



**2015**

**REVIEW**

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2014 – What a year it was! Total investment transactions in the CEE capital markets reached an all-time high, registering 121 transactions totalling more than €10.5 billion in activity. The Colliers International Investment Services team advised clients across the region, and participated in an astounding 33 sales transactions. This volume of successful business demonstrates the high degree of confidence clients place in us. Thank you for partnering with us.

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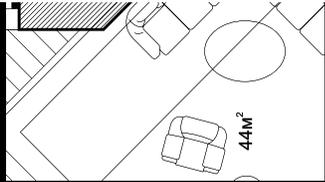
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# CEEQA Gala 2015

## CONGRATULATIONS AND THANK YOU

Our warm congratulations to all of this year's award winners and nominees. We take this opportunity to thank all the judges, sponsors, partners, speakers, guests and facilitators of another successful CEEQA programme for their participation and support, we wish you all a prosperous and enjoyable year ahead.

10m



Since 2003 CEEQA has played a vital role working with market leading organisations and commercial real estate professionals to highlight the achievements and opportunities of the New Europe market place to the international investment arena in association with the Financial Times. The story has just begun.

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# THE YEAR THAT WAS

The international profile of CEEQA is central to its credibility, status and all round value as the New Europe property sector's main annual industry awards and respected market insight platform.

Following a dynamic year for the sector with a convergence of international market trends combining to trigger capital activity in company acquisitions, project and portfolio transactions, coupled with a high level of project completions, we're proud to report that CEEQA 2015 achieved record participation as well as unprecedented levels of regional and international exposure supported by expanded regional and global publicity partnerships across the awards programme and four separate events: CEEQA@Mapic, CEEQA@Mipim, the Jury Dinner and twelfth annual CEEQA Gala, undoubtedly our most successful cycle of market events to date.

## **AWARDS FOR BUSINESS ACHIEVEMENT ACROSS NEW EUROPE**

A total of 26 awards were presented this year for outstanding business performance and achievement during the past calendar year across 18 countries in the CEE and SEE markets, from Estonia in the north to Albania in the south. Fresh results and some surprises were a feature of this year's awards, as the impact of the 'wall of capital' on developers and investors, in the industrial segment in particular, made itself felt.

International advisors CBRE shone brightest at this year's CEEQA Gala with a hat trick of awards in the Property Management, Office Agency and Capital Markets categories, their first CEEQA awards since 2000.

Other big winners on the night were Griffin Real Estate, named overall Company of the Year as well as Rising Star, industrial developer and investor P3 Logistic Parks with the Investor of the Year category and HB Reavis were named Developer of the Year for the first time, while Monika Rajska-Wolinska of Colliers Poland became the second woman to lift the award for Industry Professional of the Year and Dentons retained the Legal & Financial Services award once again. Also among the company winners were Panattoni Europe (Industrial Developer), Colliers International (Industrial Agency), JLL (Retail Agency), Helaba (Lender), Arcadis (Development Services) and Skanska SA (Construction).

The building awards went to Eiffel Palace in Budapest (Office Development), Atrium Felicity shopping centre in Lublin Hilton (Retail Development) and Hilton Kiev (Hotel, Leisure & Residential Development), while Quadrio in Prague and AFI Park 2&3 in Bucharest were named overall buildings of the year for CEE and SEE respectively.

The dinner and awards ceremony was hosted as ever by leading Polish broadcaster Monika Zamachowska and was opened by special guest Pawel Tamborski, President of the Warsaw Stock Exchange, as a total of 700 regional and international real estate leaders from more than 50 countries gathered to celebrate the successes and success stories of the New Europe property sector during the past calendar year. After dinner the legendary soul funk band Hot Chocolate lit up a night of outstanding entertainment and hospitality, supported by acrobatic dance group Red Pop Dance Creator and DJ Trent, while earlier in the evening rising Polish stars Kuba & Sabina, the Mimellos and CEEQA stalwart Albert Kurowski kept the troops' spirits high. Gala guests raised nearly 20,000 euros for children's charity Fundacja Dziecieca Fantazja.

More on p 25-37.

## **AWARDS FOR LEADERSHIP IN GREEN BUILDING**

Prior to the Gala in March, this year's four RealGreen awards for green building were presented at the CEEQA@Mipim New Europe Breakfast. In its fourth year, CEEQA@Mipim provides an important focal point for the sector at the Mipim global real estate fair in Cannes.

For the third year in succession the Skanska Commercial Development Europe were named RealGreen Developer of the Year, RealGreen Investor was Deutsche Asset & Wealth Management, RealGreen Service Provider was Arcadis and Portland Trust's Floreasca Park project in Bucharest was named RealGreen Building of the Year. Floreasca Park also took this year's overall Green Leadership Award at the Gala, cited for outstanding leadership in raising the certification of the building from BREEAM Very Good to BREEAM Excellent in the year following its completion, having lifted the title of joint Office Development of the Year and Building of the Year SEE in 2014. More on p19.

## **MITZNER 100 & DOUBLE LIFETIME ACHIEVEMENT**

The biggest highlight of the night was a live video link-up with sector legend David Mitzner at his base in Houston, and a standing birthday tribute on the occasion of his 100th birthday. A previous winner of CEEQA's Lifetime Achievement in Real Estate award, he was presented this year with a unique award for Double Lifetime Achievement, sponsored by the Financial Times.

A typically fiery and uplifting acceptance speech was followed by presentation of the award, after which gala guests stood in unison and raised their glasses to one of the sector's greatest heroes with the most extraordinary back story and sang a resounding and memorable Happy Birthday in English and Polish. Certainly one of CEEQA's finest moments. More on p39.



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## SPECIAL REPORTS

The Financial Times eight page property special report tie-in with CEEQA, published each year on the day of the Gala in print and online, is one of the highlights of the CEEQA programme, shining a global light on the key issues, trends, companies and people of the New Europe property sector. This year's report looked at the increasing push into regional cities in the more mature Central Europe markets, both because of core city saturation in some segments and as a result of burgeoning BPO activity, as well as the emergence of the Romanian market as a serious investment target, and the recent re-emergence of Hungary – despite the backdrop of market unease about Ukraine situation and the economic effects of international sanctions against Russia.

The annual WBJ Observer pre-Gala 20 page report provided an in depth review of the important trends affecting the market place addressed by CEEQA's two insight summits at the recent Mapic and Mipim real estate fairs, as well as a round of past CEEQA Galas and plans for 2015.

Both reports are available to download on the CEEQA website.

## INSIGHT SUMMITS

Our study last year of the wider impact of the digital revolution on global and New Europe real estate led us inexorably in the 2015 campaign to an examination of two separate but converging trends at our CEEQA@Mapic and CEEQA@Mipim Insight Sum in Cannes, both delivering clear and imposing outputs for market participants.

The first on the The Future of Fashion Retail at the Mapic retail real estate fair in November analysed how online fashion retail could be an important partner for retail landlords. With challenges major fashion retailers are facing servicing their e-retail platform serving to drive their online customers back onto the shop floor, retail landlords could capitalise in various ways as long as current mode for turnover rents can be adjusted to register footfall and even footflow success. More on p15.

Either way, warehouse developers look set for a long term windfall as a forward shortfall of e-commerce distribution facilities across the region, and across Europe in general. An issue that took centre stage at the CEEQA@Mipim event which examined the basis and prognosis of the current Wall of Capital pouring into the region with industrial real estate – and developers themselves – a natural target in the context of the resulting forward demand, with BPO not far behind. A sea change for the markets, or a sugar fix? More on p17.

## DECISION MAKERS

Vital to CEEQA's role and place in the market is the composition and function of the CEEQA Jury. Our gratitude to this year's jury members for their time, knowledge, expertise and patience.

Comprised of senior representatives of market leading companies, places on the jury are rotated each year among developers, investors, lenders, advisors and services providers, with five major international agents operating across the region retaining



## One stop shop

Deloitte's Real Estate 'one-stop shop' of professional services stretches from valuation through commercial and financial due-diligence to investment and transaction advisory. Our team of specialists offers a broad understanding of various property related aspects, such as finance, tax, accounting or legal, assuring that the investor receives the most comprehensive advice supporting the decision process.

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permanent seats on the jury: CBRE, Colliers International, Cushman & Wakefield, JLL and Knight Frank. The rotated places are decided by a selection process led by this group of Agent Partners and coordinated by the CEEQA Team in consultation with our awards supervisor, Deloitte, to ensure the jury as a whole has a functional and fair geographical, disciplinary and segmental balance, as well as the required market overview and seniority.

The jurors decide the shortlist in all award categories through a rigorous assessment and scoring of more than 500 entries from across the sector. The shortlist for the main CEEQA awards as well as the winners of the four RealGreen awards are announced each year at the Mipim global real estate fair in Cannes, before the jury panel convenes in Warsaw prior the CEEQA Gala to select the final winners of the CEEQA awards announced at the CEEQA Gala. More on p13.

**MONIKA ZAMACHOWSKA**

This being her seventh year anchoring the CEEQA Gala and also playing a key role at CEEQA@Mipim each year, it is fitting that we give a special thanks to Monika Zamachowska (previously Monika Richardson) for her immense contribution to the professionalism and appeal of CEEQA. So much more than a common or garden celebrity presenter, an experienced journalist and broadcaster, Monika has worked closely with us at all levels of the operation over the years, and hopefully for many years to come. Some things change, some things are better remaining the same.

**PARTNERS**

Finally we say a big thank you to all our commercial, media and operational partners. In the Genesis of CEEQA over the past dozen years to its role and place in the market today we have come to work with some of the best service providers in the region and most important sector and international business media platforms, which have been vital to the growth and success of CEEQA. We also owe a huge debt of thanks to our many commercial partners and customers at all levels whose participation and constructive contribution in sharing of our strategic vision makes possible all the value and enjoyment CEEQA provides to the market place today. We look forward to reengaging in the coming year as we lay the foundations for CEEQA 2016.

We wish everyone an equally fruitful and enjoyable year ahead. Thank you once again.



**Richard Hallward**  
*Founder & Managing Director*  
 CEEQA



## PROPERTY FINANCE DEPARTMENT

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# Real Estate

DENTONS

## Representative European transactions 2014-2015

The European Real Estate Group at Dentons acted as legal counsel on the following selected transactions.

