



**Slovene real-estate association –FIABCI Slovenia*
would like to invite you to**

**The 5th International Regional Real-Estate Business
Conference**

Slovenia + Croatia + Serbia

**On Thursday, 22nd October 2015
in the Crystal Palace
BTC City, Ljubljana, Šmartinska 152**

The conference will also host real-estate, financial and legal experts from Slovenia, Croatia, Serbia, Italy, Austria, and Hungary.

The main purposes of the conference are:

- to establish a professional business dialogue between the real-estate associations of Slovenia, Austria, Italy and Hungary – Is there still time for cooperation or is it already too late?
- to present current state, trends and development opportunities in the real-estate markets of some of our participant countries in the form of a discussion panel – How are we similar and how different?
- to exchange information on the processes and success of selling large real-estate complexes in various countries (best practice presentations, peculiarities of such sales, procedures, obstacles, the bridge bank effect and approaches to cooperation with the bridge banks) – Are the bridge banks really the only culprit of slow selling of such real-estate assets?
- to compare approaches and criteria for increasing investment attractiveness and success in the region – Why are greenfield investors avoiding certain countries in the region or even the whole region?

The conference in Ljubljana is a continuation of long-term effort of real-estate professionals in the region to establish proactive cooperation, networking, and exchange of best practises not only among real-estate agents, but also among other professionals working in the field of real estate.

CONFERENCE SCHEDULE - Thursday, 22 October 2015

8:00 - 9:00	Reception and registration	
9:00 - 9:30	Formal opening and speeches	<ul style="list-style-type: none"> ➤ Mr. Jože Podgoršek, president of FIABCI Slovenia ➤ Mr. Zoran Janković, Mayor of the City Municipality of Ljubljana ➤ Ms. Barbara Radovan, Director General, Spatial planning, construction and housing directorate, Ministry of the environment and spatial planning ➤ representatives of the embassies of Croatia, Republic of Serbia
9:30 - 10:30	Formal meeting of the FIABCI presidents	<ul style="list-style-type: none"> ➤ Mr. Jože Podgoršek, president of FIABCI Slovenia ➤ Mr. Kirkor Ajderhanyan, president of FIABCI International ➤ Mr. Antonio Campagnoli, regional president of FIABCI for Europe and Near East; president of FIABCI Italy ➤ Mr. Eugen Otto, president of FIABCI Austria
PANEL 1 – CURRENT STATE AND PERSPECTIVES OF REAL-ESTATE MARKETS		
Moderator: Mr. Jože Podgoršek , president of FIABCI Slovenia		
10:30 - 11:00	Panorama of real-estate market - Croatia	Mr. Dubravko Ranilović , Kastel nekretnine d.o.o., Zagreb, managing director
	Panorama of real-estate market - Serbia	Mr. Aleksandar Opsenica , FESTLENT d.o.o., Beograd, managing director
	Panorama of real-estate market - Austria	Mr. Eugen Otto , president of FIABCI Austria
	Panorama of real-estate market - Italy	Mr. Antonio Campagnoli , regional president of FIABCI for Europe and Near East; president of FIABCI Italy
	Panorama of real-estate market - Slovenia	Mr. Jože Murko , Dodoma d.o.o., Maribor, managing director
11:00 - 11:30	Panel – Perspectives and opportunities in Slovene, Serbian and Croatian markets	<p>Moderator: Jože Podgoršek, FIABCI Slovenia</p> <p>Participants:</p> <ul style="list-style-type: none"> ➤ Mr. Antonio Campagnoli, regional president of FIABCI Europe and Near East ➤ Mr. Dubravko Ranilović, Kastel nekretnine d.o.o., Zagreb, managing director ➤ Mr. Aleksandar Opsenica, FESTLENT d.o.o., Beograd, managing director ➤ Mr. Jože Murko, Dodoma d.o.o., Maribor, managing director ➤ Mr. Eugen Otto, president of FIABCI Austria
11:30 - 12:00	Break	

PANEL 2 – SELLING LARGE REAL-ESTATE COMPLEXES		
Moderator: Mr. Ivan Fabijančić , partner, KF finance d.o.o.		
12:00 - 13:00	Approaches to selling large real-estate complexes	<ul style="list-style-type: none"> ➤ Mr. Filip Vučagić, Colliers International d.o.o., Zagreb, Head of the IVAS department, ➤ Mr. Boris Tuma, DUTB d.d., Ljubljana, Head of Real-Estate Management ➤ Mr. Jovan Jakovac, NLB d.d., Ljubljana, managing director of Group Real Estate Asset Management ➤ Mr. Gregor Koritnik, ELO d.o.o., Ljubljana, Member of the Board, FIABCI Slovenia ➤ Mr. Tomaž Žnidaršič, Raiffeisen banka d.d., Ljubljana, Head of bad investments department
13:00 - 14:00	Panel – Successful ways of selling large real-estate complexes: Are temporary bridge banks really the main culprit of the slow selling of large real-estate complexes?	<p>Moderator: g. Ivan Fabijančić, KF finance d.o.o., Zagreb</p> <p>Participants:</p> <ul style="list-style-type: none"> ➤ Mr. Filip Vučagić, Colliers International d.o.o., Zagreb ➤ Mr. Boris Tuma, DUTB d.d., Ljubljana, Head of real-estate management ➤ Mr. Jovan Jakovac, NLB d.d., Ljubljana, managing director of Group Real Estate Asset Management ➤ Mr. Gregor Koritnik, ELO d.o.o., Ljubljana, Member of the Board, FIABCI Slovenia ➤ Mr. Tomaž Žnidaršič, Raiffeisen banka d.d., Ljubljana
14:00 - 15:00	Lunch break	
PANEL 3 – DEVELOPMENT INVESTMENT PROJECTS IN THE REGION		
Moderator: Mr. Franci Gerbec , partner, PROFUNDIS d.o.o.		
15:00 - 16:00	Approaches to development investment projects and experiences with state actions to increase investment attractiveness of a country	<ul style="list-style-type: none"> ➤ Ms. Vedrana Likan, British Business Centre Croatia, Zagreb, president ➤ Mr. Vladislav Lalić, IKEA South East Europe, Beograd, Expansion Manager ➤ Mr. Edi Kraus, JULON d.o.o. (group Aquafil, Italy), Ljubljana, general director ➤ Mrs. Eva Štravs Podlogar, Ministry of Economic Development and Technology - Directorate for Tourism and internationalization, vd Director-General
16:00 - 17:00	Panel – What can the state government and local communities do to increase investment attractiveness?	<p>Moderator: Mr. Franci Gerbec, PROFUNDIS d.o.o., Domžale</p> <p>Participants:</p> <ul style="list-style-type: none"> ➤ Mrs. Vedrana Likan, British Business Centre Croatia, Zagreb, president ➤ Mr. Vladislav Lalić, IKEA South East Europe, Beograd, Expansion Manager ➤ Mr. Edi Kraus, JULON d.o.o. (group Aquafil, Italy), Ljubljana, general director ➤ Ms. Eva Štravs Podlogar, Ministry of Economic Development and Technology - Directorate for Tourism and internationalization, vd Director-General
17:00	CONCLUSION	



Sponsors:

