



Poland

ULI POLAND CONFERENCE

GAME CHANGERS

in the Real Estate World

17-18 April 2024 | Raffles Europejski Hotel, Warsaw

17 April 2024

12:00
–
15:00

ULI POLAND PRODUCT COUNCILS' DAY - various locations, separate registration (members only)

19:30
–
23:00

GALA DINNER - Raffles Europejski Warsaw Hotel (open to all registrants)
Special Guest Speaker:
WHEN BOTS RULE THE WORLD - What Will The Future Really Look Like
• **Howard Saunders** - The Retail Futurist, a writer and speaker

18 April 2024 Raffles Europejski Warsaw Hotel

09:00

Registration and welcome coffee

09:30

Welcome
• **Marcin Juszczak**, Chair of ULI Poland
• Conference moderator: **John Banka**, Senior Director, ARC Capital Markets

09:35

Keynote presentation:
MACROECONOMIC OUTLOOK FOR CEE AND POLAND IN A YEAR OF MI ELECTIONS
• **Dorota Strauch**, CEE Lead and Head of Research, Raiffeisen Bank International

09:50

Presentation followed by a panel discussion:
THE RISE OF CEE AND BALTIC INVESTORS
• Presentation: **"CEE Investment Trends in a Global Context"**
• by: **David Inskip**, EMEA Head of Research, CBRE Investment Management
• **Colman McCarthy**, Partner, Real Estate Investments, Signal Capital Partners
• **Paulius Stulgaitis**, Head of Investments, EIKA Asset Management
• **Radek Kucera**, Founder and Managing Partner, Grafton Property Partners
• Moderator: **Dorota Wysokińska-Kuzdra**, Senior Partner, Colliers

10:45

Keynote presentation followed by a Q&A:
GENERATIVE AI IS SET TO TURBO CHARGE HUMAN-CENTRIC REAL ESTATE
• **Antony Slumbers**, a speaker, advisor and writer on proptech and space-as-a-service

11:15	<p>Info-burst</p> <p>CCHANGE UPDATE - FASTER AND FURTHER ON THE PATHWAY TO DECARBONISATION TOGETHER</p> <ul style="list-style-type: none"> • Presentation by: Olivia O'Brien, Research Director, ULI Europe, on secondment from Longevity Partners
11:30	Coffee Break
12:00	<p>Presentation followed by a panel discussion</p> <p>THE CASE FOR DECARBONIZING REAL ESTATE</p> <ul style="list-style-type: none"> • Presentation by: Elisabeth Herman Frederiksen, Head of Sustainability, Urban Partners • Adam Targowski, Group Head of ESG Management, CTP Invest • Jarosław Fiutowski, Board Member, Ghelamco Poland • Moderator: Izabela Makowska-Kwiecińska, Associate Director, Strategic Advisory, ESG, Colliers
12:40	<p>Panel discussion</p> <p>FROM X TO Z: HOW WE LIVE, WORK, AND CONNECT ACROSS GENERATIONS</p> <ul style="list-style-type: none"> • Aleksandra Musik, Leasing Coordinator, 7R • Patryk Czarnocki, Trainee, Office Agency, Colliers • Anna Szelc, Investments Senior Director at Invesco Real Estate • John Banka, Senior Director, ARC Capital Markets • Moderator: Ariana Maaß, Berlin Hyp AG
13:20	<p>Presentation followed by a panel discussion</p> <p>WHAT ARE GAME CHANGERS FOR CITIES AND URBAN DEVELOPMENT</p> <ul style="list-style-type: none"> • Presentation by: Maria Vassilakou, Vienna Solutions, Former Deputy Mayor of Vienna • Patrick Canagasingham, Global COO, Habitat for Humanity International • Nicklas Lindberg, CEO, Echo Investment • Monika Konrad, Deputy Director of Architecture & Spatial Planning Department, City of Warsaw • Moderator: Andrei Martin, Partner, PLP Architects
14:15	<p>Closing keynote</p> <p>FUTURE OUTLOOK: ERA OF TRANSFORMATION</p> <ul style="list-style-type: none"> • Lukasz Platkowski, Managing Director / Principal, Gensler
14:35	Wrap up & close
14:40	Networking lunch