### Skanska

#### Value Confidential

Sale of the Green House office building to a Hungarian real estate fund

Hungary

SKANSKA

### P3

#### Value Confidential

Acquisition of a portfolio of three logistics parks totaling 467,000 sq. m. of lettable area and additional development land

Poland  
Romania

P3 LOGISTIC PARKS

### Bouygues

#### ca. £600 million

Phase I and II of a redevelopment project at Canning Town, part of a £3.7 billion project to transform a large part of the London Borough of Newham

United Kingdom

BOUYGUES

### Aberdeen Asset Management Deutschland AG

#### Value Confidential

Disposal of the Metropolitan trophy office building in Warsaw to Deutsche Asset & Wealth Management

Poland

ABERDEEN

### AEW Europe

#### €150 million

Acquisition of a logistics park development in Prague from Parattoni Europe which includes space pre-let to Amazon

Czech Republic

AEW EUROPE

### Apsys

#### €187 million

Financing to develop the Posnania shopping center in Poznań, the largest retail development project in CEE

Poland

APSYS

### Meininger Holding

#### €400 million

Formation of a commercial strategic partnership with Foncière des Régions, through its subsidiary Foncière des Murs, to source and acquire hotel properties across Europe

Europe

MEININGER

### Starwood Capital Group

#### Value Confidential

Acquisition of the Quattro Business Park from Grupa Buma - Starwood's first investment in Kraków, Poland's second largest city

Poland

STARWOOD CAPITAL GROUP

### Blackstone

#### Value Confidential

Acquisition of a portfolio of six logistics and distribution parks from Pramerica Real Estate Investors, via Logiocr

Poland  
Czech Republic

BLACKSTONE

For more information about our European Real Estate Group visit us at [www.dentons.com](http://www.dentons.com)

## AGENT & INDUSTRY PARTNERS

Financial Times **Kate Allen** *Property Correspondent*  
CBRE **Michael Atwell** *Head of Investment CEE*  
CBRE **Jos Tromp** *Head of CEE Research & Consulting*  
Colliers International **Hadley Dean** *Managing Partner Eastern Europe*  
Colliers International **Ilinca Paun** *Managing Partner Romania*  
Cushman & Wakefield **Jonathan Hallett** *Managing Partner Central Europe*  
Cushman & Wakefield **Charles Taylor** *Managing Partner Poland*  
JLL **Tewfik Sabongui** *Managing Director Czech Republic*  
JLL **Tomasz Trzoslo** *Managing Director Poland, Head of Capital Markets*  
Knight Frank **Monika Debska-Pastakia** *Partner & Chairman of the Board Poland*

## INDUSTRY OPERATORS

Aareal Bank Group **Karl Wilson** *General Manager Central & Eastern Europe*  
AFI Europe **David Hay** *Managing Director Romania*  
Arcadis **Marcin Klammer** *CEO Poland*  
Avestus Real Estate **Roger Dunlop** *CEO*  
Bank Pekao **Marek Koziarek** *Director Commercial Real Estate*  
CA Immo **Bruno Ettenauer** *CEO*  
CTP **Jaroslav Kaizr** *Business Director*  
Dentons **Pawel Debowski** *Partner, Chairman Real Estate Europe*  
Deutsche Asset & Wealth Management **Marek Jakubiak** *Director, Head of Real Estate CEE*  
Dragon Capital **Volodymyr Tymochko** *Partner*

ECE Projektmanagement **Leszek Sikora** *Managing Director Poland*  
GTC **Thomas Kurzmann** *CEO*  
Helaba **Martin Erbe** *Head of International Real Estate Finance*  
Heitman International **Gordon Black** *Managing Partner Europe*  
IAD Investments **Vladimir Bolek** *Fund Portfolio Manager*  
Immofinanz **Dietmar Reindl** *Executive Board Member*  
Invesco Real Estate **Tomas Picha** *Director CEE Transactions*  
Kulczyk Silverstein Properties **Edgar Rosenmayr** *Managing Director*  
Norton Rose Fulbright **Agnieszka Stankiewicz** *Partner*  
P3 Logistic Parks **Ian Worboys** *Chief Executive Officer*  
Pinnacle REI **Philip Jones** *COO*  
Panattoni Europe **Robert Dobrzycki** *Managing Partner Europe*  
pbb Deutsche Pfandbriefbank **Dieter Knittel** *Director Europe*  
Prologis **Ben Bannatyne** *Managing Director CEE*  
Savills **Brian Burgess** *Managing Director CEE*  
Skanska Commercial Development Europe **Nicklas Lindberg** *President*  
Starwood Capital Group **Keegan Viscius** *VP European Acquisitions*  
Stewart Title **Tomasz Klodowski** *Managing Director CEE*  
TriGranit Development Corporation **Arpad Torok** *CEO*







# LOOKING BACK AT CEEQA @ mapic

20<sup>TH</sup> NOVEMBER, PALAIS DES FESTIVALS, CANNES

## THE FUTURE OF FASHION RETAIL *Insight Summit*

It's not often this sector can lay claim to a market shaping, innovation driving insight and trend that could in the future take the retail real estate world by storm, shaped and patented in CEE. Step forward our CEEQA@Mapic insight panel last November on The Future of Fashion Retail in New Europe. Another step forward Mariusz Kozlowski of GTC, inventor of the idea and name 'footfall rents'.

The narrative of the panel went roughly thus. Retail formats are having to change rapidly to a more leisure destination format to counter the effects of e-retail, a front-end capex challenge for asset owners. The surge in online fashion retail has held many fears for asset owners, however it hasn't been working out so well for the fashion retailers because of the cost of online sales returns; much better to channel those return customers back into the bricks and mortar stores where the added benefits of cross-selling, upselling and impulse selling could in a shake make them more money, on top of ditching that cost.

Knock on effect to asset owners: more footfall into the centres, to be exploited with more impulse buy offers and attractions, more (and better) restaurants, coffee shops, leisure attractions to increase dwell time – but at the expense of retail space, when international retailers are trying to push rents down, probably partly to offset the cost of their online platform experience. And to boot they also want larger spaces.

The solution? Footfall rents. Even footflow rents. The tenants won't like it much, because it tells it how it is and will sort the men out from the boys. But it's the future, surely.

Net result: online fashion retail is the future friend not the foe of traditional retail. Looking forward >>

## PANELISTS

CBRE **Walter Woelfler** *Head of CEE Retail*

Cushman & Wakefield **Mark Barrett** *Partner EMEA Cross Border Retail*

CEEQA **Richard Hallward** *Managing Director (moderator)*

GTC **Mariusz Kozlowski** *Director of International Retail, Member of the Management Board*

PEAKSIDE POLONIA MANAGEMENT **Otis Spencer** *President*

RESOLUTION PROPERTY **Peter Todd** *Partner*

TRIGRANIT DEVELOPMENT CORPORATION **Matyas Gereben** *Head of Asset Management*

## CEEQA@Mapic *Cocktail Reception*

At the end of the insight panel guests were treated to liquid refreshments and canapés by Le Nôtre, as well as the launch of CEEQA 2015 award entries and announcement of the 2015 CEEQA Jury, judging and events itinerary.





## THE WALL OF CAPITAL *Insight Summit*

The mood in Cannes was positively popping. As it would be, with money pouring in from previously unknown corners at alarming rates. But what is causing this, where's it coming from, where is it going to, what is it targeting and how long will all this last?

These were the questions put to our annual CEEQA@Mipim insight panel, but not before an outstanding and refreshingly clear keynote by the long time masters of investment flow analysis in these parts, the JLL European Capital Markets team. In a nutshell, together they told us that stuff has changed in the ideas behind portfolio balance and exposure to real estate risk among large pension funds in the US as well as places like China and Korea, insurers and the like. As luck has it they love Europe's low interest rates, weak euro and quantitative easing among other things, they are not unenamoured of the market diversity, increasing transparency, reducing cross-border challenges, the growing availability of expertise and the underlying story of growth that the New Europe markets have to offer. And it really loves industrial, because the supply chain to e-retail needs renovating, upgrading, expanding.

Turn on the taps. Expertly steered by Financial Times property correspondent Kate Allen, they really got stuck in to the topic with the most dense, intense and sometimes tense insight panel we've had in years – well, since Mapic. We're talking about a lot of money here, something like \$80bn of the \$200bn invested in European real estate in 2014 coming from international sources, most of them what can now be described as 'wall of capital' sources – far higher than we've ever seen before, even in 2006-7. But will it last?

Nothing lasts forever. But with this money not necessarily looking for fixed period capital gains, much of it preferring evergreen situations with rental income and value lift over time, it could feasibly and plausibly push out the length of the average fund-life wave to an extent, which could be good news on the property cycle front. What we need to guard against, perhaps, is the temptation to go gung ho and overboard and sending this new money running for cover before it learns to walk, maybe never to return...

### KEY NOTE

JLL **Matthew Richards** *Head of International Capital Group Europe*

JLL **Robert Stassen** *Head of European Capital Markets Research*

### PANELISTS

FINANCIAL TIMES **Kate Allen** *Property Correspondent (moderator)*

DENTONS **Pawel Debowski** *Partner, Chairman Real Estate Europe*

COLLIERS INTERNATIONAL **Hadley Dean** *Managing Partner Eastern Europe*

PBB DEUTSCHE PFANDBRIEFBANK **Dieter Knittel** *Director Europe*

EUROPA CAPITAL **Robert Martin** *Principal*

PEAKSIDE POLONIA MANAGEMENT **Otis Spencer** *President*

JLL **Robert Stassen** *Head of European Capital Markets Research*

P3 LOGISTIC PARKS **Ian Worboys** *Chief Executive Officer*

### CEEQA@MIPIM COCKTAIL RECEPTION *New Europe Breakfast Reception*

Preceding the insight summit and leading off the first ever New Europe at Mipim Day, a whole day of activities devoted to the New Europe markets providing a focal point for the sector at the Mipim global real estate fair, market participants at the fair were invited to a breakfast reception. First on the agenda was the presentation of this year's RealGreen awards for achievement in green building and investment in New Europe during the past calendar year (see p19), followed by the announcement of the much anticipated shortlist for this year's main CEEQA awards to be presented this evening. Champagne and bloody Marys, canapés by Le Nôtre, a live cooking station, light entertainment and our perennial presenter Monika Zamachowska (plus ça change, plus c'est la même chose), ensured no one went away disappointed.



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# REALGREEN AWARDS



RealGreen

Can green innovation turn into green notes?

While some have pushed sustainability down their list of priorities since the crash, others keep pushing it forward and upwards. None more so than Skanska, who have dominated these awards in recent years.

On behalf of the CEEQA Jury, the Financial Times, Deloitte and all CEEQA 2015 partners we offer our congratulations to the winners of the CEEQA 2015 RealGreen Awards for achievement in green building and investment in New Europe during the past calendar year, presented in Cannes at the CEEQA@Mipim New Europe Breakfast Reception, as well as the winner of the overall Green Leadership Award presented at the CEEQA Gala.

We'd like to draw particular attention to the winner of the RealGreen Building Award and overall Green Leadership Award. Here is a building that picked up the awards for Office Development of the Year and joint overall Building of the Year last year, partly for being the first office building in Romania to achieve BREEAM Very Good certification. Was that enough? Oh no, they went back to the drawing board to raise the certification to BREEAM Excellent in 2014, including the installation of a ground sourced geothermal heat pump system which significantly reduces the tenants' costs of heating and cooling throughout the year and reduces the carbon footprint of this 40,000 sqm net building. Let's see who buys it now and at what price.

