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Central & Eastern European Real Estate Quality Awards CEEQA

2014

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Richard Hallward
Managing Director
CEEQA & CEE INSIGHT FORUM

CEEQA 2014 SUMMARY

The 11th edition of CEEQA continued to build its presence and value in the European real estate market place, supporting its goal of recognising business excellence and promoting the achievements and opportunities of the New Europe sector to the international investment arena.

The most successful CEEQA Gala to date attracted over 650 guests from more than 50 countries in April at SOHO Factory, Warsaw and included live performances by Kim Wilde, Natalia Sikora, Art Ballet and SOMA. A total of 26 awards were presented during 2014, with Skanska dominating both the RealGreen awards and main CEEQA awards with an unprecedented total of seven awards including Industry Professional of the Year for Skanska CDE president Nicklas Lindberg, joint overall Company of the Year Award with Tristan Capital Partners and RealGreen Building of the Year for Malta House Poznan. The gala was preceded in March by another successful CEEQA@Mipim reception in Cannes at which the CEEQA short list and RealGreen winners were announced and which included an Insight summit on the present and future implications of the ever accelerating digital revolution on commercial real estate investment globally and in New Europe.

CEEQA 2014 MARKET PROFILE

The international and regional visibility platform of CEEQA is at the heart of the value created for award winners and nominees, sponsors and partners. In addition to wide print and digital media coverage of CEEQA 2014 through the year, highlights included an eight page FT Special Report published on the day of the CEEQA Gala focusing on the CEE property markets, as well as a 16 page preview report of CEEQA 2014 published by Warsaw Business Journal. Both reports are available to download on the CEEQA website.

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Dominikański
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Nordic Light
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CEEQA 2014 AWARD WINNERS



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The CEEQA & RealGreen awards are judged by a panel of senior representatives of market leading companies active in three or more national markets in the emerging Europe arena. Jury places are rotated each year among developers, investors, lenders, consultants and services providers with six major international agents operating across the region retaining permanent seats on the jury: CBRE, Colliers International, Cushman & Wakefield, DTZ, JLL and Knight Frank. The CEEQA Jury decides the short list for the awards through a rigorous assessment and scoring of more than 400 entries from across the sector. The short list 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. Our gratitude to this year's jury members for their time, knowledge, expertise and patience.

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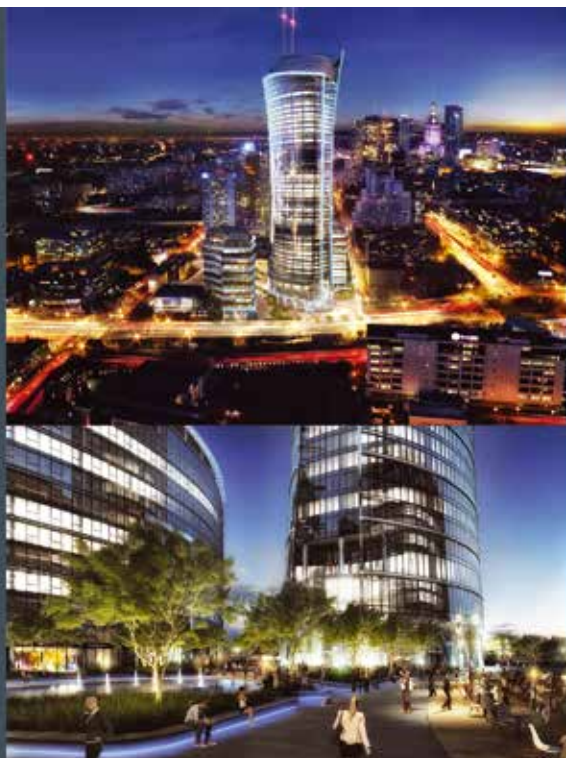
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LOOKING BACK AT
CEEQA@MIPIM 2014

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TRANSACTIONS IN CE REGION



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DISPOSAL OF NEW CITY • WARSAW, POLAND
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• WROCLAW, POLAND**
One of the most significant retail investment transactions
on the Polish market in 2013



DISPOSAL OF AUPARK ZILINA • ZILINA, SLOVAKIA
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INSIGHT SUMMIT | THE DIGITAL REVOLUTION IN CEE REAL ESTATE

We were privileged to be asked to co-host a CEEQA@Mipim double bill once again this year on the opening day of Mipim, providing a focal point for the New Europe sector at the most important annual global real estate fair.

We were further privileged to kick off the activities with one of the strongest Insight Summit casts we've had to date, discussing potentially the most transformative issue confronting the market place in the years ahead – the impact of e-commerce and new digital technologies on the way we work, shop and play and their effect on the nature of shopping centres, distribution facilities and offices.

The event's two elite panels discussed technical and financial approaches to the considerable challenges presented by the rapid pace of change, agreeing there were many challenges ahead, particularly in retail investment. However these new challenges could be also accompanied by new value creation opportunities as building owners and tenants strive to adapt, while the New Europe markets may also be given more time to adapt by slower development of online shopping coupled with newer overall stock compared with more developed markets. Watch this space.