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HOWARD SAUNDERS

The Retail Futurist



The Retail Futurist, otherwise known as Howard Saunders, is a writer and speaker whose job it is to see beyond retail's currently choppy waters. Howard spent the first twenty five years of his career at some of London's most renowned retail design agencies, including Fitch & Company, where he created concepts, strategies and identities for dozens of British high street brands. Howard relocated to New York in 2012 where the energetic regeneration of Brooklyn inspired his book, Brooklynization, published in 2017. His newfound role as champion for retail's future in our town and city centres gave rise to the title The Retail Futurist. Howard's talks are hi-energy, jargon-free journeys that explore the exciting, if not terrifying, retail landscape that lies ahead.

OLIVIA O'BRIEN

Research Director Urban Land Institute



Olivia is contracted by ULI on a part time basis as a Research Director. She currently assists with both ULI Randall Lewis Centre and ULI Europe on key decarbonisation topics, including the ongoing development and maintenance of the C Change programme. Expert in the interaction between climate change and the built environment, Olivia has extensive experience in building for resilience, consulting major industry players on the major challenges faced by today's societies. She is contracted from Longevity Partners, where she works as an Associate Director and Global Head of Climate Resilience.

ANTONY SLUMBERS



Antony is a globally recognised speaker, advisor and writer on proptech and space-as-a-service. A serial entrepreneur, he has founded and exited several proptech software companies and now consults real estate boards on their transformation, technology and innovation strategies. He writes an influential blog at antonyslumbers.com and teaches the online 'Generative AI for Real Estate People' course.

DOROTA STRAUCH

CEE Lead and Head of Research Raiffeisen Bank International AG



Dorota Strauch is leading the CEE Coverage in Raiffeisen Research. Based in Warsaw she is also responsible for economic coverage and forecast for Poland. She has been working in the Polish unit of RBI since 2010. She has a master's degree in Finance and Banking obtained at the Warsaw School of Economics and is also a CFA Charterholder.

LUKASZ PLATKOWSKI

Managing Director / Principal Gensler



As the Managing Director of Gensler Berlin, Lukasz Platkowski provides leadership and strategic direction for multi-disciplinary projects catering to a diverse client base. A Design Principal and registered architect with over 20 years of experience, Lukasz is deeply committed to designing for resilience, enhanced experiences, and optimal performance while prioritizing client value. He has spearheaded transformative projects that have set new industry standards and redefined the concept of 'benchmark' design across the United Kingdom, Europe, the Middle East, and North Africa. Lukasz's dedication extends to championing award-winning projects, where he understands the unique challenges and developments of future-forward endeavours, ensuring smooth project implementation and standout design solutions. Additionally, Lukasz serves as a visiting tutor at the Nottingham University School of Built Environment, actively contributes to BCO CTBUH Strategic Guidelines, and participates in various jury panels, including the World Architectural News, Commercial Office Awards and the LEAF Awards.

MARCIN JUSZCZYK

Managing Partner Capital Park



20 years of professional experience in the real estate sector. Played strategic roles in Capital Park since its formation in 2003, starting as CFO and then as Head of Investment Department since 2006. Currently as CIO/CFO responsible for areas of Investment and Finance. Took part in over 100 transactions involving properties all across Poland, secured over €1.3bn in bank financing and raised over €130m in bonds and shares issues on Polish capital market. He has also been responsible for transactions and co-operation with PE Real Estate funds that became Capital Park's strategic partners and invested over €350m equity in Capital Park projects. Marcin holds a position of ULI Poland Chair since October 2023.