So, if you want an answer to the question whether green innovation converts into green notes, as a rule it's generally best to go to the top of the food chain for an answer to a question that challenges intuition, but where common sense prevails in buckets, spanners and micro-wrenches.



*Also winner of the overall*

## RealGreen Building of the Year 2015

sponsored by **RICS EUROPE**

**Floreasca Park**, Bucharest Romania  
38,000 sqm  
BREEAM Excellent  
Portland Trust

## Green Leadership Award 2015

sponsored by **COLLIERS INTERNATIONAL**

**SKANSKA**

## RealGreen Developer of the Year 2015

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& Wealth Management

## RealGreen Investor of the Year 2015

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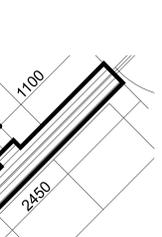
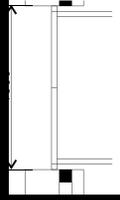
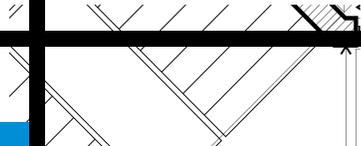
Nasi klienci to najważniejsze instytucje państwowe, klienci korporacyjni i goście indywidualni – najlepszą rekomendacją jest stale rosnąca grupa wracających do nas klientów.

Mielimy przyjemność podjąć wyzwania – obsługi kolarzy serwowanej dla 2700 osób – bo nie ma dla nas rzeczy niemożliwych.

To prawdziwy zaszczyt móc obsługiwać naszych klientów.

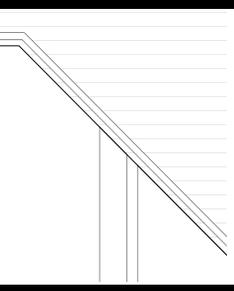
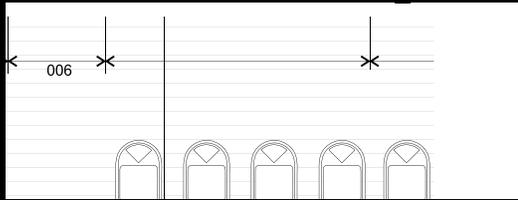
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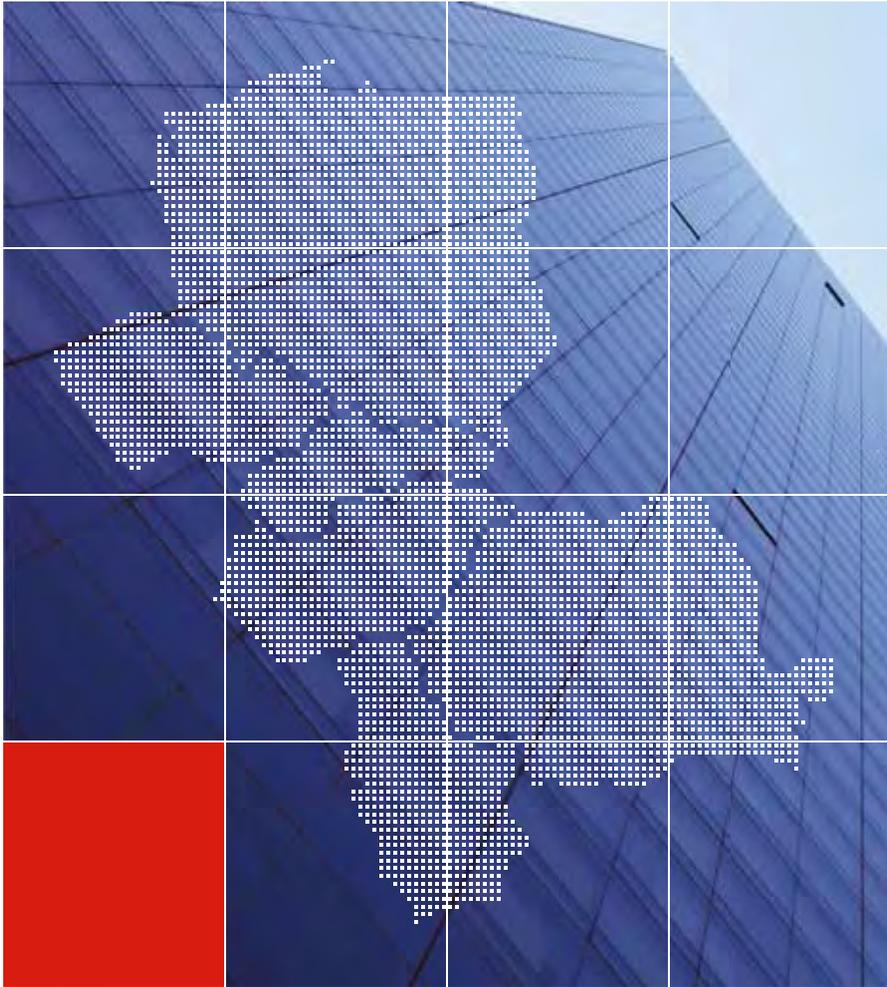
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PARDUBICE,  
CZECH REPUBLIC

GLA: 20,000 sq m  
Client: Atrium European  
Real Estate  
Type of service:  
Acquisition



**I.P. PAVLOVA 5**  
PRAGUE,  
CZECH REPUBLIC

GLA: 6,950 sq m  
Client: Falcon Real  
Estate Investment  
Type of service:  
Disposal



**METROPOLITAN**  
WARSAW, POLAND

GLA: 38,000 sq m  
Client: Aberdeen  
Asset Management  
Deutschland AG  
Type of service:  
Disposal



**PLAC UNII**  
WARSAW, POLAND

GLA: 56,000 sq m  
Client: Invesco  
Real Estate  
Type of service:  
Acquisition

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# COMPANY AWARDS

## Property Management Company of the Year 2015

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**AWARD WINNER:** • CBRE

- AIG/Lincoln
- Atrium European Real Estate
- Balmain Property Management
- CBRE
- Colliers International
- Cushman & Wakefield
- DTZ
- ECE Projektmanagement
- JLL Property Management
- Knight Frank

## Construction Company of the Year 2015

sponsored by  **ARCADIS**  
infrastructure water environment buildings

**AWARD WINNER:** • Skanska SA

- Bog'Art
- Budimex
- Erbud
- Goldbeck International
- Hochtief
- Metrostav
- Porr
- Skanska SA
- Strabag
- Warbud

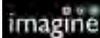
## Lender of the Year 2015

sponsored by  **NORTON ROSE FULBRIGHT**

**AWARD WINNER:** • Helaba

- Aareal Bank
- Bank Pekao
- Bank Zachodni WBK
- BNP Paribas Bank
- Ceska Sporitelna
- Helaba
- ING Bank
- pbb Deutsche Pfandbriefbank
- Raiffeisen Bank International
- UniCredit Group

## Development Services Company of the Year 2015

sponsored by 

**AWARD WINNER:** • Arcadis

- AECOM
- Arcadis
- Arup
- Chapman Taylor
- cmT
- Epstein
- Gleeds
- Hill International
- JLL Project & Development Services
- Turner & Townsend

## Legal & Financial Consulting Firm of the Year 2015

sponsored by  **PROLOGIS**

**AWARD WINNER:** • Dentons

- Clifford Chance
- CMS
- Dentons
- Hogan Lovells
- KPMG
- Linklaters
- Norton Rose Fulbright
- PwC
- Stewart Title
- TPA Horwath

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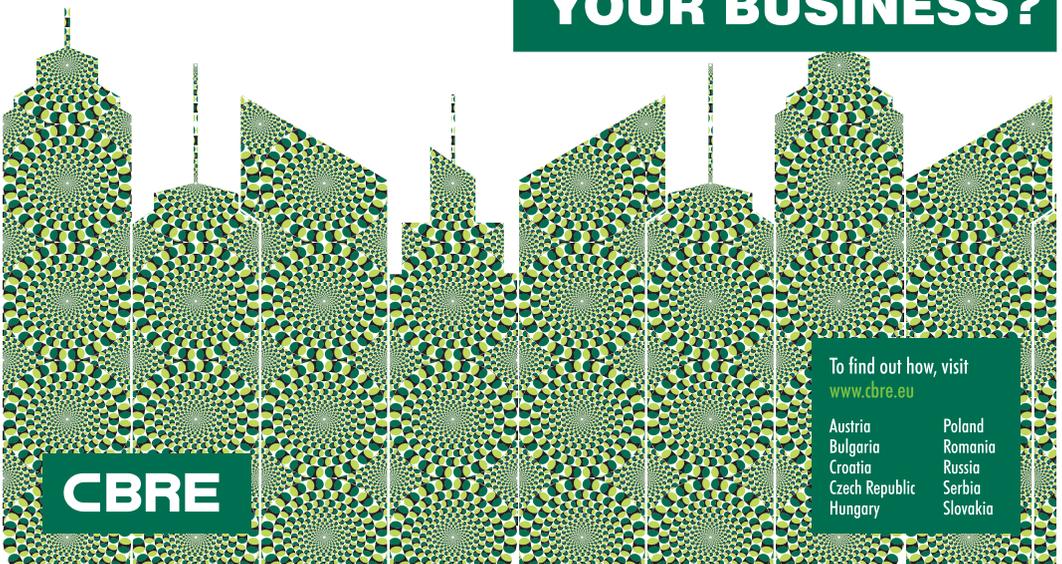
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CBRE European Shopping Centre Fund Galeria Mazovia <b>€ 21 million</b> Acquisition Financing Poland, June 2014	Point Park Properties CEE Logistics Portfolio <b>€ 215 million</b> Refinancing Facility, Club Deal pbb as Facility & Security Agent, June 2014	W.P. Carey Warsaw office complex <b>€ 55 million</b> Refinancing Facility Poland, May 2014
Meyer Bergman Prague Fashion Arena <b>€ 39 million</b> Acquisition Financing Czech Republic, April 2014	Tristan Capital Partners Praha City Center <b>€ 33 million</b> Acquisition Financing Czech Republic, March 2014	

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## Investor of the Year 2015

sponsored by 

**AWARD WINNER:** • P3 Logistic Parks

- Atrium European Real Estate
- Blackstone
- CBRE Global Investors
- Deutsche Asset & Wealth Management
- Griffin Real Estate
- Invesco Real Estate
- P3 Logistic Parks
- Prologis
- Starwood Capital Group
- Tristan Capital Partners

## Developer of the Year 2015

sponsored by 

**AWARD WINNER:** • HB Reavis Group

- Atrium European Real Estate
- ECE Projektmanagement
- Echo Investment
- Ghelamco
- HB Reavis Group
- P3 Logistic Parks
- Panattoni Europe
- Prologis
- Skanska Commercial Development Europe
- TriGranit Development Corporation

