

# Agenda

## Conference

8:30

### Registration and welcome coffee

9:00

### A word of welcome

Speakers

**Ewa Andrzejewska** Editor in chief, Eurobuild CEE

9:15

### The investment market: Back to health? (Discussion)

Investors have been targeting CEE countries, but Poland is not the one that looks in the best shape in this region. What are the main reasons for this - and when are we likely to be the star of the investment market once again, if at all?

Speakers

**Mira Kantor-Pikus** Partner, Head of Equity Debt & Structured Finance, Capital Markets, Cushman & Wakefield (**moderator**)

**Robert Dobrzycki** Chief Executive Officer Europe, Panattoni Europe

**Hubert Mańturzyk** Senior Manager Poland, Aareal Bank

**Mark Robinson** CEE Research Specialist, Colliers International

**Mateusz Siejka** Managing Director, Arcona Capital Poland

**Grzegorz Trawiński** Member of the Board, mBank Hipoteczny

**Jeroen van der Toolen** Managing Director CEE, Ghelamco

9:55

### The retail market: App-based shopping (Discussion)

Quo vadis retail? The sector faces a huge shake-up as online shopping begins to really take off. Will a mall become just an addition to a smartphone? Are omnichannel sales the right response to the changing times we live in?

Speakers

**Virginie de Baere** Head of Property Management, JLL (**moderator**)

**Jarosław Frontczak** Head Retail Analyst, PMR

**Beata Kokeli** Head of Asset Management, TriGranit Corporation

**Sławomir Murawski** Head of Apsys Lab Team, Director of Manufaktura, Apsys Polska

**Rafał Twarowski** Managing Director, Member of the Board of CH Wilanów, subsidiary of GTC S.A.

10:35

## Coffee break

10:55

## The construction market: Building site workers urgently needed! (Discussion)

The construction sector is on the verge of starting work on its latest batch of EU-funded contracts. However, there is one big problem – the lack of workers. How are the largest companies planning to tackle this?

### Speakers

**Tomasz Daniecki** Business Development Director, Arcadis (**moderator**)

**Ferdinand Baggeroer** Founder and President, cmT

**Radosław Górski** General Construction Division Director, Member of the Board, Budimex S.A.

**Jadwiga Kosińska** Country Construction Officer, HB Reavis Construction

**Bruno Lambrecht** General Manager, CFE Polska

**Przemysław Olton** Member of the Board, Commercial Director, Karmar

**Tomasz Ślęzak** Vice President of the Management Board, Work Service S.A.

11:35

## The residential market: Time to mature (Discussion)

The residential market has been changing. More and more projects are being developed earmarked for renting compared to those developed to be sold. Is it already time for institutional quality?

### Speakers

**Paweł Sztejter** Managing Partner, Vice President, REAS (**moderator**)

**Artur Kaźmierczak** President of the Board, Mzuri Investments

**Michał Melaniuk** Managing Director - Residential Projects - Poland, Cordia Polska

**Waldemar Olbryk** Member of the Management Board, Echo Investment

**Soren Rodian Olsen** Head of Office Investment, Cushman & Wakefield

**Michał Sapota** Member of the Supervisory Board, Murapol

12:15

## The office and office tenant market: Sharing and working (Discussion)

The office market continues to break record after record, but this comes at a price. Spoilt for choice when it comes to supply, tenants are also becoming more demanding all the time, so developers are having to hit new peaks of creativity for their product to stand out on the market. Marketing materials are now bursting with references to millennials, flexible offices, the shared economy, car sharing and motor scooters. Should we enjoy the moment while it lasts – or take this as a sign of a revolution that will permanently change our thinking about office space?

Speakers

**Marzena Zielonka** Associate Director, Office Agency, JLL (**moderator**)

**Yotam Alroy** Co-founder and Chief Business Officer, Mindspace

**Anna Celichowska** Board Member, Commercialization Director, Virako

**Robert Chmielewski** Co-founder, Sharespace.pl

**Agnieszka Krawczyk-Rogowska** Regional Leasing Manager, Skanska Property Poland

**Andrzej Lipiński** Vice-president of the Board, ARTSERVIS

**Marcin Piątkowski** Leasing Director, Torus

12:55

## Interview with a Special Guest

We will discuss when we can expect an increase in interest rates, how much they could go up as well as about the effects of a possible improvement in the Polish economy.

Speakers

**Roman Młodkowski** Manager, consultant, economic journalist (**moderator**)

**Andrzej Olechowski** Politician and economist

13:15

## Lunch

14:15

## The hotel market: Hotels of the future (Discussion)

Traditional hotels and brands are under attack... the hospitality sector is clearly going through a period of disruption. Fierce competition has emerged in the form of Airbnb, OTAs and unique hotel and accommodation facilities.

The trends are all moving in favour of the independent players. The OTAs have now become their sales departments, as millennials exclusively book on-line, opting for off-the-wall, undiscovered places to stay. They are adventurous and want to stray from the beaten track... and there are 1.8 billion of them!

What can you do if you are a traditional hotel platform? How to take advantage of these trends? What is the best response in terms of hotel service, renovation, interior design, human capital, local partnerships and the explosion in social media?

Speakers

**Alex Kloszewski MRICS** Managing Partner, Hotel Professionals Management Group (**moderator**)

**Maciej Knyrek** General Manager, AC Hotel by Marriott Wrocław

**Amir Lababedi** Vice President Development – Europe, Middle East & Africa, Mövenpick Hotels & Resorts

**Henryk Orfinger** President of the Board, Dr Irena Eris

**Piotr Ratajczyk** Operational Director, Konkret Group

**Jan Wróblewski** Board Member, Zdrojowa Invest & Hotels

14:55

## The warehouse market: I, Robot (Discussion)

New warehouses are springing up like mushrooms everywhere and there is no sign of this stopping any time soon. However, warehouse tenants are having to operate on an increasingly competitive market and trying to lower their costs by employing whatever technology they can. Will the work in warehouses end up being exclusively operated by robots in the near future? How could the increased automation and digitisation of the logistics sector also impact the warehouse construction sector?

Speakers

**Beata Hryniewska** Head of Industrial & Logistic Department, CBRE (**moderator**)

**Rafał Balewski** Global Real Estate Project Manager, TNT Express Worldwide

**Tom Listowski** Partner and Head of the Industrial & Warehouse Department for the CEE region, Cresa

**Piotr Krawczyk** Head of BTS Projects, MLP Group

**Bartosz Michalski** Development Manager, SEGRO

**Andrzej Pawlak** Business Development Director Poland, DHL Supply Chain

15:35

## Summing it all up (Presentation)

A summary of each segment of the real estate market, together with forecasts for the future: all the most crucial numbers, charts and trends.

15:45

## Conference survey results

Which segment of the real estate market looks the most promising for the year ahead – according to you, dear guest?

Speakers

**Tomasz Szpyt** Deputy Editor in Chief, Eurobuild Central & Eastern Europe

16:00

## Cocktails and networking

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