DAVID INSKIP

CBRE Investment Management Europe BV



David Inskip is EMEA Head of Research for CBRE Investment Management. In this role, David is responsible for shaping and overseeing the research capabilities of the EMEA business. He, along with the team that he manages, provides thought leadership on a variety of topics, advises on fund strategy and supports investment teams in asset selection. Prior to joining CBRE Investment Management in 2014, David worked at CBRE where he led the EMEA forecasting program, supported the capital markets business and advised on client strategy. David moved into the property industry in 2011 when he took up a role as UK Economist at Grosvenor, although his experience of applying econometric and other quantitative methods in the analysis of property markets begins in 2006. He also has several years' experience in economic consultancy and was Senior Economist at Experian Business Strategies.

PAULIUS STULGAITIS

**Head of Investments
Eika Asset Management**



Skilled real estate professional with broad experience, including private equity advisory and real estate investments. He began his professional career by joining Medicinos Bank, where he worked as a financial market analyst. More specifically, he focused on credit and market risks. Following this, he joined Ekistics Property Advisors, where he was responsible for screening and modelling of investment opportunities in UK and Germany, analysing data from the real estate market and macro-economic research, as well as providing general transaction support. He also was Senior Investment Consultant at CBRE Baltics, where he got tremendous experience in investment activity across Baltics.

COLMAN MCCARTHY

**Partner, Real Estate Investments, Signal
Capital Partners Limited**



Colman McCarthy is a Partner at Signal Capital Partners, responsible for origination and management of real estate investments in key target markets. Prior to joining Signal, he spent 4 years as a Managing Director at Kennedy Wilson Europe, one of the most active direct real estate and NPL investors in the UK & Ireland. Colman was responsible for the origination, execution and ongoing management of over €2.5 billion of investments over this period. Before joining Kennedy Wilson, Colman was Head of Non-core Real Estate at Bank of Ireland in the UK with responsibility for managing the workout of the bank's UK loan book and prior to this was at Barclays Capital where he was responsible for origination and execution of pan-European real estate debt transactions; investment, development, senior and mezzanine. Colman holds a postgraduate degree in Management from Oxford University and an undergraduate degree in Business & Economics from Trinity College, Dublin.

DOROTA WYSOKINSKA-KUZDRA

**Senior Partner
Colliers Poland**



Dorota has over 25 years of property market, finance, and banking experience. In 2018 she joined Colliers and is the Head of Corporate Finance & Living Services - CEE Department, which she has built from scratches and currently she holds position of Senior Partner, advising clients on debt financing, mezzanine financing, raising capital and capital partner acquisition, as well as supporting company acquisition or stock-market listing. Prior to this, Dorota spent 11 years as Senior Partner at Griffin Real Estate, where she was responsible for the Group's management and investments, including the first mezzanine fund operating in Poland. Before joining Griffin, for over 10 years, she held director positions in the HypoVereinsbank/ UniCredit Group, and in their subsidiaries, being responsible for real estate investment banking and real estate finance. Dorota graduated from the Warsaw School of Economics (SGH), the University of Cologne, and the University of Duisburg-Essen. Dorota is an active member and a big contributor to the Urban Land Institute – the world's oldest and largest network of cross-disciplinary real estate experts, with over 45,000 members. From 2018 till 2021 she acted as ULI Poland Chair, now she sits as a member on the ULI Poland Executive Committee. In 2020 she has joined the ULI Europe Executive Committee for a two-year term to oversee activities across the CEE region.

RADEK KUCERA

**Founder and Managing Partner
Grafton Property Partners**



Radek is running a real estate development and investment business based out of Prague, to which he was previously working and based in London. Lately, Radek has managed to spearhead acquisitions and joint ventures for his company creating a 750 000 m2+ portfolio of projects in preparation in the last two years, setting up one of the emerging real estate groups in Prague, Grafton Property Partners. Previously, Radek has set up and led joint ventures with leading local and international investors and development companies in the region, ranging from logistics to residential real estate, with companies such as Garbe, BHM Group, or various other local developers and investors. Radek has organised joint ventures in the volume of over €1 billion under the Grafton and Halcyon umbrellas, before re-focusing on the company's (Grafton's) own development portfolio. Radek is also currently setting up the Urban Land Institute in the Czech Republic.

