

# CEE & SEE

GLOBAL REAL ESTATE  
& ECONOMY TALKS

20 & 21 May 2015

Palais Niederösterreich  
Herrengasse 13  
1010 Vienna



CATALOGUE

**GREET**  
VIENNA

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# WELCOME TO GREET VIENNA!

Central, Eastern und South Eastern Europe is a very large and very dynamic region – not only in terms of geography, but regarding economics as well. For the real estate industry this region is offering a lot of opportunities. But when talking about CEE/SEE there is to keep in mind the great variety of individual characteristics. However, these differences between the respective countries, cities and regions include a broad range of offers for developers as well as investors.

But also the real estate industry is very heterogeneous. There are not only different types of usage like office, residential, retail as well as healthcare and hotel real estate, but the whole value creation chain as well. The real estate industry comprises development, financing, investment, letting, and much more. Among the acting representatives are architects and financiers, investors and investment managers, land owners and location promoters, advisors and brokers as well as – crucial for success – end-users and tenants.

They all have in common the interest for new opportunities as well as the need of exchange and talks. Exactly for exchange GREET Vienna offers an ideal possibility. For the two days of GREET Vienna I wish you good encounters and fruitful talks.

Yours,



Sylvia Foissy  
Managing Director GREET Vienna

Many subjects are hot topics in the real estate industry. Currently the wide range reaches from questions about funding and the general economic outlooks to very special issues regarding certain locations or the use of properties. But generally there is to say: investment in real estate is up-on-the-way again! The main reason: the term real estate includes the word real, and compared to pure finance market products there still is an asset behind it.

At GREET Vienna you will find some of the current hot topics in the conference programme. But there are not only “mainstream” issues in the programme. The same is with panellists and key-note speakers. Although at the third edition of GREET Vienna you will find well-known names, there are also personalities invited, you do not meet that often. In addition, you can listen to and meet some speakers who have only a small or even no direct relationship with the real estate industry.

This variety, combined with enough space for encounters and individual talks, shall give you new insights and outlooks. Either in the long- or in the short-term the result hopefully will comprise benefits and success.

Yours,



Andreas Schiller,  
Publisher, SPH Newsletter, Germany



**Sylvia Foissy,**  
Managing Director  
GREET Vienna,  
Austria



**Andreas Schiller,**  
Publisher,  
SPH Newsletter,  
Germany

# WELCOME TO GREET VIENNA!



**Andreas Brunner,**  
Conceptioner

Dear participant of GREET! Are you a congress visitor? Are you a trade fair visitor? Are you a networker? When in 2013 we were planning the format of GREET Vienna, we decided that it should be more than a congress. We knew that for our high-skilled audience a primarily vertical communication channel would not be enough. Therefore we have developed the lounge-concept, areas for face-to-face talks, networking, and presentations. Meanwhile the lounges are occupying more space than the congress rooms themselves. We don't think this is an extravagance, but a highly profitable investment in the quality of your personal communication. Make use of it and enjoy it!



**Vera Gastberger,**  
Business Development  
Director

When planning and preparing GREET for more than half a year, the two days on which the event will be on stage just seem to be some kind of summary. All we have been talking about in so many conversations, all the traveling inside and outside Austria becomes reality. Now we have to "deliver". If at the "delivery date" you, dear participant of GREET Vienna, do not notice the efforts of preparing the event we have reached our goal. Besides all the issues to be discussed or presented the splendid atmosphere in Palais Niederösterreich and the extraordinary catering will contribute to the fact that you feel comfortable!



**Dr. Tatiana  
Korolova,**  
Regional Manager  
Russia-CIS

GREET Vienna offers a comprehensive conference programme. This is exactly what international participants are looking for. But they are interested in more: in individual talks, in new encounters, in new ideas and meetings that might be promising for future business. All this the two-days-event is offering. Vienna is a good place for such events. The Austrian capital is well-known for its openness and its art of conversation. But many international participants are travelling to GREET not only to promote their own interests. They also come to listen and to learn more about the well-developed markets in Austria.

CONFERENCE PROGRAM AT A GLANCE  
KONFERENZPROGRAMM IM ÜBERBLICK

# CONFERENCE PROGRAM AT A GLANCE



## Wednesday, 20 May 2015

Time	Stage 1	Time	Stage 2
13.30-14.30	Opening: Keynote of Dr. Hannes Swoboda, former Member of the European Parliament: „Europe“ – followed by the panel discussion „Europe – General economic situation and real estate trends“		
15.00-15.45	Vienna Cooperation: Vienna Business Agency	15.00-15.45	Retail Real Estate: Shopping Centers, Retail Parks and many more
16.30-17.00	Keynote of Erdoğan Bayraktar, former Minister of Environment and Urban Planning in Turkey: „Turkey“ Cooperation: Köksal Attorney Partnership	16.30-17.00	Keynote: Property financing on the capital market – a simulation-based rating approach Cooperation: Euler Hermes Rating GmbH
17.30-18.15	Investing in the Danube Region	17.30-18.15	Sustainability in the real estate industry: Do certificates for buildings and districts create an added VALUE? Cooperation: Austrian Sustainable Building Council (ÖGNI)
18.30-24.00 Evening reception together with the award of the certificates by the Austrian Sustainable Building Council (ÖGNI)			

