

The 11th Invested Interest - Investment Market Conference

09:00 **Registration and Welcome Coffee**

09:30 **Opening Presentation: Summaries and Forecasts**

The opening presentation will start with key figures, summarizing the most important transactions from the past year and providing forecasts for the upcoming period. The sectors that attracted the most interest will be presented, along with those that garnered less attention. We will also discuss potential changes in the near future and the factors that may influence the further development of the market.

10:00 **Panel Discussion: Financing**

Panelists will discuss which sectors are attracting the most investment interest and which are being approached with more caution. They will focus on the factors creating the greatest challenges in financing investments and the actions that can help overcome these hurdles. Experts will analyze the impact of the changing economic situation and new legal regulations shaping investors' decisions. The market's expectations of REITs, which could become a key catalyst for both the real estate and capital markets, will also be addressed. Additionally, the growing importance of ESG requirements and the impact of new technologies on investment financing processes will be discussed.

10:30 **Presentation: Case Study**

We will look at how the sale of large commercial properties is conducted. The key stages of the process, from initial discussions to contract finalization, will be discussed. Experts will share insights on negotiations, risk analysis, and challenges related to such transactions. Topics such as due diligence, property valuation, and legal and financial matters that are crucial in these deals will be covered. We will analyze what factors contribute to a successful sale and how to effectively manage the process to minimize risks and achieve optimal results.

11:00 **Panel Discussion: Office Sector**

What changes are occurring in the office real estate market? What should be expected regarding financing investments in this sector? Does hybrid work and home office still have a significant impact on the sector? What requirements need to be met to secure financing for ESG, smart buildings, energy efficiency, etc., without unnecessary complications? Conference guests will learn how to plan and design office spaces to meet the changing expectations of tenants and employees.

11:30 **Presentation: CPK - Investment Potential for the Commercial Real Estate Market**

The Central Communication Port (CPK) is one of Poland's most important infrastructure projects. An expert will analyze the significance of CPK for the development of new business, logistics, and residential zones, as well as discuss the financing of such investments. The impact of CPK-related investments on the real estate market will also be explored, both in terms of new investments and the revitalization of existing areas, such as the future of the current airport grounds at Okęcie. We will learn how CPK will influence the further development of the region and the areas around the new transportation hub.

12:00

(Brunch)

13:00**Panel Discussion: Retail Sector**

The topic of the discussion will be the transformation of the retail sector. We will examine changes in the business models of tenants. Panelists will evaluate the future of shopping centers in the face of strong competition from retail parks, which continue to dominate the market. They will answer questions regarding the role of technology and ESG in the sector's transformation and how these factors impact financing.

13:30**Panel Discussion: Warehouse Sector**

The warehouse real estate market in Poland is currently the fastest-growing segment of the market. Poland is strengthening its position as a key logistics hub in Central and Eastern Europe. The market remains unsaturated, and the expected decrease in inflation and interest rates will improve capital availability and enhance investment dynamics. Experts will discuss the challenges faced by investors and developers in this area, particularly in the context of the increasing role of e-commerce and logistics. We will look at the changing needs of tenants, technological innovations, and also discuss the impact of sustainability on the design and construction of modern warehouse facilities. The barriers and challenges related to acquiring land for warehouse investments will also be addressed.

14:00**Panel Discussion: Residential Sector (PRS, PBSA, Senior Living)**

The institutional rental sector continues to attract investors, with growing demand for PRS (Private Rental Sector) properties. Student housing is also becoming an interesting asset for market players. Will senior housing finally attract the much-needed capital? The aging population argument should be strong enough, but it still isn't. What direction will this sector take? What else needs to happen for PRS, student housing, and senior housing to grow stronger?

14:30**Networking over coffee and end of the Conference****Eurocee Sp. z o.o.**

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