



IN ASSOCIATION WITH



FINANCIAL
TIMES

9th

Annual Industry Awards

FOR COMMERCIAL REAL ESTATE INVESTMENT IN EMERGING EUROPE



AWARDS FOR BUSINESS ACHIEVEMENT & PERFORMANCE

www.CEEQA.com

RECOGNISING & PROMOTING BUSINESS EXCELLENCE

Awards voting supervised by **Deloitte.**

REAL ESTATE INDUSTRY AWARDS

In its ninth year, the sector's main industry awards and flagship annual event continues to make an important contribution to the international profile of the emerging Europe real estate market place.

Organised by CEE Insight Forum in association with the Financial Times and key industry partners, CEEQA's coverage extends across 18 countries in central and southeast Europe recognising business excellence and showcasing the achievements of the sector to the international investment arena. The awards are widely recognised as the sector's most respected monitor of achievement. They are free to enter, transparent and objective and are judged by a jury panel of senior representatives of market leading companies supervised by globally respected consulting firm Deloitte.

The CEE INSIGHT series of business leader summits and forums throughout the region have also led market opinion and debate on market shaping issues and trends in the context of the wider economic and business landscape, from investment and development trends to finance, the economy and sustainability.

PREMIUM KNOWLEDGE & NETWORKING

The annual CEEQA Gala & Industry Awards event held in Warsaw each spring is firmly established in the sector calendar as the black tie gathering of the year for real estate business leaders, and one of Europe's premium real estate events. More than 600 company owners and directors from more than 40 countries

gather to celebrate the achievements of the sector year and to experience CEEQA's unrivalled hospitality and world class entertainment, hosted by veteran Polish TV presenter and CEEQA host Monika Richardson.

Gloria Gaynor Live at MIPIIM. On 6th March, for the first time the short list for the ninth edition of the awards will be announced at a special event on the opening night of MIPIIM 2012 in Cannes. Jointly hosted by Elite Partners Jones Lang LaSalle and Colliers International, the event will include a live performance by soul disco legend Gloria Gaynor.

CEEQA Gala & RealGreen Symposium. On 17th April in Warsaw during the day, CEE Insight Forum will host the first RealGreen Symposium & Fair. A cast of regional and international business leaders and experts will debate and discuss the business case for green building in the region, current progress and future solutions, including an exhibition of green building ideas and services. The event will be followed in the evening by the CEEQA gala dinner and awards ceremony, all gala ticket holders will receive free entry to RealGreen. (For more information about RealGreen visit www.ceeqa.com/realgreen.)

ELITE PARTNERS



JONES LANG
LASALLE®



CEEQA@MIPIIM

6th March 2012 (evening)
Warsaw Marriott Hotel
AWARDS CEREMONY & ANNOUNCEMENT



17th April 2012 (all day)
Warsaw Marriott Hotel
GREEN BUILDING SYMPOSIUM & FAIR

9th Annual CEEQA Gala
& Industry Awards

17th April 2012 (evening)
Warsaw Marriott Hotel
GALA DINNER & AWARDS CEREMONY

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AWARDS FOR BUSINESS PERFORMANCE & ACHIEVEMENT

ENTRY

Entry forms can be downloaded from the CEEQA website, the deadline for entries for the 2011 awards is 31st January 2012. The entry forms provide a full explanation of the entry procedure and business criteria of the award categories.

Entries for the awards must relate to business activity conducted during the calendar year, whether referring to the completion of real estate projects, financial transactions, business instructions or overall business performance. They must also relate to business activity in one or more of the qualifying countries:

CEE Markets: Czech Republic | Estonia | Hungary | Latvia | Lithuania | Poland | Slovakia | Ukraine

SEE Markets: Albania | Bosnia & Herzegovina | Bulgaria | Croatia | Kosovo | Macedonia | Montenegro
Romania | Serbia | Slovenia

JUDGING

Each year a panel of senior industry executives from market leading companies, with wide knowledge and experience of the real estate business and emerging Europe sector, is charged with judging the award entries. This year's jury comprises many of the sector's leading investors, developers, banks, consultants and service providers.

Agent & Industry Partners: **Financial Times**, Ed Hammond, *Property Editor*; **CBRE**, Colin Waddell, *Managing Director Central & Eastern Europe*; **CBRE**, Patrick O'Gorman, *Director Capital Markets CEE*; **Colliers International**, Hadley Dean, *Managing Partner Eastern Europe*; **Colliers International**, Luke Dawson, *Regional Operations Director Eastern Europe*; **Cushman&Wakefield**, Richard Petersen, *Managing Director Poland*; **Cushman&Wakefield**, Charles Taylor, *Managing Director Hungary, Head of Capital Markets CEE*; **DTZ**, Patrick Delcol, *Managing Director Poland*; **Jones Lang LaSalle**, John Duckworth, *Managing Director Central & South East Europe*; **Jones Lang LaSalle**, Jens Moller-Madsen, *Managing Director Southeast Europe*; **Knight Frank**, Richard Laird, *Head of Investment CEE*; **Knight Frank**, Joe Borowski, *Managing Director Poland*; **Savills**, Brian Burgess, *Managing Director Poland*; **Industry Operators:** **Avestus**, Roger Dunlop, *Chief Executive Officer*; **Berlin Hyp**, Radoslaw Popko, *Head of Real Estate Finance Poland*; **Blackstone**, Paul Heller, *Principal*;