## Thursday, 21 May 2015

Time	Stage 1	Time	Stage 2
9.30-10.15	Real Estate Business Breakfast	9.30-10.15	Complete documentation – the success factor for smooth property operation? Cooperation: FMA/IFMA
11.00-11.20	Keynote of Willi Opitz: „Wine and real estate: Pure wine or Cuvée? What sells better?“	11.00-11.20	Keynote: „Do YOU have energy?“ Solutions for this dilemma! Cooperation: LEDON Lamp
11.45-12.30	Investments in and investors from the Middle East	11.45-12.30	Logistics and Industry Real Estate
12.30-13.30 Lunch			
13.30-14.15	Serbia Cooperation: REBEC	13.30-14.15	healthvienna: Healthcare properties and nursing care homes
15.00-15.45	The Austrians on the way to Germany: Same language! Big differences?	15.00-15.45	Hotels & Tourism
16.15-17.00	CEE: Project developments and investments	16.15-17.00	Real Estate Financing
17.00-18.00 Get Together & Wine Tasting with Willi Opitz			
18.00 „Real Estate Markets: Hype or Hope?“ Keynote of Jürgen Fenk, Member of the Board, Helaba, Germany Cooperation: ULI – Urban Land Institute			

# KONFERENZPROGRAMM IM ÜBERBLICK



**Mittwoch, 20. Mai 2015**

Zeit	Bühne 1	Zeit	Bühne 2
13.30-14.30	Eröffnung: Keynote von Dr. Hannes Swoboda, Mitglied des Europäischen Parlaments, a.D.: „Europa“ – anschließend Diskussion: „Europa: Allgemeine Lage und immobilienwirtschaftliche Trends“		
15.00-15.45	„Wien, Wien, nur du allein....“ Kooperation: Wirtschaftsagentur Wien	15.00-15.45	Retail Real Estate: Shopping Center, Fachmarktzentren und andere mehr
16.30-17.00	Keynote von Erdoğan Bayraktar, Bauminister a.D. aus der Türkei: „Türkei“ Kooperation: Köksal Attorney Partnership	16.30-17.00	Immobilienfinanzierung am Kapitalmarkt – ein simulationsbasierter Ratingansatz Kooperation: Euler Hermes Rating GmbH
17.30-18.15	Investieren im Donauraum	17.30-18.15	Nachhaltigkeit in der Immobilienwirtschaft: Schaffen Zertifikate für Gebäude und Quartiere MehrWERTE? Kooperation: ÖGNI
18.30-24.00 Abendempfang mit Verleihung der Zertifikate von ÖGNI nach DGNB			

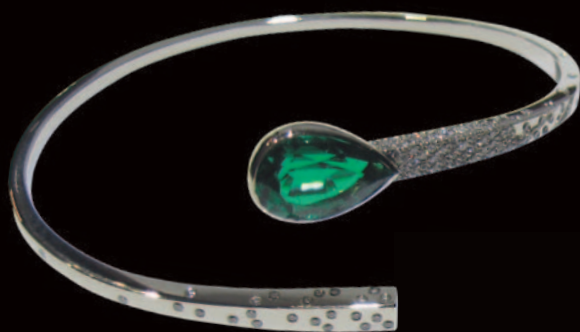
**Donnerstag, 21. Mai 2015**

Zeit	Bühne 1	Zeit	Bühne 2
9.30-10.15	Immobilien Business Breakfast	9.30-10.15	Lückenlose Dokumentation – der Erfolgsfaktor für den reibungslosen Betrieb einer Immobilie? Kooperation: FMA/IFMA
11.00-11.20	Keynote von Willi Opitz: „Wein und Immobilien: Reiner Tropfen oder Cuvée? Was vermarktet sich besser?“	11.00-11.20	Keynote: „Haben SIE Energie?“ Wege aus dem Dilemma! Kooperation: LEDON Lamp
11.45-12.30	Investments in and Investors from the Middle East	11.45-12.30	Logistik- und Industrieimmobilien
12.30-13.30 Lunch			
13.30-14.15	Serbien Kooperation: REBEC	13.30-14.15	healthvienna: Gesundheits- und Pflegeimmobilien
15.00-15.45	Österreicher auf dem Weg nach Deutschland: Gleiche Sprache! Große Unterschiede?	15.00-15.45	Hotels & Tourismus
16.15-17.00	CEE: Projektentwicklungen und Investitionen	16.15-17.00	Finanzierungen von Immobilien
17.00-18.00 Get Together & Weinverkostung von und mit Willi Opitz			
18.00	„Immobilienmärkte: Hype or Hope?“ – Keynote von Jürgen Fenk, Member of the Board, Helaba, Germany Kooperation: ULI – Urban Land Institute		



# WIR VERWIRKLICHEN IHRE IDEEN

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CONFERENCE PROGRAM,  
WEDNESDAY, 20 MAY 2015

KONFERENZPROGRAMM,  
MITTWOCH, 20. MAI 2015

# STAGE 1 | BÜHNE 1

Tagesmoderation |  
General Moderator:

**Ursula Katharina Sedunko,**  
Managing Director, littleBEAR  
Wirtschaftsfilm & PR



beigestellt

Wednesday, 20 May 2015 | Mittwoch, 20. Mai 2015

Stage 1 | Bühne 1

13.30 – 14.30

**Opening:**  
**Keynote of Dr. Hannes Swoboda: „Europe“**

**Followed by a panel discussion: „Europe – General situation and real estate trends“**

**Moderator:**

**Gerhard Rodler,**  
Publisher, Immobilien Magazin, Austria

**Speakers / Sprecher:**

**Dr. Valentin Hofstätter,**  
Head of Bond Market/Currency Research,  
Raiffeisenbank International

**Prof. Thomas Malloth, MRICS,**  
President, Austrian Professional Association  
for Real Estate and Property Trustees

**Dr. Andreas Ridder,**  
Chairman – Central and Eastern Europe,  
CBRE, Austria

**Dr. Hannes Swoboda,**  
former Member of the European Parliament



Gerhard Rodler

beigestellt



Dr. Valentin Hofstätter

beigestellt



Prof. Thomas Malloth, MRICS

beigestellt



Dr. Andreas Ridder

beigestellt



Dr. Hannes Swoboda

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Wednesday, 20 May 2015 | Mittwoch, 20. Mai 2015

Stage 1 | Bühne 1

15.00 – 15.45

**Vienna**

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**Moderator:**

**Walter Senk,**  
Real Estate Journalist, Austria

**Speakers / Sprecher:**

**Stephan Barasits,**  
Managing Partner,  
WSE Wiener Standortentwicklung GmbH

**Rainer Holzer,**  
Head of Real Estate Department,  
Vienna Business Agency, Austria

**Hans Jörg Ulreich,**  
Professional Association for Real Estate  
and Property Trustees Vienna

**Wolfgang Vasko,**  
Chairman of the Advisory Board,  
Vasko+Partner – der Generalkonsulent



Walter Senk

beigestellt



Stephan Barasits

© Eva Koley



Rainer Holzer

beigestellt



Hans Jörg Ulreich

beigestellt



Wolfgang Vasko

beigestellt

## Turkey

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### Moderator:

**Wojciech Czaja,**  
Journalist for Architecture

### Speakers / Sprecher:

**Erdoğan Bayraktar,**  
former Minister of Environment and  
Urban Planning of Turkey

**Mehmet Köksal,**  
CEO, Köksal Attorney Partnership,  
Turkey and Germany



Wojciech  
Czaja



Erdoğan  
Bayraktar



Mehmet  
Köksal

## Investing in the Danube Region

### Moderator:

**Michael Neubauer,**  
Editor in Chief, Immo Fokus, Austria

### Speakers / Sprecher:

**Karin Fuhrmann,**  
Tax Advisor & Partner, TPA Horwath, Austria

**David Hay,**  
CEO, AFI Europe Romania

**Alexander Petritz,**  
CEO, Institute for Structured Development

**Friedrich Wachernig,**  
Member of the Board, S IMMO AG



Michael  
Neubauer



Karin  
Fuhrmann



David  
Hay



Alexander  
Petritz



Friedrich  
Wachernig

## STAGE 2 | BÜHNE 2

Tagesmoderation |  
General Moderator:

**Ulrike Siebenhofer,**  
Managing Director,  
DIMAG, Austria



Wednesday, 20 May 2015 | Mittwoch, 20. Mai 2015

Stage 2 | Bühne 2

15.00 – 15.45

**Retail Real Estate:  
Shopping Centers,  
Retail Parks and  
many more**

**Moderator:**

**Heimo Rollett,**  
Editor-in-Chief "Immobilienwirtschaft"  
and Founder of [www.immobranche.at](http://www.immobranche.at)

**Speakers / Sprecher:**

**Bernd Himmler,**  
Head of Project Development and Property Portfolio  
Management CEE/SEE, S IMMO AG, Austria

**Olaf Ley,**  
Director Mergers & Acquisitions, ECE, Hamburg

**Tobias Theis,**  
Managing Partner, STREAM Real Estate S.A.,  
Luxembourg



Heimo  
Rollett



Bernd  
Himmler



Olaf  
Ley



Tobias  
Theis

Wednesday, 20 May 2015 | Mittwoch, 20. Mai 2015

Stage 2 | Bühne 2

16.30 – 17.00

**Keynote:**  
**Property financing  
on the capital market –  
a simulation-based  
rating approach**

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**Speaker / Sprecher:**

**Maike Holzauer,**  
Senior Rating Analyst,  
Euler Hermes Rating GmbH, Germany



Maike  
Holzauer

## Sustainability in the real estate industry: Do certificates for buildings and districts create an added VALUE?

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### Moderator:

