

SPH newsletter

news

News from CEE/SEE page 2
Staffing page 12
Lettings page 13

special

Expo Real is advancing, and an important part of the event is the conference programme. Again it is offering a lot of information and food for thought.
page 15

background

For the first half of 2015 Czech Republic's property investment market is showing record figures. But a closer look at the commercial real estate markets is modifying the picture.
page 17

In June the 13th German-Russian Twin Cities Conference took place in Karlsruhe.
page 20

events

Exhibitions, conventions, and conferences
page 23

book review

Biographical approach to a convinced European
page 24



DEAR READERS!



Let us start with a citation: "The EU has to offer its members a more inspiring, forward-looking vision than the promise of possible wealth based on a free market economy and international competitiveness. Identity does not emerge from free trade in a common market only. Society means more than a market place." That does not say a dissident, but Dennis J. Snower, American and since 2004 President of the Kiel Institute for the World Economy, in an essay in *Süddeutsche Zeitung* newspaper of August 22, 2015. And he is right!

Some EU topics we also touch in this newsletter. At the end, dear readers, you will find the review of a book about a convinced European from Austria. Before the EU as a difficult union of 28 member states confronted with unexpected challenges is also mentioned in a review of the 13th Conference of German-Russian Twin Cities. Other topics are the real estate markets in the EU member state Czech Republic and a first look at the conference programme of this year's Expo Real. At the International Trade Fair for Property and Investment in Munich nearly all European countries are present. There will be talks not only about the respective markets but their problems as well.

But read yourself. Already quite clear is that Expo Real will be exciting again. And given the high amount of politicians present at the fair there will be perhaps also some talks about identity and politics. It would not be amiss for both – neither the property and investment industry nor the politicians.

Yours,

Andreas Schiller



Warsaw Empark Mokotów Business Park is one of the largest connected office sites in CEE and is now fully owned by Immofinanz.

IMMOFINANZ TO ACQUIRE REMAINING SHARES IN WARSAW'S EMPARK

Immofinanz is acquiring the remaining shares in the Warsaw Empark Mokotów Business Park to become its sole owner. Immofinanz previously held 50 per cent of Empark and is purchasing the remaining shares from its former joint venture partner, an affiliate of Heitman LLC. The parties have agreed not to disclose any information on the sale price.

Empark is one of the largest connected office sites in CEE. The nine buildings have approximately 117,000 square metres of rentable space and are located in close proximity to the airport.

SPONDA SELLS SHOPPING CENTRE AND OFFICE BUILDING IN MOSCOW

Finnish property investment company Sponda Plc has sold the shopping centre known as Solnechniy II as well as the Bakhrushina House office building in Moscow for the price of USD 46.6 million (approximately EUR 41.9 million) to Horizon Properties Ltd.

The Solnechniy II shopping centre was completed in 2005 and is located in the centre of Ramenskoe in Moscow region. The shopping centre has approximately 6,500 square metres of leasable retail premises. The Bakhrushina House office building is located at 32 Bakhrushina Street near Paveletskaya railway station in the centre of Moscow. The office building was completed in 2002, with nearly 4,000 square metres of leasable area.

ATRIUM COMPLETES ACQUISITION OF ARKÁDY PANKRÁC IN PRAGUE

Atrium European Real Estate Limited announces that the Atrium Group has completed the acquisition of a 75 per cent interest in the Arkády Pankrác shopping centre in Prague for a consideration of EUR 162 million. The 75per cent stake was acquired from Unibail-Rodamco S.E. and it will be held in a joint venture with the Otto family, which continues to own the remaining 25 per cent. Arkády Pankrác, located in Prague 4, opened in 2008 and is comprising 38,200 square metres of gross leasing area. ECE will continue to manage the shopping centre.

PARKLAKE SHOPPING CENTRE IN BUCHARETST TO OPEN IN 2016

ParkLake, a Sonae Sierra and Caelum Development joint venture project, located in Sector 3 of Bucharest, represents EUR 180 million in investment and will open doors in 2016. The shopping centre will offer on 70,000 square metres of gross leasing area more than 200 shops and 2,600 spaces of underground car parking.



Kronan 10+11
Malmö, Sweden

Type: Office Building
Size: 17,000 m²
Arranger • Lender • Agent



Galeria Słoneczna
Radom, Poland

Type: Shopping Center
Size: 42,500 m²
Arranger • Sole Lender



Cristalia
Paris, France

Type: Office Building
Size: 21,700 m²
Arranger • Sole Lender



Gothaer Headquarter
Cologne, Germany

Type: Office Building
Size: 100,000 m²
Arranger • Sole Lender



Odin Portfolio
Germany

Type: Mixed-Used Properties
Size: 178,000 m²
Arranger • Sole Lender • Hedging Provider



Europe is growing.

With our financing solutions.

Visit us at
EXPO REAL
Stand C1.432

Real Estate Finance. Offering the best in bespoke financing, we are your experts for national and international markets. With solutions tailored to suit your needs, a lean organization, and fast decision making, we are a partner you count on for your projects – today and for many tomorrows to come.
www.helaba.com

Helaba |



With more than 70,000 square metres of gross leasing area Riviera in Gdynia is the largest shopping centre in the Tri-City.

FONCIÈRE EURIS AND RALLYE TO ACQUIRE RIVIERA SC IN GDYNIA

Foncière Euris and its subsidiary Rallye have signed an agreement to acquire Riviera shopping centre in Gdynia. The volume of the transaction is EUR 291 million, with potential increase through earn-outs up to EUR 300 million. Colliers and JLL represented the vendor in this transaction.

With over 70,000 square metres gross leasing area and more than 230 shops, Riviera is the largest shopping and entertainment centre in the Tri-City region (Gdansk, Gdynia, Sopot). The scheme was commissioned for use in October 2013. Mayland Real Estate acts as property manager for Riviera shopping centre.

PBB WITH STOCK EXCHANGE DEBUT

Shares in Deutsche Pfandbriefbank AG (pbb), a European specialist bank for commercial real estate finance and public investment finance, started trading in the Prime Standard segment of the regulated market on the Frankfurt Stock Exchange (FWB) on 16 July 2015, quoted as "PBB" (ISIN DE0008019001).

Citigroup Global Markets Limited and Deutsche Bank AG acted as Joint Global Coordinators and Joint Bookrunners for pbb's flotation. JP Morgan Securities plc, Commerzbank AG and Joh. Berenberg, Gossler & Co. KG acted as additional Joint Bookrunners.

PLAZA CENTERS: BUILDING PERMIT FOR BELGRADE PLAZA

Plaza Centers N.V. has received the building permit to develop Belgrade Plaza, a 32,000 square metre gross leasing area shopping and entertainment centre. Located on Visnjicka Street, adjacent to the Danube River in old Belgrade, the new development will include approximately 110 retail units, a supermarket and a multi-screen cinema complex. Belgrade Plaza will be the first western style shopping and entertainment centre in the old part of Belgrade.

Plaza is in the final stages of agreeing bank financing and construction is expected to commence by the end of 2015, with completion targeted for the first half of 2017.

AFI EUROPE ACQUIRES PLOT IN BRASOV IN ROMANIA

AFI Europe Romania has signed an agreement for the acquisition of a 40,000 square metre plot in the city centre of Brasov, where it plans to develop a shopping mall with a gross leasable area of 45,000 square metres and an office project with a leasable area of approximately 11,000 square metres, targeted to be opened in October 2017.