ELISABETH HERMANN FREDERIKSEN

Head of Sustainability
Urban Partners



Elisabeth Hermann Frederiksen (DK) is the Head of Sustainability of Urban Partners, a leading urban investor with €20bn under management, 700 employees, and investments in 15 countries across credit, venture, private equity, and real estate. Nrep, the company's real estate investment business, manages 8 million sqm of real estate and has two decades of track record with a 20% net IRR since inception (avg). Elisabeth focuses her leadership on decarbonizing and re-thinking an urban built environment that respects planetary boundaries and caters to human needs and well-being. For Nrep, the decarbonization levers include the use of internal carbon incentives in underwriting, use of new technologies and materials, and a significant brown-to-green CAPEX plan. Prior to joining Urban Partners, Elisabeth had a career working on business development, sustainability and corporate strategy at the LEGO Group, and prior to that as management consultant at McKinsey&Co, where she supported clients in both the private, public and social sector on operational and strategic agendas. Elisabeth holds a PhD in Macro Economics from Copenhagen University, and an MSc in Forestry (cand. silv.) from the Royal Veterinary and Agricultural University, Denmark. As part of her academic career, she published in peer reviewed journals.

ADAM TARGOWSKI

Group Head of ESG
CTP Invest



Adam Targowski holds the position of Group Head of ESG at CTP, which develops and manages industrial and logistics parks from Black to North Sea being active in 10 European countries. Adam team is responsible for setting up group ESG strategy and its execution together with country teams. Recently, the team has been focused on implementing strategy to make sure companies efforts keep it at the forefront of sustainable development supporting tenants and municipalities in meeting their targets. Adam joined CTP in 2022. Before joining CTP Adam was responsible for Sustainability in Skanska development business in CEE and ran consultancy in the field of sustainability supporting real estate and construction sector. Adam is involved in many organizations promoting sustainable development in Europe: RICS, Urban Land Institute and Polish Green Building Council where he serves as Advisory Board Member.

JAROSŁAW FIUTOWSKI

Ghelamco Poland



Member of the Board responsible for ESG Strategy and Innovation at Ghelamco Poland Associated with Ghelamco since 2008. Construction specialist with over 20 years of experience. His portfolio includes work on the most recognizable projects in Poland. In the years 2003-2004 he supervised the construction of Promenada and Blue City mall centre. In Ghelamco he was responsible for the construction of, among others: Mokotów Nova CD, Senator, Łopuszańska Business Park, T-mobile Office Park, Wołoska 24, BIG, as well as the company's flagship project and showpiece of the capital city - Warsaw Unit.

IZABELA MAKOWSKA-KWIECIŃSKA

Associate Director /Strategic Advisory /ESG
Colliers Poland



In general - advisory within sustainable real estate and ESG In more detail, my knowledge and scope of responsibilities are within: Managing processes related to ESG and EU Sustainable Financing Directives; Preparing and supervising documents like: ESG strategies, ESG Due Diligence, EU Taxonomy screening; Project management for sustainability advisory services; Creating policies and plans for sustainable business; Educating Clients and Colliers team on ESG; Coordination of ESG related services: LEED, LEED EB:OM certification, Climate risks, Transition risks; Reporting in GRESB, GRI, SDGs, UN Global Compact, SBTi, etc; Advisory on energy efficient solutions in terms of EU requirements, like Net-Zero according to CRREM EU tool.

ALEKSANDRA MUSIK

Leasing Coordinator
7R SA



Aleksandra Musik holds the position as Leasing Coordinator within the Business Development Division of 7R SA, one of Poland's leading logistics developers. Following her completion of a Bachelor Degree in Finance and Accounting, Aleksandra joined 7R in 2022 where she is responsible for the coordination of processes in leasing department. Outside work hours, Aleksandra is studying Financial Management at Warsaw School of Economics, and explores opportunities for self-development. Aleksandra is passionate about traveling and meeting new cultures.

