



SIOR

EUROPEAN REGIONAL
CHAPTER

PROGRAMME

2018 SIOR EUROPEAN CONFERENCE

Warsaw, Poland

June 27-29, 2018

The Society of Industrial and Office REALTORS (SIOR) is the world's leading industrial and office brokerage association. 3,170 industrial and office brokers and agents worldwide have met stringent qualifications to earn the SIOR designation, certifying their expertise and success.



 **2018**

WARSAW

City of Chopin

PROGRAMME

SIOR EUROPEAN CONFERENCE

Wednesday, June 27th 2018

City Walking tour of Warsaw

1:00PM - 4:00PM

**Optional events are open to all members of SIOR, sponsors and significant others/guests.
Pre-registration required.**

Enjoy the sights of Warsaw with a guided walking sightseeing tour of the Old Town and city with a chocolate tasting at a local Café with 3 types of chocolate. The tour will be led by an English-speaking guide around the Saxon Gardens, the Old Market Square, the Barbican and the House of Mrs. Marie Curie. Guests can then see the Royal Castle from the outside and walk back through the Royal route to the Victoria Victoria Sofitel hotel.

See the Old Town (UNESCO site), intricately reconstructed after WWII, which is an excellent example of a compromise between historic values and modern needs;

- Enjoy the old face of the city while walking by the old city walls and through the narrow streets, passing innumerable art galleries, and charming restaurants and cafes.
- Walk along the prestigious Royal Route with its beautiful palaces, presidential residence, famous statues and historic churches.



Rates are based on groups of 20 at 30 Euros pp. * Tours are subject to change. Entrance to the Royal Castle is not included

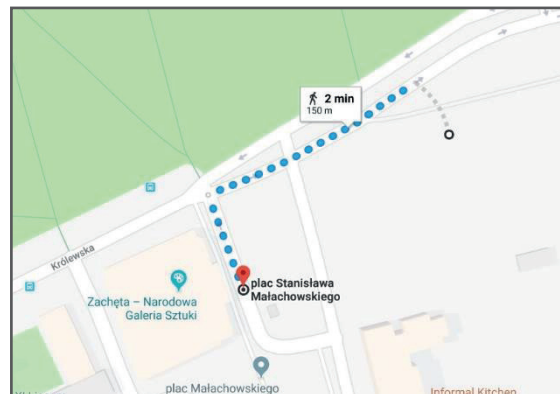
Meet & Greet at the offices of:

K&L GATES

Members are invited to a meet and greet at the offices of K&L Gates, a mere 2 minutes' walk from the Victoria Sofitel hotel

Address: Stanisława Małachowskiego 2, 00-066

5:30PM - 7:00PM



Warsaw Dine-Around

7:00PM - 10:00PM

Members of the European Regional Chapter will be hosting dinner in and around Warsaw for all registered SIOR delegates and their guests that have signed up in advance.

PROGRAMME

SOFITEL HOTEL WARSAW

Thursday, June 28th 2018

Registration Desk – Open

8:00AM - 4:30PM

Opening Session – Guides to the European Markets

9:00AM - 10:10AM

European market guides confronted with US practice - dealmaker's secrets

What do real estate professionals need to do now?

Moderator: Mark Duclos, Sentry Commercial

Panelists:

Germany – Andreas Krone

Belgium & The Netherlands - Christopher Wuyts

France - Charles Tatham

Ireland – Paul McDowell

Italy – Alberto Iori

CEE Region (Poland, Czech Republic & Slovakia) – Renata Osiecka

Russia – Andrei Lukashev

United Kingdom – Frederic Schneider

United States – Jim Klein

Morning Networking Break

Kindly sponsored by Gleeds Polska

10:10AM - 10:30AM

gleeds^G

Opening Session – Prof Richard Baldwin

10:30AM - 12:00PM

Misthinking globalisation: Implications for long-term investors

Professor, Graduate Institute, Geneva and University of Oxford

This talk will challenge the way you think about globalisation. Everyone knows globalisation is a process driven forwards by falling trade and communication costs – that is integrating national economies around the world. This view is incomplete.

This provocative keynote speech argues that globalisation should be viewed as two processes, not just one.

Networking lunch in the Sofitel Victoria Hotel

Kindly sponsored by Gerald Eve

12:00PM - 1:30PM



GERALDEVE

PROGRAMME

SOFITEL HOTEL WARSAW

Thursday, June 28th 2018 continued

Industrial Panel: Assessing the market and occupational impact of Digitalisation including Industry 4.0 and Digital twin Technology 1:30PM - 2:30PM

Kindly sponsored by P3



Moderator: Paul Danks, Newmark Knight Frank
Panelist: Geoffrey Kasselmann, Newmark Knight Frank
Justin Hildebrant, Mountpark
Roger Sporle, USAA
Martin Polak, Prologis
Mathieu Giguere, Amazon

Comfort Break

2:30PM - 2:45PM

**Investment Panel: European Office and Industrial Investment
– Where to Invest?** 2:45PM - 4:00PM

Experienced pan-European investors debate their opinions as to where they believe in for commercial investment and why.

