

PROPERTY FORUM 2018
17-18 September 2018, Warsaw, Sheraton

17 September 2018

9.00-9.30 registration of guests		
9.30-11.30 opening session		
<p>This is of interest to the property world</p> <ul style="list-style-type: none"> 9.30-10.00 One on one interview 10.00-11.30 Opening debate. A big breakthrough? Poland has been promoted to the group of developed countries on the FTSE Russell index. What does this mean for the property market? Grand Ballroom (ABCDE) Simultaneous interpreting service PL/EN 		
11.30-12.00 break		
12.00-13.00 thematic sessions		
<p>Hotels New chains in attack. Hotel players put more and more focus on Poland</p> <p>Grand Ballroom (A) Simultaneous interpreting service PL/EN</p>	<p>Contracting A time of challenges – problems in the construction market vs. development of the property sector – are there real concerns?</p> <p>Grand Ballroom (B) Simultaneous interpreting service PL/EN</p>	<p>Offices Coworking has been growing fast in Poland. Will it become competitive for developers?</p> <p>Grand Ballroom (CDE) Simultaneous interpreting service PL/EN</p>
13.00-13.30 break		
13.30-15.00 thematic sessions		
<p>Shopping malls The sector has never seen such times before. What is the market in for, what should the investment targets be?</p> <p>Grand Ballroom (B) Simultaneous interpreting service PL/EN</p>	<p>Proptech Festival The technologies that change properties</p> <p>Grand Ballroom (A) Simultaneous interpreting service PL/EN</p>	<p>Offices Is Warsaw too small for offices? Regional cities join the play</p> <p>Grand Ballroom (CDE) Simultaneous interpreting service PL/EN</p>
15.00-15.30 break		
15.30-16.30 thematic sessions		
<p>Warehouses Large warehouses are "on their way"</p> <p>Grand Ballroom (A) Simultaneous interpreting service PL/EN</p>	<p>Hotels Boom overshadowed by competing condos and Airbnb. But new legislation is coming</p> <p>Grand Ballroom (B) Simultaneous interpreting service PL/EN</p>	<p>Offices Everything on skyscrapers in Poland</p> <p>Grand Ballroom (CDE) Simultaneous interpreting service PL/EN</p>
16.30-19.00 technical break		
19.00 Prime Property Prize Gala		

18 September 2018

9.00-9.30 registration of guests		
9.30-10.30 thematic sessions		
<p>Shopping malls New consumers, new needs. How have shopping malls been changing to attract the "home bird" generation?</p> <p>Grand Ballroom (A) Simultaneous interpreting service PL/EN</p>	<p>HR Location, remuneration, office design – how to attract employees effectively?</p> <p>Grand Ballroom (B)</p>	<p>Property Investments in holiday resort</p> <p>Grand Ballroom (CDE) Simultaneous interpreting service PL/EN</p>
10.30-11.00 break		
11.00-12.30 thematic sessions		
<p>Warehouses in the "service" of e-commerce. One-day delivery is the future.</p> <p>Grand Ballroom (A) Simultaneous interpreting service PL/EN</p>	<p>The way offices are designed. Quick Stories</p> <p>Grand Ballroom (B)</p>	<p>Apartments Institutional rental has been gaining momentum – a new housing market sector in Poland</p> <p>Grand Ballroom (CDE) Simultaneous interpreting service PL/EN</p>

12.30-13.00 break		
13.00-14.30 thematic sessions		
<p>Investments The whole of Poland a Special Economic Zone – a new impulse for investments Grand Ballroom (A) Simultaneous interpreting service PL/EN</p>	<p>Propertydesign.pl Forum Quick Stories Grand Ballroom (B)</p>	<p>Revitalisation Once upon a time within old walls or, the difficult art of revitalisation in Poland Grand Ballroom (CDE) Simultaneous interpreting service PL/EN</p>
14.30-15.00 break		
15.00-16.00 thematic sessions		
<p>Finance In search of financing for commercial projects Grand Ballroom (A) Simultaneous interpreting service PL/EN</p>	<p>Offices Low rents or a good location are no longer good enough. What do old office buildings need? Grand Ballroom (CDE) Simultaneous interpreting service PL/EN</p>	