KEY NOTE

RAIMUND PAETZMANN | Director European CS/OPS Real Estate, Amazon EU

PANELISTS

JAMES BROWN | Head of EMEA Research & Consulting, Jones Lang LaSalle

ALAN COLQUHOUN | Head of CEE, DTZ

HADLEY DEAN | Managing Partner Eastern Europe, Colliers International

ROBERT DOBRZYCKI | Managing Partner Europe, Panattoni Europe

GERHARD DUNSTHEIMER | Deputy CEO, ECE Projektmanagement

JOSEPH GHAZAL | Managing Director/Head of Capital Deployment for Europe, Prologis

MICHAEL KROEGER | Head of International Finance, Helaba

THIERRY LELEU | Head of Funds Management, Valad Europe

MIKE RODDA | Head of EMEA Cross Border Retail Investment, Cushman & Wakefield

OTIS SPENCER | President, Peakside Polonia Management

EDUARD ZEHETNER | CEO, Immofinanz Group

PANEL MODERATOR

AGNIESZKA STANKIEWICZ | Partner, Norton Rose Fulbright

CEEQA@MIPIIM COCKTAIL RECEPTION | CEEQA 2014 ANNOUNCEMENTS

Immediately following the summit we were joined in Cannes by regular CEEQA presenter Monika Richardson for the CEEQA@MIPIIM cocktail reception, at which the winners of this year's RealGreen Awards were announced as well as the short list for the main awards.

The RealGreen awards were dominated once again by Skanska Commercial Development Europe, for the second year running picking up the awards for RealGreen Developer of the Year and RealGreen Building of the Year for their new development Malta House in Poznan, Poland.



REALGREEN AWARDS



We offer our congratulations to the winners of this year's CEEQA RealGreen Awards for green building and CRE investment in New Europe. The winners in all four award categories were put forward to the overall CEEQA 2014 Green Leadership Award announced at the CEEQA Gala in the Grand Awards section [see p35]. Guests were also treated to live entertainment by Balearica Unplugged.



RealGreen Building of the Year 2014

sponsored by **RICS EUROPE**

Malta House Poznan, PL
15,800 sqm
LEED Platinum
Skanska Commercial Development Europe



RealGreen Developer of the Year 2014

sponsored by **IMAGINE LIVE MEDIA**

SKANSKA



RealGreen Investor of the Year 2014

sponsored by **SKANSKA COMMERCIAL DEVELOPMENT EUROPE**

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RealGreen Service Provider of the Year 2014

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- Avestus Real Estate
- Colliers International
- Cushman & Wakefield
- ECE Projektmanagement
- JLL Property Management
- Knight Frank
- Panattoni Europe
- TriGranit Management Corporation

Construction Company of the Year 2014

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AWARD WINNER

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- Budimex
- Hochtief
- Kajima Europe
- Metrostav
- Porr
- PSJ
- Skanska SA
- Strabag
- Zublin

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- Sberbank
- UniCredit Group

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- Arup
- Buro Happold
- Chapman Taylor
- cmT
- Gleeds
- Hill International
- JLL Project & Development Services
- Probuild
- Sentient (formerly Gardiner & Theobald CE)

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AWARD WINNER

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- Clifford Chance
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- Dentons
- First Title CEE
- Linklaters
- Stewart Title
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<p>SEGRO European Logistics Partnership, Seed Portfolio € 188 million Acquisition Financing, Club Deal Poland & Czech Republic October 2013</p>	<p>Resolution Real Estate Advisors Shopping Centre € 55.8 million Refinancing & Construction Loan Poland September 2013</p>	<p>W.P. Carey H&M Distribution Centre € 32.5 million Acquisition Financing Poland November 2013</p>
<p>Starwood Capital Group "The Park" Prime Office Park € 180 million Acquisition Financing, Club Deal Prague, Czech Republic July 2013</p>	<p>BlackRock Europe Property Fund III, Shopping Centers € 132 million Refinancing Loan pbb as Agent & Arranger, Club Deal Poland, January 2014</p>	

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- Blackstone
- CPI (Czech Property Investments)
- Deka Immobilien Investment
- Deutsche Asset & Wealth Management (formerly RREEF Real Estate)
- Europa Capital
- GLL Real Estate Partners
- Invesco Real Estate
- Starwood Capital Group
- Tristan Capital Partners

Developer of the Year 2014


sponsored by  **Helaba**

AWARD WINNER

- **Skanska Commercial Development Europe**

- AFI Europe
- ECE Projektmanagement
- Echo Investment
- Ghelamco
- HB Reavis Group
- Multi Development
- Panattoni Europe
- Skanska Commercial Development Europe
- TriGranit Development Corporation
- Unibail-Rodamco

Industrial Developer of the Year 2014

sponsored by  **STRABAG**

AWARD WINNER

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- CTP
- Goodman
- MLP Group
- Panattoni Europe
- PointPark Properties
- Prologis
- Segro

