

# 2<sup>nd</sup> RICS Real Estate Valuation and Investment Conference Hilton Hotel Sofia, March 18<sup>th</sup> 2015



General information, Sofia, February 2015

## Overview

Forton, a Cushman & Wakefield Alliance Partner, proposes to co-organize the 2<sup>nd</sup> RICS Real Estate Valuation and Investment Conference in Bulgaria with the support of RICS and the Chamber of Professional Valuers as co-organizer.

The event will offer first-hand information and insights from the evolving investment markets in Southeast Europe and compare local and international understandings of real estate value. Panelists will discuss valuation practices in the local market and the relevance and application of international standards. The aim of the conference is to raise market awareness and to explain the benefits of using RICS regulated advisory and valuation services.

## Agenda

9.00 – 9.30 Registration and coffee

9.30 – 10.00 Opening remarks from the organizers.

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Michaela Lashova, MRICS, Managing Partner, Forton

Nikola Kedov, Associate Director, KPMG Bulgaria

10.00 – 10.45 Keynote speech delivered by Mr. Jörn Stobbe, FRICS, RICS Europe Board Chairman, RREEF Management GmbH.

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**He will focus on the trends in market integration and internalization across Europe and the ensuing challenges for the real estate industry, investors and the surveying profession.**

10.45 – 11.00 – Coffee break

11.00 – 12.15 Panel discussion: International Property Measurement Standards.

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The panel will discuss the differences in property measurement standards in general, the applicability of international standards on the local market and finally, the need to apply the IPMS for Office Buildings.

Speakers:

- Olga Stoichkova, Commercial Director, Sofia Airport Centre
- Arch. Angel Zahariev, Partner, A&A Architects,
- Peter Andonov MSc, MRICS, Partner, Expert Invest
- Alasdair Bernard, Partner, MRICS, BHP International
- Desislava Miteva, General Manager, Regus Sofia Parliament

Moderator: Sander Scheurwater, Head of External Affairs & EU Liaison, Europe, RICS



12.15 – 13.30 Lunch

13.30 – 14.30 Panel discussion: Valuation.

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To what extent the RICS standards are applicable in the valuation for financing purposes in Bulgaria. What will be the influence of the EC directive on credit agreements for consumers relating to residential immovable property? The effects of different property measurement practices on values and the implications for valuation. Once the IPMS are launched how easy will it be to adopt them?

Speakers:

- Plamen Bachev, MRICS, Head of Consultancy and Valuation, Forton
- Eli Petrova, Head of valuation department at UBB
- Victor Genev, CFA Manager Business Development at Amrita Consulting House
- Steliana Kostova, CFA Manager at Ernst & Young Bulgaria
- Svetla Parmakova, MRICS, Head of Collateral Management Department at Raiffeisen Bank
- Sander Scheurwater, Head of External Affairs & EU Liaison, Europe, RICS

Moderator: Nikola Kedov, Associate Director, KPMG Bulgaria

14.30 – 14.45 Coffee break

15.00 – 16.00 Panel discussion: Investment

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What are the key drivers for investment decisions in the current market?

Is there an investment market beyond distressed and land? Investment, development or active asset management: which approach would yield best results and for what types of investors? Is debt becoming more available?

Speakers:

- Radu Boitan, FRICS, Partner, Senior Investment Director, Revetas Capital
- Dimitar Savov, MRICS, CEO, BLD Asset Management
- Lila Pateraki, Director of Business Development, ZEUS Capital Management
- András Boros, International Expansion, Indotek, Hungary

Moderator: Tanya Kosseva-Boshova, CEO Piccadilly

16.00 – 17.00 Networking

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