Preliminary agenda:

17 September 2018

17 September 2018 | 9:30-11:30 opening session

Grand Ballroom (ABCDE) | Simultaneous interpreting service PL/EN

This is of interest to the property world

9.30-10.00 one on one interview

- The Polish hotel industry is catching up fast with many years of delays: How to successfully invest in the hotel market in Poland?
Gilles Clavie, Chairman of the Board, General Director, Orbis SA
- Investments. Make shopping in Poland – the appetite of investors and investment funds for properties in Poland has not been weakening. A recipe for an ideal project.
Dimitris Raptis, Deputy CEO, Chief Investment Officer, Globalworth
- The customer of the 21st century. Does the Internet threaten traditional shops? How will e-commerce change shopping centres?
Andy Stalman, Managing Director, Totem
- **10.00-11.30 debate**
A big breakthrough? Poland has been promoted to the group of developed countries on the FTSE Russell index. What does this mean for the property market?
How will the investment market in Poland change? Will there be a queue of parties interested in offices, shopping centres, hotels and warehouses? Is it expensive in Poland or are investors willing to pay more for properties? What is the risk level? Is the climate important, what are the concerns of foreign capital?

Guests invited to participate in the thematic session (alphabetical list):

- **Gilles Clavie**, Chairman of the Board, General Director, Orbis SA
- **Hadley Dean**, Chairman of the Board, EPP Sp. z o.o.
- **Robert Dobrzycki**, Chief Executive Officer Europe, Panattoni Europe
- **Maciej Dyjas**, Managing Partner, Griffin Real Estate
- **Marek Paczuski**, Director, Investment, Savills Sp. z o.o.
- **Arkadiusz Rudzki**, Managing Director, Skanska Property Poland

Moderator:

- **Piotr Kraško**, Journalist

17 September 2018 | 12.00-13.00

Grand Ballroom (A) | Simultaneous interpreting service PL/EN

Hotels. New chains in attack. Hotel players increasingly focus on Poland

World brands and local players are oriented on Poland. They're opening new hotels, buying land and looking for facilities to acquire. How will the market divide up?

Guests invited to participate in the thematic session (alphabetical list):

- **Julien Barbotin Larrieu**, Chairman of the Board, H.E.S.A
- **Saija Kekkonen**, Managing Director, Finland, Baltics, Poland & Russia, Best Western International Inc.
- **Adam Konieczny**, Development Director Eastern Europe, Louvre Hotels Group
- **Renata Kuszniarska**, Managing Director, Selina Polska
- **Dominik Sołtysik**, Member of the Board, Development and Asset Management Director, Orbis SA
- **Przemysław Wieczorek**, Member of the Board, Puro Hotels Sp. z o.o.

Moderators:

- **Małgorzata Burzec-Lewandowska**, Editor-in-Chief, Propertydesign.pl; Deputy Editor-in-Chief, Propertynews.pl
- **Robert Posytek**, Editor-in-Chief, Propertynews.pl, Deputy Editor-in-Chief, Propertydesign.pl

17 September 2018 | 12.00-13.00

[Grand Ballroom \(B\) | Simultaneous interpreting service PL/EN](#)

Contracting. A time of challenges – problems in the construction market vs. development of the property sector – are there real concerns?

Will developers withdraw from looking for general contractors and perform investments on their own? Growing prices of construction services and materials and problems related to shortage of labour – apart from the decreasing availability of land and increasing land prices – is one of the major challenges for the property sector. As a result of a shortage of subcontractors, developers “fight” to find subcontractors. How will those problems affect the time required to complete projects?