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- Balmain Asset Management
- Capital Park
- cmT
- Kulczyk Silverstein Properties
- PointPark Properties
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- Tara HR Consulting

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- CBRE
- Colliers International
- Cushman & Wakefield
- DTZ
- Jartom
- JLL
- MAXON Nieruchomosci

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

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sponsored by  **imagine**

AWARD WINNER

- **Cushman & Wakefield**

- CBRE
- Colliers International
- Cushman & Wakefield
- DTZ
- JLL
- Mantaren Properties
- TriGranit Management Corporation

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AWARD WINNER

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AWARD WINNER

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113 rms
2013 | Q4
Vertex Hotel Group

Hotel, Leisure & Residential Development of the Year 2014

sponsored by **Observer**

- 1. Art Hotel Szeged** Szeged, HU
71 units (65 rooms, 6 apartments)
2013 | Q1
Somogyi Udvar
- 2. B&B Hotel Prague City** Prague, CZ
160 rms
2013 | Q3
VCES
- 3. Clarion Congress Hotel Olomouc** Olomouc, CZ
126 rms / 10,480 SQM
2013 | Q3
Olomouc City Center
- 4. Cosmopolitan Twarda 2/4** Warsaw, PL
242 apts; 4,296 SQM office; 1018,76 SQM retail
2013 | Q4
Tacit Development
- 5. Hotel Bristol Odessa - Refurb** Odessa, UKR
113 rms
2013 | Q4
Vertex Hotel Group
- 6. Hoza 55** Warsaw, PL
62 apts
2013 | Q3
Yareal
- 7. One Floreasca Lake** Bucharest, RO
42 apts / 9,000 SQM
2013 | Q2
One United Properties
- 8. Pentahotel Prague** Prague, CZ
227 rms
2013 | Q3
Pentahotels
- 9. Sense Hotel Sofia** Sofia, BUL
71 rms
2013 | Q4
BLVD
- 10. Sound Garden Hotel** Warsaw, PL
206 rms
2013 | Q3
SwedeCenter



1



6



2



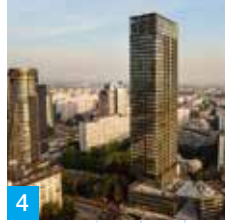
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3



8



4



9



5



10



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BUILDING AWARDS



AWARD WINNER

Galeria Katowicka Katowice, PL
53,000 sqm
2013 | Q3
Neinver

Retail Development of the Year 2014

sponsored by



1. **AFI Palace Ploiesti** Ploiesti, RO
33,000 sqm
2013 | Q4
AFI Europe
2. **Arkad Budapest - Extension** Budapest, HU
20,000 sqm
2013 | Q1
ECE Projektmanagement
3. **Centrum Cerny Most - Refurb** Prague, CZ
78,950 sqm
2013 | Q1
Unibail-Rodamco
4. **Forum Lviv** Lviv, UKR
36,000 sqm
2013 | Q4
Multi Development
5. **Galeria Katowicka** Katowice, PL
53,000 sqm
2013 | Q3
Neinver
6. **Galerie Santovka** Olomouc, CZ
46,000 sqm
2013 | Q4
Dandreet
7. **Plac Unii City Shopping** Warsaw, PL
15,500 sqm
2013 | Q4
Liebrecht & Wood
8. **Poznan City Center** Poznan, PL
58,000 sqm
2013 | Q4
TriGranit Development Corporation / EC
9. **Promenada in Floreasca City** Bucharest, RO
38,000 sqm
2013 | Q4
Raiffeisen Evolution
10. **Riviera Centrum** Tri-City, PL
70,000 sqm
2013 | Q4
Mayland Real Estate



1



6



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7



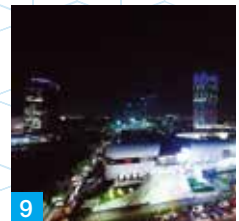
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BUILDING AWARDS



JOINT AWARD
Floreasca Park
 Bucharest, RO
 38,072 SQM
 2013 | Q4
 Portland Trust

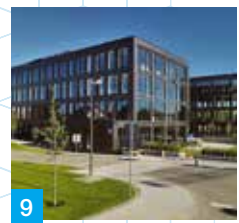
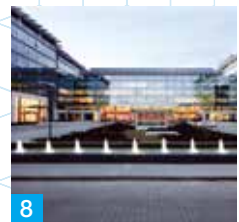
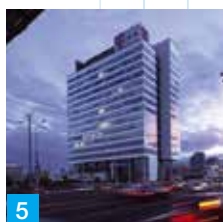
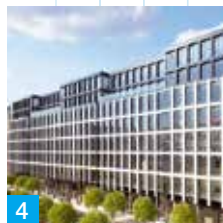
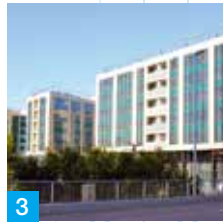