**Peter Engert,**  
Shareholder, CORSOR GmbH

### Speakers / Sprecher:

**Gerald Beck, MRICS,**  
Managing Director, Raiffeisen evolution

**Willibald Kaltenbrunner,**  
Member of the Management Board,  
denkstatt, Austria

**Philipp Kaufmann,**  
Founding President of ÖGNI  
(Austrian Sustainable Building Council)

**Wolfgang Scheibenpflug,**  
Head of Real Estate Development,  
Vienna International Airport



Peter  
Engert



Gerald  
Beck, MRICS



Willibald  
Kaltenbrunner



Philipp  
Kaufmann

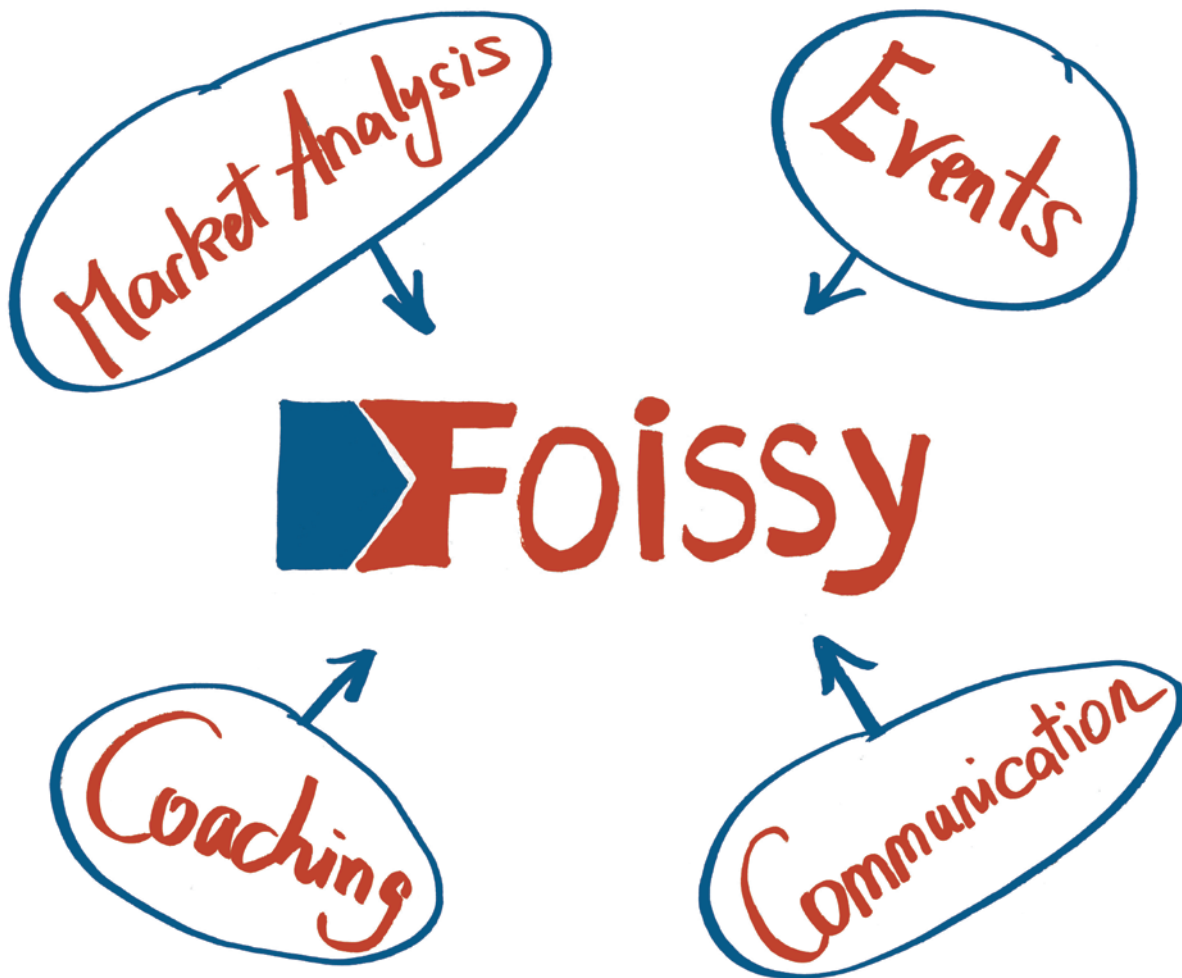


Wolfgang  
Scheibenpflug



18.30 – 24.00

**Evening Reception together with the award of the certificates  
by the Austrian Sustainable Building Council (ÖGNI)**



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CONFERENCE PROGRAM,  
THURSDAY, 21 MAY 2015

KONFERENZPROGRAMM,  
DONNERSTAG, 21. MAI 2015



# STAGE 1 | BÜHNE 1

Tagesmoderation |  
General Moderator:

Ursula Katharina Sedunko,  
Managing Director, littleBEAR  
Wirtschaftsfilm & PR



Thursday, 21 May 2015 | Donnerstag, 21. Mai 2015

Stage 1 | Bühne 1

9.30 – 10.15

## Real Estate Business Breakfast

Moderator:

Ulrike Siebenhofer,  
Managing Director, DIMAG, Austria



Ulrike  
Siebenhofer

Thursday, 21 May 2015 | Donnerstag, 21. Mai 2015

Stage 1 | Bühne 1

11.00 – 11.20

## Keynote: „Wine and real estate: Pure wine or Cuvée? What sells better?“

Speaker / Sprecher:

Willi Opitz,  
Winemaker & Speaker, Illmitz, Austria



Willi  
Opitz

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Thursday, 21 May 2015 | Donnerstag, 21. Mai 2015

Stage 1 | Bühne 1

11.45 – 12.30

## Investments in and Investors from the Middle East

Moderator:

Wojciech Czaja,  
Journalist for Architecture

Speakers / Sprecher:

Werner Braunöck,  
Partner & Chief Investment Officer,  
Narmo Capital, Bahrain

Ammar Elfehaid,  
Associate Partner, Kummer Investment & Advisory, Austria

Dr. Richard Schenz,  
President of the Austro-Arab Chamber of Commerce and  
Vice President of the Austrian Federal Economic Chamber



Wojciech  
Czaja



Dr. Richard  
Schenz



12.30 – 13.30 Lunch

Thursday, 21 May 2015 | Donnerstag, 21. Mai 2015

Stage 1 | Bühne 1

13.30 – 14.15

## Serbia

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### Moderator:

**Aleksandar Opsenica,**  
CEO, REBEC, Serbia

### Speakers / Sprecher:

**Alexander Samonig,**  
Managing Partner, ECOVIS, Owner of ECOVIS  
Confidas, Serbia

**Vera Vidovic,**  
Chamber of Commerce and Industry of Serbia

**Suzana Vujić,**  
Head of the Local Economic Development  
Department, City of Zajecar, Serbia



Aleksandar  
Opsenica



Alexander  
Samonig



Vera  
Vidovic



Suzana  
Vujić

Thursday, 21 May 2015 | Donnerstag, 21. Mai 2015

Stage 1 | Bühne 1

15.00 – 15.45

## The Austrians on the way to Germany: Same language! Big differences?

### Moderator:

**Andreas Schiller,**  
Publisher, SPH Newsletter, Germany

### Speakers / Sprecher:

**Dr. Bruno Ettenauer, MRICS,**  
CEO, CA Immo, Austria

**Daniel Riedl, FRICS,**  
CEO, BUWOG Group

**Michael Wurzinger, MRICS,**  
Member of the Management Board,  
UBM, Austria



Andreas  
Schiller



Dr. Bruno  
Ettenauer, MRICS



Daniel  
Riedl, FRICS



Michael  
Wurzinger, MRICS

## CEE: Project developments and investments

### Moderator:

**Gerhard Rodler,**  
Publisher, Immobilien Magazin, Austria

### Speakers / Sprecher:

**Dr. Wolfgang Amann,**  
Director, IIBW – Institute for Real Estate,  
Construction and Housing Ltd., Austria

**Thomas Haneder,**  
Tax Advisor and Partner, TPA Horwath

**Dr. Miklós Németh,**  
Secretary General, Association of the  
Hungarian Real Estate Trustees, Hungary



Gerhard  
Rodler



Dr. Wolfgang  
Amann



Thomas  
Haneder



Dr. Miklós  
Németh

# STAGE 2 | BÜHNE 2

Tagesmoderation |  
General Moderator:

**Ulrike Siebenhofer,**  
Managing Director,  
DIMAG, Austria



Thursday, 21 May 2015 | Donnerstag, 21. Mai 2015

Stage 2 | Bühne 2

9.30 – 10.15

**Complete documentation –  
the success factor for  
smooth property  
operation?**

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**Moderator:**

**Heimo Rollett,**  
Editor-in-Chief "Immobilienwirtschaft"  
and Founder of [www.immobranche.at](http://www.immobranche.at)

**Speakers / Sprecher:**

**Peter Kovacs,**  
Head of Object Management, Department MA 34 –  
Bau und Gebäudemanagement, City of Vienna

**Andreas Mittendorfer,** Head of Facility Management,  
SES Spar European Shopping Centers GmbH

**Kurt-Helmut Mraz,** Head of Real Estate Management,  
Vienna International Airport

**Reinhard Poglitsch,**  
Vice-President, IFMA Austria

**Manfred Völker,**  
Chief Executive Officer, Siemens  
Gebäudemanagement & -Services G.m.b.H.

**Peter Widmann,**  
Head of Property Management,  
Bundesimmobiliengesellschaft m.b.H.



Heimo  
Rollett



Peter  
Kovacs



Andreas  
Mittendorfer



Kurt-Helmut  
Mraz



Reinhard  
Poglitsch



Manfred  
Völker



Peter  
Widmann

Thursday, 21 May 2015 | Donnerstag, 21. Mai 2015

Stage 2 | Bühne 2

11.00 – 11.20

**Keynote:**  
**„Do YOU have energy?“  
Solutions for this  
dilemma!**

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**LEDON**  
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**Speaker / Sprecher:**

**Reinhard Weiss,**  
Managing Director, LEDON Lamp GmbH, Austria



Reinhard  
Weiss

## Logistics and Industry Real Estate

### Moderator:

**Hans Joachim Schlobach,**  
Publisher, Business + Logistic, Austria

### Speakers / Sprecher:

**Tomáš Míček,**  
Country Head Czech Republic, P3 Logistic Parks

**Ernst Schmied,**  
Partner, CVI



Hans Joachim  
Schlobach



Tomáš  
Míček



Ernst  
Schmied



12.30 – 13.30 **Lunch**



## Healthcare properties and nursing care homes

### Moderator:

**Gerhard Rodler,**  
Publisher, Immobilien Magazin, Austria

### Speakers / Sprecher:

**Dr. Bernd Bartosek,**  
Managing Director, Bartosek Projektbetreuung,  
Austria

**Dr. Mosaed Elfehaid,**  
Member of the Board,  
King Abdullah Medical City, Riyadh, Saudi Arabia

**Stefan Mayer,**  
Managing Director, CaraVita Pflegemanagement-  
Beratung, Germany



Gerhard  
Rodler



Dr. Bernd  
Bartosek



Stefan  
Mayer

**Hotels & Tourism****Moderator:**

**Paola G. Lunghini,**  
Publisher and Editor in Chief of  
„Economia Immobiliare“, Italy

**Speakers / Sprecher:**

**Adela Cristea,**  
Development Director Central and Eastern Europe,  
Hilton Worldwide

**Prof. Stephan Gerhard,**  
Founder and CEO, TREUGAST Solutions Group,  
Germany and CEO Horwath HTL Austria

**Małgorzata Dybaś,**  
Managing Director Poland,  
HOTELS ASSET MANAGEMENT



Paola G.  
Lunghini



Adela  
Cristea



Prof. Stephan  
Gerhard



Małgorzata  
Dybaś

**Real Estate Financing**

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**Moderator:**

**Reinhard Krémer,**  
Financial and Book Author, Editor-in-Chief CSRnet

**Speakers / Sprecher:**

**Gabriele Etzl,**  
Partner in the Real Estate and Construction  
Team at Wolf Theiss

**Maïke Holzhauer,**  
Senior Rating Analyst, Euler Hermes Rating GmbH,  
Germany

**Philipp Kaufmann,**  
Founding President of ÖGNI

**Dr. Reinhard Willfort,**  
Managing Director, ISN – Innovation Service  
Network GmbH



Reinhard  
Krémer



Gabriele  
Ettl



Maïke  
Holzhauer



Philipp  
Kaufmann



Dr. Reinhard  
Willfort



17.00 – 18.00 **Get-Together & Wine Tasting with Willi Opitz**



## Real Estate Markets: Hype or Hope?

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### Moderator:

**Andreas Schiller,**  
Publisher, SPH Newsletter, Germany

**Dr. Manfred Wiltchnigg,**  
ULI Austria

### Speaker / Sprecher:

**Jürgen Fenk,**  
Member of the Board, Helaba, Germany



Andreas  
Schiller



Dr. Manfred  
Wiltchnigg



Jürgen  
Fenk



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## ABA – INVEST IN AUSTRIA



ABA – Invest in Austria, the national investment promotion agency of the Republic of Austria, is the first point of contact for foreign investors.

ABA offers information, personal consulting and tailor-made services to foreign companies establishing business operations in Austria.

Potential investors are informed about Austria as a business location, as well as about the prevailing economic, political and legal framework. In addition, the activities of ABA – Invest in Austria also focus on establishing all necessary contacts in Austria, consulting on identifying suitable sites and providing information relevant to a company, for example on cost factors (e.g. unit labor and infrastructure costs), tax issues or the performance of specified economic sectors in the country. ABA – Invest in Austria also provides support to companies in carrying out expansion investments.

