

REALTY – the Romanian Real Estate Market Forum

11th Edition | November 2nd, | Willbrook Platinum, Eucaliptus Halls

PROGRAM

Already at its 11th edition, REALTY - Romanian Forum on Real Estate Market became Romania's first business to business forum on real estate issues: networking and learning event for industry professionals, who want to spot new opportunities and trends, find potential partners, meet decision makers and build a profitable business on the Romanian real estate market.

During this edition we will bring in the spotlight the market of offices, retail and industrial spaces. The real estate professionals will look at the outcome of the recession and will share with us their take on what is to follow. We will discuss among other subjects about tenants interested in choosing a green building, new retail formats, the infrastructure for the retail& logistics operations and the changes in the demand and offer of offices.

9.00 – 9.30 Coffee and Registration

9.30 - 11.15 1 st SESSION

Topics:

- What will put Romania back on the real estate investment radar? An assessment of the property market and where it is heading. Opportunities versus challenges
- Office market overview:
 - When will the Romanian office market see the much-awaited recovery? What does it take for it to happen?
 - Green buildings: from corporate trend to tenant reality. Where does Bucharest stand? What makes a tenant choose a green building?

Speakers:

- ✓ Radu Lucianu, Managing Partner, Capital Property Advisors (CPA)
- ✓ Daiana Voicu, Managing Partner, Willbrook International
- ✓ Steven Borncamp, President, RoGBC
- ✓ Ofer Drori-Lieberson, General Director, Tagor Properties
- ✓ *Sven Lemes, Country Manager, AIG/Lincoln Romania

- ✓ Moderator: Costin Banu, Managing Partner, Real Estate Investment Consulting

11.15 – 11.30 Coffee break

11.30 - 13.00 2nd SESSION

Topics:

- Industrial market overview:
 - Opportunities and challenges for construction companies and developers in 2011
 - Real estate experts' take on the current situation on the industrial market
 - The role of Constanta port as a hub for trade coming from Asia into Europe
 - Awaited developments in river transport (the Danube) and road transport (highways, railroads)
 - Connecting the dots between the logistics sector and the retail one: how do the two industries impact and support each other
- Retail market overview:
 - What retail space preferences do international retailers coming to Romania have. What are the retail segments they are most interested in?
 - New retail formats. How has the local market shaped up over the past two years?
 - High street retail in Bucharest. How can companies find the right location and where is the best place to be seen? The role of Bucharest's historic center in the plans of retailers

Speakers:

- ✓ Alexandros Ignatiadis, General Manager, Octagon Contracting & Engineering
- ✓ Gijs Klomp, Head of Asset Management Romania and Hungary, ING Real Estate Investment Management
- ✓ Luciana Petrescu, Project Manager, Romanian Real Estate Association
- ✓ Radu Boitan, Director, Jones Lang LaSalle
- ✓ Moderator: Costin Banu, Managing Partner, Real Estate Investment Consulting

13.00 Networking Lunch