KEEP CALM AND TRUST UBM

If property development should be crowned with success:
Visit us at **Expo Real, Halle B2, Stand 110!**



Of a total of four office buildings in Silesia Business Park in Katowice Skanska Property Poland has started construction of the third one.

CONSTRUCTION START OF SILESIA BUSINESS PARK'S THIRD BUILDING

Skanska Property Poland has begun development of the third office building in the Silesia Business Park complex in Katowice. Building C, which will comprise 11,500 square metres of leasable space, is scheduled to be completed in Q4 2016.

Silesia Business Park is a modern business complex which, when completed, will have four office buildings offering a total of 46,000 square metres of space.

DENTONS ADVISES MORGAL INVESTMENTS ON ITS DEAL WITH SETL CITY

Dentons has advised Israeli developer Morgal Investments on the completion of the first stage of the sale of part of the land intended for the implementation of the Planetograd project near Saint Petersburg. This project includes the construction of around 1.5 million square metres of low-rise residential housing as well as various transportation, utility, social and commercial infrastructure on a 240 hectare area on Pulkovskoe Shosse, not far from the Pulkovo Observatory. The buyer and developer of the residential areas of the Planetograd project is Sozidanie Agency for Land Development, the subsidiary of the major Russian developer Setl City. The transaction is valued at around USD 500 million (approximately EUR 448 million).

TURKEY'S FIRST CAMPUS STYLE OFFICE DEVELOPMENT

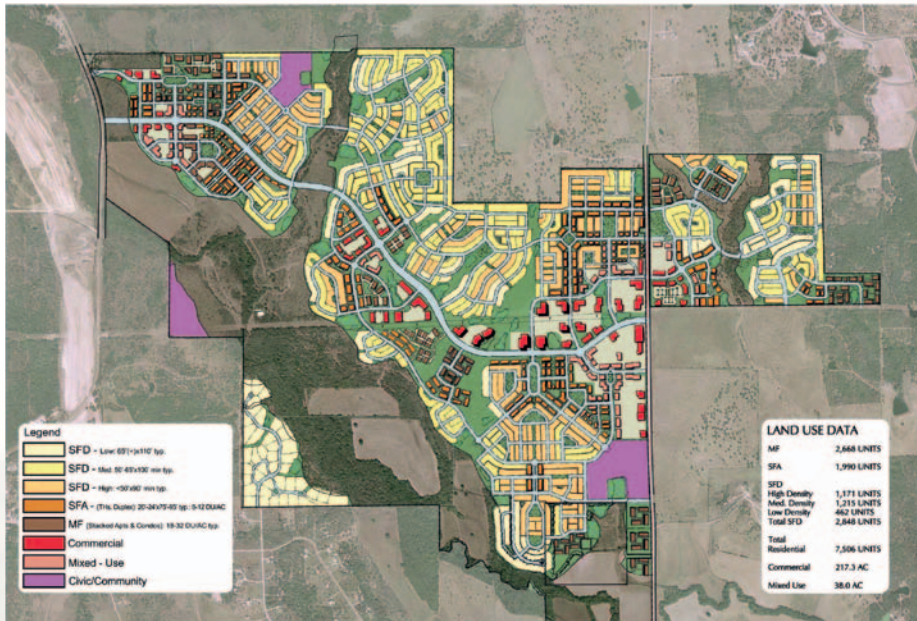
CBRE has been appointed by Turkish developer Feryapi as an exclusive leasing agent on the first office campus in Istanbul, named Premier Kampus Ofis. Located in Kagithane, one of the largest regeneration and real estate development areas of the city of Istanbul and close to the city's central districts Sisli and Beyogly, the 64,500 square metre campus comprises 60,000 square metres of office space with a further 4,500 square metre provision for retail and amenities. From 2017 the area will be served with a new railway line with the metro station in walking distance.

UNICREDIT FINANCES BUSINESS PARK SOFIA

UniCredit Bank Austria AG and UniCredit Bulbank AD have jointly underwritten a EUR 103.3 million senior facility to refinance Business Park Sofia (BPS), the largest office park in Southeast Europe. The facility is being jointly provided by UniCredit Bank Austria AG and UniCredit Bulbank AD as mandated lead arrangers and underwriters. UniCredit Bulbank AD is acting as facility and security agent, account bank, and hedge provider of this transaction. The Business Park Sofia office complex consists of fourteen buildings with a total built-up area of 187,000 square metres.

Whisper Valley

America's first zero-energy community



For 40 years Taurus has been the trusted partner of high net worth individuals and family offices.

Our focus: value-add investments and global diversification through entrepreneurial club deals.

Taurus is active in 15 markets across four continents with local teams offering a wide pool of investment opportunities.

We invest in innovative projects that deliver high-end returns. Taurus is currently developing America's first zero-energy community "Whisper Valley" with 7,500 homes in Austin, Texas.



Whisper Valley Project, Austin, Texas



Trust, Reliability, Results

Our partners:





Galeria Corso in the Polish city of Swinoujscie has opened its doors to the public. The shopping centre is comprising 10,000 square metres of leasable space.

GALERIA CORSO OPENED IN SWINOUJSCIE

Galeria Corso shopping centre in the Polish city of Swinoujscie developed by Winston Sp. z o.o. headquartered in Szczecin has opened. Galeria Corso offers 10,000 square metres of leasable space. The property is located in the centre of Swinoujscie, between Dabrowskiego, Piastowska and Konstytucji 3-go Maja streets, in the area encompassed by the city centre revitalization programme.

CA IMMO ACQUIRES SHARES OF EBRD IN THE "E-PORTFOLIO"

CA Immobilien Anlagen AG has concluded negotiations with the European Bank for Reconstruction and Development (EBRD) concerning the acquisition of its minority stake in the "E Portfolio". EBRD has been a joint venture partner of Europolis since 2001 and consequently of CA Immobilien Anlagen AG following the acquisition of Europolis in 2010. The portfolio consists of eight office assets (book value approximately EUR 486 million) as well as four land plots (book value approximately EUR 25 million). The gross purchase price for the EBRD stake amounts to around EUR 60 million.

The portfolio comprises office buildings in Prague (Amazon Court, Nile House, Kavci Hory), Bucharest (Europe House, River Place), Budapest (City Gate, Infopark West) and Zagreb (Zagrebtower). With this acquisition, CA Immo's share in these assets increases from previously between 65 per cent respectively 75 per cent to 100 per cent.

PLAZA CENTERS: BUILDING PERMIT FOR TIMISOARA PLAZA

Plaza Centers has received the building permit to develop Timisoara Plaza, a 37,000 square metre gross leasing area shopping and entertainment centre in Timisoara, western Romania. A binding financing offer has also been agreed with the Hungarian Export-Import Bank Plc (Exim bank) for circa 65 per cent of the project cost. Construction is expected to commence on the project in autumn 2015 with completion scheduled for the first half of 2017.

MOSCOW: HINES AND PPF ACQUIRE METROPOLIS OFFICE BUILDINGS

Hines Russia & Poland Fund (HPRF), an affiliate of international real estate company Hines, and PPF Real Estate Holding B.V. announced its joint acquisition of the Metropolis Office Buildings I and III in Moscow. As a result of this transaction, the partners now own over 56,000 square metres gross leasing area of office space with almost full occupancy. The Metropolis Complex, consisting of three office buildings and a shopping mall, was built in 2009 on the main route from Sheremetevo airport to the city centre.