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[www.investinaustria.at](http://www.investinaustria.at)

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## CITY OF ZAJECAR



Located in the Eastern Serbia, 11 km from the Bulgarian border, Zajecar lies at the intersection of the main roads, covers an area of 1,069 km<sup>2</sup> and has a population of 59 461. Main advantage is 35 million consumers on the market of Serbia, Bulgaria and Romania. The climate is humid temperate, with hot, dry summers and moderately cold winters. The city latches on two thermo-mineral springs and has over 40 artesian springs of bacteriologically safe water.

The city of efficient and modern administration and developed infrastructure is the right place for your new business. We do not linger in the decisions and we are ready to meet your needs and take Your side in negotiations with banks, suppliers and distributors, potential partners and customers.

Zajecar is the city where you want to live and work, where the past inspires, the present vivifies and the future motivates!

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F +381 19 421 712  
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[www.zajecar.info](http://www.zajecar.info)

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## DENKSTATT GMBH



DENKSTATT is one of the largest Austrian consulting businesses providing services in the areas of sustainable development, environmental management and sustainable building. Our solutions, developed in close cooperation with our clients, ensure that decisions taken today will meet tomorrow's challenges.

DENKSTATT has subsidiaries in Slovakia, Hungary, Rumania, Bulgaria, Serbia and Spain to provide international services for our international clients.

We have provided sustainable building services for Rewe, Billa, Bank Austria, Erste Bank, Porr, Strabag, Boehringer Ingelheim, Kabeg, Kraft foods, the City of Vienna and many others.

In the field of Sustainable Building and Smart Urban Management we offer the following products: Consulting for sustainable building; Certification of buildings and townquarters (DGNB, LEED, Green Building); Internal Blue Building Standards; Consulting for Smart City Solutions; Funding for sustainable solutions

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## DIRON



DIRON is an internationally acclaimed jewelry manufacturer with its creations qualifying as works of art, which have received various awards. This ensures that you are in the right place whether you wish to have your special wishes executed or have your jewels from a family heirloom restored, perhaps expanded into a full set.

Our jewelry creations, made by using strictly the highest quality materials, are characterized by their unique forms and structural solutions. DIRON pieces are not only beautiful and unparalleled but can be, at your request, unusual, avant-garde or realistically recreate the atmosphere of times long gone by.

We are pleased to invite you to our boutique in the heart of Vienna, where our qualified professionals will present the exquisitely hand forged jewelry and watches and provide you with the highest level of service.

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## DER STANDARD

Der Standard was founded by Oscar Bronner as a financial newspaper and the first edition was published on 19 October 1988. Der Standard started its web portal in 1995 thus being the first German language newspaper online. Foreign correspondents for ABC news and for the Wall Street Journal agree that [derStandard.at](http://derStandard.at) is the most important webpage, when it comes to following goings on in Austria from abroad. Oscar Bronner remains the paper's publisher and he is also nominally the editor-in-chief along with Alexandra Förderl-Schmid, who handles the day-to-day editing. Der Standard sees itself as—in Continental European sense (social and cultural, but not economical)—liberal and independent. Der Standard is the most widely read newspaper among people with college or university education. A full online edition (Der Standard digital) is available as an e-paper on a subscription-basis.



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## DR. KLARA KOTAI-SZARKA MANAGEMENT CONSULTING

Dr. Klara Kotai-Szarka Management Consulting is an expert for the internationalisation of SMEs located in Vienna. Our goal is to help organisations searching business-partners, cooperations and market entries. We support companies in business development particularly in Austria and Hungary. Dr. Klara Kotai-Szarka offers also a full spectrum of consulting services and workshops in management, interpersonal skills, intercultural competences, executive coaching, marketing and sales. She is mentor of the Austrian Chamber of Commerce for immigrants.



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## IDM – INSTITUTE FOR THE DANUBE REGION AND CENTRAL EUROPE

### 60 years of research work for the Danube Region

The IDM was founded in 1953 as the „Research Institute for Issues of the Danube Region“. Today, the IDM is an extramural research institution based on an association—constituted by individual and corporate members—with its head office in Vienna.

### Facilitator and clearinghouse

As a gateway and a facilitator institution, the IDM makes an important contribution to co-operation in the fields of research, culture, politics, economics and administration. At the same time, the IDM sees itself as a clearinghouse for concerns of the Danube Region and Central and Southeast Europe, supporting the work of embassies, trade missions, cultural institutes and national tourist offices of the countries of the Danube Region and Central and Southeast Europe in Austria, as well as the work of Austrian missions to these countries.



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## EULER HERMES RATING GMBH



Euler Hermes Rating GmbH, a company of Allianz, was the first rating agency in Europe to be registered under the new EU Regulation on Credit Rating Agencies and is accredited as an External Credit Assessment Institute (ECAI), meaning that its ratings may be used for the purposes of Solvency II or Basel III. Since 2001 it provides issuer and issuance ratings on a European-wide basis, particularly for real estate companies and for real estate-backed funding structures for public and private placements with institutional investors. Its rating methodologies are based on a through-the-cycle approach to achieve stable ratings. In addition for project and especially real estate ratings a forward looking (simulation-based) rating approach is applied. Its methodologies are based on over 100 years of experience in the assessment of corporate risks.

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## FACILITY MANAGEMENT AUSTRIA (FMA) AND INTERNATIONAL FACILITY MANAGEMENT ASSOCIATION (IFMA) AUSTRIA

Together with its almost 300 members, the Austrian Network for Facilities Management considers itself as a communication forum for future-orientated cooperation between companies, professional groups and associations, as well as educational and research institutions.

### Exchange of experience and knowledge

"We see it as one of our tasks to introduce you to the benefits and advantages of professional Facility Management (FM) and the therewith associated value added. It is our goal to promote and spread Facility Management in Austria.