Guests invited to participate in the thematic session (alphabetical list):

- **Robert Konarski**, Director, Investment Implementation, Vantage Development SA
- **Anna Osiak**, President, Prosperity Time Sp. z o.o.
- **Gaby Tayoun**, Chairman, CEO, Europtima
- **Jerzy Werle**, Chairman of the Board, Warbud SA
- **Krzysztof Wilczek**, Regional Director, Skanska Property Poland

Moderator:

- **Dorota Trojanowska**, Partner, Personnel Consulting Team, TPA Poland

17 September 2018 | 12.00-13.00

[Grand Ballroom \(CDE\) | Simultaneous interpreting service PL/EN](#)

Offices. Coworking has been growing fast in Poland. Will it become competitive for developers?

The world keeps changing and so do properties. For several years, coworking has been conquering the office market in Europe. London has been the place with the largest demand for such centres. Now the trend has come to Warsaw – how will it change the office market in Poland? Who is happy with the coworking boom and who feels threatened?

Guests invited to participate in the thematic session (alphabetical list):

- **Jarosław Bator**, Business Development Manager, Skanska, Operational Director, Business Link Poland
- **Bartosz Dobrowolski**, Founder, CEO, PropTech Poland, Member of the Advisory Board, RICS
- **Maciej Kiepal**, Senior Technical Sales Representative Poland, Armstrong Building Products
- **Maciej Król**, Chief Growth Officer, Business Link Poland
- **Michał Kwinta**, Senior Community Manager, Mindspace Koszyki
- **Mikołaj Niemczycki**, Coworking Clients Manager, Office Agency, Cushman & Wakefield
- **Dawid Wykurz**, Commercial Director Southern Poland, Fabryka Mebli Biurowych MDD Sp. z o.o.

Moderator:

- **Katarzyna Kasprzyk-Skaba**, Journalist, Propertynews.pl, Housemarket.pl

17 September 2018 | 13.30-15.00

[Grand Ballroom \(A\) | Simultaneous interpreting service PL/EN](#)

Shopping malls. The sector has never seen such times before. What is the market in for, what should the investment targets be?

Extremely fast growth in internet sales, the fashion for alternative shopping places and legal changes – doing business in the shopping centre market is no piece of cake any more. There is a lot to fight for since shopping malls continue to be the most attractive investment product in the commercial property sector, much in demand among funds and investors from all over the world.

Guests invited to participate in the thematic session (alphabetical list):

- **Edyta Bobek**, Leasing Director Retail, Globalworth Poland
- **Radosław Knap**, General Director, Polish Council of Shopping Centres (Polska Rada Centrów Handlowych)
- **Gaby Tayoun**, Chairman, CEO, Europtima
- **Jolanta Wawrzyszuk**, Group Head of Leasing, Atrium European Real Estate

Presentation:

- Socio-economic importance of the development of modern retail property in Poland.
Radosław Knap, General Director, Polish Council of Shopping Centres (Polska Rada Centrów Handlowych)

Moderator:

- **Mateusz Skubiszewski**, Director, Capital Markets Central & Eastern Europe, BNP Paribas Real Estate Poland Sp. z o.o.

17 September 2018 | 13.30-15.00

[Grand Ballroom \(B\) | Simultaneous interpreting service PL/EN](#)

Proptech Festival. The technologies that change properties

The PropTech Festival is a new event and competition accompanying the Property Forum 2018, targeted at creators of innovative technologies for real estate organised by the PTWP SA Group, the publisher of Propertynews.pl and Propertydesign.pl, the organiser of Property Forum 2018 Conference. Creative, innovative, advanced and tailor-made to match the future needs and expectations of the market – we want to promote such solutions and present them to the heads of major market players on the commercial property market: developers, investors, managers and tenants. The PropTech Festival features presentations, discussions and meetings. The authors of the best solutions will be honoured during the Gala for the Prime Property Prize 2018.

