The 12th Invested Interest - Investment Market Conference

9:00 **Registration and Welcome Coffee**

9:50 **Welcoming guests**

10:00 **Opening Presentation – Market Overview and Key Scenarios**

The opening presentation will provide participants with a concise, data-backed overview of the real estate investment market in Poland and the CEE region.

Topics will include:

- current transaction volumes, capitalization rates, and asset price trends,
- availability and cost of debt financing and the impact of monetary policy on the investment market,
- analysis of sentiment among local and international investors,
- baseline and alternative scenarios for the market over the medium term,
- key systemic risks and factors that could trigger a new wave of investment activity.

This presentation will set the analytical framework for subsequent panel discussions and help participants contextualize sector-specific topics within the broader macroeconomic environment.

10:35 **Capital Markets**

The discussion will focus on the real return of liquidity to the market and the conditions under which capital is currently willing to engage in transactions.

- investor selectivity and preferred risk profiles,
- refinancing challenges and regulatory pressures,
- comparison of local vs. international investor strategies,
- the growing role of joint ventures as a risk management tool,
- potential impact of REITs on the structure of the Polish real estate market.

11:25 **Retail**

This panel will explore the transformation of the retail sector and its role within investment portfolios.

- the return of capital to selected retail formats,
- retail parks as defensive assets,
- the future of large shopping centers and the need for repositioning,
- the impact of omnichannel strategies on asset valuation,
- lessons learned from recent portfolio transactions.

12:15 (Cocktails and lunch)

13:20 Warehousing, Logistics, and Data Centers

The logistics segment will be examined in the context of market maturity and rising barriers to entry.

- investment attractiveness of Poland and the CEE region in the current phase of the cycle,
- supply constraints and land availability,
- profiles of investors active in the logistics segment,
- data centers as a potential new institutional asset class.

14:10 PRS, PBSA, and Senior Living

The living segment panel will focus on long-term structural trends and exit strategies.

- further institutionalization of the PRS market,
- oversupply risk in the context of demographics,
- senior living as a response to population aging,
- impact of the Ukraine conflict on demand and investment strategies,
- potential buyers of mature PRS, PBSA, and senior living portfolios.

14:55 Networking over coffee and end of the Conference

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