Echo Investment, Adrian Karczewicz, *Investment Director*; **Erste Group Immorent AG**, Martin Schlichting, *Head of International Clients & Cross Border Finance*; **Ghelamco**, Jeroen van der Toolen, *Managing Director Central & Eastern Europe*; **Helaba**, Michael Kroeger, *Head of International Real Estate Finance*; **Hogans Lovell**, Jolanta Nowakowska-Zimoch, *Partner*; **Infrared Capital Partners**, Matthew Hunt, *Director Real Estate*; **London & Regional Properties**, Ian Church, *Managing Director CEE & Ukraine*; **NBGI Private Equity**, James Huckle, *Investment Director*; **Norton Rose**, David Dixon, *Partner*; **Panattoni Europe**, Robert Dobrzycki, *Managing Director CEE*; **Prologis**, Ben Bannatyne, *Managing Director CEE*; **Stewart Title**, Tomasz Klodowski, *Managing Director Central Europe*; **Unicredit**, Anton Holler, *Managing Director International Real Estate Finance*; **Union Investment Real Estate**, Dr. Karl-Joseph Hermanns-Engel, *Managing Director*;

For further information including awards judging criteria and entry forms visit www.ceeqa.com/awards

THE EMERGING EUROPE PROPERTY MARKETS IN CLEAR PERSPECTIVE

AWARD CATEGORIES

Entries are welcomed for 17 of the total of 19 award categories for business activity in 2011. Award winners benefit from regional and global market recognition through the Financial Times and our network of industry and communication partners. A dedicated FT GLOBAL INSIGHT REPORT including the awards short list is published on the day of the CEEQA awards focused on the emerging Europe market place, distributed globally.

Project Awards

Office development of the year sponsored by KNIGHT FRANK

Retail development of the year sponsored by CUSHMAN & WAKEFIELD

Hotel, leisure & residential development of the year

Company Awards

Developer of the year sponsored by HELABA

Industrial Developer of the year sponsored by STRABAG

Investor of the year sponsored by JONES LANG LASALLE

Banking & financial services company of the year sponsored by NORTON ROSE

Legal & consulting company of the year

Property management company of the year sponsored by GHELAMCO ***new award**

Development services company of the year sponsored by GRI

Construction company of the year

Agent Awards

Agent of the year (Capital Markets) sponsored by HEITMAN INTERNATIONAL

Agent of the year (Office Agency) sponsored by GTC

Agent of the year (Retail & Leisure Agency)

Agent of the year (Industrial Agency) sponsored by PANATTONI EUROPE

Grand Awards

Industry professional of the Year sponsored by CBRE

Green leadership award sponsored by COLLIERS INTERNATIONAL

The following two awards do not require entry forms. The award for Building of the Year is chosen by the jury from the winners of the three Project Awards above. The Lifetime Achievement Award is selected by the organiser in consultation with jury members.

Lifetime achievement in real estate* sponsored by the Financial Times

Building of the year* sponsored by DTZ

In addition to the main CEEQA awards, in addition there will be four additional awards given out for the first time during the **RealGreen Symposium & Fair** preceding the CEEQA Gala. The awards are for achievement in green building and services in 2011:

RealGreen building of the year sponsored by RICS

RealGreen developer of the year sponsored by JONES LANG LASALLE

RealGreen Investor of the year sponsored by SKANSKA

RealGreen services provider of the year

Entries for these awards can be made by completing the form for the Green Leadership Award in the Grand Awards section.

For more information including detailed criteria and entry forms visit www.ceeqa.com/awards

UNCOVERING THE BUSINESS CASE FOR GREEN BUILDING: GREEN OFFICE

The steep rise in the past two years of green certified office buildings in central & eastern Europe is no coincidence.

Globally, the demand dynamics for state-of-the-art energy saving, emissions reducing, work-style enhancing buildings is shifting rapidly as major tenants become increasingly attuned to positive and measurable workforce impact in addition to corporate responsibility profile benefits, giving investors a clearer view of asset management and exit payback.

Regionally, as fear of the 'green premium' in an arena of tighter financial margins is being eroded by technical innovation and quicker payback through operational cost savings, the advantages of prime urban development capacity coupled with extreme weather conditions as drivers of quality and innovation are moving the emerging Europe CRE sector more quickly to the point where Class A and Green are synonymous.