Moderator: Benn Dorrington, Property Investor Europe (PIE)
Panelists: John Richard Banka, Project Partners International
Anna Duchnowska, Invesco
Artur Mokrzycki, Panattoni
Remon L. Vos, CTP

Afternoon Networking Break

4:00PM - 5:00PM

PROGRAMME

SOFITEL HOTEL WARSAW

Thursday, June 28th 2018 continued

Gala Evening at The Royal Castle

7:00PM - 10:30PM

Open to all SIOR registered members and guests. Join us for a party you don't want to miss!

We will depart the Sofitel and stroll a couple of blocks through the heart of the Old Town City Centre to the Royal Castle. Cultivating glorious, ancient tradition of the greatest and most significant ceremonies of the Commonwealth of Poland, The Royal Castle in Warsaw. Within its walls many diverse celebrations and meetings took place: state and diplomatic ceremonies, scientific conferences, international conventions, symposia, lectures, concerts, jubilee gala assemblies, promotions and receptions. The magnificent décor of The Castle's interiors does guarantee the most spectacular setting for our gala dinner.

*This event is limited to 125 people



Late Night After-Gala Drinks

Kindly sponsored by Carter Jonas

11:00PM - 2:00AM

Carter Jonas

PROGRAMME

SOFITEL HOTEL WARSAW

Friday, June 29th 2018

Registration Desk – Open

8:00AM - 4:30PM

CEO Panel: What's on a critical path – CEOs reveal

9:00AM - 10:15AM

How Brexit, political whirlwind and changes in the labour market influence the real estate sector. What are key factors that drive the market and play a significant role in moving it forward

Moderator: Maarten Vermeulen, RICS

Panelists: Robert Martin, Europa Capital
Magdalena Szulc, Segro

Morning Networking Break

10:15AM - 10:45AM

Including a film “ Future of Warsaw”

**General Session - including Dr Paul Redmond
+ Office panel:**

10:45AM - 12:00PM

“Generating the future: Millennials, Digital Natives and the Zombification of Work?”

Kindly sponsored by SIOR Foundation



Dr Paul Redmond, author, keynote speaker, employment guru, is a leading expert on generations and the future of work. Paul was recently appointed Director of Student Experience and Enhancement at the University of Liverpool and is one of the UK's leading experts on the graduate employment market.

Office Panel: Is the traditional Office dead? New Designs/New Disruptors – just a fad or here to stay?

Moderator: James Mulhall, Murphy Mulhall

Panelists: Alex Dunn, Gerald Eve
Jacek Popiołek, mBank
Dr Paul Redmond
Tomasz Rudolf, The Heart

PROGRAMME

SOFITEL HOTEL WARSAW

Friday, June 29th 2018

President Lech Wałęsa

12.00PM - 12:30PM

Former President of Poland; Lech Wałęsa – Co-founder and head of Solidarity; the first independent trade union. President Walesa won the Nobel Peace Prize in 1983, and served as President of Poland from 1990 to 1995.

Kindly introduced by Dorothy Dabrowski with the American Chamber of Commerce in Poland

Networking Lunch

12:45PM - 1:30PM

SIOR EUROPEAN CONFERENCE

**With Special Thanks to our Conference
Platinum and Gold Sponsors**

Platinum



Gold



PROGRAMME

SIOR EUROPEAN CONFERENCE

Optional Tours - Friday, June 29th 2018

*Note: Capacity is limited. Optional event are open to all members of SIOR, Sponsors and significant others/ guests. Pre-registration required.

Industrial Tour :

1:30PM - 4:30PM

Polish industrial real estate market is booming with 14 mln sqm of delivered space. We will not show all of it, but visit the two selected interesting parks. You will be picked up from the Lobby at 1:30pm and tour two Industrial Parks. For those of you that will be attending the concert the bus will drop you off at the Łazienki Park, for the others you will be taken back to the hotel.

Office Tour :

1:30PM - 4:30PM

Explore two of the most talked about buildings in Warsaw -one restored wonder and the other new modern symbol of business Warsaw! You will be picked up from the Lobby at 1:30pm and tour 2 office buildings. For those of you that will be attending the concert the bus will drop you off at the Łazienki Park, for the others you will be taken back to the hotel

Garden Tour & Concert

2:30PM - 6:30PM

Minimum: 25 Maximum: 40

Royal Lazienki Park Tour – Walk in the footsteps of Chopin – 32 Euros per person

- One of the largest and most beautiful city gardens in Europe and one of the greatest attractions of Warsaw. We will travel by private coaches from the Sofitel to the Gardens and have a private English-speaking guide throughout
- This historic complex, full of monuments of architecture, paintings, sculptures and art handicraft, fascinating with its harmony and beauty, was inspired by Poland's last king Stanislaw August Poniatowski in 17th Century.
- Make a stop next to the most recognizable monument of Chopin.
- Visit the famous Palace on the Isle, the Amphitheatre with a stage set among the ruins of the temple of Baalback and the Old Orangery with the beautiful, unique Private Royal Theatre.



