



AGENDA

15:00 Registration and networking

15:30 Welcome

- DIETER LOBNIG, Managing Director, Bank Pekao
- MARCIN JUSZCZYK, Chair, ULI Poland

15:40 Presentation: Macroeconomic Outlook

- PIOTR BARTKIEWICZ, Economist, Pekao SA

15:55 Presentation: Commercial Real Estate Market in Poland – Challenges and Directions

Overview of key CRE sectors: offices, logistics/industrial, retail, PRS, hotels
Investment trends and transaction activity levels

- MAREK PACZUSKI, Senior Director, Investment Services, Colliers

16:10 Panel Discussion: Challenges in Financing Commercial Real Estate in Poland

- AGATA GOLA, Head of Property Finance, PKO Bank Polski
- JUSTYNA KĘDZIERSKA-KLUKOWSKA, Head of Berlin Hyp Warsaw Office, Berlin Hyp
- ŁUKASZ KRAWCZYK, Managing Director, CIB, UniCredit
- ADAM ŁUCIUK, Head of Real Estate Financing, Bank Pekao
- Moderated by: MAREK PACZUSKI, Senior Director, Investment Services, Colliers

Discussion topics:

1. Market outlook and the role of banks in the future development of the CRE sector – sector review and banks' financing appetite
2. Regulatory environment and key challenges faced by the banking sector
3. Excess liquidity in the sector and its impact on competitiveness
 - How long has it lasted and how long is it likely to continue?
 - What are the underlying drivers?
4. Increasing competition from alternative financing sources (private debt, bonds)
5. Mezzanine financing and hybrid instruments (including potential use of holdco loans)

17:00 Networking