Moderators:

- **Małgorzata Burzec-Lewandowska**, Editor-in-Chief, Propertydesign.pl; Deputy Editor-in-Chief, Propertynews.pl
- **Robert Posytek**, Editor-in-Chief, Propertynews.pl, Deputy Editor-in-Chief, Propertydesign.pl

Moderator:

- **Bartosz Dobrowolski**, Founder, CEO, Proptech Poland, Member of the Advisory Board, RICS

Competition jury:

- President of the jury: **Bartosz Dobrowolski**, Founder, CEO, Proptech Poland, Member of the Advisory Board, RICS
- **Małgorzata Burzec-Lewandowska**, Editor-in-Chief, Propertydesign.pl; Deputy Editor-in-Chief, Propertynews.pl
- **Robert Posytek**, Editor-in-Chief, Propertynews.pl, Deputy Editor-in-Chief, Propertydesign.pl
- **Ewelina Kałużna**, Leasing and Asset Management Director, Member of the Board, Skanska Property Poland
- **Tomasz Trzósio**, Managing Director, JLL Poland
- **Małgorzata Turek**, President, Globalworth Poland

Presentations:

- **Ada** – the first assistant on the rental market supported by artificial intelligence
- **Bot-shop assistant** – an internal start-up of PwC PropTech, offering an innovative device that operates like a chat-bot
- **Connected by Skanska** – a proprietary operating system for comprehensive management of office buildings
- **GetAnna** – a product supporting sales processes in the property sector
- **Indoorway** – a technology for precise location and internal navigation
- **Parkanizer Share** – intelligent parking systems supporting drivers in fast and stress free parking
- **Pragmasoft** – a solution for analysing the ways to use space in real time and detect the users' behaviour
- **ProperGate** – B2B software in SaaS model to automate the management of supply logistics at construction sites, optimising project time and budget
- **ShareSpace** – a web platform to transfer the entire renting process of common office space to the on-line sphere
- **Whirla Smart Office** – a system comprising a mobile application, interactive wireless chargers embedded in desks and a web management panel to optimise the use of office space

17 September 2018 | 13.30-15.00

[Grand Ballroom \(CDE\) | Simultaneous interpreting service PL/EN](#)

Offices. Is Warsaw too small for offices? Regional cities join the play

In Poland there are over 1100 service centres for business. Investors are increasingly attracted not only by the capital but also by regional cities. But plans for new projects will be verified by the interest of investment funds and the number of purchase transactions for such properties

Guests invited to participate in the thematic session (alphabetical list):

- **Miłosz Aleksander**, Vice-President, Tate & Lyle, Managing Director, Member of the Board, Tate & Lyle Global Shared Services Sp. z o.o.
- **Iwona Chojnowska-Haponik**, Director, Foreign Investment Department, Polish Investment and Trade Agency (Polska Agencja Inwestycji i Handlu SA – PAIH)
- **Karol Klin**, Head of Leasing Department, Globalworth Poland
- **Joanna Nicińska**, Regional Director, Office & Hotel Projects Department, Echo Investment
- **Sebastian Osuch**, Sales Director Regional Cities, Nowy Styl Group
- **Filip Pietrzyk**, Director, Department of Real Estate Management and Geodesy, Kielce City Hall
- **Klaudiusz Pomykała**, Regional Leasing Director, Cavatina Holding SA
- **Marek Ulanecki**, Leasing Manager, Vastint Poland

Moderator:

- **Krzysztof Misiak**, Partner, Head of Regional Cities, Cushman & Wakefield

17 September 2018 | 15.30-16.30

[Grand Ballroom \(A\) | Simultaneous interpreting service PL/EN](#)

Warehouses. Large warehouses are “on their way”

Such giants as Amazon or Zalando have already invested in Poland's warehouse and logistics market but large warehouses are coming. New investors, record demand, large areas under construction and new locations – this is already happening. But there are also challenges, like access to labour

Guests invited to participate in the thematic session (alphabetical list):

- **Alan Aleksandrowicz**, Chairman of the Board, InvestGDA
- **Piotr Bzowski**, Leasing & Development Director, P3 Logistic Parks
- **Marek Dobrzycki**, Managing Director, Panattoni Europe
- **Łukasz Duczkowski**, Senior Vice-President, Griffin Real Estate
- **Paweł Trojanowski**, Director of Logistics, BSH Sprzęt Gospodarstwa Domowego Sp. z o.o.
- **Andrzej Rosiński**, Chairman of the Board, Waimea Holding SA

Moderator:

- **Kamil Szymański**, Associate Director, Industrial Agency, Savills

17 September 2018 | 15.30-16.30

[Grand Ballroom \(B\) | Simultaneous interpreting service PL/EN](#)

Hotels. Boom overshadowed by competing condos and Airbnb. But new legislation is coming

The hotel market has been booming in Poland. The investment boom is overshadowed by the threat of lots of apartments for rent and a growing competitor – Airbnb. This may change as the Ministry of Sport and Tourism wishes to regulate the business of the latter. Who will gain? Who will lose?