Contacts made today are the business of tomorrow.

EXPO REAL is Europe's largest trade fair for property and investment, where key industry players are assembled under one roof for three days, providing you with an ideal setting for effective networking.

Make the most of this opportunity!

- › Make new contacts, with around 37,000 participants to choose from
- › Meet with more than 1,600 international exhibitors
- › Use MatchUp! to get your profile noticed before the trade fair even begins
- › Hear all about the latest trends from around 400 prominent speakers

Secure your ticket now and take part in MatchUp!, EXPO REAL's matchmaking and participant service, to ensure you get more out of your visit to the trade fair:

www.exporeal.net/tickets

Building Networks

18th International Trade Fair for Property and Investment

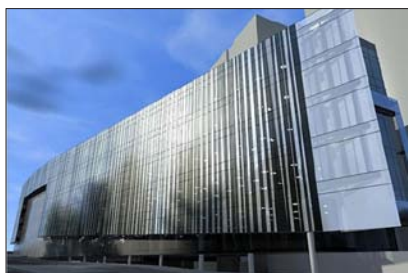
October 5–7, 2015 | Messe München | Germany

Find out more:
www.exporeal.net
www.blog.exporeal.net



**expo
real**

Building networks



Andersia Business Centre in Poznan was commissioned for use in 2012. It now it was sold to Polski Holding Nieruchomosci S.A. Vendor is Von der Heyden Group.

PHN ACQUIRES ANDERSIA BUSINESS CENTRE IN POZNAN

Polski Holding Nieruchomosci S.A. (PHN) has executed a final agreement for the acquisition of the Andersia Business Centre office building in Poznan from Von der Heyden Group. The volume of the transaction is confidential. JLL represented the buyer – PHN, while Knight Frank advised the vendor on the transaction. Andersia Business Centre is an office scheme developed in the centre of Poznan. The five-floor building offers 14,000 square metres of leasable space and a two-level underground car park with 140 parking spaces. The scheme was commissioned for use in 2012.

TH REAL ESTATE ACQUIRES INTEREST IN POLISH RETAIL ASSETS

TH Real Estate, on behalf of TIAA-CREF, has completed the purchase of a 50 per cent interest in Factory Annopol in Warsaw, and Factory Krakow and Futura Park in Krakow, Poland. The assets have been acquired from Neinver, and form part of a strategic joint venture between Neinver and TIAA-CREF to create a leading outlet platform in Europe. Factory Annopol in Warsaw was originally developed by Neinver and opened in 2013. The asset measures 19,800 square metres with 102 units. The properties in Krakow comprise a 22,000 square metre outlet centre named Factory Krakow, and an adjoining 19,000 square metre retail park, known as Futura Park. Originally developed by Neinver, the centre was opened in 2011.

EUROPA CAPITAL COMPLETES ANOTHER ACQUISITION IN PRAGUE

Europa Capital has completed another acquisition for its pan-European investment fund, Europa Fund IV, acquiring Hadovka Office Park in Prague for EUR 43 million. Hadovka is a 25,000 square metre office building situated on the Evropska corridor in Prague 6. Resolution Capital Management Ltd, a specialist CEE asset management company, has co-invested in the project with Europa Capital and will be providing asset management services to the project. German pbb Deutsche Pfandbriefbank provided a senior acquisition loan to the project.

MITISKA REIM ACQUIRES MLYN RETAIL PARK

Mlyn Retail Park in Wroclaw, Poland, has been acquired by Mitiska REIM on behalf of its specialist real estate fund First Retail International (FRI) from Helical Poland. This acquisition was coordinated and executed by Peppercorn Properties, Mitiska REIM's country partner for Poland. Mlyn Retail Park is a 10,000 square metre retail park. Mlyn Retail Park opened in December 2008 and was Helical's first project in Poland.



For its UnInstitutional European Real Estate fund Union Investment has acquired Radisson Blu hotel in Wrocław.

UNION INVESTMENT ACQUIRES RADISSON BLU HOTEL IN WROCLAW

The Radisson Blu hotel in Wrocław, developed by UBM Development AG and completed in 2002, has a new owner. Union Investment has secured the five-star hotel in the centre of Wrocław for its UnInstitutional European Real Estate fund. The purchase price was not disclosed. The hotel offers 162 rooms, 75 parking spaces, a 200-square-metre health spa and conference facilities for up to 350 people.

PORR TO BUILD ETHOS RETAIL AND OFFICE COMPLEX IN WARSAW

The Ethos retail and office complex will be built on Warsaw's historic Royal Route by September 2016 – with Kulczyk Silverstein Properties (KSP) as the investor and developer. Porr Polska will be the general contractor for this seven-storey building boasting over 17,000 square metres of leasing space.

TPG BUYS TRIGRANIT

TPG Real Estate has reached an agreement to purchase central European office and retail developer TriGranit. Under the terms of the agreement, the US private equity company will acquire TriGranit's development and asset management platform as well as a portfolio of assets located primarily in Poland. As part of the acquisition TPG Real Estate will commit additional capital to strengthen TriGranit's balance sheet and expand the business. TriGranit's existing management team will remain in place. Additional terms of the transaction were not disclosed.

ONE OF THE BIGGEST FINANCING TRANSACTIONS IN HUNGARY

In one of the biggest financing transactions in Hungary in recent years, pbb Deutsche Pfandbriefbank and Erste Group Bank AG have jointly underwritten a EUR 126 million senior facility for a consortium led by Morgan Stanley Real Estate Investing. The group of investors also includes Hungarian property developer and investor Wing and the Austrian shopping centre manager and investor CC Real. The proceeds are being utilized to finance the acquisition of a prime real estate portfolio in Budapest. The transaction closed on July 31st, 2015. pbb and Erste Group are acting as Joint Lead Arrangers, pbb carries out the role of Facility and Security Agent.

The portfolio consists of MOM Park, a 31,500 square metre shopping mall with an adjacent office building of 19,300 square metres on the Buda side of the city. It also comprises the West End Business Centre, a 28,800 square metre office building and EMKE, a smaller, 13,700 square metre office building on the Pest side of Budapest. The portfolio was acquired from a fund managed by AEW Europe.

STAFFING



left: Daniel Bienias
right: Martin J. Brühl

Akiva Azulay has been appointed new President and CEO of Plaza Centers N.V. He succeeded Ran Shtarkman, who retired from his position at the end of July. Akiva Azulay joins Plaza with a business management and financial background alongside real estate and retail experience. Most recently, Akiva Azulay was at Delek Group, one of Israel's largest companies. Previously he held senior roles at AFI Europe (part of Africa-Israel Investments) between 2004 and 2010, most recently as Vice President, where he managed real estate operations across Central and Eastern Europe. Before this, Akiva Azulay also worked at Israeli Bank Hapoalim as an economist in the real estate investment department. Akiva Azulay holds a B.Sc and M.Sc from Ben-Gurion University as well as a certificate in real estate valuation and appraisal certification from Tel Aviv University.



left: Amel Djerroudi
right: Jay S. Hennick

Daniel Bienias has been appointed Managing Director of CBRE's Polish business. Daniel Bienias, who is currently Head of Tenant Representation for CBRE in Poland, has been with the company for the last five years. He succeeded Colin Waddell who is relocating to the UK to take up a senior management position within the business.