## Industrial Developer of the Year 2015

sponsored by 

**AWARD WINNER:** • Panattoni Europe

- CA Immo
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- Goodman
- MLP Group
- P3 Logistic Parks
- Panattoni Europe
- Prologis
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## Rising Star Award 2015

sponsored by TRIGRANIT

**AWARD WINNER:** • Griffin Real Estate

- AXI IMMO Group
- CPI Property Group
- Goodman
- Griffin Real Estate
- LogiCor
- Puro Hotels
- REINO Partners
- Sharman Church
- Tara HR Consulting
- Turner & Townsend



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# AGENT AWARDS

## Agent of the Year 2015 | Industrial Agency

sponsored by **PANATTONI EUROPE**

**AWARD WINNER: • Colliers International**

- AXI IMMO Group
- CBRE
- Colliers International
- Cushman & Wakefield
- DTZ
- JLL

## Agent of the Year 2015 | Office Agency

sponsored by **imagine**

**AWARD WINNER: • CBRE**

- CBRE
- Colliers International
- Cushman & Wakefield
- DTZ
- JLL
- Knight Frank
- Savills

## Agent of the Year 2015 | Retail Agency

sponsored by **PEAKSIDE CAPITAL**

**AWARD WINNER: • JLL**

- Balmain Asset Management
- CBRE
- Colliers International
- Cushman & Wakefield
- DTZ
- JLL
- Knight Frank

## Agent of the Year 2015 | Capital Markets

sponsored by **HEITMAN**

**AWARD WINNER: • CBRE**

- CBRE
- Colliers International
- Cushman & Wakefield
- JLL
- Knight Frank
- Savills

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# BUILDING AWARDS



## AWARD WINNER

**Hilton Kiev**, Kiev Ukraine  
Saint Sophia Homes

## Hotel, Leisure & Residential Development of the Year 2015

sponsored by **Observer**

1. **Apartmenty Medvedin**, Spindleruv Mlyn CZ  
110 Apartments  
2014 | Q1  
UBM Bohemia
2. **City Point (Phase 1)**, Bucharest RO  
180 Apartments  
2014 | Q2  
Shikun & Binui / Red Sea Romania
3. **DoubleTree by Hilton Warsaw**, Warsaw PL  
360 Rooms  
2014 | Q1  
Polaris Hospitality / Mirbud
4. **Hampton by Hilton Warsaw City Ctr**, Warsaw PL  
300 Rooms  
2014 | Q2  
S+B Gruppe  
LEED Gold
5. **Hilton Kiev**, Kiev UA  
262 Rooms  
2014 | Q1  
Saint Sophia Homes
6. **Mercure Bucharest City Center**, Bucharest RO  
114 Rooms  
2014 | Q4  
Dentotal Investment/Accor Hotels
7. **Motel One**, Prague CZ  
141 Rooms  
2014 | Q4  
Penta Investments
8. **Nowy Mokotow 1**, Warsaw PL  
200 Apartments  
2014 | Q3  
Echo Investment
9. **Puro Hotel Poznan**, Poznan PL  
136 Rooms  
2014 | Q3  
Genfer Hotel Poznan
10. **Radisson Blu Belgrade**, Belgrade RS  
236 Rooms  
2014 | Q4  
Soravia Group



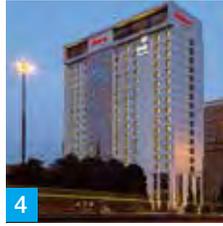
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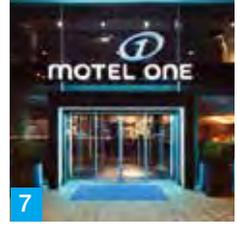
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GROUP

# BUILDING AWARDS



## AWARD WINNER

**Atrium Felicity**, Lublin Poland  
Atrium European Real Estate

## Retail Development of the Year 2015 sponsored by

1. **Atrium Felicity**, Lublin PL  
75,000 SQM  
2014 | Q1  
Atrium European Real Estate  
BREEAM In Use pending
2. **Bory Mall**, Bratislava SK  
55,000 SQM  
2014 | Q4  
Penta Investments
3. **Fryda Shopping Center**, Frydek Mistek CZ  
14,800 SQM  
2014 | Q3  
TK Development
4. **Galeria Amber**, Kalisz PL  
35,500 SQM  
2014 | Q1  
Echo Investment  
BREEAM Very Good interim cert.
5. **Galeria Warminska**, Olsztyn PL  
41,500 SQM  
2014 | Q3  
MG Inwest / Libra Project
6. **Mega Mall Sofia**, Sofia BG  
24,000 SQM  
2014 | Q3  
ECE Projektmanagement
7. **Quadrio Shopping Center**, Prague CZ  
8,600 SQM  
2014 | Q4  
CPI Property Group | LEED Silver
8. **Shopping City Targu Jiu**, Targu Jiu RO  
27,000 SQM  
2014 | Q4  
NEPI
9. **VIVO! Pila**, Pila PL  
24,000 SQM  
2014 | Q4  
Immofinanz Group
10. **Vulcan Value Center**, Bucharest RO  
25,000 SQM  
2014 | Q3  
NEPI



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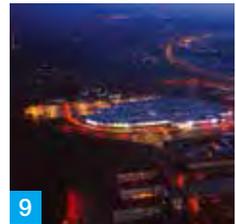
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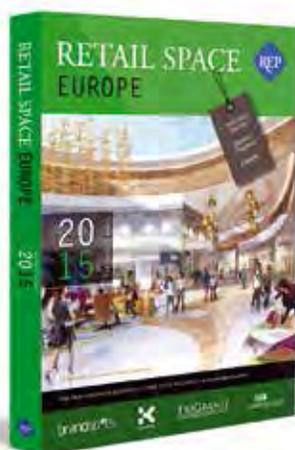
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# BUILDING AWARDS

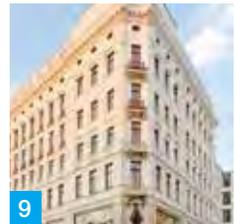
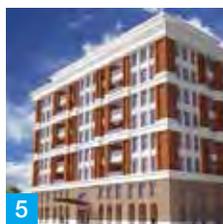
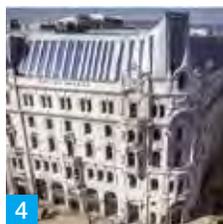
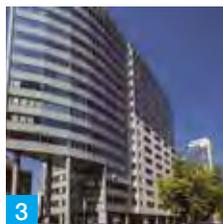


## AWARD WINNER

**Eiffel Palace**, Budapest Hungary (restoration)  
Horizon Development

## Office Development of the Year 2015 sponsored by

1. **AFI Park 2 & 3**, Bucharest RO  
25,000 sqm  
2014 | Q4  
AFI Europe | LEED Gold
2. **ArtGen A & B**, Prague CZ  
23,000 sqm  
2014 | Q4  
PPF Real Estate | LEED Gold
3. **Atrium 1**, Warsaw PL  
16,300 sqm  
2014 | Q1  
Skanska Commercial Development Europe  
LEED Platinum, EU GreenBuilding
4. **Eiffel Palace**, Budapest HU (restoration)  
14,500 sqm  
2014 | Q1  
Horizon Development | LEED Gold, BREEAM Very Good
5. **Ethos House**, Bucharest RO  
8,000 sqm  
2014 | Q4  
Thasos | BREEAM
6. **Gdanski Business Center I**, Warsaw PL  
47,000 sqm  
2014 | Q2  
BREEAM Very Good, Green Energy  
HB Reavis Group
7. **Hermes Business Campus**, Bucharest RO  
18,000 sqm  
2014 | Q2  
Atenor | BREEAM Very Good
8. **Kapelanka 42**, Krakow PL  
30,000 sqm  
2014 | Q3  
Skanska Commercial Development Europe  
LEED Gold
9. **Plac Malachowskiiego**, Warsaw PL  
14,700 sqm  
2014 | Q4  
Hochtief Development / Kulczyk Silverstein  
Properties | BREEAM pending
10. **Quadrio Office**, Prague CZ  
16,400 sqm  
2014 | Q3  
CPI Property Group | LEED Silver





## PEAKSIDE CAPITAL

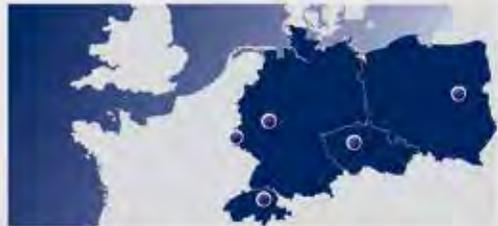
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# GRAND AWARDS

## Green Leadership Award 2015 sponsored by

Selected by the CEEQA Jury from the winners of this year's RealGreen award categories (see p19).

## Industry Professional of the Year 2015 sponsored by

AWARD WINNER: • **Monika Rajska-Wolinska** *Managing Partner Poland* Colliers International

- **Ben Bannatyne** *Managing Director Central & Eastern Europe* Prologis
- **Pawel Debowski** *Chairman, Real Estate (Europe)* Dentons
- **Robert Dobrzycki** *Managing Partner Europe* Panattoni Europe
- **Jonathan Hallett** *Managing Partner Central Europe* Cushman & Wakefield
- **Evan Lazar** *Co-Chairman, Global Real Estate* Dentons
- **Nicklas Lindberg** *President* Skanska Commercial Development Europe
- **Monika Rajska-Wolinska** *Managing Partner Poland* Colliers International
- **Tomasz Trzoslo** *Managing Director Poland* JLL
- **Ian Worboys** *CEO* P3 Logistic Parks
- **Katarzyna Zawodna** *Managing Director* Skanska Property Poland

## Building of the Year SEE 2015 sponsored by

Selected by the CEEQA Jury from the eventual category winners, or highest placed nominees, from the SEE markets in the Building Awards section.



AWARD WINNER  
**AFI Park 2 & 3**, Bucharest Romania  
AFI Europe

## Building of the Year CEE 2015 sponsored by

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AWARD WINNER  
**Quadrio**, Prague Czech Republic  
CPI Property Group

## Company of the Year 2015 sponsored by

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**David Mitzner**  
*Founder & President*

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## DOUBLE LIFETIME ACHIEVEMENT

In place of the usual highlight award for Lifetime Achievement in Real Estate, this year we were delighted to have the honour of presenting one of the sector's greatest heroes and previous winner of the Lifetime Achievement award, Polish born real estate investor and developer David Mitzner, with

a second celebration of his life and contribution to real estate on reaching his hundredth birthday. In a poignant and memorable presentation of the award, gala guests were treated to a live video link up with Mitzner at his base in Houston. His acceptance speech and award presentation was followed by a standing tribute as gala guests raised their glasses and voices in a rousing rendition of Happy Birthday in English and Polish.

Many of you reading this will know David, or know of David, or have actually worked with him. Some of you will have worked out with him even, when he was still to be found at the crack of dawn each morning at the Warsaw Marriott gym before putting in a full day's work. In his nineties.

Many of you here tonight will also recall his vigorous, defiant and uplifting speech in accepting the award in 2005, as well as his equally fiery handover speech when Eli Aloy of GTC accepted the same award in 2010.