Guests invited to participate in the thematic session (alphabetical list):

- **Ewa Pawlak-Lewandowska**, Department of Tourism, Ministry of Sport and Tourism, Poland
- **Kamil Ruciński**, Chairman of the Board, Nocowanie.pl Sp. z o.o.
- **Miłosz Stanisławski**, General Manager, Sound Garden Hotel
- **Krzysztof Szadurski**, Deputy Chairman of the Board, Chamber of Commerce of the Polish Hotel Industry, Chairman of the Board, Hotele Warszawskie „Syrena” Sp. z o.o.
- **Wiktor Wróbel**, Chairman of the Board, Nosalowy Dwór Sp. z o.o.

Moderator:

- **Maria Zielińska**, Senior Hospitality Advisor, Cushman & Wakefield Polska Sp. z o.o.

17 September 2018 | 15.30-16.30

[Grand Ballroom \(CDE\) | Simultaneous interpreting service PL/EN](#)

Offices. Everything on skyscrapers in Warsaw

In Warsaw, a forest of skyscrapers has been growing. Where does the boom come from and how do the skyscrapers tempt future tenants?

Guests invited to participate in the thematic session (alphabetical list):

- **Artur Apostoń**, Head of Investment, Globalworth Poland
- **Marta Janiszek**, Head, Design Department, Interbiuro Sp. z o.o.
- **Ewelina Kałużna**, Leasing and Asset Management Director, Member of the Board, Skanska Property Poland
- **Marek Kuryłowicz**, Proxy, Chairman of the Board, Kuryłowicz & Associates Sp. z o.o.
- **Marcin Mazurek**, Chairman of the Board, PHN SA

Moderator:

- **Irena Suchocka**, Journalist, Propertynews.pl

18 September 2018

18 September 2018 | 9.30-10.30

[Grand Ballroom \(A\) | Simultaneous interpreting service PL/EN](#)

Shopping malls. New consumers, new needs. How have shopping malls been changing to attract the “home bird” generation?

Shopping malls no longer want to be shopping centres. Apart from shopping full of experience and modern technologies, they offer: cinemas, bowling, gyms, extensive food courts. Investors invest in such spectacular ideas as: a Ferris wheel, rain forest, sea lions in a lake, ski slopes, wedding chapels, ... What will the new dimension in shopping malls be?

Guests invited to participate in the thematic session (alphabetical list):

- **Tomasz Jagiełło**, Chairman of the Board, General Director, Helios SA
- **Jakub Jarczewski**, Head of PR and Business Development Department, Metro Properties
- **Marcin Materny**, Member of the Board, Managing Director of the Shopping Centre Department, Echo Investment
- **Monika Pyszkowska**, Centre Manager, Czech Republic, Lithuania, Poland, Slovakia, ECE Projektmanagement
- **Yoram Reshef**, General Director, Blue City
- **Andy Stalman**, Managing Director, Totem

Presentation:

- **BrandOffOn** (brand + offline + online all together) – the future of branding. Are brands prepared for

unpredictable orders? **Andy Stalman**, Managing Director, Totem
Moderator:

- **Szymon Łukasik**, Head of the Retail Department, Cresa Poland

18 September 2018 | 9.30-10.30

[Grand Ballroom \(B\)](#)

HR. Location, remuneration, office design – how to attract employees effectively?