Martin J Brühl became 134th President of RICS on 29 June 2015. He qualified as a Chartered Surveyor in 1995 and is the first continental European to take on the role of President in the history of RICS. Martin J Brühl heads International Investment Management at Union Investment Real Estate. His background is in valuation and capital markets advisory. During most of his professional life he has worked for international consultancy firms, like DTZ, Cushman & Wakefield and Arthur Andersen. Martin J Brühl has a diploma in Property Valuation & Finance of the City University Business School in London.



Mike Sales

Amel Djerroudi has been appointed Executive Director of Project Management Department of Colliers International Russia. Before Amel Djerroudi served as General Director of BBNS Group. At present BBNS is an exclusive partner of Colliers International for the provision of project management services. Amel Djerroudi began working in Russia in 2003 at the representative office of the French engineering company Technip CIS, where she was responsible for the construction of industrial properties. In 2006 she was appointed Reconstruction and Fit-Out Business Development Director at Step. In 2012 Amel Djerroudi took the helm of BBNS Group. Amel Djerroudi is a graduate of St. Petersburg State Technological University, a Candidate of Technical Sciences in Petroleum Engineering, certified in PMI and PMBOK, and has earned an MBA in Enterprise Management.

Jay S. Hennick has been appointed Chairman & Chief Executive Officer of Colliers International Group Inc. The appointment follows the resignation of current CEO Douglas Frye. Jay S. Hennick, who founded FirstService Corporation, the former parent company of Colliers International, in 1989, served as its CEO and led the separation of FirstService into two publicly traded companies. Colliers International has been acquired by FirstService in 2004.

Mike Sales, currently Managing Director, Europe, for TH Real Estate will take over as Head of TH Real Estate from 1 September 2015. He will take up the role from James Darkins, Chief Executive for TH Real Estate, who has announced his retirement from the business. It follows over 30 years in the real estate industry and 17 years with the company. Mike Sales has worked in the real estate industry for over 25 years, 21 of which have been at TH Real Estate and its predecessor company Henderson Global Investors. During this time, he has held a number of senior management roles. His most recent appointment was as Managing Director, Europe in 2011.



LETTINGS

CENTRAL UDVAR, BUDAPEST

HUNGARY 

SEB Asset Management has signed a 15-year lease with the Hungarian government for 6,100 square metres of space in the Central Udvar office building at Vesselenyi Street 16 in Budapest. The government will make the space available exclusively to the United Nations Children's Fund (UNICEF). AddVal and DTZ acted as leasing agents. The four-building complex is located in Budapest's historic old town and has around 16,600 square metres of rental space. In 2013, one of the four office buildings was converted into a hostel.

CORVIN PROMENADE, BUDAPEST

HUNGARY 

The Hungarian branch of Nokia Networks is moving to Corvin Promenade developed by the Futureal Group. The building works of the 25,000 square metre headquarters started at the beginning of 2015 and the office block will close the eastern end of the large-scale Corvin Promenade City Regeneration Project.

GDANSKI BUSINESS CENTER, WARSAW

POLAND 

HB Reavis has signed its first lease agreements for the second stage of Gdanski Business Center office complex. Bank BGZ BNP Paribas S.A, represented by BNP Paribas Real Estate Poland, has leased over 4,100 square metres. Furthermore the Aviva insurance group has announced plans to move its headquarters in the summer of 2016 to Gdanski Business Center II office complex. Under the contract, Aviva will lease 12,500 square metres in Building C, which remains under construction. Adjacent to its new office space in GBC II, Aviva plans to open a 400 square metre Customer Service Office on the ground floor of Building A, which is part of Gdanski Business Center I and was commissioned in June 2014. Upon completion, Gdanski Business Center's combined leasable area will exceed 99,000 square metres.

ZŁOTE TARASY, WARSAW


POLAND 

Wyborowa S.A., part of Pernod Ricard Group, will move to the Lumen office building, occupying nearly 3,000 square metres on the 11th floor. JLL represented the landlord in this transaction while BNP Paribas Real Estate Poland acted on behalf of Wyborowa Pernod Ricard. Lumen and Skylight are part of Warsaw's Złote Tarasy complex. The two buildings offer approximately 45,000 square metres of space.

KOŁOBRZESKA PASSAGE, GDANSK

POLAND 

Transcom, a global provider of customer care outsourcing services, has signed a lease renewal for 2,000 square metres of office space in Kołobrzaska Office and Retail Passage in Gdansk. JLL represented the company in the process of negotiating lease terms. Office and Retail Passage Kołobrzaska is a 5-floor multifunctional retail and office building that entered the market in 2005 and offers around 4,250 square metres of office space.

ALEJA PILSUDSKIEGO 22, LODZ**POLAND** 

Nordea Bank is expanding its rental space in the office property located on Aleja Pilsudskiego 22 again. It has now leased an additional 540 square metres, bringing the total to some 3,380 square metres. Nordea has been using the building since the end of 2013 as its centre for back-office operations, accounting, financial services and IT. All in all, SEB Asset Management has let over 3,000 square metres in total since the beginning of the year. In addition to letting further space to the main tenant, Nordea, SEBAM gained the printing ink and packaging manufacturer Flint Group as a new tenant. As a result, the approximately 6,500 square metre building is now fully let.

GALERIA NEPTUN, STAROGARD GDANSKI**POLAND** 

Cinema City, owned by Cineworld Group, takes up around 1,800 square metres in Galeria Neptun in Starogard Gdanski. The six-screen cinema has a total capacity of 1,000 people. Galeria Neptun is Cinema City's 33rd location in Poland. Galeria Neptun is located in the downtown area of Starogard Gdanski and totals 54,000 square metres, of which 25,000 square metres is leasable space. Cushman & Wakefield is the exclusive agent responsible for the commercialization of the scheme.

TORUN LOGISTICS CENTRE, TORUN**POLAND** 

Goodman has signed three lease contracts for a total of 50,300 square metres of warehouse space at Goodman Torun Logistics Centre. One new customer, Mueller Fabryka Swiec, has leased a 15,900 square metres of warehouse space, while two existing customers, Nissin Logistics and FM Bravo, have signed lease extensions. Mueller Fabryka Swiec was represented in the lease transaction by JLL. Logistics operator Nissin Logistics Poland increased their total lease area to 25,700 square metres. Additionally, furniture maker FM Bravo has taken up 8,700 square metres.

DISTRIBUTION PARK WROCŁAW**POLAND** 

Internet shopping gallery, Mall.pl, has signed a lease agreement on 9,500 square metres of industrial space in Distribution Park Wrocław. JLL advised Mall.pl on negotiation of lease terms. Distribution Park Wrocław is an industrial park located in the north of Wrocław in close proximity to the S5 road. Furthermore, the A8/S8 motorway is located a mere 2 kilometres from the park while the A4 motorway (Berlin-Wrocław-Kraków) is only 15 kilometres away. The complex comprises two warehouses offering over 46,000 square metres of space. Hines Polska acts as the complex's asset & property manager on behalf of the park's owner, Hines Global REIT.