Imminent EU public policy directives will serve only to sharpen this drive and speed the sector along the curve to becoming a showcase arena for innovation in the business case for green building.

In 2012 CEE Insight Forum plans to expand its vision and scope to present a whole day symposium devoted to examining the hard edge business case for green building and the unique characteristics, challenges and opportunities provided by the emerging Europe market place.

Following the success of our GREEN DEBATE series of business leader forums, the first **RealGreen symposium & fair** will include:

EXECUTIVE INSIGHT

Our traditional executive level insight forum format of lead presentations and debate around key issues and trends in the global market place, and their relevance to the business case for green building in emerging Europe, will include presentations and panel debates led by key global thought leaders and pioneers in the area of sustainable development.

KNOWLEDGE SHARING

Breakout discussion groups and workshops focusing on specific issues and questions raised by the forum.

PROMOTION & CLIENT CONTACT

An exhibition zone profiling green building innovations, projects, services and advisory.

REALGREEN AWARDS

Four new CEEQA awards will be presented at the symposium for business achievement in green building (see previous page for award categories).



CONFIRMED SPEAKERS

Roger Andersson | Country Manager **SWEDECENTER**; David Allen | Managing Partner **CEE CHAYTON CAPITAL**; Karol Bartos | Country Manager Poland **MGPA**; Bas Boorsma | Director IBS Group – Urban Innovations Team, **CISCO SYSTEMS**; Luciano Capaldo | Chairman **RICS EUROPE**; David Hitchcock | Head of UK & EMEA - Building Consultancy **CBRE**; Daniel Harris | Managing Director - Investments **TRISTAN CAPITAL PARTNERS**; Nick Hayes | Head of Sustainability **EC HARRIS**; Devin Sailor | Director Green Building Certification Services **COLLIERS INTERNATIONAL**; Nicklas Lindberg | Managing Director CEE **SKANSKA COMMERCIAL DEVELOPMENT EUROPE**; Lauralee Martin | Global Chief Operating & Financial Officer **JONES LANG LASALLE**; Caroline May | Partner – Environment, Safety & Planning **NORTON ROSE**; Ulrich Schweig | Head of Technology Center Sustainable Construction **STRABAG**; Hadley Dean | Managing Partner Eastern Europe **COLLIERS INTERNATIONAL**; Jeroen Van der Toolen | Managing Director **CEE GHELAMCO**; Martina Williams | Director, Regional RE Manager CEE & Germany **DEUTSCHE BANK**;

PLATINUM PARTNER



GOLD PARTNER



SILVER PARTNERS

CBRE | EC Harris | Ghelamco
Knight Frank | Norton Rose | Savillis
Skanska Property | Strabag



MIXING WITH THE BEST

BOOK EVENT TICKETS

Benefit from access to the highest tier of the emerging Europe commercial real estate business.

To attend the CEEQA Gala or the RealGreen Symposium & Fair simply complete the application form, press SEND, and you will be contacted by a member of the CEEQA team to receive first class customer service. All CEEQA Gala ticket buyers will receive a complementary invitation to RealGreen. We remind all guests to book early due to high demand.

The CEEQA@MIPIIM is by private invitation only, if you will be at MIPIIM 2012 and would like to attend the event please contact us directly.

Multiple Booking Discount Packages:

Multiple Booking Discount Packages: We provide a range of attractive discounts for group bookings and multi-event bookings. If you are unable to find a suitable package for you please email us at info@cee-insight.com.

Partnership & Sponsorship packages:

Further commercial partnership and sponsorship packages are also available for companies wishing to present their brands and services to this elite audience, call +48 502 360 088 for details.

Cancellations:

Cancellations made more than 28 days before an event will be refunded in full. We regret that the cancellations less than 28 days before an event can not be refunded.

*In case of any queries please contact: Asia Sobierajska | Imagine Live Media
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Innovation is foresight

REALGREEN SYMPOSIUM & FAIR

9am-4.30pm including lunch, Warsaw Marriott Hotel

Expert presentations, debate, workshops, exhibition and luncheon examining the business case for green building in emerging Europe
Note: Free access for all CEEQA Gala ticket holders

- 1 Ticket: (EUR 385)
- 4 Tickets: (EUR 1,200)
- 10 Tickets: (EUR 2,800)

CEEQA GALA DINNER & AWARDS CEREMONY

7pm-Late including lunch, Warsaw Marriott Hotel (black tie)

Emerging Europe's premier gala dinner & industry awards for business performance & achievement in real estate in 2011

- 1 Ticket: (EUR 585)
- 4 Tickets: (EUR 2,185)
- 10 Tickets: (EUR 5,500) Includes 1x table with company flag
- 20 Tickets: (EUR 9,750) Includes 2x table with company flags

Summary

For information about further volume discounts for tickets to attend the CEEQA Gala and RealGreen events please contact Asia Sobierajska on +48 502 360 088 or as@imaginelivemedia.com