For those of you who don't know David, you will probably know the Warsaw Trade Tower, built on the edge of the Warsaw Jewish Ghetto where many of his family died during WWII, and where he was born and raised. After setting up a joint venture with Apollo Real Estate Advisors as they were then known, he bought it in 2002 – at that time the tallest building in Central Europe. It was completely empty, the concept of private commercial real estate investment, indeed the notion of private corporate tenants, was still in its relative infancy.

This was just one of a tranche of investment deals and developments he undertook as he sought not just to make money, but to help rebuild his country and his city after the protracted shock of communism, not to mention the total decimation of Warsaw in 1944. Landmark projects he developed and invested in over the period include Ericsson Center, Par Tower, Renaissance Tower and the early modern warehouses outside Warsaw, Zeran Park. But in 2004 he shocked the market with an outlandishly outsized deal, capturing the Metro anchored retail portfolio in the largest real estate acquisition in Central Europe's history, at \$1 billion. It seems a very large deal today, at the time it was simply out of this world.

Rewind some 70 years, David was working in his father Yankel Mitzner's business in Lviv, now in eastern Ukraine but then called Lwow and part of Poland, when Poland was invaded in 1939. They were immediately separated from their family back in Warsaw, in ul. Gesia (Goose Street), now ul. Anielewiczka, half way up al. Jana Pawla II. Directly opposite where the Goose Street Prison and concentration camp were established.

Undeterred, hearing about the increasing hardship for Jews in Warsaw, David set about establishing a smuggling operation to help keep his family alive. Not, as you might expect (if you can expect anyone to be taking on such a challenge in those dark days), smuggling things into Warsaw; no, he established a network of peasants and farmers from Warsaw to the border to fetch better prices for his family's goods on the Russian side of the divide than they could achieve in Warsaw. Taking his life in his hands, literally.

Thankfully, he was captured by the Russians and not the Nazis. Ironically, he was accused of spying for the Nazis and sent to a GULAG in Siberia, where he somehow managed to stay alive before being released in 1947. Returning to Warsaw he found nothing left of his family, there was nothing left of his home and his community apart from rubble, his father had also died of malaria on the Russian side of the divide. Being unaware then of what he was to discover some years later, that his sister Rozia had survived the Majdanek concentration camp in Lublin, he managed to escape the now communist Poland by stowing away on a cargo vessel to Sweden, eventually making his way to meet up with relatives living in Canada.

From there the story is less tortuous. With the help of an uncle he bought into a partnership in a hosiery company in New York, struck out on his own selling machinery and fabrics to hosiery companies, found an exciting market for Asian fabrics in Texas serving the Mexican market, built a shopping center in Houston, got into resorts in cahoots with Apollo, got a taste for buying real estate (and holding it), built a substantial corporation. And then the Berlin Wall came down.

Few people, perhaps no one, put this sector on the international investment map more than David and Rida Corporation did, with such passion, expertise and courage. The company is now run by his son Ira along with other members of David's family, with Rafal Nowicki running its European operations from Warsaw. But David still goes to work, every day.

We salute you David Mitzner. Sto lat.

**On behalf of the New Europe real estate sector**

**Hot Chocolate**

Hot Chocolate is a British soul funk band popular during the 1970s and 1980s that has left an indelible mark on music history. The act had at least one hit every year between 1970 and 1984, including Everyone's a Winner, So you Win Again, It Started with a Kiss, Emma and their song (I believe in Miracles) You Sexy Thing, which made the UK Top 10 in three separate decades - and keeps popping up in movies and TV shows such as the nineties hit The Full Monty, Boogie Nights and Reservoir Dogs, as well as a memorable cameo in the second edition of UK Big Brother in 2002 (when Alex is preparing for a 70s party in The House, as the bedroom door closes...) We take this opportunity to pay tribute and respect to the founder and lead singer of Hot Chocolate, Errol Brown, who passed away on 6th May this year.

**Red Pop Dance Creator**

Red Pop Dance Creator takes an unconventional approach to dance with a breathtaking combination of contemporary dance, gymnastics and acrobatic elements, which recently took them to the semi-final of the seventh edition of Poland's Got Talent. They have performed at numerous televised public and cultural events including for TVN and MTV.

**Dziubek Band**

A throwback to the Big Band sound of the 30s, conductor Tomasz Dziubek leads this group of accomplished and passionate musicians from Wroclaw across the full range of pop, funk, jazz, groove and dubstep. Playing predominantly wind and brass instruments, the band play regularly at jazz festivals, concerts, television shows and prestigious events including the Mayor of Wroclaw's Ball, and recently featured on Poland's Got Talent.

**Kuba & Sabina**

Kuba & Sabina are a bright new talent on the Polish music scene. Collaborating since 2014 including an appearance on Poland's Got Talent, their first released track What's Wrong? received wide acclaim when it appeared alongside world-renowned artists on the Chillout p.m. album published by the MyMusic record label. Both trained internationally before their paths crossed back in their homeland. Their unique colour-harmony voices convey divergent artistic personalities, giving the listener positive and uplifting energy.

**Albert Kurowski**

Albert is a versatile and much loved pianist in Warsaw – and CEEQA legend. The only artist to have played at every CEEQA Gala, Albert has serenaded CEEQA guests in the classical as well as pop styles, played along to club anthems and stage fanfares, and has been a fixture of CEEQA since the beginning.

**DJ Trent**

An eclectic and deep musical knowledge allied with a unique mixing style, British born DJ Trent is a regular at premium bars, clubs and events in Central Europe and internationally. He has also lent his distinctive range and style to leading international brands working with the likes of Louis Vuitton, Hugo Boss, Omega, London Stock Company and MTV.



**Kate Allen**  
*Property Correspondent*  
**FINANCIAL TIMES**

Kate is the FT's property correspondent. She covers commercial and residential real estate in the UK and continental Europe, and international investment trends. She joined the FT in 2012 as a statistics journalist, covering global economic and financial data. She was previously the editor of Social Housing magazine, which focuses on financial and business trends in Britain's affordable housing sector.



**Michael Atwell** MRICS  
*Head of Investment CEE*  
**CBRE**

Prior to joining CBRE as Senior Director of Capital Markets CEE Mike Atwell was a Partner and Head of C&W's Middle East operations based in Dubai and Bahrain. He has over 22 years of experience including 9 years in Central Europe. During his time in CEE between 1999 and 2008 he was Head of C&W's Capital Markets for Poland and CEE and was involved in some of the highest profile transactions across the region including the sale of the Warsaw Trade Tower for Apollo, the sale of the Metropolitan for Hines and the sales of the Casino Portfolio and the Simon Ivanhoe Portfolio. In 2013 Mike was successfully involved in the acquisition of the office buildings in Warsaw such as Mokotow Nova by Tristan Capital Partners, Senator by Union Investment, Green Corner by Deutsche Asset & Wealth Management and New City on behalf of Hines. Mike has also led the acquisition process of Galeria Kazimierz on behalf of Invesco as well as the disposal of Charter Hall Portfolio. Prior to his time in Capital Markets Mike was responsible for CEE Retail Asset Management involved in providing design consultancy to retail projects across Central Europe.



**Ben Bannatyne**  
*Managing Director Central & Eastern Europe*  
**PROLOGIS**

Ben leads the team and company operations across Central & Eastern Europe for Prologis, the leading global owner, operator and developer of industrial real estate throughout Europe, Americas and Asia is responsible for all activities of Prologis in the CEE region (Czech Republic, Hungary, Poland, Romania and Slovakia). He joined Prologis in 2008 from Jones Lang LaSalle where he was the Managing Director for Central Europe. In this role, he was responsible for Poland, Hungary, Romania and the Czech Republic, including the daily management of the Warsaw office and operations in Prague and Budapest. Ben has more than 20 years of experience in the real estate industry, of which 15 years have been spent in Central Europe with Jones Lang LaSalle and Prologis. He graduated from the University of Aberdeen with a degree in Land Economy. He is also a UK-trained chartered surveyor.



**Gordon Black**  
*Senior Managing Director European Team*  
**HEITMAN INTERNATIONAL**

Gordon is the Senior Managing Director and Co-Head of Heitman's European Private Real Estate Equity group and an equity owner

of the firm. Since 1995 he has had primary responsibility for Heitman's investment activities in Europe. Heitman has participated in European real estate transactions totaling over €5 billion to date and Gordon has been involved in global acquisition and disposition activity totaling just under €7 billion. He is a member of Heitman's Executive Committee, Board of Managers and European Investment Committee. Gordon received a BA in Finance from Michigan State University. He is a member of the Urban Land Institute and the Commercial Investment Real Estate Institute. He is based in Heitman's London office.



**Vladimir Bolek**  
*Fund Portfolio Manager*  
**IAD INVESTMENTS**

Vladimir studied social sciences at Comenius University in Bratislava and law and economics at Nottingham Trent University and Brno International Business School in the Czech Republic. He began his career in 1994 in public administration at central level in Bratislava. Later, after the transition to the private sphere, he became asset manager specializing in real estate investments. After the establishment of specialized real estate mutual funds in Slovakia in 2006, he became the portfolio manager of specialized real estate fund in Erste Asset Management in Slovakia. Later he participated in portfolio management of corporate real estate company Slovnaft as. In 2010 he became a portfolio manager of the "First real estate fund" of IAD Investments and deputy of several real estate companies incorporated in the structure of the first real estate fund of IAD Investments. Vladimir is also a contributor to professional publications dealing with the issue of investment and asset management of real estate.



**Brian Burgess** FRICS  
*Managing Director Central & Eastern Europe*  
**SAVILLS**

Brian was responsible for establishing the Savills office in Poland in 2004 and in 2014 was appointed to expand the business across the CEE region. In addition to managing the business he is active securing new clients for Savills in Poland as well as liaising with existing worldwide clients, either directly or via the international network of the firm, having also personally lead the investment department until October 2010. He was involved in some of the earliest transactions in Warsaw including Wisniowy Business Park A and Renaissance Tower. Brian was previously engaged in consulting, including appointments with DTZ and EC Harris, and was Managing Director of CB Richard Ellis Polska (1996-2001) where he was responsible for setting up operations and growing the business of the company. Brian is a fellow of RICS, having served on the board of RICS Europe as Vice Chairman and Acting Chairman (2003-2004) and as Chairman of the Polish Association of Chartered Surveyors (now RICS Polska). He is British and a fluent Polish speaker.



**Hadley Dean** MRICS  
*Managing Partner Eastern Europe*  
**COLLIERS INTERNATIONAL**

As Managing Partner for Eastern Europe, Hadley is responsible for leading and driving the growth of our business in eight countries including Poland, Czech Republic, Slovakia, Ukraine, Russia, Hungary, Bulgaria and Romania. He is passionate about building a company that is fun to work for and a pleasure to do business with. Hadley is focused on building business standards, relationships and a culture to become a market leader in every country and business

line. With over 20 years commercial real estate experience, Hadley joined Colliers in 2001 as Managing Director for Poland with regional responsibilities for the industrial and logistics business. In 2005 Hadley was promoted to Managing Partner, three years later my responsibility expanded to Central & Eastern Europe and in 2011 this expanded to Eastern Europe.