VALAD POLISH RETAIL FUND**POLAND** 

Valad Europe has finalised seven leases with French hypermarket chain Auchan and one lease with Auchan-affiliated company Schiever Polska – a total of 170,000 square metres from assets in the Valad Polish Retail Fund (VPRF). Auchan is directly replacing Real stores at seven locations, including Centrum Janki in Warsaw, Korona in Wrocław, Rondo in Bydgoszcz, Krokus in Kraków, King Cross Praga in Warsaw, Kometa in Torun, and Tulipan in Łódź. Schiever Polska has leased 16,000 square metres of hypermarket space at the Szczecin Ster centre.

WHAT MIGHT BE OF INTEREST?

Expo Real is advancing and the first outlines of the October event of the real estate industry are emerging. Mainly the fair's conference programme is offering – besides the recurring topics – many proposals to look beyond the industry's nose.

Some topics in Expo Real's conference programme are admittedly 'annually recurring'. That is unavoidable because topics such as financing and investments are generally of great interest for the property industry. However, the conference programme is also offering topics that perhaps don't attract as widespread interest as some others and are not immediately connected with the property industry, but are often looking ahead to future developments influencing the real estate markets.



Expo Real's conference programme is offering a broad range of topics.

Investment Locations Forum (Hall A 1) is dedicated to the different real estate markets. The main focus is on the European markets as well as the US markets – the "American Afternoon" in the Forum has meanwhile a long tradition. This year there will also be a spotlight on Africa. Tuesday afternoon (October 6, 2015, 14:00 – 18:00) is headlined "Sub-Saharan Africa: real estate investment markets and urban development projects" and will deal with large urban development projects, with capital markets and investments and the real estate markets in eastern and western Africa. As introduction Christian Hiller von Gaertringen, author of the book "Africa is the next Asia" will give an overview of this part of the world, a deepened picture that will be different to catastrophes, illnesses, and terrorism we read about in the newspapers. Mainly Sub-Saharan Africa is on rise and many international investors and companies have already realised the huge potential these countries are offering. Without anticipating the keynote speaker there is to state that in Sub-Saharan Africa there are concentrated countries with the highest

economic growth in the world – a fact that already justifies a closer look to the region.

Interesting as well might be a look at Germany from outside: "International investors and Germany" the panel discussion is headlined (October 5, 2015, 12:00 – 12:50). For international investors Germany is one of their favourite investment targets. Economy and market size are important factors, also the fact that Germany has at least five big cities characterised as 'prime property markets'. But apart from that: what do international investors appreciate and what makes investments in Germany so promising?

Expo Real Forum (Hall A 2) is dedicated to the more general themes. Here two panel discussions will take place that seem to be similar, but are looking from different point of views on the future development of the real estate industry: the opening on Monday (October 5, 2015, 11:00 – 11:50) deals with "Big swings

in oil prices and exchange rates: How do external factors impact on property sector?" and the panel discussion on Tuesday about "Black swan events: How to deal with unexpected external risks?" (October 6, 2015, 17:00 – 17:50).

The external factors named in the first event have always an impact on the economic environment and therefore immediately on the property industry. Currently factors like low oil prices and the weak Euro seem to support economic growth in Europe and thereby the real estate markets as well. But what will happen by a change of these external factors and what other influences are to be expected?

Different to those external factors more or less predictable black swan events come at a surprise but have a major effect like 9/11, a large-scale breakdown of power networks or natural disasters. There are many things possible, but most of it we consider 'unlikely' and do not realise certain

signs and hints. For risk management not only of reinsurance companies, but also of big property companies and investors it is indispensable to take these risks into account. That does not mean to be a 'professional pessimist', and the whole thing is much more than the often-cited look into the crystal ball or some kind of experimental game. It is the attempt to see the unpredictable, to think the unlikely likely and to take the respective consequences. It is an interesting topic, not only for the real estate industry but on a grand scale and on an individual one as well.

Interesting for everybody is also the series of conferences titled "Masterminds", offered for the first time last year. The "Masterminds" event takes place again on the last day of the fair (October 7, 2015, 10:00 – 12:00) and deals with the working environment 4.0. Laptops,

tablets and smart phones already make it possible to work not just at set times in the office or at home but whenever and wherever.

This increasing flexibility may have its advantages and disadvantages but in any case the structures of the (office) working environment are changing in consequence. This will have repercussions for the demands on office properties: not just as concerns their design, but their location as well. A lively, urban environment will be sought-after like never before. Companies will also have to go to great lengths to recruit and retain employees because Generation 4.0 has not just become much more flexible as regards work but across the board. The 'masterminds' Thomas Sattelberger, for many years responsible for human resources development at companies such as Deutsche Lufthansa,

Continental and Deutsche Telekom; Jason Harper, Real Estate Project Executive EMEA at Google; and Udo-Ernst Haner, Head of the Information Work Competence Team at the Fraunhofer IAO, will be discussing "Scenario 4.0: the office of the future is not an office" in the Expo Real Forum. The event will be moderated by Gundula Gause, ZDF editor and newscaster. It will be a morning attractive for nearly everybody.

Although this is only a small (and very subjective) selection, Expo Real's conference programme is comprehensive and offering information and inspiration for a broad range of real estate business areas. Therefore it might be useful to inform in advance about the topics and events of the conference programme (www.exporeal.net/conference-program) and to select your own favourite events. | Marianne Schulze

THE OFFICE SPECIALIST IN CENTRAL EUROPEAN CAPITALS.



TOWER 185, Frankfurt

VIENNA • BERLIN • FRANKFURT • MUNICH • WARSAW • PRAGUE • BUDAPEST • BUCHAREST

Many factors make the critical difference in the quality of workplaces and company sites. That's why CA Immo provides office environments that underpin your company's aspirations to leadership. As a specialist in office properties in the big cities of Europe, we set the standard.

RECORD FIGURES FROM THE CZECH REPUBLIC



It was the biggest deal in the first half of 2015: the acquisition of Palladium shopping centre in Prague by Union Investment.

Looking at the investment volumes on the commercial real estate markets in the first half of 2015, then the Czech Republic is on the top of the list of Central and Eastern European countries regarding absolute investment figures and by percentage increase as well. But mind the trap: Besides Poland the Czech Republic is for sure one of the most attractive investment markets in CEE, however, snapshots show only a part of a scene.

The Czech Republic is outperforming Poland – that could be the headline for the investment markets in Central and Eastern Europe in the first half of 2015. According

to CBRE during the first six months of this year in CEE (exclusive Russia) commercial properties with a value of EUR 2.7 billion changed their owners. And Czech Republic's share amounted to 45 per cent or EUR 1.25 billion. During the same period transaction volume in Poland was 'only' at EUR 801 million.

But the snapshot is deceiving. It is right that in the first half of 2015 transaction volume in Poland decreased in comparison to the same period of the previous year. But this is not the reason why the Czech Republic outperformed Poland. It is the huge increase by 80 per cent in Czech Republic's transaction volume. However, this increase

is due to three big deals: At the beginning of the year Union Investment acquired Palladium Shopping Centre in Prague from Hannover Leasing for EUR 570 million. Most recently Atrium Real Estate completed the acquisition of a 75 per cent interest in Prague shopping centre Arkády Pankrác for EUR 162 million. Vendor was Unibail-Rodamco. And the third deal was the purchase of Panattoni Europe's logistics development project located near the capital city for EUR 150 million by AEW Europe on behalf of AEW Logistics Fund. These three deals represent 70 per cent of the total investment volume in the Czech Republic during the first half of the year. The remaining 30 per cent have to be dis-



Prague's office market is still characterised by oversupply.

tributed to 18 transactions – that means an average volume of EUR 20 million.