As non-profit organisations we have no commercial interest, but it is very important to us to give both implementation and application of Facility Management the necessary attention. We want to pass on our experience and knowledge," says Claudia Laubner, Head of Office of Facility management Austria and IFMA Austria.



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## KÖKSAL ATTORNEY PARTNERSHIP



Good legal consulting must go further than knowing a country's law and language. We understand the local characteristics of our clients from the United States, Europe, the Middle East and Turkey and create global solutions with regard to their expectations. Köksal Attorney Partnership offers as an international law firm with its headquarters in Istanbul competent legal consulting service and juridical support in Turkish Law.

Our team consists of multilingual partners, attorneys and legal assistants, who have excellent expertise in legal matters and profound knowledge in Turkish and international business cultures. Our clients are national and international companies and investors as well as private and public organizations and institutions. We offer legal support in Turkish, German, English and French.

Our founding partner Dr. Mehmet Köksal established Köksal Law Office in 1987, which operates since 2007 as Köksal Attorney Partnership as one of the leading international law firms in Istanbul. Since 2013 we also offer legal consulting services in our affiliate office in Germany, Munich.

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## LEDON LAMP GMBH

LEDON from Vorarlberg, Austria, develops and distributes innovative LED lighting as substitute for conventional lighting. Thanks to our superior products and advanced LED technology, we rank among the first and leading suppliers of intelligent lighting solutions worldwide.

We orient ourselves on the lighting needs of the people and transform these needs into intelligent lighting solutions. Innovation is always the basis for our actions. Along with that we are aware of our responsibility to ensure that our business economics must always remain in context to that of the environment.

LEDON CEO Reinhard Weiss: „Light means more than just being able to see. It means a sense of well-being, security and knowledge. We see it as our mission to intelligently implement this concept, in the context of economy and ecology, for the enjoyment of everyone involved.“

**LEDON**  
pioneering light

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## ÖGNI

The Austrian Society for Sustainable Real Estate Management (ÖGNI) is a non-profit association enabling the paradigm shift towards Sustainability in the construction and real estate industry. Its main instrument is the 3-P approach, with Products but also Processes and Persons at the center. ÖGNI brings together all stakeholders involved in the life cycle of a building and through its codes, position papers and recommendations offers new perspectives of Sustainability to all players. Moreover, ÖGNI provides platforms in order to advance research and development and the active exchange of ideas. In all its activities, ÖGNI is guided by the principles of partnership, user-orientation and life cycle-optimization.



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## P3 LOGISTIC PARKS



P3 is a specialist owner, developer and manager of European logistics properties. Active throughout Europe, P3's asset base comprises 141 warehouses, totalling 2.9 million m<sup>2</sup> of space across 9 countries and a land bank with zoning for more than 1.6 million m<sup>2</sup> of potential development.

P3's mission is to provide warehouse tenants with a first rate occupancy experience in high quality assets in key logistics locations. P3 develops environmentally sustainable warehouses that meet the highest international standards.

PointPark Properties has adopted "P3" as a corporate brand and will use the trading name P3 Logistic Parks to better reflect the company's core business. You can find more information about P3 on our new website [www.p3parks.com](http://www.p3parks.com).

P3 is owned by TPG Real Estate and Ivanhoé Cambridge.

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## RAIFFEISEN BANK INTERNATIONAL AG



Raiffeisen Bank International AG (RBI) regards Austria, where it is a leading corporate and investment bank, as well as Central and Eastern Europe (CEE) as its home market. 15 markets of the region are covered by subsidiary banks. Additionally, the Group comprises numerous other financial service providers, for instance in the fields of leasing, asset management, as well as mergers and acquisitions.

In total, around 54,700 employees service 14.8 million customers through approximately 2,900 business outlets, the great majority of which are located in CEE.

RBI is a fully-consolidated subsidiary of Raiffeisen Zentralbank Österreich AG (RZB). RZB indirectly owns around 60.7 per cent of the shares, the remainder is in free float. RBI's shares are listed on the Vienna Stock Exchange. RZB is the central institution of the Austrian Raiffeisen Banking Group, the country's largest banking group, and serves as the head office of the entire RZB Group, including RBI.

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## REBEC



REBEC, Real Estate Belgrade Exhibition and Conference promotes the topics related to the real estate (RE) sector investment development.

The panel discussions follow the RE development process, from the initial RE development, to the final sale or lease. The main support to REBEC development stems from the development of the specialized magazine AG Real Estate (since 2006), related to the current topics in the RE development, and since 2008, the regional issues from the markets coinciding with the ex-Yugoslavia geographic territory.

The founder of AG Real Estate, REBEC event and REMIX video production, is FESTLENT Ltd, a private consulting company. FESTLENT Ltd provides guidance and advising to its clients in the field of RE development and provides management services in performing of works on facilities subject to funding of potential investors.

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## REOconsult



REOconsult was established in 2011 in Vienna as an architectural and real estate development consultancy company. The practice is based on the belief in the importance of supporting our clients in all stages of a project implementation—from feasibility studies to the completed construction.

We are experts in real estate service development and general planning with in-depth experience in Austria and in the CIS region. Our services include project management, supervision and technical expertise.

Our clients—investors and retail chains – are satisfied with our advised solutions for market entries or for the expansion. If you are looking for suitable company locations, we support you in the selection of the site, building of premises and in the reconstruction with the functional design & fit-out concept.—“Be ready to move in”.

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## SENAT DER WIRTSCHAFT



The Senate of Economy is a non-partisan and eco-social think-tank that also operates as an international business-network.

Its main-aim is to indicate sociopolitical issues and raise awareness for them. This is achieved by several think-tank sessions and network events.

According to its motto „Economy—You & Me!“ the Senate strives to enhance thought-provoking impulses and innovative solutions alongside its four pillars (economy, education, health and ecology). Politics is considered a dialogue-partner. This way eco-social projects and initiatives are promoted and successfully realised.

