CONSTRUCTION MARKET IN POLAND 2017

“POSITIVE CHANGE” AND ITS CONSEQUENCES FOR THE INDUSTRY – INVESTMENTS, FORECASTS AND DEVELOPMENT SCENARIOS

13 October 2016, Mamaison Hotel Le Regina, Warsaw
PARTICIPATE:

1. More than **50** key decision makers in one place – members of the management boards of:
   - Eiffage, Strabag, Erbud, Hochtief, Skanska, SIG, PSB Group and many others

2. In-depth evaluation of the situation and upcoming changes in the sector presented by more than **15** experts

3. PMR’s hard data and strategies of practitioners shaping the market

4. **4** thematic sessions: cross-sectional and sector perspectives

5. **1** day packed with learning, meetings and gaining first-hand information.

ABOUT THE FORUM

The Forum of the construction market leaders, to take place in autumn, and PMR’s new report are designed to answer some of the questions most frequently asked in the construction industry in recent months. What is going to happen with the market? Is it really as bad as the statistics show? How will 2016 end?

The Forum of CEOs and members of management boards of contractors, developers, and distributors of construction materials and financial institutions is an excellent opportunity to thoroughly evaluate the situation in the construction sector, as well as to update the data held, discuss the upcoming changes and revise strategies. The expertise, knowledge and plans of the key decision makers, coupled with indicators which have not been published anywhere else before, guarantee a unique composition of inspiration and invaluable guidelines for the coming months for any major company operating in the business.

Join this exceptional meeting with the market leaders and get first-hand information!
EXPERTS OF THE FORUM:
11:45 CONSTRUCTION SECTOR FROM THE FINANCIAL PERSPECTIVE
Economic and political climate and its practical implications for the sector – financial and security strategies for new projects
Industry Experts in the Discussion Panel
Jan Czeremcha, Vice President of the Management Board, RAFFEISEN POLBANK
Anna Gląowska-Szpor, Construction Sector Managing Director, ING BANK ŚLĄSKI
Roman Nagler, Sector Credit Director, BANK ZACHODNI WBK
Michał Sternicki, General Director, AAREAL BANK – ODDZIAŁ W POLSCE

12:15 Questions and answers session

12:25 LUNCH AND SPEED NETWORKING
Designated time and venue for face-to-face meetings with selected current or future, trading partners in the industry

13:50 INTRODUCTION AND PRESENTATION OF PMR LATEST DATA
What after the boom? – standing of the market, key data and forecast changes in Poland and regionally Bartłomiej Sosna, Head Construction Market Analyst, PMR

14:00 Questions and answers session

14:10 DISTRIBUTORS’ DISCUSSION PANEL
New investment projects and second life of buildings in Poland – evaluation of the acquisition potential and standing of the sector in the light of forecasts for renovation and modernisation works
Industry Experts in the Discussion Panel
Marcin Szczzygiel, CEO, SIG
Miroslaw Lubarski, Member of the Management Board, Marketing and Export Director, GRUPA PSB

14:40 Questions and answers

14:50 Renovation and modernisation of untypical buildings.
Case study

15:05 Coffee break and networking

15:25 COMERCIAL MARKET
INTRODUCTION AND PRESENTATION OF PMR LATEST DATA
Directions of development, forecast changes in the sector and their impact on the situation in Poland and regionally
Bartłomiej Sosna, Head Construction Market Analyst, PMR
   - Most rapidly growing segments in 2016 and growth forecasts for 2017
   - 2017 potential – analysis of data on building permits
   - Key trends and investment strategies on the commercial market
   - Overview of the largest non-residential projects contracted in 2016

15:35 Questions and answers

15:45 DEVELOPERS’ DISCUSSION PANEL
Standing of the market and its impact on 2017 strategies – practical approach to financing, focus areas and regional development
Industry Experts in the Discussion Panel
Katarzyna Zawodna, Head of the Management Board, SKANSKA CDE
Andrzej Jarosz, Marketing and Communication Director, MAYLAND REAL ESTATE
ECHO INVESTMENT

15:55 Questions and answers

16:25 Energy efficiency – holistic approach to property management and cost optimisation opportunities. Case study

16:45 Questions and answers

16:50 INFRASTRUCTURE
INTRODUCTION AND PRESENTATION OF PMR LATEST DATA
Political and economic changes in Poland and their consequences for the engineering sector – investment strategies and key projects revised
Bartłomiej Sosna, Head Construction Market Analyst, PMR
   - Amended Public Procurement Law and investment projects run by local governments
   - Signs of revival and effect on bidding
   - 2016 contracts and investment budgets of the General Directorate for National Roads and Motorways and PKP PLK for 2017
   - Roads, railways, power generation. Which sectors will lose and which will win when the changes come into force?

17:05 Questions and answers

17:15 Overview of the largest engineering projects contracted in 2016

17:25 Closing of the Forum
# CONDITIONS OF PARTICIPATION IN THE FORUM

## PARTICIPATION FEE:

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<th>Description</th>
<th>Fee</th>
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<tbody>
<tr>
<td>One participant from your organisation</td>
<td>EUR 1,195 + 23% VAT</td>
</tr>
<tr>
<td>Second participant from your organisation</td>
<td>EUR 995 + 23% VAT</td>
</tr>
<tr>
<td>Third and following participants from your organisation</td>
<td>EUR 895 + 23% VAT</td>
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## COST OF PARTICIPATION IN THE FORUM AND PMR REPORT:

**Construction sector in Poland H2 2016**  
Market analysis and development forecasts for 2016-2021

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<th>Description</th>
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<tr>
<td>Report + one participant from your organisation</td>
<td>EUR 2,595 + 23% VAT</td>
</tr>
<tr>
<td>Second participant from your organisation</td>
<td>EUR 595 + 23% VAT</td>
</tr>
<tr>
<td>Third and following participants from your organisation</td>
<td>EUR 395 + 23% VAT</td>
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## CALL US AND JOIN THE MEETING!:

+48 12 340 51 30

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In need of more information on the Forum?  
Want to learn about discount options?

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iryna.henher@pmrcorporate.com

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**VENUE:**  
Mamaison Hotel Le Regina  
ul. Kościelna 12, 00-218 Warsaw, Poland

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You are welcome to contact us!
PMR’s objective is to present a true picture of the market and changes taking place in it, as well as their practical implications for business. That is why the company carries out market research and analysis of more than 25 CEE countries. Besides reports, which provide in-depth analysis of individual segments, we organise industry meetings that give an opportunity of viewing the presented data from the business perspective, as well as of meeting key market players and expertise sharing. Every year, we publish more than 150 market reports and market intelligence analyses, including on the construction sector. Since 1995, we have assisted more than 500 global corporations and a number of local companies. Relying on the support from PMR, our clients increase their market shares, successfully expanding onto new markets and optimising the costs.