However, internationally the Czech Republic is – besides Poland – one of the most attractive investment markets in CEE. Looking at the different segments of commercial property investments the lion's share was – for the above mentioned reasons – on retail assets (EUR 881 million), followed by industrial real estate (EUR 211 million), office (EUR 136 million) and hotels (EUR 30 million).

Remarkable is the significant decrease in office investments – during the same period of the previous year office investment volume was at EUR 386 million. And still another point is to state: international investors have become very cautious with office real estate.

The cautiousness is understandable because in recent years development activity in Prague was high. Meanwhile the number of new projects launched is decreasing but according to Prague Research Forum still some 145,000 square metres of new office space will come to the market this year. Only in 2016 new office space completed will decrease significantly to 44,000 square metres.

The high development activity coincided with a demand continuously decreasing since 2013. In the first quarter of 2015 office demand was at approximately 70,000 square metres – in the same period of the previous year demand was still at 129,000 square metres. Some 28,000 square metres of rental space have been renegotiated or renewed, net take-up was only 42,000 square metres. That means Prague has still an oversupply of office space, so a significant part of the new rental agreements are presumably caused by relocations because tenants have found a better and more cost-efficient offer.

The oversupply is reflected by the vacancy rates nearly all in the two-digit range. An exception is Prague 4 where only 7 per cent of the office space is available. Vacancy rates below 20 per cent show Prague 3 (13 per cent), Prague 10 (16 per cent), Prague 5 and Prague 8 as well (each 18 per cent). Prague 7 is suffering of the highest vacancy rate – here they are at 36 per cent. According to Prague Research Forum about 500,000 square metres of office space in Prague have been vacant at the end of the first quarter of 2015.

Until this oversupply is not reduced Prague remains a tenant market with pressure on

rents, although currently the decrease in rents seems to be stopped. Rents stabilised at EUR 18.50 – EUR 19.50 per square metre and month in the city centre and at EUR 14.50 – EUR 17.00 in centrally located office buildings.

It is due to Czech Republic's general economic situation that the biggest transactions took place in the retail and logistics segment. Last year the economic downturn bottomed out. Despite political turbulences about Ukraine, sanctions adopted by the EU against Russia and Greek government-debt crisis in 2015 Czech economy showed a growth stronger than expected. At the beginning of the year Czech National Bank forecast an increase in GDP of 2.5 per cent. Since then expected growth rates have been continuously adjusted upwards. In the first quarter of 2015 Czech economy grew by 2.8 per cent in comparison to the last quarter of 2014 and by 3.9 per cent against the same period in 2014. Meanwhile experts forecast a growth rate of 3 per cent for 2015.

This positive development is driven by many different factors: The drop in oil prices is one of them, representing a positive impulse for the EU-economies generally. Furthermore the manufacturing industry is growing in almost all segments. The weak Czech Koruna is facilitating exports and makes the country attractive for company establishments. That causes a decrease in unemployment and an increase in incomes with the result that consumption is becoming stronger. Among the CEE countries the Czech Republic is the one with the highest retail turnovers per capita.

However, also internet retail sales are growing fast. From April 2014 to April 2015 the Czech Statistical Office recorded an increase by 19 per cent. Therefore retail shops are fighting for customers. It will be crucial for retailers to find the right balance between e-shop and the traditional store and in the Czech Republic they have to find this key to success still earlier than in other countries. There is also to state that the retail sector is a two-tier market. 'Prime' shopping centres in 'prime' locations are

operating successfully while elder and less attractive ones have to fight for tenants and customers.

In attractive shopping centres rental space is scarce and rents are tending to increase, while in others only vacancies are growing and rents are decreasing. But apart from that retailers are generally reluctant to expand their space and prefer shorter and more flexible rental agreements. Although the Czech Republic is always named among the most attractive markets, retailers and brands are still very cautious with expansion plans.

Shopping centres space in the Czech Republic is amounting to 2.65 million square metres, of which 814,000 square metres are located in Prague. Overall density is 252 square metres per 1,000 inhabitants, the second highest in CEE after Poland. Taking into account only the urban population then the average density is at 690 square metres per 1,000 inhabitants. However, the saturation level shows great differences: cities like Liberec and Olomouc are far and cities like České Budějovice, Karlovy Vary, Plzeň and Zlín slightly above average. Others, however, have still potential for shopping centre development.

Different to the office market there are only few shopping centre developments. In 2015 only one new shopping centre was opened: Central Kladno with 26,000 square metres, developed by Crestyl in the Central Bohemian city of Kladno. Central Kladno will remain the only centre completed this year. Under construction are HB Reavis' Aupark shopping centre in Karlovy Vary – comprising nearly 21,000 square metres of gross leasing area – and Nova Palmovka in Prague – with 8,000 square metres more a convenience shopping centre. Both are planned for completion in 2016. Construction works have also started on the extension and renovation of Centrum Chodov in Prague. This development by Unibail-Rodamco will be completed in the second half of 2017.

To changes in Czech Republic's economy the industrial and logistics market segment

reacts most quickly. That was to experience in 2008/2009 when it was the first market segment in which significant decline in leasing demand was to monitor. Therefore CBRE is expecting a continuing boom in leasing demand for industrial and logistics space supported by the positive economic development.



Modern shopping centres in Czech cities are deemed to be good investments.

Logistics in the Czech Republic is benefiting from the country's geographical position like a spider in the net between Germany, Austria, Silesia in Poland, and Slovakia. Therefore the leading markets in terms of size include Prague, Brno, Plzeň and Ostrava. Total industrial stock in the Czech Republic amounts to more than 5.1 million square metres.

In 2014 about 387,000 square metres have been completed and at end of March 2015 nearly 400,000 square metres were under construction. For a long time developers have been very cautious with a strict focus on pre-lettings with the result that over the last six years approximately 90 per cent of annual supply was delivered for specific tenants. Currently there are again some speculative developments to witness. The largest one was the 30,000 square metre warehouse built by Prologis in Prologis Park Prague Airport.

From January to March 2015 gross take-up reached 238,000 square metres with renewals amounting to 47,000 square metres and the lion's share was net take-up. Absorption was at 64,000 square

metres – clearly above average of absorption rates in the first quarter of the last five years. As a result vacancy rates continue to decline and are at 7.8 per cent with the highest rates in Southern Bohemia (38.1 per cent), Hradec Králové (15.9 per cent), Pardubice (14.3 per cent) and Olomouc (14.2 per cent). The lowest vacancies are



held in Zlín and Liberec (in both locations the vacancy rate is at zero), followed by Jihlava (3 per cent) and Central Bohemia (3.6 per cent).

But every coin has two sides and statistics and figures are only one of it. Although Greater Prague has the biggest stock, remains on top in terms of construction activity and has a vacancy rate of 8 per cent, the region is offering promising potential because of the international airport and the motorway network offering good connections in all directions.

So everything in the Czech Republic and its real estate markets is going smoothly? Yes and no, because especially with investments in the Czech Republic is true what is to state also in many other markets: there is much capital in search of investment possibilities on the one hand and a declining supply of real estate investment assets on the other hand with the result that prices are going up and yields are going down. There is to ask if investments are profitable. Also in this regard the Czech Republic is arriving to the 'normality' of developed European countries. | **Christiane Leuschner**

DRUSHBA! FRIENDSHIP!