JOHN BANKA

Senior Director
ARC Capital Markets



John Banka is a commercial real estate professional with over 25 years of advisory and transactional experience in the Polish and central European markets—initially with Golub, and later joining Ernst & Young's real estate consulting team and then Colliers International where he established the firm's investment practice in Poland and became an equity partner. Prior to joining ARC, John established and managed an independent advisory practice providing project development, financing, investment advisory and leasing strategies for clients throughout central and eastern Europe. Earlier in his career, John worked as an economic development official—first, with the City of Chicago and subsequently, the New York City Public Development Corporation, with responsibility for coordinating significant commercial and industrial investments in both cities, including projects of the Chicago Board Options Exchange, Amgen and Columbia University. John earned a B.A. with honors in Urban Studies at Furman University, a master's degree in Urban Planning & Policy at the University of Illinois-Chicago and an MBA from Northwestern University. He has also completed a Harvard University Graduate School of Design course in urban retail strategy. John led the efforts to establish Urban Land Institute Poland and served as its first chairman.

ARIANA MAASS

Real Estate Finance
Berlin Hyp AG



Ariana is part of the origination team for international investors at the German covered bonds mortgage bank: Berlin Hyp. Here, she is in charge of financing cross-border institutional transactions in all active lending markets and across all strategic asset-classes of the bank. At ULI, Ariana is a member of the ULI Europe YL Executive Committee and YL Co-Chair for the capital of Germany, Berlin. Privately, Ariana spends her time designing wardrobe, playing tennis or a recently discovered passion: rolling on a racing bike.

ANNA SZELC

Investments Senior Director
Invesco Real Estate



She is responsible for asset management of ca 1.4 billion EUR of real estate, including prime office, retail and logistic assets i.e. Q22, Plac Unii and Galeria Kazimierz. Her responsibilities include performance maximization, implementing ESG strategy and business development. Prior to joining Invesco Real Estate in 2021, Anna worked as investment and asset manager, and a lawyer. She began her professional career in 2004. Her experience spans all of the real estate sectors, including development, logistics, hotel, residential, retail and office in CEE. In the past she worked for Breevast and Azora, covering various aspects of sourcing, investment, management and leasing of their portfolios. Anna holds a Master of Law degree from the Jagiellonian University of Cracow. She is a member of the Bar of Advocates of Poland. She has also completed various real estate courses. In her spare time, she enjoys tennis, cooking, travelling, fine arts, and a glass of good wine with friends.

PATRYK CZARNOCKI

Trainee
Colliers Poland



Trainee at Colliers Poland's Office Agency, balances his pursuit of a Management degree at the University of Warsaw with gaining valuable insights into the real estate industry. In addition to his academic endeavors, at Colliers Patryk actively engages with developers and clients to gather essential market insights, supporting transactions and ensuring accuracy in data related to tenants, available space, rental rates, and more.

MARIA VASSILAKOU

Urban Transformation Consulting -
Urban Transitions Management
Vienna Solutions



Maria Vassilakou is an experienced, inspiring urban leader, devoted to open, inclusive and green cities, passionate on urban transformation processes leading to sustainable system change. She served as Viennas Vice Mayor responsible for Urban Planning, Traffic & Transport, Climate Protection, Energy and Public Participation from November 2010 to July 2019. Maria Vassilakou envisages cities as open, green, affordable, family friendly and diverse places for life. In her 9 years serving as Vice Mayor she implemented successfully a vast transformation agenda comprising numerous innovative projects, contributing substantially to Viennas Nr1 position in all major international livability rankings within the last decade. Maria Vassilakou now works worldwide as an independent advisor on urban transformation. After leaving office, she founded Vienna Solutions, a network of experienced Viennese urban experts and practitioners, with whom she cooperates building flexible teams to deliver complex urban projects. She shares her experience and know-how from Vienna – the worlds most livable city – with cities, NGOs, organizations and corporations developing strategies, agendas and solutions, organizing transition management and capacity building for livable, sustainable and inclusive cities. Since 2019 Maria is also a member of the EU Horizon Mission experts board on Climate neutral smart Cities.