Florentinum
 Prague, CZ
 48,500 SQM Office
 7,190 SQM Retail
 2013 | Q3
 Penta Investments

Office Development of the Year 2014

sponsored by  Knight Frank

1. **Bonarka 4 Business (B4B) - Buildings C&D** Krakow, PL
 17,000 sqm
 2013 | Q4
 TriGranit Development Corporation
2. **CTOffice** Brno, CZ
 10,600 sqm
 2013 | Q2
 CTP
3. **Floreasca Park** Bucharest, RO
 38,072 sqm
 2013 | Q4
 Portland Trust
4. **Florentinum** Prague, CZ
 48,500 sqm Office/7,190 sqm Retail
 2013 | Q3
 Penta Investments
5. **Forum Business Center** Bratislava, SL
 18,700 sqm
 2013 | Q2
 HB Reavis
6. **Malta House** Poznan, PL
 15,800 sqm
 2013 | Q2
 Skanska Commercial Development Europe
7. **Plac Unii Office** Warsaw, PL
 41,300 sqm
 2013 | Q4
 Liebrecht & Wood
8. **T-Mobile Office Park** Warsaw, PL
 40,000 sqm
 2013 | Q2
 Ghelamco
9. **The Park Warsaw - Building 1** Warsaw, PL
 10,800 SQM sqm
 2013 | Q4
 AIG/Lincoln
10. **West Gate Park 5** Bucharest, RO
 14,000 sqm
 2013 | Q1
 ID Group





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GRAND AWARDS

Green Leadership Award 2014 sponsored by

Selected by the CEEQA Jury from the winners of this year's RealGreen awards (see p17).

AWARD WINNER

- **Skanska Commercial Development Europe**

Industry Professional of the Year 2014 sponsored by

AWARD WINNER

- **Nicklas Lindberg, President, Skanska Commercial Development Europe**

- David Hay *Managing Director Romania* | AFI EUROPE
- Jeroen van der Toolen *Managing Director CEE* | GHELAMCO
- Monika Rajska-Wolinska *Managing Partner Poland* | COLLIERS INTERNATIONAL
- Nicklas Lindberg *President* | SKANSKA COMMERCIAL DEVELOPMENT EUROPE
- Nicole Poetsch *Senior Manager Acquisitions* | ALLIANZ REAL ESTATE
- Pawel Debowski *Co-Chairman Global Real Estate (Europe)* | DENTONS
- Remon Vos *Managing Director* | CTP
- Robert Dobrzycki *Managing Partner Europe* | PANATTONI EUROPE
- Robert Martin *Principal* | EUROPA CAPITAL
- Robert Neale *Chief Executive Officer* | PORTLAND TRUST

Building of the Year SEE 2014 sponsored by

Selected by CEEQA Jury from category winners or highest placed entries from the SEE markets in the three Building Awards categories.



AWARD WINNER

Promenada in Floreasca City Bucharest, Romania
38,000 SQM
2013 | Q4
Raiffeisen Evolution

Building of the Year CEE 2014 sponsored by

Selected by CEEQA Jury from category winners or highest placed entries from the CEE markets in the three Building Awards categories.



AWARD WINNER

Galeria Katowicka Katowice, PL
53,000 sqm
2013 | Q3
Neinver

Company of the Year 2014 sponsored by

Selected by electronic vote by CEEQA Gala guest from the category winners in the Company Awards section.

JOINT AWARD

- **Skanska Commercial Development Europe / Tristan Capital Partners**

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LIFETIME ACHIEVEMENT IN REAL ESTATE



Paul Gheysens
Founder and President
GHELAMCO

We were honoured to welcome to this year's event the eleventh recipient of our highlight award for Lifetime Achievement in Real Estate, founder and president of leading international real estate developer Ghelamco, Paul Gheysens. The award is in recognition of his outstanding services to the European real estate sector and his company's extensive, award winning achievements in the Central & Eastern European market place.

Gheysen's initial plans to become a veterinarian were curtailed by his personal reaction to the sight of blood and in the late 70s he channeled his attentions to designing gardens and building public areas. This led eventually to the designing of buildings and the establishment in 1985 of a company that was to become the largest private investment and development holding in Belgium, Ghelamco.

The vision of Gheysens led the company through many successes including expansion into Central Europe and Russia, as well as the recent completion of the Ghelamco Arena multi-functional stadium in Ghent which has been awarded for its interior design and was chosen from 18 competitors as the best stadium worldwide delivered in 2013. Entry into the Central & Eastern European markets in 1991 was a further growth step for the company which paid significant dividends over time, the company becoming one of the largest developers of class A office buildings in the rapid rise of Poland's economy following the collapse of Communism, delivering award winning buildings which to date total more than 1m square metres of which more than 1.2bn EUR in value has been sold on the institutional real estate capital markets. In 2006 Ghelamco also entered the Russia and Ukraine markets with successful logistics projects.