About 600 participants visited The Conference of German-Russian Twin Cities in Karlsruhe.

At the end of June the 13th Conference of German-Russian Twin Cities took place in Karlsruhe. Organised by German-Russian Forum, the Foundation for Encounter between East and West, the international association 'Twin Cities' in Russia, the German Association of West-East Societies, and by the city of Karlsruhe the conference was headlined – appropriate to the year 2015: "70 years after end of the war: the power of encounters at a local government level".

Sometimes figures are revealing: With about 600 participants this year's Conference of German-Russian Twin Cities was the most visited of all events in former years. According to a survey of the German-Russian Forum there are currently almost 100 German-Russian twin cities. Participants form 50 German and 30 Russian cities found their way to Karlsruhe, so each municipality was rep-

resented by at least some participants. More probable is that also other cities took part as well as organisations, media and companies with a certain focus on German-Russian contacts and friendship. Anyway, the record number of participants demonstrated that people are in search of information and exchange and perhaps of orientation in times of difficult relationships with Russia.

In the Karlsruhe Congress Center the different panel discussions and many workshops were not only about the organisation of town twinning but as well about political questions. In the given situation it would not have made sense to exclude international policies. "It causes some worries", stated Dr. Michail Schwydkoj, Special Representative of the President of the Russian Federation for International Cooperation in the Cultural Sector and former Minister of Culture of the Russian Federation, during the opening

session. Matthias Platzeck, Chairman of the German-Russian Forum, expressed the wish, to strengthen partnerships to "create confidence and trust again".

Also Bernhard Kaster, Parliamentary Secretary of the CDU/CSU parliamentary group and Chairman of the German-Russian Parliamentary Group, was "worried about the bridges of friendship". And Klaus Mangold, for many years Chairman of the Committee on Eastern European Economic Relations and Honorary Consul of the Russian Federation in Baden-Württemberg, stated on his meanwhile sixth Conference of German-Russian Twin Cities that "the situation has never been as difficult as today".

Many talks were about the fear that "with the sanctions we are doing something that is getting out of control". In this context Matthias Platzeck pointed out that "politics can demonstrate true strength



Brandenburgers in action: Matthias Platzeck (left) during the discussion and Michendorf as new partner of Novoe Devjatino.

by reviewing and changing decisions". That sounds very statesmanlike, but indeed it is about states and their roles in the world. In the view of some the USA and China are the winners of the situation, not the EU with its 28 countries having partly very different opinions. Although there are relationships between Germany and Russia already for centuries the conference participants were well aware of the fact that Germany is also part of the EU and that decisions can be made only together with the other 27 countries. Russia, however, is sovereign in its decisions.

There were many and partly controversial ways to see the problem. Michail Schwydkoj emphasised that the current conflict is "not a conflict of systems like in former times". Matthias Platzeck added "the world today is more dangerous than during the times of Cold War". As an example he referred to the "militarisation of language": For him it is not to comprehend that "the word 'Russland-versteher' [one who understands Russia] has become a discursive weapon". He advised to understand sources, fundamentals and origins and "to deal with Russia in a different way to what we are doing today".

But who is 'we'? Matthias Platzeck mentioned a "completely concerned Europe" confronted with challenges like Greece, refugees and terrorism "materially and

mentally not prepared for". His recommendation: "Thinking about the future of the European continent and if this future shall be a good one, then the challenges can be managed only by Russia, Germany and Europe together, never against each other."

In this respect he referred to the conference's headline and the "power of encounters at local government level". Or to put it catchy: "If it is not possible on a high level, then we have to do it on a level below."

Peter Franke, Chairman of the German Association of West-East Societies, agreed by advising "to advance by little steps". He emphasised the relationships need a platform and he also resorted to language but in another sense and with other symbolic impact: as many other German words "Plattform" has found its way into Russian vocabulary.

Relationships and platforms were the topic also in detail. Examples mentioned by the audience were the congress about "Turgenev – The Russian European" planned for October 2015 in Baden-Baden, partner city of Sochi, or the appointment of representatives of the city of Neuss as honorary citizens of the Russian partner city Pskov. These and other examples originate from the diversity of civic actions in the area of culture, sports, medicine, education and many more.

Some of them have been presented in an exhibition named "Market of possibilities" in Karlsruhe Congress Center.

"Vital partnerships among cities are the backbone of civic co-operation and unique in their diversity and persistence", Matthias Platzeck summed up his impressions of the 13th Conference of German-Russian Twin Cities.

He was complemented by Dr Frank Mentrup, Lord Mayor of the hosting city of Karlsruhe who emphasised the necessity "to prove together the strength of these partnerships". And a Russian participant concluded: "Sanctions are temporary, friendship among 'normal' people lasts forever."

A demonstration of civic relationships was also to experience: during the conference the mayors of the municipality of Michendorf in Brandenburg and of Novoe Devjatino in Leningrad region signed a final communiqué about their new partnership.

By this at least the number of German-Russian twin cities has increased by another one when in 2017 the next Conference of German-Russian Twin Cities will take place. Then the hosting city will be Krasnodar, Karlsruhe's sister city, because the conference is always held alternately in Germany and Russia. | **Andreas Schiller**

MOSCOW AND ITS PARTNERS

During the 13th Conference of German-Russian Twin Cities in Karlsruhe Russia's capital city of Moscow played a special role by organising an own conference with its German partners headlined "Moscow and its German partners – Perspectives and new ways of co-operation". For talks Sergey Cheryomin, Minister of Moscow City Government and Head of Moscow's Department for External Economic and International Relations, and his team welcomed the representatives of Moscow's German sister cities. That are Berlin and Düsseldorf, Ingolstadt as partner city of Moscow's Central District, but there are also partnerships with Leipzig and Bavaria. From Düsseldorf Lord Mayor Thomas Geisel, from Ingolstadt Mayor Albert Wittmann came to Karlsruhe.

Sergey Cheryomin emphasised the importance of international partnerships for Moscow and pointed out the large range of the different relationships. To him it is quite plain that "internationally German municipalities and regions are among the most important partners of Moscow". In 2014 trade volume of Muscovite and German companies has been at EUR 13 billion. That means Germany is after China on the second place of the most important trade partners of the Russian capital city. Economic relationships have importance, but partnerships also include many other activities, e.g. in the area of education, culture, sports and science. Sergey Cheryomin referred to Berlin, the "oldest" partner city of Moscow. In 2011 the twin cities have celebrated their 20th anniversary.

"Another long-lasting partnership we have with Düsseldorf", Sergey Cheryomin leaded over to Moscow's relationships to the capital city of North-



Protagonists of a partnership: Thomas Geisel and Sergey Cheryomin

Rhine Westfalia. First contacts have been established already in Soviet times when at the end of the 1960s representatives of the City of Düsseldorf and the local exhibition corporation travelled to Moscow. Today's twinning partnership has been agreed in the early 1990s. Thomas Geisel, Lord Mayor of Düsseldorf, attaches much importance to his city's partnership with Moscow. In April 2015 an official visit in the Russian capital city was headed by Thomas Geisel himself. This engagement proved successful: An agreement about the key aspects of the relationship for the next five years has been signed.

