

## **3<sup>rd</sup> RICS Investment and Valuation Conference in Bulgaria**

Holiday Inn Sofia, 18<sup>th</sup> October 2016

### **Summary**

The conference is planned as a half-day event, dedicated to the RICS evaluation standards and the main trends on the investment markets the SEE region.

The event will comprise of two panels in combination with two key-note presentations delivered by high-end RICS professionals.

Valuations panel with main topics the valuation challenges and conflict of interest, the acceptable methods of valuation.

Investment panel dedicated to the appeal of the Bulgarian investment market.

### **Agenda**

#### **9.00 – 9.30 Registration and coffee**

#### **9.30 – 9.45 Welcome opening speeches**

Michaela Lashova, MRICS, Forton

Nikola Kedov, KPMG, CPV

Anna Orcsik, RICS(tbc)

#### **9.45 – 10.15 Opening keynote presentation**

Main focus: The big picture. Conflict of interests and valuation challenges. Ethics and valuation challenges in terms of different methodology and transparency of evaluation.

Speaker: Maarten Vermeulen, FRICS

#### **10.15 – 10.30 Coffee break**

#### **10.30 – 12.00 First panel: Valuations**

- The AQR challenge for the valuation profession in Bulgaria. Learning from experience.
- Valuations for financial reporting purposes – a simple explanation of the market value concept. Tax implications. The views of auditors (big 4, BDO)

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- A 'must-be' value – the views of corporate owners.
- Acceptable methods of valuation – banks, regulators, corporate owners.

Moderator: Nikola Kedov, KPMG

Panelists: Plamen Bachev, MRICS, Forton/C&W, Tzenko Tzenkov, MRICS, Unicredit Bulbank, Tzenka Bojilova, MRICS, Advance, MRICS, Diana Nikolaeva, Managing partner EY, Vanya Assenova, PWC, Viktor Genev, MRICS, Amrita, Boyka Boncheva, MRICS

## **12.00 – 12.15 Keynote presentation dedicated to main trends in commercial real estate. (Delivered by Forton team member)**

### **12.15 – 12.45 Keynote presentation**

Main focus: Is SEE the new rising star in the investment market? International capital flows to SEE and key targets of international investors.

Speaker: TBD

### **12.45 – 14.15 Second panel: Investments**

- The appeal of the Bulgarian market.
- Hot spots: sectors, locations.
- The impact of low interest rates.
- Availability of financing – large and small deals, interest rates, developments and acquisitions.

Moderator: Michaela Lashova, MRICS, Forton/C&W

Panelists: Noah Maayan, Avestus Capital Partners, Erden Bilinger, Garantii Koza, Lila Pateraki, ZEUS Capital, Dimitar Savov, MRICS, BLD Homes

### **14.15 Networking lunch**

**15.30 – 17.30 What is RICS and its standards presentation (free of charge). If you are interested in attending only the presentation send an e-mail to: [dstefanova@forton.bg](mailto:dstefanova@forton.bg) by October 11th 2016.**

**5 CPD Hours** – 3<sup>rd</sup> RICS Valuation and Investment Conference

**2 CPD Hours** – Afternoon sessions

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