Poland is an important location for global players on the modern business services market. Corporations find high quality office space with great locations but the labour market has become a challenge. Competition for staff has become common and the strategies of global organisations do not always pass the test in local reality. How to effectively attract talent to companies and cities? What can be done by local government and what can be done by HR specialists?

Guests invited to participate in the thematic session (alphabetical list):

- **Karolina Dudek**, Workplace Strategy Manager, BNP Paribas Real Estate Poland Sp. z o.o.
- **Piotr Dziedzic**, Senior Director, Michael Page Poland, Member of the Board, The Polish HR Forum (Polskie Forum HR)
- **Marta Janiszek**, Head, Architects Office, Interbiuro Sp. z o.o.
- **Sylvia Krasieńska**, Business Development Manager, Grupa Nowy Styl
- **Konrad Szaruga**, Business Development Director, Business Link Poland

Moderator:

- **Iwona Bobrowska-Budny**, Talent Management Mentor, Content Partner, Kozminski Executive Business School, Director, MBA HR Programme, Kozminski University

18 September 2018 | 9.30-10.30

[Grand Ballroom \(CDE\)](#) | [Simultaneous interpreting service PL/EN](#)

Property. Investments in holiday resorts

The apartment house and condo hotel sector in Poland has been booming. This is thanks to increasing tourism, improved transport infrastructure and the growing affluence of society. New facilities have been growing like mushrooms after the rain. The appetite for land has also been growing. What is the investment potential in such properties from the perspective of private and institutional investors, in Poland and abroad?

Guests invited to participate in the thematic session (alphabetical list):

- **Maciej Gaczorek**, Proxy, Chief Designer, Invest Nosalowy Dwór Sp. z o.o.
- **Mikołaj Adamski**, Property Expert, Owner, Lokaty Ziemskie Sp. z o.o.
- **Tomasz Ludwik Krawczyk**, Partner, GKR Legal
- **Katarzyna Mysiak**, Chief Specialist, Tourism Office, Gdynia City Hall
- **Anna Osiak**, President, Prosperity Time Sp. z o.o.
- **Łukasz Śliwa**, Head of Property Projects, Metropolitan Investment SA

Moderator:

- **Maciej Orłoś**, Journalist

18 September 2018 | 11.00-12.30

[Grand Ballroom \(A\)](#) | [Simultaneous interpreting service PL/EN](#)

Warehouses in the “service” of e-commerce. One-day delivery is the future.

Smaller warehouses, close to city centres – the sector is responsible for developing e-commerce which has set a target of one-day delivery. What does that mean for the warehouse market? What are the prospects? What are tenants’ expectations?

Guests invited to participate in the thematic session (alphabetical list):

- **Arkadiusz Chlebowicz**, Managing Director, Waimea Holding SA
- **Jarosław Czechowicz**, Head of Portfolio Management CEE, Goodman
- **Marek Dobrzycki**, Managing Director, Panattoni Europe
- **Tomasz Lubowiecki**, Chairman of the Board, 7R Logistic SA
- **Andrzej Pawlak**, Head of Business Development Central & Eastern Europe, DHL Supply Chain Poland

Moderator:

- **Marek Kosielski**, BTS Director, Axi Immo Group Sp. z o.o.

18 September 2018 | 11.00-12.30

[Grand Ballroom \(B\)](#)

The way offices are designed. Quick Stories

- Presentation by CCC
 - **Danuta Barańska**, Creative Director, Tetris
 - **Zbigniew Kostrzewa**, Lead Architect, Founder, Owner, In Design
- Nordea Seaport Office – 3 generations of agile space
 - **Bogusz Parzyszek**, CEO, Workplace Solutions
- Presentation by HBO

- **Agnieszka Chołuj**, CEO, Saceplan
- **Dominik Dzierżbiński**, Architect
- **Katarzyna Jasińska**, Managing Director, Bene Poland
- Bobo Coworking
 - **Małgorzata Grzyb**, Architect & Designer, Interbiuro Sp. z o.o.
- Presentation by Fabryka Mebli Balma SA
 - **Dorota Toporowska**, Regional Director, Fabryka Mebli Balma SA

Moderators:

