focusing on multinational and institutional clients and structuring financing transactions in commercial and residential real estate.



Tanya Kosseva-Boshova

Managing Partner
PARK LANE DEVELOPMENT

INVESTOR

Park Lane Development is a subsidiary company of AG Capital which invests in office building projects, and is a leading commercial property developer and asset manager in Bulgaria.



15 years of experience on the Bulgarian commercial property market. Acted as partner and managing director of the largest and most successful property companies in the country – Colliers International and Landmark Property Bulgaria. Led the development, leasing and management of Burgas Plaza Mall and Retail Park Plovdiv. Founder and Chair person of the Association of Commercial Building Owners in Bulgaria. In 2007, successfully initiated and accomplished an amendment in the Bulgarian legislation, abolishing restriction on the term of leases in Bulgaria. Acted as Vice President and Member of the Board of Directors of American Chamber of Commerce in Bulgaria for 3 consecutive terms. Chair Person and Member of Director of Ladies Forum.



Tomasz Stasiak

Managing Partner
WOLF THEISS

LAW FIRM

Wolf Theiss is one of the leading law firms in Central, Eastern and South-Eastern Europe (CEE/SEE). Our team now brings together over 340 lawyers from a diverse range of backgrounds, working in offices in 13 countries throughout the CEE/SEE region.



Tomasz is Managing Partner at Wolf Theiss in Poland. He has 20 years of experience on the Polish real estate market, acting for international investors and developers, and participating in a number of landmark transactions. He has been involved in all stages of property projects, from purchasing land, through commissioning contractors and consultants and arranging for funding and leasing, to the sale of completed projects. Prior to joining Wolf Theiss, Tomasz worked at other prominent international law firms in Warsaw and Kyiv. He is admitted to the Warsaw Bar of Legal Advisers.

Tomasz's specialisations are Construction & Infrastructure Projects, Corporate and Commercial & M&A, Real Estate and Retail.



Troy Javaher

Managing Director
LINCOLN PROPERTY COMPANY

DEVELOPER / INVESTOR

Lincoln Property Company is an international real estate firm offering a comprehensive suite of value-added services for its clients. LPC is active across multiple markets.



Mr. Troy Javaher is currently Managing Director of European operations for Lincoln Property Company. Lincoln Property Company (LPC) was founded in Dallas in 1965 and has developed more than 12.6 million square meters of commercial projects and 212,000 multi-family units at a total cost of over \$30 billion. An American national, Troy Javaher was previously the Head of Capital Markets for Central and Eastern Europe for JLL. He has a Masters in Real Estate from Columbia University in New York and has professional work experience in the region since 1998.

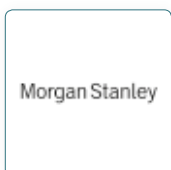


Ulf Pleschiutchnig

Managing Director
MORGAN STANLEY

INVESTOR

Morgan Stanley is an American multinational financial services corporation operating in 42 countries and has more than 1300 offices & 60,000 employees



Ulf Pleschiutchnig is a Managing Director with MSREI, the real estate investing platform of Morgan Stanley. Ulf heads MSREI's efforts in CEE, Austria, the Netherlands, and the Nordics. From 2010 to 2013 he was European Portfolio Manager of the \$2.7bn Morgan Stanley Real Estate Special Situations Fund III, responsible for investments in property and hotel companies in Europe and held board seats in Germany, Spain, Luxembourg, Poland and Russia. Ulf holds a degree in chemical engineering from TUG, Austria, and earned a doctorate in finance at University of St. Gallen, Switzerland.



Zorana Ždralc Burlic

CEO
DELTA REAL ESTATE

INVESTOR / DEVELOPER

Shopping malls, retail parks, hotels, office, residential space in Serbia and the region, logistics centers, car dealerships and endowment projects.



Zorana Zdralc Burlic has over 15 years of banking experience, of which last 10 were in the UK, where she was one of the Directors within Corporate Real Estate team of Santander UK Plc in London. She worked with number of international and UK based investors who invested in various asset classes across UK. Today, Zorana is the CEO of Delta Real Estate, company that owns over 500 mil EUR worth of assets in its portfolio. Delta Real Estate is the leading investor and developer in the Balkans region. Delta Real Estate holds some of the most prestige, prime assets in the region, spread across all sectors - hotels, shopping malls, office buildings, logistics, standalone retail units, etc.

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