**Pawel Debowski**  
*Partner, Chairman Real Estate Europe*

**DENTONS**

Pawel is a partner at global law firm Dentons and Chairman of the European Real Estate Group of more than 250 lawyers across twelve countries. He is one of the most widely recognized and respected real estate M&A and investment professionals in Poland and Central and Eastern Europe. Pawel acts as legal counsel to numerous institutional clients, including investors, developers, lenders, construction companies and occupiers. He has unique expertise in the office, retail and hotel sectors. In professional practice for over twenty years, Pawel was involved in structuring real estate investments in Poland back in the early days of the free market economy. His outstanding and sustained contribution to the CEE real estate sector has resulted over the years in multiple recognitions as the leader in this field. Chambers Europe legal directory rates him as a Band Star. It lauds Pawel as "a brand of his own". He is singled out as "one of the icons of the market," and "a very technical, robust lawyer", whose "reputation speaks for itself." Pawel is repeatedly recommended as a leader in the field of real estate law by both Polish publications (namely Forbes and Rzeczpospolita) as well as international legal directories and guides (such as The Legal 500, Best Lawyers, European Legal Experts or Who's Who Legal). In 2013, for the second time, he was named Professional of the Year at the CEE Quality Awards organized by Imagine Live Media in cooperation with the Financial Times.



**Monika Debska-Pastakia**  
*FRICS Partner, Chairman of the Board, Poland*

**KNIGHT FRANK**

Monika is a UK chartered surveyor (FRICS), chartered town planner (MRICS), Polish licensed valuer and a licensed broker with 26 years of experience in development advice, property finance and investment, valuation as well as property and asset management. She graduated in Town Planning at the South Bank University in London and Estate Management at College of Estate Management in Reading, UK. For several years, she worked for a chartered surveying firm of Montagu Evans in London as a Development consultant. She joined Price Waterhouse in 1991 and has gained extensive experience of the real estate markets throughout Central and Eastern Europe. In 1995 she was appointed a Director of Price Waterhouse Real Estate and became a Chairman of Knight Frank in Poland in 1998, currently overseeing Asset Management as well as Valuation services. In 2011 she was appointed a Chairman of RICS Polska.



**Robert Dobrzycki**  
*Managing Partner Europe*

**PANATTONI EUROPE**

Robert has responsibility for the company's activities across Europe and has been responsible for the operations in Poland, Czech Republic and Slovakia since 2005

during which time Panattoni Europe achieved the position of market leader in Poland and a high brand recognition in Central Europe within a period of only three years. Effectively managed through the crisis years of 2008 & 2009, Panattoni Europe has become the most active developer in Poland, currently initiating 90% of new developments and representing a below 2% vacancy rate within its own portfolio, which accounts for 1.7 million square meters of space. In both 2008 and 2009 Dobrzycki was awarded CJ Awards "Personality of the Year" and in 2010 he was awarded CEEQA "Industry Professional of the Year". In addition, Panattoni was awarded CEEQA "Industrial Developer of the Year" in 2012 and was named "Industrial developer of the decade 2000-2010" for Poland at the Eurobuild Awards 2010.



**Roger Dunlop** MRICS  
*Chief Executive Officer*

**AVESTUS REAL ESTATE**

Roger joined Avestus Real Estate as CEO in April, 2006 bringing more than 20 years of experience in the real estate business. From its headquarters in Prague, Roger oversees the continued development of ARE's portfolio of residential, office and retail properties, a number of large mixed-use developments, and the company's ongoing expansion into new territories across CEE. Prior to his current position with ARE, Roger held Managing Director and CEO positions at leading real estate entities in the UK, including: 2002-2006, Divisional Managing Director of Gleeson Homes, a wholly owned subsidiary of MJ Gleeson Group; 1999-2001, residential Managing Director at Chelverton International; 1996-1999, Managing Director, South Thames division of Countryside Properties. Roger is a member of The Royal Institution of Chartered Surveyors (RICS).



**Martin Erbe**  
*Head of International Real Estate Finance Northern & Central Europe*

**HELABA**

Martin is Head of International Real Estate Finance for Northern and Central Europe at Helaba Landesbank Hesse-Thuringia which belongs to the German savings bank network. Based at the bank's Frankfurt headquarter he manages the origination for Central Europe, the Nordics and Benelux. He has worked on a wide range of financing transactions in the past and has more than 17 years of real estate experience in the European markets. Helaba currently manages a loan book of around EUR 34 bn in commercial real estate, almost half of this amount representing the bank's international business in Europe and the US. Helaba's relationship-oriented strategy remained unchanged during the crisis and is consistently directed towards its target markets.



**Dr Bruno Ettenauer** MRICS  
*Chief Executive Officer*

**CA IMMO**

Bruno is Chief Executive Officer of CA Immo, a real estate company listed on the Vienna Stock Exchange, which is investing mainly in office real estate in the Germany, Austria and the CEE/SEE region. In this capacity, he is responsible for the real estate investment, asset management, development and financing activities of the group's € 3.5 bn property portfolio. Beyond that, Bruno is a legally sworn and court-certified expert for property valuation.



**Jonathan Hallett** MRICS  
*Managing Partner Central Europe*  
**CUSHMAN & WAKEFIELD**

Jonathan has international retail experience gained over 20 years working in Brussels, Paris, London and Prague. In 2013 he was promoted to Managing Partner of Cushman & Wakefield's Central Europe operations covering 5 offices with over 450 staff, having previously led the company's Czech operations from 2003-2013. Jonathan is also EMEA Board Member of Cushman & Wakefield and has been a Partner since 2001. During his time with Cushman & Wakefield Jonathan has built up long term relationships with numerous international investors and developers including CBRE Global Investors, Ballymore, Multi, Portland Trust, CPI, Invesco, Crestyl, Mint Investment, Generali and Pradera, and with leading retailers including Tesco, H&M, C&A, M&S and New Yorker. He is a member of the RICS, a board member of IBF and is on the board of ICSC Czech Republic.



**Philip Jones**  
*Chief Operating Officer*  
**PINNACLE REI**

Based in Warsaw from Q3 2014, Philip is a seasoned property professional with 35 years experience in asset management, repositioning and development across most asset classes and since 1991 has been active in numerous Central European markets. His move to Pinnacle continues long-term working relationship with Martin Carr since 1994. Philip has expertise in motivating cross-cultural asset management/development teams and managing joint ventures. His experience includes the asset management and development of shopping centres, business parks, offices, hotels, distribution parks, land development, industrial space, residential complexes, mixed portfolios and specialist sectors including data centres, live-work, studios and health infrastructure. He is a Chartered Surveyor and an Estate Management graduate of the University of the West of England.



**David Hay**  
*CEO Romania*  
**AFI EUROPE**

David has over 20 years of experience in international real estate development and management in Europe, the US and Africa. He joined AFI Europe in March 2006 as business development manager. In January 2009 David was appointed as CEO of AFI Europe Czech Republic and as AFI Europe NV Regional Director for the CEE in charge of the company's operations in the Czech Republic, Poland, Germany, Hungary and Latvia. In January 2011 he was appointed as CEO of AFI Europe Romania. David previously served as the General Manager of Victoria Garden City, a 2000 private Luxurious residential units development in Lagos, Nigeria and as Vice President of Hail Holdings, a publicly quoted real estate development and management company which was traded on the TLV stock exchange. David graduated from Buckingham University in the UK with an LL.M.



**Jaroslav Kaizr** MRICS  
*Business Director*  
**CTP**

Jaroslav has more than 11 years of real estate experience. He joined CTP as Business director in spring 2014 being fully responsible for the business development of the 2,2 million square meter CTP portfolio in Central Europe. Previously he was Partner at Cushman & Wakefield Prague managing the Czech and Slovak industrial agency teams. Jaroslav has master degree from the University of Economics in Prague, Faculty of Finance and Accounting, and from the Sheffield Hallam University, Faculty of Real Estate Investment and Management. He is a Member of the Royal Institution of Chartered Surveyors and a member of the Czech National Board of RICS.



**Marek Jakubiak**  
*Director, Head of Real Estate CEE*  
**DEUTSCHE ASSET & WEALTH MANAGEMENT**

Based in Warsaw, Marek joined Deutsche Asset & Wealth Management (formerly RREEF) in July 2007 where is responsible for the asset management and the origination and execution of new business in Poland, Czech Republic, Hungary and Slovakia. He has over 16 years of experience in the real estate industry. Prior to DAWM he worked for Heitman, where was responsible for creating their central European asset management platform, with an emphasis on real estate development joint venture projects in the region. Before that he spent four years as senior finance manager at ING Real Estate Investment Management in Warsaw, setting up their financial activities in Poland. Other experience included financial positions in real estate at Central European Retail Property Fund and Genesis Hotels Poland. He holds a Masters degree in Finance & Accounting from the University of Economics in Poznan, Poland.



**Marcin Klammer** MRICS  
*Chief Executive Officer Poland*  
**ARCADIS**

Marcin became Chief Executive Officer for Arcadis EC Harris in Poland in January 2013, having been jointly held the roles of CEO of Arcadis and Managing Director of EC Harris since the merger between the two companies in 2012. As the CEO Marcin is responsible for growing the ARCADIS business in the Polish market with a particular focus on ensuring that the benefits of the merger with EC Harris are fully realised so that the two firms can offer clients a broader range of consultancy skills and high quality services. Marcin joined EC Harris in 1998 and was appointed Location Leader for Poland in 2005. During his tenure he has significantly grown the business in this market, diversifying into new areas such as highways and the public sector as well as maintaining a strong presence in the lenders & investors, commercial, residential and CRE sectors. He has worked on a number of large programmes including third generation shopping centres, five star hotels and waste water treatment plants as well as other infrastructure projects. He holds a professional license from the Polish Chamber of Architects and is an accredited member of RICS.



**Tomasz Klodowski**  
*Managing Director CEE*

**STEWART TITLE**

Tomasz is responsible for the business activities of the world's leading title insurers in Poland, Turkey, Romania and Hungary. He was a pioneer in the Title Insurance sector in the region, introducing the product to the Polish market in 2002. Over the past ten years Stewart has issued in excess of 10 billion euros worth of cover, and over 7 billion within Poland alone. In addition to his role at Stewart, Tomasz is an active developer in the boutique residential sector and his houses are featured in many design magazines, adverts and TV shoots. He has also worked as development partner at AIG/Lincoln, Marriott Hotels and Accenture (Andersen Consulting). He is a graduate of Cornell University.



**Dieter Knittel**  
*Director Europe*

**PBB DEUTSCHE  
PFANDBRIEFBANK**

Dieter is based in Munich, dealing with Key Account Clients active in Europe with main focus on Central and Eastern Europe. Dieter has been active in the CEE market for more than fifteen years, including five years based in Warsaw between 1997 and 2002 as Head of Credit and Senior Risk Management.



**Marek Koziarek**  
*Managing Director Commercial  
Real Estate Finance*

**BANK PEKAO SA**

In banking since 1990, Marek currently works for Bank Pekao SA (UniCredit Group) as Managing Director in the company's Structured Finance and Commercial Real Estate Department. He previously held roles at BISE Bank (1998) and HVB Mortgage Bank (2002) as Credit Department Deputy Director and Director and in 1999 he was head of the USAID Training Program on real estate and housing finance for the Association of Polish Banks. From 2002-2007 at Bank BPH SA he held the roles of Credit Analysis Department Director and latterly as Managing Director of the Commercial Real Estate Area. Marek holds an MBA and is a graduate of the Warsaw University.



**Thomas Kurzmann**  
*Chief Executive Officer*

**GTC**

President of GTC's management board since 2014, Thomas graduated the Federal Higher Technical Institute in Graz (Civil Engineering). In 1995-99 he worked for Wayss & Freytag AG as Director of Wayss & Freytag AG Poland and Managing Director of Wayss & Freytag Poland Sp z o.o. In 1999-2003 moved to West GkA Management GmbH to become Director of Project Development. Between 2003 and 2005 he was a Managing Director at IBI Real Estate GmbH. In 2006, he became Head of Deka Real Estate Global Funds at Deka Immobilien GmbH. Between 2007-2009 Thomas Kurzmann served as CEO at BV Development Company in Moscow and in 2009 he joined Europolis AG as the CEO. After the sale of Europolis and its integration into CA Immo AG in 2011, Thomas went back to Volksbank AG.



**Nicklas Lindberg**  
*President*

**SKANSKA COMMERCIAL  
DEVELOPMENT EUROPE**

Nicklas has been the President of Skanska Commercial Development Europe since 2011. He is responsible for the company's operations in the Czech Republic, Hungary, Poland and Romania. Nicklas is highly experienced in transactions of acquiring land, project development, leasing and property divestment. He is also a green pioneer who introduced sustainability standards to the office markets in the CEE region. Nicklas joined Skanska in 2001 in Sweden. During the years he has been working at top managerial positions as President of Skanska Property Poland, Skanska Residential Development Poland and Skanska Russia. He holds an MBA degree in management of Lunds Universitet.



**Ilinca Paun**  
*Managing Director Romania*

**COLLIERS INTERNATIONAL**

Ilinca is an entrepreneur with 15 years of experience in business and real estate consultancy. She joined Colliers in 2000 after previously being involved in the development of the first shopping mall in Romania. Since then, Ilinca had a significant contribution to the growth and sustainability of Colliers International in the Romanian real estate market. In the 14 years with Colliers International, Ilinca was noted by outstanding spirit of innovation and polyvalence, which allowed her to acquire a substantial track record in virtually all market segments, from office to residential, being involved in some of the major company initiatives and landmark transactions in the market. Based on her large and complementary expertise, understanding of the clients' needs, as well as proven leadership skills and ability to drive innovation processes throughout all company levels, Ilinca was appointed Managing Director of Colliers International Romania in 2010. In this role, she has been guiding the integration of the Romanian office in a global platform of information, bridging corporate services, market insights and comprehensive business solutions into a single point of contact, which the objective to offer all Colliers clients the highest-possible standards of service quality. With Ilinca Paun as ambassador, in 2013, Colliers International Romania was the first company in the region to create and propose companies a new style of working, under the form of a prototype of the Generation Y Office.



**Tomas Picha**  
*Director Central & Eastern  
European Transactions*

**INVESCO REAL ESTATE**

Tomas joined Invesco in 2007, has over 12 years' experience in the CEE region and previously worked for Sachsenfonds Czech Asset Management where he was head of the CEE acquisitions team, and for Volksbank CZ as a senior real estate manager. Invesco Real Estate, a subsidiary of Atlanta-based investment manager Invesco, has 300 employees in 16 offices and manages €27bn AUM focused on cross-border property investment.



**Dietmar Reindl**  
Executive Board Member  
**IMMOFINANZ GROUP**

Dietmar has a master's degree in social economics and can look back on many years of experience in the development, management, marketing and sale of real estate. Prior to joining IMMOFINANZ Group, he held management positions, among others, with Inter IKEA and the Falkensteiner hotel group, in both cases with a strong focus on Central and Eastern Europe. Reindl has been with IMMOFINANZ since July 2012 and was initially responsible for Asset Management Office, Logistics and Hotels in all Group countries. Since May 2014 Dietmar has been the company's COO and is responsible for the management of commercial office, retail and logistics properties (asset management) and for marketing.



**Edgar Rosenmayr** MRICS  
Managing Director  
**KULCZYK SILVERSTEIN PROPERTIES**

Edgar joined Kulczyk Silverstein Properties in September 2010, additionally, he was appointed Board Member of Kulczyk Real Estate Holding Sà r.l., Luxembourg. He was previously COO and Board Member at Immoeast AG (02/2008-04/2010) and before, starting from late 2004, head of the company's Asset Management Division. He also held numerous Board of Directors positions and seats on Investment and Advisory Committees of real estate and private equity funds e.g. Europolis Invest (Austria), Polonia Property Fund (Guernsey) or FF&P Russia Fund (Guernsey). Edgar joined the European Bank for Reconstruction and Development (EBRD) in 1998 as Director of the Property, Tourism and Shipping division. Forming part of his responsibilities with EBRD, he held many Board positions with real estate companies including TriGranit, IRIDE, European Property Group or St. Petersburg Property Development Company. Prior to this he worked for Creditanstalt Group as Assistant General Manager, Head of International Project Finance and Consulting Department. Edgar was an Assistant Professor and Lecturer at the University of Economics in Vienna. He holds a PhD in Mathematics and a Doctor's Degree in Technical Sciences, both from the Technical University in Vienna, additionally 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.



**Tewfik Sabongui**  
Managing Director Czech Republic  
**JLL**

Tewfik is the Managing Director has over 14 years of experience in Real Estate, including the past 12 years with Jones Lang LaSalle in Prague. For many years he headed the Office Agency team in Prague and was responsible for providing consultancy services and setting up strategies, advising both developers and tenants. He was also involved in the leasing of various office projects signing many major transactions in the Czech market. Currently apart from the management and leasing advisory, Tewfik works closely with the other business lines such as retail, valuation, project management, property management and industrial. Tewfik graduated from the American University in Cairo with a degree in Economics and speaks fluent English, Arabic, Czech and German.



**Leszek Sikora**  
Managing Director Poland  
**ECE PROJEKTMANAGEMENT**

Leszek has been active on the Polish development market since 1999, primarily with Metro AG, ExxonMobil Poland and Clairmont Global. He joined ECE Projektmanagement in 2005 as development manager and from June 2011 to September 2013 he was head of development for Poland and proxy. Currently Leszek is managing director and member of the board of ECE Projektmanagement Polska.



**Agnieszka Stankiewicz**  
Partner  
**NORTON ROSE FULBRIGHT**

Agnieszka is a partner and the head of the real estate team at Norton Rose Fulbright Piotr Strawa and Partners, LP. She is experienced in corporate finance and has extensive knowledge in real estate transactions. Her practice focuses on assisting a variety of foreign and domestic investors in acquisitions, mergers, takeovers, joint ventures, corporate and organizational restructuring, acquisitions and divestments of real estate or real estate holding companies, the financing and refinancing of real estate acquisitions, forward purchase and leaseback transactions, all aspects of real estate development projects as well as the due diligence of companies and assets and the restructuring of their financial indebtedness. In addition, Agnieszka assists SC Consulting, an advisory firm, in training the commercial community in the scope of M&A and real estate transactions as well as the due diligence process. She is recommended as a leading individual and key individual in real estate by Chambers and Partners Legal Directory and Legal 500 in 2013.



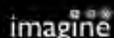
**Charles Taylor** MRICS  
Managing Director Poland  
**CUSHMAN & WAKEFIELD**

A Partner at Cushman & Wakefield with over 20 years experience in the property profession, Charles is currently Managing Partner of the firm's Polish offices. He was previously Managing Director of Hungary and Head of Capital Markets for the CEE region, having been based in Hungary for 15 years. He has a significant track record of closing successful transactions across the region.



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**Arpad Torok**  
*Chief Executive Officer*  
**TRIGRANIT DEVELOPMENT CORPORATION**

Arpad has been the CEO since October 1, 2009. Taking over this position during the most demanding global economic and market conditions, his leadership helped not only TriGranit but the property business community to overcome the crisis period. His vision and professional approach has been appreciated by his peers and colleagues. At the 2011 CJ Real Estate Awards Hungary Gala he was awarded with the prestigious Industry Leadership Award. Arpad has been in the international property development and advisory business for more than 18 years. He's been in different executive positions for 13 years at TriGranit, including Chief Leasing Officer of all TriGranit's developments in CEE, and Development Director for projects in Romania. His professional knowledge and understanding was enhanced at Ernst & Young and Cushman & Wakefield in Hungary and Greece. He started his successful career in real estate business at Trammel Crow Hungary in 1996. He studied in the US and Great Britain, has gained local, onsite market experience in Slovakia, Romania, Greece, and Hungary. Born in 1973, Arpad holds a bachelor's degree in economics from the College for Foreign Trade and the University of Humber, an MA in business management and an MBA in European business administration from the University of Lincoln. Member of the Royal Institution of Chartered Surveyors (MRICS). He was awarded the Order of Merit of the Republic of Hungary – Golden Cross by the President of Hungary in 2012.



**Jos Tromp** MRICS  
*Head of Research & Consulting CEE & Africa*  
**CBRE**

As Head of Research & Consulting for CBRE in CEE and Africa, Jos is responsible for CBRE's research in Central, Southeastern, Eastern Europe, Turkey and Northern and sub-Saharan Africa. With a total of over 30 researchers in 15 countries across the CEE region, and a center of excellence in Johannesburg working closely together with in-country specialists in a number of African countries, CBRE is able to provide a high quality advice on a broad range of topics in the most quickly emerging parts of EMEA. Jos's role is to deliver a best-in-class research platform for and across CEE & Africa and support the company's business needs in a broad range of fields. He is a regular speaker at real estate conferences. Jos is also a member of the CEE board of directors at CBRE.



**Tomasz Trzoslo**  
*Managing Director Poland, Head of Capital Markets*  
**JLL**

Tomasz is responsible for strategic management of the Polish division of Jones Lang LaSalle. Prior becoming Managing Director, he was heading the Capital Markets Team of 25 professionals based across CEE. He is widely regarded as the outstanding investment agent in the region, advising clients acquiring or selling the properties in the CEE and SEE property markets. Tomasz has also a substantial track record in the corporate finance matters, with completion of a number of debt financing and structured equity financing mandates. He has 16 years of experience in CEE capital markets.