The Senate of Economy also closely cooperates with notable and like-minded institutions linked to economy and science.

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## SCHILLER PUBLISHING HOUSE



Schiller Publishing House publishes and distributes special publications regarding real estate topics as well as city and regional development. Main media of Schiller Publishing House is SPH Newsletter informing about trends and tendencies in the CEE/SEE real estate and investment markets. SPH Newsletter is a digital media edited in English and German, published eight times a year. In addition to the newsletter sometimes special editions are published, like for example about Luxembourg or Saint Petersburg.

The distribution list contains exclusive and qualified contacts only. In its mailing list SPH Newsletter counts on quality. It does not want to reach „everybody“, but the right persons. This is why the mailing list contains around 1,400 contacts—in 22 countries, half in the Western, half in the Eastern world. Most of the readers are investors and investment managers, followed by developers as well as public authorities, economic development agencies, banks and other financing institutions.

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## TPA HORWATH WIRTSCHAFTSTREUHAND UND STEUERBERATUNG GMBH



TPA Horwath Austria is one of the leading tax advisory and auditing services companies in Austria as well as in Central and South Eastern Europe. We have approximately 1,000 employees in eleven locations in Austria and in fifteen locations in Albania, Bulgaria, Croatia (exclusive business partner), Poland, Romania, Serbia, Slovakia, Slovenia, the Czech Republic and Hungary.

Our services include tax consulting, auditing and advisory. TPA Horwath is a member of the international network of Crowe Horwath International, which is a global association of legally autonomous and independent tax accountants, auditors and management consultants. 190 members with 680 offices in more than 100 countries and approximately 29,400 employees form the Crowe Horwath International network.

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## URBAN LAND INSTITUTE – ULI



The Urban Land Institute (ULI) is an international research and education facility (NGO) managed by its 35,000 members. It focuses on the exchange of issues such as sustainable development and utilization of cities in the sphere of real estate industry. In a cooperation of public authorities and private-sector economy their aim is to consistently promote the improvement of quality of life in cities and communities by exchanging information. ULI has been widely recognized for its forward-looking research based on sustainable and high standards in land use planning, urban development and real estate economy for the past 75 years. ULI was founded in 1936 in Washington D.C.. Nowadays ULI is represented in more than 95 countries and offers a multi-disciplinary forum for real estate leaders and experts.

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## VIENNA BUSINESS AGENCY



Vienna is one of the most attractive cities of the world. Located on the banks of the river Danube in the heart of Europe, the city boasts sustainable economic strength, excellent infrastructure, and the highest quality of life in the world. The combination of these factors makes Vienna an ideal launching pad for your business success.

The Vienna Business Agency is the first point of contact for international entrepreneurs and investors who wish to establish a subsidiary in Vienna. We provide comprehensive information, consulting and support services for all those who want to learn more about the business location Vienna. Our services also include funding and financial grants, as well as real estate and operational infrastructure.

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## WIESNER HAGER MÖBEL GMBH



Increasing efficiency while ensuring that employees are happy in their work environment—these are the pivotal issues Wiesner-Hager addresses by designing imaginative office and furniture concepts for customers. Our scope of services includes the modules Office Consulting, Interior Design, and Furnishing—services that are incorporated into the conception and designing of offices, communication and recreation rooms, as well as filing and technology zones. Due to this positioning we have been the market leader for swivel chairs in the home market Austria for many years.

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## WILLI OPITZ



Innovation is Willi Opitz's second name. The inventor of „Schilfwein“ has won numerous national and international awards (winner of the Burgenland competition, Winemaker of the Year - London, EXPORT Award of the Austrian Chamber of Economy, top Wine Spectator rating, Vinaria Trophy). Among his customers are many international celebrities, such as former U.S. president Bill Clinton, the McLaren Formula One team, British Airways First Class, the exclusive British department store Harrod's and the royal babies George & Charlotte. „In the past, we did not have any customers, we had no vineyard and no fear“, states Willi Opitz. He even burned the sounds of the fermentation processes in his wine cellar on CD and called it „Sound of Wine“ - 25,000 CDs have already been sold. In addition, Willi Opitz—a true Jack of all trades who sees himself as a „missionary of indulgence“—also gives lectures on positive thinking. Together with daughter Angela's and Ian's C.I.A. catering enterprise all of this can be enjoyed by connoisseurs from all over the world at his wine-growing estate in Illmitz.

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## WIRTSCHAFTSKAMMER SERBIEN



Representing the interests of economy before the Government and other state bodies and institutions

Internationalization—through improvement of international economic cooperation and promotion of Serbia as a good investment destination and the Serbian economy in the country, region and abroad

Support to domestic and international companies through services, mediation, consulting and business information

Business training aimed at improvement of competences and skills of employees and managers, capacity building and strengthening of competitiveness of domestic economy in the EU association process

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## WIRTSCHAFTSKAMMER WIEN



Vienna is a unique melange of tradition and modernity

It offers an innovative energy powered by many different types of Viennese companies. As diverse as the city itself are the many success stories which have been written here: in crafts and trades, services, and the creative industries, but also in medical research, smart technologies, and more.

Vienna is home to all business sectors. And the Vienna Chamber of Commerce and Industry is a professional and powerful partner to all entrepreneurs and businesspersons and works on behalf of its members, including our most popular services and our comprehensive training and continuing education offer. Whether you are just now discovering—or perhaps rediscovering—Vienna as a business location, or even if you have been doing business in Vienna for some time, please get in touch with us. It will be worth your while—we have a lot to offer.

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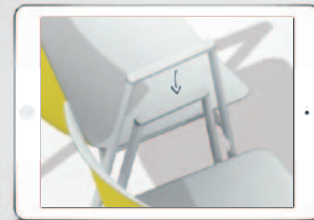




*nooi*

Der Reihensstuhl mit dem genial  
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