- **Małgorzata Burzec-Lewandowska**, Editor-in-Chief, Propertydesign.pl; Deputy Editor-in-Chief, Propertynews.pl
- **Robert Posytek**, Editor-in-Chief, Propertynews.pl, Deputy Editor-in-Chief, Propertydesign.pl

18 September 2018 | 11.00-12.30

[Grand Ballroom \(CDE\) | Simultaneous interpreting service PL/EN](#)

Apartments. Institutional rental has been gaining momentum – a new housing market sector in Poland

The scale and potential of the market of apartments for rent in Poland for institutional investors. What supports the development of the sector?

Guests invited to participate in the thematic session (alphabetical list):

- **Mateusz Grabiec**, Partner, Advocate, Baker McKenzie
- **Artur Kaźmierczak**, Chairman of the Board, Mzuri Investments Sp. z o.o., Chairman of the Board, Mzuri CFI
- **Kamil Kowa**, Director, Valuation and Consultancy Department, Savills
- **Jakub Nieckarz**, Chairman of the Board, Property Value Investment
- **Nebil Senman**, Co-Managing Partner, Griffin Real Estate
- **Włodzimierz Stasiak**, Deputy Chairman of the Board, BGK Nieruchomości SA
- **Dariusz Węgliński**, Country Manager, Catella Residential Investment Management

Moderator:

- **Małgorzata Dankowska**, Tax Advisor, Partner, TPA Poland

18 September 2018 | 13.00-14.30

[Grand Ballroom \(A\) | Simultaneous interpreting service PL/EN](#)

Investments. The whole of Poland a Special Economic Zone – a new impulse for investments

How will the new legislation affect investors' activities and developers' plans? What new locations will it create?

Production, transport and logistics, warehouses, service centres for business, ... Potential for new projects

Guests invited to participate in the thematic session (alphabetical list):

- **Iwona Chojnowska-Haponik**, Director, Foreign Investment Department, Polish Investment and Trade Agency (Polska Agencja Inwestycji i Handlu SA – PAIH)
- **Mirosław Kamiński**, Chairman of the Board, Pomeranian Regional Development Agency JSC (Pomorska Agencja Rozwoju Regionalnego SA)
- **Marek Michalik**, Chairman of the Board, Lodz Special Economic Zone (Łódzka Specjalna Strefa Ekonomiczna SA)
- **Janusz Michałek**, Chairman of the Board, Katowice Special Economic Zone (Katowicka Specjalna Strefa Ekonomiczna SA)
- **Anna Mielczarek**, Senior Inspector, Investor Service Centre, City Hall of Częstochowa
- **Wojciech Sztuba**, Tax advisor, Managing Partner, TPA Poland

Moderator:

- **Jacek Ziarno**, Editor-in-Chief, 'Nowy Przemysł' Economic Magazine

18 September 2018 | 13.00-14.30

[Grand Ballroom \(B\)](#)

Propertydesign.pl Forum. Quick Stories

Presentations

- How to avoid errors in the construction of office space?
 - **Małgorzata Grzyb**, Architect & Designer, Interbiuro Sp. z o.o.
- The WOW effect is not so WOW anymore – why offices have to be designed to be more than just eye-pleasing.
 - **Maciej Kiepał**, Senior Technical Sales Representative Poland, Armstrong Building Products
- Presentation of the report 'How to create a good office?'
 - **Anna Marszałek**, Global Portfolio Manager, author of the report 'How to create a good office?', Grupa Nowy Styl
- Offices. A comprehensively planned office.
 - **Andrzej Grabowski**, Chief Operational Officer, Forbis Group, **Agnieszka Walkiewicz-Sarwas**, Office Space Architect, Forbis Group
- Offices. A "comprehensively planned" office.
 - **Joanna Gralewska**, Commercial Director, Fabryka Mebli Biurowych MDD Sp. z o.o., **Dawid**