In terms of the present impact of the company, during the past year the company has completed two major office projects in Warsaw and continues work on its flagship project in central Warsaw, the Warsaw Spire which will be delivered in 2015. Awarded for the "Best Architectural Design in Poland" in 2011 when it was launched, the complex includes a 180-metre high, 44-level tower building (48 levels) and 2 lower buildings, each of 55 metres in height (15 levels) which will together provide approximately 100,000 sqm of office space equipped with the latest technical and environmental solutions having already obtained BREEAM Excellent certification. The project will include unique urban spaces that are accessible to all Warsaw residents including a vast patio inside the complex – the first of its kind to be incorporated into an office complex of this scale – and also an area filled with carefully designed greenery, elements of small architecture, fountains, leisure amenities and even an amphitheatre. The ground floors of the buildings will all be dedicated to restaurants, coffee shops, boutiques and services, etc, providing a lively lifestyle destination area day and night as well as a modern urban working environment with excellent transport access links.

Apart from commercial success Ghelamco is also a pioneer and trendsetter in sustainable construction with the largest number of BREEAM certified buildings in the entire CEE. Corporate Social Responsibility has been a vital personal goal for Gheysens for many years and as through his family as well as his company he has generally supported the causes of sick and poor children, young talent in classical music and also local community events.

Paul Gheysens commented:

"This award from CEEQA and the Financial Times is an honour not just for me but also for the team that has built Ghelamco, and for all our partners who have made our dreams possible. We look forward to pursuing many more dreams together."

Richard Hallward (founder and managing director, CEEQA) commented:

"We're delighted and honoured to present this award to Mr Gheysens, who has led by example as an innovator and driver of new ideas, and has consistently pursued a clear vision and set extraordinarily high standards for the sector within the CEE arena and wider afield."

Gheysens follows a number of legends of the CEE, European and global real estate sectors to receive the CEEQA award for Lifetime Achievement in Real Estate including Eugene Golub (founder of Golub & Co), David Mitzner (founder of RIDA Development Corporation), Cor Zadelhoff (founder of DTZ), Werner Otto (founder of ECE Group), Eli Alroy (founding chairman of GTC), Carl Panattoni (founder of Panattoni Company), Richard Clare (transformative Chairman of EC Harris) and Brian Patterson (co-founder and managing partner of AIG/Lincoln).

The CEEQA Gala has a proud history of presenting the best young talent as well as well known global stars alongside the brightest talent in New Europe real estate. We had great pleasure in presenting guests with a wonderful line up of entertainment, in particular we were honoured to welcome Kim Wilde fresh from this year's Rock Meets Classic tour for a truly memorable show.

Kim Wilde



Kim stormed into the charts in the eighties with a string of global hits including Kids In America, You Came, Cambodia and You keep Me Hanging On and has continued to record and perform new material as well as her well known classics. In 1983 Kim was voted Best British Female Singer at the BPI Awards, other 'live' highlights include performing to over 2 million people on a five month European stadium tour with Michael Jackson in 1988, and supporting David Bowie across Europe on his 1990 Greatest Hits Stadium Tour.

SOMA



SOMA is a producer-composer duo comprising Michal Nosowicz, a legend of the Polish music scene better known as DJ Mafia Mike from WetFingers and co-creator of the soundtrack of the cult film Suicide Room, and composer and pianist Marcin Nierubiec best known for his compositions for a variety of artists including Mary Mary, Christopher Kiljanski and Michal Bajor. Combining their talents to create a new mix of chill out, electronica and melodic pop, they are joined this evening by outstanding vocalists Nick Sinckler and Ewelina Babiarz. The song Venus was the only Polish production at the prestigious compilation Set to chill out vol.8 published by Universal in 2013.

Art Color Ballet



A modern dance company from Krakow created by dancer and choreographer Agnieszka Glińska, Art Color Ballet combines the elements of colour, sound and movement in extensive artistic performances involving modern choreography, beautiful music, body painting and innovative scenography solutions as well as cutting-edge lighting techniques. Art Color Ballet is a pioneer in bodypainting art in Poland and cooperation between dance and other artistic disciplines. This evening's performance is an excerpt from the company's most recent project combining a wide spectrum of visual art, music and dance: DEEP TRIP PERFORMANCE ART.

Natalia Sikora



A graduate of the Theatre Academy of Poland, Natalia has won many prestigious competitions as a singer and actress including the 2013 edition of The Voice of Poland. In 2013 she also participated in the Super Debuts Song Festival in Opole. Since 2007 she has performed with pianist Piotr Proniuk in a blues group Proniuk Duo, she is also singer in a band called Mouscle. Natalia is a phenomenal talent and huge personality.

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.



Michael Atwell

Head of Capital Markets Central and Eastern Europe
CBRE

Prior to joining CBRE as Senior Director of Capital Markets CEE

Mike Atwell was a Partner and Head of C&Ws 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 Iwanhoe 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.



Eva Boehler

Director International RE Finance
UNICREDIT

Eva has worked with the UniCredit Group since 1998. Beginning her career in Hungary where she worked as head of department for real estate, in her current position since 2006 she is responsible for international real estate clients in CEE, Russia and Turkey, and for investment and development projects. Eva graduated at the Corvinus University Budapest.