PROGRAMME

SIOR EUROPEAN CONFERENCE

Friday, June 29th 2018 continued

Optional Tours

*Note: Capacity is limited. Optional event are open to all members of SIOR, Sponsors and significant others/guests. Pre-registration required.

Chopin Concert ONLY

5:00PM - 6:30PM

Minimum: 25 Maximum: 80

*Concert only tickets available but limited to availability after the tour and concert spaces are sold

**Tour itinerary subject to change

- When you're in Warsaw, we invite you to listen to the music of Fryderyk Chopin performed live. Brilliant pianists are playing works of Fryderyk Chopin.
- The concert takes place in historical Palace on the Isle in Lazienki Royal Parl and is performed by professional pianists, virtuosos, who have performed in many countries around the world.
- Each concert lasts about 50 mins. The concerts have an intimate and romantic character, just as they used to have during the times of Fryderyk Chopin.
- You will be invited for a glass of sparkling wine in the intermission

* please note all programmes and events are subject to change



OPTIONAL TOURS

** These are optional tours with a cost. Pre-registration is required.

Saturday, June 30th to Sunday, July 1st 2018

Post Tour to Krakow, Poland - Day 1

- Pick up by driver from hotel in Warsaw
- Transfer by minivan from the hotel to the train station - all group together
- Train ticket 1st class, fast train, one way to Krakow
- Pick up by driver in train station in Krakow
- Transfer by minivan to Krakow – Auschwitz – Krakow
- Visit to Auschwitz-Birkenau with private local guide dedicated to the group



AUSCHWITZ-BIRKENAU STATE MUSEUM

Visit UNESCO World Heritage-listed Auschwitz-Birkenau, a former Nazi concentration camp where more than a million European Jews and other prisoners were confined or killed during the World War II. The death camp at Oświęcim, known as Konzentrationslager Auschwitz, was in fact a complex of camps, the largest Nazi death factory, where more than two million people, mostly Jews, perished. The Auschwitz camp consisted of several units, including the largest one at Brzezinka (Birkenau). Of the millions of people brought there in the period between 1940 and 1944, only 60 to 70 thousand utterly emaciated victims were alive at the time of liberation of the camp - at present, the National Museum of Oświęcim is situated on the site of the former camp

- Lunch (2 courses, water, restaurant in Krakow)
- Krakow walking tour with local guide (private for our group, 2 hours)



WALKING TOUR OF KRAKOW'S OLD TOWN.

Walking is the perfect way to discover and explore the most interesting places of the city. Let's have a walk around, enjoy the atmosphere of the city its culture, history, incredible sites, stories & legends.

- Dinner at restaurant in Krakow (3 courses menu, tea or coffee, water)



HIGHLANDER EVENING – DINNER AT MORSKIE OKO

Enjoy a meal at mountain style restaurant Morskie Oko restaurant with highlander folklore music and traditional highlander specialties.

The restaurant has a special charm; candlelit tables, a pleasant smell of wood- smoke in the air, traditional highland singers in the background. **This**

This is a unique place where you can taste regional Polish cuisine as well as hear a Highlander Folklore Group which characteristic vocals, found only here, that has always caught visitors' imagination.

- Walk back to the hotel
- Overnight in Krakow at a 4* hotel or better

PROGRAMME

SIOR EUROPEAN CONFERENCE

Saturday, June 30th to Sunday, July 1st 2018 Continued

Post Tour to Krakow, Poland - Day 2

- Breakfast at the hotel
- Pick up by driver at the hotel in Krakow
- Transfer to Wieliczka by minivan
- Visit to Wieliczka Salt Mine, private guided tour with local guide (dedicated to the group)



WIELICZKA SALT MINE - UNESCO HERITAGE

Go 140 meters underground for a 2,5-hours journey along tourist route full of chambers with amazing carvings and statues and large collection of mining machines and equipment, where everything is made of salt.

Wieliczka Salt Mine - the oldest salt mine in Europe, an impressive underground world of salt lakes, chambers, galleries and a unique Salt Works

Museum created by many generations of Polish miners. The underground tourist route goes through galleries and chambers on three levels, with 17th and 19th century chapels and unique natural crystal cave. The temperature in Wieliczka is 17-18 degrees Celsius all year round. In 1978 was listed by UNESCO as a World Heritage Site

- Transfer back to Krakow.
- Luggage to pick up from storage room
- Transfer to the airport or train (on own arrangements)

*Please note all programs and events are subject to change