MONIKA KONRAD

Deputy Director of Architecture
& Spatial Planning Department
City of Warsaw



Monika Konrad is an architect, urban planner, researcher, and strategist; she gained a professional background in studios like OMA, Claus en Kaan Architecten and as a project director at consulting company Strelka KB. She graduated from the Faculty of Architecture at the Poznań University of Technology, the Erasmus University in Rotterdam, and Lund University. She is an author of numerous urban standards and strategic projects on a citywide scale and a designer of urban and architectural projects in Europe, Asia, and Africa. Monika Konrad is the Deputy Director of the Municipal Office of Architecture and Spatial Planning in Warsaw, working as a chief designer on the Spatial Planning Policy. Since last year, she has held the position of Extraordinary Professor at Brno Technical University.

NICKLAS LINDBERG

CEO
Echo Investment



Nicklas was appointed CEO of Echo Investment in 2016. He is responsible for the strategy and development of the company. Since 2016 Echo Investment has significantly grown its scale of operation and pipeline. The launched Strategy of Profitable Growth transformed Echo Investment into pure developer operating in seven major Polish cities, as well as market leader in residential, office and retail real estate sectors. The Group started to design and build urban 'destination' projects, that combine all functions and are well-designed parts of the cities, where people can live, work and spend their time. It

has also started operating in flex office space (CitySpace) and rental apartments (Resi4Rent) segments. Within a scope of increasing presence in residential market, in 2021 Echo Investment acquired Archicom S.A., Wrocław-based development company. Until 2015 Nicklas Lindberg was a part of Skanska Group, where he held several top positions, such as president of Skanska Commercial Development Europe (CDE), head of Skanska Property Poland, CFO and CEO of Skanska, Russia and a manager of residential development units in the Nordics. He graduated from the University of Lund in 2001.

PATRICK CANAGASINGHAM

Global Chief Operating Officer
Habitat for Humanity International



Patrick Canagasingham is an internationally renowned executive leader in the NGO sector, possessing significant leadership experience across Africa, Asia-Pacific, Europe, the Middle East, and the Americas. In March 2020, he assumed the Global Chief Operating Officer role at Habitat for Humanity International, overseeing operations across more than 70 countries. Hailing from Sri Lanka and holding Canadian citizenship, Patrick's leadership journey is marked by his steadfast dedication to driving meaningful and transformative change. Before his tenure with Habitat for Humanity, Patrick Canagasingham served as the CEO of Children Believe, the Canadian member organization of Child Fund Alliance, from 2017, leaving a lasting impact on the global landscape of development work. He also made significant contributions as the Chief Operating Officer of Oxfam International. During his time with Oxfam, Patrick utilized his expertise to co-lead a significant transformational change initiative in partnership with the organization's CEO and International Board. His earlier roles at World Vision in Canada and East Asia, from 2007 to 2015, included his position as Vice President of International Programs at World Vision Canada. Patrick's educational background underscores his commitment to social change. He has a master's degree in human rights from the University of London, UK, and a bachelor's degree from York University in Toronto.

ANDREI MARTIN

Partner
PLP Architecture



Andrei Martin is a partner at PLP Architecture and a founding partner at PLP Labs. Andrei has over 20 years' experience of residential, commercial, and master planning projects in the UK, China, Europe, USA, and the Middle East. Andrei is a European Living Concepts Product Council member and a senior lecturer at the University of Westminster. He has published, lectured, and exhibited internationally. As a designer, researcher and educator, Andrei is interested in the potential of architecture to transform urban experience and reshape contemporary culture. Andrei's experience includes a wide range of program types and project scales. He has led the design for The Collective Old Oak, the first large-scale co-living building in world, as well as other numerous alternative residential, mixed-use and mixed-generational hybrid typologies that redefine the architecture of contemporary living and form a strategy for the future of collective urban housing. Andrei is a Romanian/American national living in London. He holds a Bachelor of Architecture degree from the University of Kansas and a Master of Architecture from Harvard University Graduate School of Design.