Jan Cienski

Bureau Chief Central Europe
FINANCIAL TIMES

Jan has been in Warsaw since 2003, where he covered Poland's entry into the European Union, with its complicated political and economic consequences. Prior to that he spent five years as the Washington correspondent for the National Post, a Canadian newspaper. He also spent several years in the United States working for The Associated Press. From 1992 to 1995 he worked in Moscow for the German News Agency DPA, and was also a free-lancer in Tashkent, Uzbekistan. He got his start as a reporter working in Warsaw for United Press International in 1989 and 1990. Jan was born in South Africa in 1965 and later lived in Canada, where he received a degree in international relations from the University of Toronto.



Alan Colquhoun

MRICS
Head of CEE
DTZ

Alan Colquhoun is DTZ's Head of Central & Eastern Europe based at the Warsaw office and have day-to-day responsibility for DTZ's Polish business. Alan, who returned to DTZ Poland in April 2013, previously headed DTZ's Polish business from 1999 until 2009 and was responsible for Central Europe after 2006. He also spent six years at DTZ in the Czech Republic and has worked at DTZ in Canada and the UK. Alan is a Member of RICS.



Hadley Dean

MRICS
Managing Partner Eastern Europe
COLLIERS INTERNATIONAL

Hadley has over 15 years of real estate experience gained in London, Prague and Warsaw. Hadley joined Colliers International from King Sturge in 2001 as Managing Director for Poland and was promoted to Managing Partner in 2005. He was promoted to Managing Partner Eastern Europe in 2011, expanding his executive role from six countries in Central and Eastern Europe to 16 offices in 13 countries and a staff of 650+. With full responsibility for Russia, Central and Europe and Southeast Europe, including Greece, Hadley works closely with country management and provides regional leadership. During his tenure Colliers International Colliers International has received numerous industry awards across the region including three awards at the 2012 CEE Quality Awards for Office Agency of the Year, Industrial Agency of the Year and Property Management Company of the Year. He is a Member of the Royal Institution of Chartered Surveyors.



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.



Louis-Simon Ferland

Principal

BLACKSTONE

Louis is a Principal in the Real Estate Group of Blackstone and is based in London. Since joining Blackstone in 2010 he has been involved in evaluating real estate investments in several property types throughout Europe. Before joining Blackstone he was an Associate at Merrill Lynch Global Principal Investments where he was involved in a variety of real estate acquisitions, primarily in Central and Eastern Europe, prior to which he was a corporate attorney in New York City. Louis has a dual degree in Common and Civil Law from McGill University, where he graduated with Great Distinction, and an M.B.A. from Columbia University.



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.



James Huckle

Investment Director

NBGI PRIVATE EQUITY

James is an Investment Director at NBGI Private Equity, a pan European mid-market investor. He joined NBGI in April 2007 to establish the real estate practice. Prior to joining NBGI, he was a fund manager in the CEE private

equity division of INVESCO and a consultant at Arthur Andersen where he qualified as a Chartered Accountant. He holds an MA in Geography from the University of Oxford.



Andrew Jackson

Managing Director CEE

FIRST TITLE

As Managing Director for the CEE region Andrew is responsible for developing and managing First Title Insurance plc's CEE/SEE business. In this capacity he is responsible for the company's strategic direction and comprehensive business strategy as well as understanding the region's markets and risks. He works extensively with the senior management of national and international property investment/development companies and their financing lenders. Andrew is a pioneer of title insurance in CEE/SEE and has helped First Title be a risk participant in nearly €5.4 billion worth of commercial property transactions. Andrew has worked for 10 years with First Title in the CEE/SEE market which has resulted in providing extensive knowledge of the region's real estate market including the title risks in the various countries, solutions to protect against those risks and an in-depth understanding of the real estate industry. With his profound knowledge of risks and the property market, Andrew successfully leads the CEE/SEE office in coordinating with clients and First Title's skilled underwriters in structuring bespoke and off-the-shelf title insurance solutions for leading lenders, property developers and investors. In a risk adverse market, First Title's expertise and specialist policies can make a difference. Andrew studied Business at the University of Hertfordshire (UK) and holds a diploma in Finance and Insurance.



Jan Kotaska

Head of the Property Management Czech Republic

KNIGHT FRANK

Jan is a Czech national and recently re-joined Knight Frank as a Head of the Property Management based in Prague in April 2013, having previously worked at the company managing key clients including INVESCO Real Estate, DEKA Immobilien or CPI. From 2010-2011 he was engaged by Jones Lang LaSalle as Head of Office Property Management running team of 10 professionals and overlooking the portfolio for clients like Heitman, CA Immo or AXA REIM. In his early career he worked for CTP Invest where he was mainly responsible for the property management of CTP's flagship development.