- **Wykurz**, Commercial Director Southern Poland, Fabryka Mebli Biurowych MDD Sp. z o.o.
- The construction of a hotel is not only for hoteliers. Hospitality consultancy contracts – why are they deemed worthwhile? Expertise in the hospitality industry as the key to success.
 - **Małgorzata Miernik**, Franchise Projects Director for Poland and the Baltic States, Orbis SA

Moderators:

- **Małgorzata Burzec-Lewandowska**, Editor-in-Chief, Propertydesign.pl; Deputy Editor-in-Chief, Propertynews.pl
- **Robert Posytek**, Editor-in-Chief, Propertynews.pl, Deputy Editor-in-Chief, Propertydesign.pl

18 September 2018 | 13.00-14.30

[Grand Ballroom \(CDE\)](#) | [Simultaneous interpreting service PL/EN](#)

Revitalisation. Once upon a time within old walls or, the difficult art of revitalisation in Poland

The frenzy of revitalisation continuous. The scale of the Warsaw market and its prestige have meant that is where the largest number of investments has been made as a result of revitalisation of historic buildings, dilapidated buildings or degraded sites. However, the potential is much larger. What about older buildings that are not able to withstand market competition? Is reconstruction of unattractive, older facilities to convert them into apartments, hotels or modern offices a difficult art? What is the secret? In a unique spirit of the place, a special concept or perhaps cooperation with the best architects?

Guests invited to participate in the thematic session (alphabetical list):

- **Julien Barbotin Larrieu**, Chairman of the Board, H.E.S.A
- **Agnieszka Chorab**, Architect, Fabryka Mebli Biurowych MDD Sp. z o.o.
- **Michał Gerwat**, Director, Browary Warszawskie project, Echo Investment
- **Monika Hryniewicz**, Head of Leasing, OPG Property Professionals
- **Tomasz Ludwik Krawczyk**, Partner, GKR Legal
- **Paweł Marczak**, Project Manager, revitalization of Hotel Europejski in Warsaw, SUD Architectes
- **Gerard Schuurman**, Project Director, Stocznia Cesarska Development Sp. z o.o.

Moderator:

- **Irena Suchocka**, Journalist, Propertynews.pl

18 September 2018 | 15.00-16.00

[Grand Ballroom \(A\)](#) | [Simultaneous interpreting service PL/EN](#)

Finances. In search of financing for commercial projects

What requirements of financial institutions and banks are faced by investors in office buildings, hotels, warehouses and shopping malls? Private equity, corporate bond issues, bank loans or perhaps leaseback – what should be used, what makes business sense?

Guests invited to participate in the thematic session (alphabetical list):

- **Paweł Dziekoński**, CFO, Head of HR, Kazar Footwear Sp. z o.o.
- **Anna Osiak**, President, Prosperity Time Sp. z o.o.
- **Rafał Pomorski**, CFO, Globalworth Poland
- **Włodzimierz Skonieczny**, Director, Real Estate Financing Department, ING Bank Śląski SA

Moderator:

- **Hubert Mańturzyk**, Director, Debt & Structured Finance Department, CBRE Sp. z o.o.

18 September 2018 | 15.00-16.00

[Grand Ballroom \(CDE\)](#) | [Simultaneous interpreting service PL/EN](#)

Offices. Low rents or a good location are no longer enough. What do old office buildings need?

Every year there are more new and interesting office investments. That is why managers of older facilities face the challenge of how to attract new or retain existing tenants. Support comes from modernisation and a radical change of functions

Guests invited to participate in the thematic session (alphabetical list):

- **Albert Augustynik**, Leasing Property Manager, Atlas Management Company
- **Grzegorz Boczek**, Head of Office Leasing, GTC SA
- **Wojciech Galej**, Director of Implementation, Interbiuro Sp. z o.o.
- **Maciej Kiepał**, Senior Technical Sales Representative Poland, Armstrong Building Products
- **Sylwia Piechnik**, Head of Office Leasing, EPP Sp. z o.o.
- **Henryk Rytwiński**, Chief Operating Officer, Octava Asset Management Sp. z o.o.

Moderator:

- **Daniel Czarnecki**, Head of Landlord Representation, Poland, Savills