**Volodymyr Tymochko**  
*Partner*  
**DRAGON CAPITAL**

Volodymyr is a partner and Co-Head of Private Equity at Dragon Capital. Since joining the first in 2007 he has been responsible for the company's proprietary real estate investments, including in an AIM-listed property developer Dragon-Ukrainian Properties & Development (DUPD LN) with 10 active real estate development projects in Ukraine. He also serves as a non-executive director on the board of Arricano Real Estate, the largest developer of shopping centers in Ukraine listed on the Alternative Investment Market of the London Stock Exchange. Prior to joining Dragon, Volodymyr worked as an Associate Director for Consulting and Investment Services at Colliers International (Kyiv, Ukraine), responsible for real estate valuation, investment consulting and concept development of shopping centers and mixed-use development projects. Volodymyr graduated from the Kyiv-Mohyla Academy with a Master's in Economic Theory. He is based in Kyiv.



**Ian Worboys** MRICS  
*Chief Executive Officer*  
**P3 LOGISTIC PARKS**

Ian has more than 30 years of experience in the real estate sector, specifically in the warehouse and industrial sectors. He began his career at Strutt & Parker in London in 1981 where he spent 16 years, eventually becoming a commercial partner within the firm. He is a former Chairman of the Industrial Agents Society and is a Fellow of the Royal Institution of Chartered Surveyors (FRICS). Ian joined Gazeley Properties in 1997 as Development Director UK before leading them into Europe and later became a Managing Director, responsible for Belgium, France and Spain. During his 10-year tenure at Gazeley, Ian was responsible for UK developments in London and Southern England. In Western Europe, he secured over 850 hectares of development land and successfully developed over 350,000 SQM GLA of warehouse space on behalf of Gazeley. Ian briefly joined Parkridge Holdings in 2006 and left when it was sold to ProLogis, then joining Panattoni as Managing Director Western Europe in 2007 where he was responsible for development, including warehouse and out-of-town retail space. He also served on the Panattoni European Management Board. In 2009 Ian left Panattoni to become the Chief Executive Officer of Pinnacle s.r.o. (now P3). Mr Worboys was educated at Whitgift School in Croydon, England and at Bristol Polytechnic (now University of the West of England) in Bristol, England where he completed a Diploma in Valuation and Estate Management.



**Keegan Viscius**  
*VP European Acquisitions*  
**STARWOOD CAPITAL GROUP**

Keegan is a Vice President at Starwood Capital Group based in London. Starwood Capital Group is a private investment firm with a primary focus on global real estate. Since its inception in 1991 the firm has raised nearly \$31 billion of equity capital and currently has more than \$42 billion of assets under management. Over the past 24 years, Starwood Capital has acquired more than \$63 billion of assets across virtually every real estate asset class. Keegan's focus within Starwood Capital Group is working to originate, underwrite and execute opportunistic real estate private equity investments across the Northern and Central & Eastern European markets. Keegan has two Masters degrees from the RSM Erasmus University in Rotterdam.



**Mark Barrett**  
*Partner, EMEA Cross Border  
Retail*

**CUSHMAN & WAKEFIELD**

Mark has worked in the retail team at Cushman & Wakefield for 8 years, joining Cushman & Wakefield in April 2006. Mark specialises in cross-border retail activity for Cushman & Wakefield across Europe, the Middle East, North America and emerging markets. Mark works closely with his European colleagues and Partners to assist retailers acquiring their first international stores and to help young and established retailers to expand into new territories and regions. Mark represents many international retailers including Superdry, Asics, Calzedonia, Puma and JD Sports.



**Matyas Gereben**  
*Head of Asset Management*

**TRIGRANIT DEVELOPMENT  
CORPORATION**

Matyas joined Trigranit in 2007 as Leasing Director of Offices on the Emonika project in Ljubljana, after which he was appointed to head up the Property Management team of Polus Shopping and Entertainment Center Budapest. After two successful years in Polus Matyas was promoted to lead the Asset Management Department within TriGranit and look after the company's portfolio through the CEE region. Currently he is responsible for monitor the performance of four shopping centers and nine office buildings with the total GLA of approximately 400,000 sqm. Matyas began his real estate career with Cushman and Wakefield Property Advisers as Leasing Associate and looked after major corporate instructions both on the tenant and Landlord side.



**Mariusz Kozlowski**  
*International Retail Director,  
Board Member*  
**GTC**

Mariusz has been with GTC since 2000 and a member of GTC's management board since 2002, he is currently International Retail Director and has previously held the roles of Investor Relations Director and Leasing & Marketing Director. He holds a Master of Economics degree from the Warsaw School of Economics and is a licensed stockbroker. Between 1994 and 1996 he served as Marketing Director at DML brokerage house, and from 1997 to 1999 as Head of Equity Sales at ABN AMRO Securities S.A. in Warsaw.



**Otis Spencer**  
*President*  
**PEAKSIDE POLONIA  
MANAGEMENT**

Otis was hired in September 2013 as the President of the Board of PPM. He is responsible for the asset management for Polonia I and Polonia II, the origination and execution of new business in Poland, as well as the managerial oversight of Peaksides office in Warsaw. He has over 20 years of experience in the real estate industry and has executed transactions and functioned as a fiduciary in North America, Europe and Asia. He was until recently the Co-Head/Managing Director of KSP Real Estate Investment Management. From 2005 to 2012, Mr. Spencer was active as Managing

Director/Co-Head Europe and member of the Investment Committee with Heitman. During this time he directed the Portfolio Management for Heitman's European Private Equity group and was the Portfolio Manager for Heitman European Property Partners IV. In addition to his portfolio management responsibilities, Mr. Spencer was active in originating transactions and capital raising efforts as well as contributing to the strategic development of Heitman's European platform. Prior to Heitman, Otis worked for ABP Investments ("ABP") in the Netherlands where he was a Senior Portfolio Manager. In this capacity, he was responsible for sourcing, structuring and managing non-listed real estate investments on behalf of ABP's European and Asia Pacific Strategic Funds. During his time at ABP, Mr. Spencer identified and completed ABP's first real estate private equity investments in Central Europe and Asia. Otis graduated from the University of California Berkeley with a master's degree in business administration with a concentration in finance and real estate. He also has master's degree in real estate designation from the Universiteit van Amsterdam. Mr. Spencer holds a dual citizenship from the Netherlands and the United States, and is based in Warsaw, Poland.



**Peter Todd**  
*Partner*  
**RESOLUTION PROPERTY**

Peter joined Resolution in 2007 to focus upon their existing retail portfolio, source new investments and joint ventures. Resolution was formed in 1998 and is set out to invest in the UK and European commercial property with potential for improvement, and is a Partner of the company. He was previously Managing Director and Head of International for the Mills Corporation a US shopping Centre REIT and ran their European Portfolio, former to this he was the Director responsible for the retail business in Europe of Jones Lang LaSalle, having joined Jones Lang Wootton as a partner in 1997.



**Walter Woelfler**  
*Head of CEE Retail*  
**CBRE**

As head of Retail for CEE, Walter is in close collaboration with all retail resources of CBRE in more than 10 countries (from Austria to Russia, from the Baltics to Serbia). His task is to develop and secure an integrated and comprehensive offer to CBRE's clients in the region. Walter has accumulated more than 25 years within the retail and retail property profession. Walter has managed and supervised substantial retail developments in Austria and the CEE-region. On behalf of internationally renowned retail brands, Walter has closely worked on their retail strategies across the CEE. Based on his comprehensive understanding of the retail business as a whole, he is ensuring that our retail client's property strategies are successfully aligned with their business objectives. He is a recognized and respected professional.


**Kate Allen**
*Property Correspondent*
**FINANCIAL TIMES**

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**Pawel Debowski**
*Partner, Chairman Real Estate Europe*
**DENTONS**

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**Hadley Dean** MRICS

*Managing Partner Eastern Europe*
**COLLIERS INTERNATIONAL**

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**Dieter Knittel**
*Director Europe*
**PBB DEUTSCHE  
PFANDBRIEFBANK**

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**Robert Martin**
*Principal, Head of Central Europe*
**EUROPA CAPITAL**

Robert is a co-founder and principal at Europa Capital. He started his real estate career in 1991 at Herring Baker Harris in London, specializing in office and industrial property. He then moved to St Quintin, where he worked in the logistics and distribution sector in South East England. In 1998, having completed an MBA at Cape Town University, Robert joined Beckwith Property Fund Management (the fore-runner to Europa Capital), working on investment in Central Europe and the UK. As one of the five founding partners of Europa Capital in 1999, he focused primarily on investment in Germany, Austria and the countries of Central Europe, where he has now been active for seventeen years. Robert has been actively involved in the establishment and acquisition strategies of Europa Funds I, II, III & IV and the Europa Emerging Europe Fund.


**Matthew Richards**
*Head of International Capital Group Europe*
**JLL**

Matthew is an International Director based in London and leads the International

Capital Group (ICG) in Europe and the Middle East which focuses on harnessing cross-border capital flows between Europe, the Americas, Asia Pacific, and the Middle East. He has 16 years' experience in the European investment market and in the last five years has directly advised on the acquisition and disposal of over €6 bn of commercial real estate. Matthew started his career in 1998 with JLL in the Investment Department focussing on regional office investment. In 2005 he joined JLL's Corporate Finance Team and until 2010 he ran the pan-European Corporate Capital Markets team advising corporate occupiers on extracting value from their portfolios. From 2010 to 2011 he was seconded to Lloyds Banking Group and worked with the bank on their distressed property loan portfolio. Since 2011 he has led the International Capital Group in Europe focussing on the import and export of capital to and from the region. In this global role, he has been a key team member on a number of JLL's most prestigious projects and in the past eighteen months has advised on \$11bn of European transactions. Matthew received his BA (Hons) Geography from Birmingham University and his MSc Land Management from Reading University. He is a member of the Royal Institution of Chartered Surveyors (MRICS) and the Urban Land Institute (ULI) and is a regular keynote speaker at most recognised real estate events around the globe promoting European real estate markets.


**Otis Spencer**
*President*
**PEAKSIDE POLONIA  
MANAGEMENT**

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**Robert Stassen**
*Head of European Capital Markets Research*
**JLL**

Robert joined Jones Lang LaSalle in April 2011 as the Head of Capital Markets Research, with overall responsibility for providing research and investment strategy to clients. Working alongside capital markets teams across Europe, he identifies the themes and trends most relevant for investors and is responsible for the communication of these to both an internal and external audience. Prior to joining Jones Lang LaSalle, Robert worked for more than 15 years as an equity analyst, most recently for Credit Suisse in London. Previous employers included Deutsche Bank, Bankers Trust and Paribas Capital Markets. Robert holds a Master in Economics from Erasmus University and an MBA from ESADE Business School in Barcelona.


**Ian Worboys** MRICS

*Chief Executive Officer*
**P3 LOGISTIC PARKS**

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