Lenka Kostrounova

Director of Real Estate
Financing Division

CSOB

Lenka has been active in real estate financing more than 15 years. Together with her professional team within ČSOB, she is responsible for real estate financing in the Czech Republic. The main task of the division is to secure the financial service tailored-made for real estate developers and investors and others, for whom is the ownership, facility management or real estate crucial in their business. During the career, Lenka has successfully structured the financing of dozens real estate projects in volume of several billion CZK. Lenka is the Board member of Association for real estate development from 2012.

in CEE having joined Bank Zachodni WBK in 2003, and worked for three years in Bulgaria before returning to Poland with the Santander Group in 2013.



Jan Motz

President

CAPITAL PARK

Jan is joint founder and President of the Management Board of Capital Park S.A., one of leading investment companies operating in the Polish real estate market with a portfolio of over 300 thousand sqm of office, retail and residential space. He has almost thirty years of experience in the real estate sector within the scope of preparation, financing and also development of commercial projects, particularly office buildings. In 1986–2001 Jan was the owner of Progressive Development Inc., a company that developed a range of construction projects in the American market. In the 1990s he was a shareholder in a group of Polish companies owned by Euro RSCG, one of Europe's largest marketing concerns. Also, he was associated for ten years with Communication One Inc. that includes Call Center Poland S.A. – leader in the call center market in Poland.



Renata Kuznierska

Senior Director, Head of
Retail CEE

DTZ

A specialist in leasing and managing retail properties including development, expansion, property & asset management, Renata re-joined DTZ in November 2013 as a Senior Director, Head of Retail for CEE. She has over 13 years experience in the retail property sector, nine of them at DTZ in Poland where she headed the Retail Agency team in Central Europe. Renata held senior management board positions at Carrefour Poland as a Director of property and asset and expansion, she was responsible for the property and asset management of 330 hyper- and supermarkets and 40 shopping centers in Poland. Renata has a Master of Science in Economy with speciality in Property Appraisal and Management from Sheffield Hallam University and accreditation of RICS Royal Institution of chartered Surveyors, a BA in Economy with speciality in Property Management at the WSGN School of Property Management in Warsaw and a post-graduate degree from the School of Property Valuation from Warsaw School of Management.



Robert Neale

Managing Director

PORTLAND TRUST

Robert has worked real estate since 1982 and worked in London and Brussels for Lambert Smith Hampton until 1991. He established Ryden/KFR in Prague then became equity partner of Healey and Baker in 1994. In 1997 he left Healey & Baker o set up the development company Portland Trust, based in Prague. During the past 10 years Portland has had an exclusive JV with the Apollo Real Estate Advisors, now AREA, and is currently in its fourth fund having developed over 300,000m2 of new commercial space. Better known developments include Metropole Zlicin, one of the first non-food anchored regional malls in Prague, Bucharest Business Park which is acknowledged as the first true class A business park in Bucharest.



Brendan Long

Head of Corporate Property
Finance Department

BANK ZACHODNI WBK

Brendan is Head of Corporate Property Finance for Bank Zachodni WBK, a member of the Santander Group. He leads a large team of experienced property finance professionals who are a leading long-term financing partner for Real Estate projects in Poland. He has 25 years of experience in financing Corporate and Property projects in Ireland, Bulgaria and Poland. Brendan has 10 years experience



Martin Nemecek
Acquisitions Director
CPI

Martin joined CPI Group in 2011 and became responsible for property acquisitions, bank financing and legal matters of the group. Since then CPI Group acquired properties worth almost €2 billion and expanded from the Czech Republic and Slovakia to many other CEE countries and France. Martin has led the team acquiring Ablon Group, Endurance Fund, Palais Maeterlinck as well as shares in Orco Property Group. Prior to joining CPI Group, he worked at Linklaters/Kinstellar and Salans law firms for over 10 years and represented international and local real estate investors and developers. Martin graduated from the Faculty of Law of the Charles University in Prague and from the University of Economics in Prague.



Tim Norman
Chairman
EUROPA CAPITAL
EMERGING EUROPE

Europa Capital is a pan-European real estate investment management business, which has invested over EUR 5bn in 17 countries across Europe. Mr. Norman has nearly 20 years' experience investing in central and eastern European property. He is currently CEO of Emerging Europe Fund, EUR 164m real estate opportunity fund focused on Romania, Bulgaria, western Balkans, Ukraine and Turkey. He previously worked as senior banker at the European Bank for Reconstruction and Development. Prior experience included Bank of America, Bank of Boston and a private property group.



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."



Karol Pilniewicz
Managing Director CEE
VALAD EUROPE

Karol Pilniewicz, Head of CEE, joined Valad in 2012, responsible for the Central European Industrial Fund, Polish Retail Fund and for growing Valad's business in the CEE region. Prior to joining Valad, Karol was the Fund Manager of the Polish Retail Fund at GE Real Estate, a Management board member of listed property developer – Ronson, a Senior Manager in Aareal Bank AG. Karol has an education in Economics.