For the co-operation with Leipzig Sergey Cheryomin's catchword has been 'denkmal' (monument) because in October 2015 denkmal Moscow will take place. The concept behind the by now third International Trade Fair of Heritage Preservation, Restoration and Museum Technology is based on denkmal Leipzig, the European Trade Fair for Conservation, Restoration and Old Building Renovation. The main focus is

on conservation of historic buildings and building ensembles, city districts, monasteries and parks. Appropriate for the topic is the venue: Pavilion 75 in Moscow's VDNKh. The large area of the former All-Russia Exhibition Centre is currently in redevelopment integrating the historic pavilions (see SPH Newsletter No. 32, January 2015). A symbol for the relationship between Moscow and Leipzig in the area of heritage preservation is the Russian Church in the German city, a replica of Ascension Church in Kolomenskoye in Moscow. In the restoration of the church in Leipzig also the City of Moscow is engaged.

Also since the 1990s Bavaria and Moscow have a partnership. This does not only include the Bavarian economic days in Moscow and Moscow economic days in Bavaria. Bavaria as the first and only German State has opened a representative office in 1995 with the aim to establish and to enhance co-operation. And since 1995 partner city of the Bavarian city of Ingolstadt is Moscow's Central District. (AS)

FOR YOUR PLANNING

When	What about	Where	For information and registration
7.–9. September 2015	ProEstate International Real Estate Investment Forum	Congress Park Radisson, Royal Hotel, Kutuzovsky Prospect 2/1, Moscow, Russia	www.proestate.ru/en
27.–29. September 2015	11th Conference of European Regions and Cities	Salzburg Congress, Salzburg, Austria	www.institut-ire.eu
5.–7. Oktober 2015	Expo Real 2015 18. International Trade Fair for Property and Investment	New Munich Fair Ground, Munich, Germany	www.exporeal.net
14.–16. October 2015	denkmal Moscow International Trade Fair for Heritage, Preservation, Restoration and Museum Technology	VDNKh, Hall 75, Prospect Mira, Moscow, Russia	www.denkmal-moskau.de
23. October 2015	ERES Industry Seminar: Urban regeneration and development activity in low growth economies	Bocconi-Universität, Milan, Italy	www.eres.org
18.–20. November 2015	MAPIC The International Retail Property Market	Palais des Festivals, Cannes, France	www.mapic.com
18.–20. November 2015	re.comm Real Estate Leaders Summit	K3 Kitzkongress, Kitzbühel, Austria	www.recomm.eu

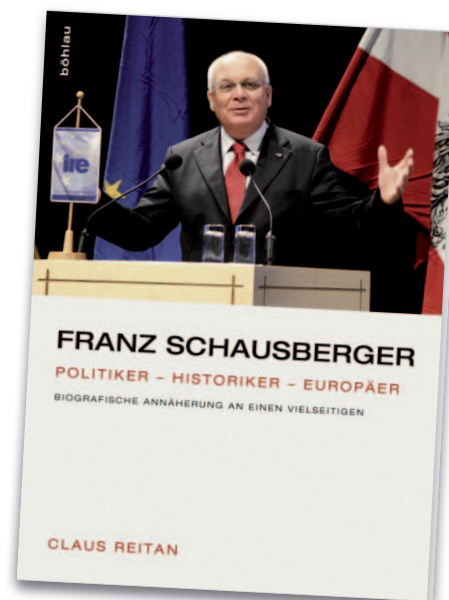
A CONVINCED EUROPEAN

Franz Schausberger is Chairman of the Board of IRE Institute of the Regions of Europe. Born in 1950 in Steyr in Upper Austria, he came to Salzburg for university studies and since then he is living there. Another constant of his life are his multifaceted interests. He studied philosophy, pedagogy, and history and to date he deals with the history of the First Austrian Republic, its collapse and the emergence of fascism in Austria. Still during his university times he was politically engaged. 1996 to 2004 he was elected 'Landeshauptmann' (head of government of Salzburg state). It was a time of fundamental changes: The Iron Curtain had fallen, Austria was one of the youngest members of the European Union (since 1995), globalisation and neoliberalism were the distinctive terms and trends, digitisation was advancing at rapid pace and world wide web and internet were establishing. All these changes had sustainable impact on people's life and required a shift in attitude.

In these times of change Franz Schausberger attracted international business and politicians to Salzburg, he promoted systematically the strengths of the city and the state of Salzburg like arts and culture, science and sports. At the end of his term in 2004, Franz Schausberger founded the Institute of the Regions of Europe (IRE) with the aim to create a platform for municipalities, regions and enterprises from all over Europe in order to point out the increasing

importance of regions and municipalities for European politics and for economic development. One of the main skills of Franz Schausberger is networking and bringing people together. These skills he is using to team up the EU and their new and future member countries. As a supra-regional and non-partisan institute IRE is – according to the Treaty of Lisboa – tackling the task to provide for the increasing importance of regions and municipalities in an enlarged European Union, to diminish potential information deficits, to attend to the many challenges and to improve the economic potential of regions and support the cooperation of European regions. With its activities and initiatives, IRE supports decentralisation and regionalisation and provides expertise for strengthening respective processes. Currently more than 125 member regions, municipalities, cities and towns as well as enterprises for 20 European countries comprise IRE's network.

The book follows Franz Schausberger's path of life and tries to fathom the phenomenon of the multifaceted interests and activities, the drivers of his often changing and very complex life, in short: to study the personality of Franz Schausberger. That means also to point out the values important to Franz Schausberger: He rejects all forms of extremism, and peace and freedom, respect for each individual and human dignity are more for him than catchwords in pretty speeches and moral sermons. These values



Claus Reitan
 Franz Schausberger
 Politician - Historian - European
 Biographical Approach to
 a Multifaceted Man
 217 pages (in German only)
 Böhlau Verlag Wien Köln Weimar 2015
 ISBN: 978-3-205-79653-4
 Price: 35 Euro

had and still have highest priority during his personal and professional life. To retrace this life, to get to know more about the personality of Franz Schausberger and about contemporary history – that is what this biography is offering.

imprint

Editors: Andreas Schiller (V.i.S.d.P.), Marianne Schulze
Layout: Silvia Hög, www.diehogl.at
Frequency of publication: eight times a year
Publishing House: Schiller Publishing House
 Unternehmungsgesellschaft (haftungsbeschränkt)
 Lohplatz 13, D-51465 Bergisch Gladbach
Managing Director: Andreas Schiller
Registered: Amtsgericht Köln, HR: B 68026
UID: DE270670378
T: +49 22 02 989 10 80, **E:** office@schillerpublishing.de

Articles by authors represent the opinion of the author, and not necessarily the one of the editing office. For the purpose of information SPH Newsletter may be printed, digitally distributed and placed on the own homepage without any payment or permission. If articles or quotes are placed in either a press review or on the own homepage, it is obligatory to mention SPH Newsletter as source. The publishing house expressly receives the right to withdraw this general permission in individual cases. Any reprint or other commercial use made out of SPH Newsletter outside that permitted within the narrow limits of the copyright is subject to permission from Schiller Publishing

House. Any reprint or other commercial use assumes the written permission of the publishing house.

Photography: jamdesign – Fotolia.com (p. 1), Frank Boston – Fotolia.com (p. 13), Alex Schelbert/Messe München GmbH (p. 15), Union Investment (p. 17), Gina Sanders – Fotolia.com (p. 18), Crestyl (p. 19 left), ECE (p. 19 right), Gerhard Mutz (p. 20, p. 21), Gennadij Charodeev (p. 22)