Mark Rea
MRICS
Managing Partner
SENTIENT

Mark is the Managing Partner of Sentient, one of the largest Project & Cost Management Consultants operating throughout Central & Eastern Europe and beyond. After over 20 years with Gardiner & Theobald, rising to Equity Partner, last year Mark led the successful buyout of the G&T CEE operation together with the other regional partners. With re-branding as Sentient completed in October 2013 we currently have established offices in Poland, Czech Republic, Slovakia, Hungary, Romania and Croatia and work and experience in many of the neighbouring countries providing the same, high quality service levels as previously, for a full range of construction consultancy and related services - but now with the management and decision making team based in the region, giving increased flexibility and on the ground knowledge in a continually developing market. In addition to expanding into Montenegro since the buyout was completed, Mark has further led the move into Africa, with people on the ground and projects under construction in East Africa. He has been based in CEE for 18 years and has experience throughout the region. Mark is a Partner and Member of the Institute of Royal Chartered Surveyors (MRICS).



Tewfik Sabongui
 Managing Director Czech Republic
JONES LANG LASALLE

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.



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 Peakside's 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.



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.



Pavel Trenka
 Group CEO
HB REAVIS

Pavel is Member of the Board, COO and Head of Strategy at Slovakia-based real estate development company HB Reavis, joining the company in 2007. He was previously Associate Principal at McKinsey and Company (2000 – 2007) and an Associate at Bank Austria Investment Bank. He is a graduate of The University of Rochester - William E. Simon Graduate School of Business Administration.



Tomasz Trzoslo
 Managing Director Poland
JONES LANG LASALLE

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.



Roberta Tumpel

Head of Investment Management

RAIFFEISEN GROUP KAG

Roberta has been with Raiffeisen Immobilien KAG (Vienna) since 2008, a member of the Austrian banking group Raiffeisen. As Head of Investment Management she is responsible for the buying, selling and financing of commercial real estate for the real estate funds managed in trust by the company. The company is active in buying core/core + office and logistics buildings in Poland, Germany, France and the Netherlands. Roberta began her career as a Controller with the real estate fund management company Bank Austria Creditanstalt Real Invest GmbH in Vienna and subsequently with Volksbank AG, Vienna (formerly Investkredit Bank AG) where she worked in commercial real estate finance in CEE, loved every minute of it, and became a Senior Vice President. In 2006 she made the transition from bank to investor and was an Investment Manager at Unibail Rodamco Group, based in Vienna, working at buying/ selling/ asset management of truly outstanding retail assets in CEE and Austria. Roberta is Austrian, based in Vienna and speaks German, English, French, Italian and has rudimentary knowledge of Czech and Russian.



Colin Waddell

MRICS
Managing Director Poland

CBRE

Colin Waddell has been working for CBRE in CEE for over 12 years. Over the last six years Colin has been integral in setting-up and expanding CBRE's platform in the region which has meant that CBRE now operate as a full-service entity in CEE. Colin's geographical experience covers all of the principal regional markets and his professional career involves a range of investment consultancy, brokerage and valuation work (including development consultancy) over all sectors of the property industry, up and above his management duties. Before entering the Central & Eastern European market, prior to CBRE, Colin worked for King Sturge in Edinburgh and London for four years. Colin graduated from Heriot Watt University, Edinburgh with an honours degree in Estate Management and is a Member of the Royal Institution of Chartered Surveyors.



Alfred Watzl

Member of the Board

STRABAG

As a civil engineer Alfred started his professional career from the roots – working several years as a site manager in a medium-size German/Bavarian company. He is continuing a family tradition representing the third generation working in the construction management. His professional experience began in Poland in 1998 with the position of a STRABAG's site manager of M1 Shopping Centre in Bytom. His outstanding achievements contributed to his promotion in 2004 to a Member of the Board of STRABAG General Construction & Engineering Division. Since January 2013 Alfred is also responsible for Transportation Infrastructure and he is very well linked to other CEE and SEE markets via the STRABAG Group. Under the leadership of Alfred Watzl STRABAG and their almost 3500 employees were awarded the CEEQA Construction Company of the Year 2005, 2009 and 2012.



Bryan Wilson

Partner

WILSON & PARTNERS

Bryan is a solicitor registered with the English & Wales Bar Association and he has also passed the CAK Foreign Lawyers exam in the Czech Republic. Bryan specialises in managing and structuring large real estate investment transactions on both the buy and sell sides and he has been involved in several CEE based multi-jurisdictional transactions and projects. He has vast experience with various types of joint ventures implemented throughout the CEE countries and has a strong working knowledge of the hotel sector. He has also been active in several corporate M&A transactions on behalf of major Czech clients. Before co-founding Wilson & Partners, Bryan worked for seven years in the UK and then for a further six years in the CEE for Linklaters, a leading international law firm where he was in charge of the CEE real estate department. He is described in Chambers Europe 2012 as a 'Leading Lawyer' who takes taking "an innovative and positive approach to challenges... gives honest opinions and can put himself in our position." Bryan speaks English and has improved his Czech since his move to the Czech Republic in 2001.

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