



**Current trends and opportunities in the SEE markets
and the role of professionalism in further developing our markets**
- joint RICS and NAVS conference -

SPEAKER BIOS

**Aktuelni trendovi i mogućnosti na tržištu Jugoistočne Evrope
i uloga profesionalizma u daljem razvijanju naših tržišta**
- RICS i NUPS konferencija -

09.09.2020

online video conference



Welcome & introduction

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online video conference

Uvodna reč i dobrodošlica na online platformu



Boris Begenišić, Generalni Sekretar NUPS

Završio je Elektrotehnički fakultet u Beograd 1998 a potom i MBA na Lincoln University California (Financial Management and Investment Banking).

Kao projektant radio je na brojnim telekomunikacionim projektima optučkih mreža, tunela, benzinskih stanica, infrastukturnim projektima kao i projektima poslovne gradnje.

Bio je aktivan u Agenciji za privatizaciju kao privremeni zastupnik kapitala.

U NUPS sekretarijatu od 2008, gde učestvuje na afirmaciji i razvoju udruženje i profesije procenitelja.

Boris Begenišić, General Secretary NAVS

He graduated from the Faculty of Electrical Engineering in Belgrade in 1998, and completed his MBA at Lincoln University California (Financial Management and Investment Banking).

Engaged as designer in numerous road infrastructure projects, telecommunications networks, gas stations, chain bank branches, etc.

He advocated Privatization Agency as temporary representative of capital.

Present in the NAVS secretariat since 2008, where he participates in the affirmation and development of the association with his wide range of knowledge.



Danijela Ilić FRICS, REV, Licenca 025, Predsednik NUPS

Danijela je kvalifikovani procenitelj nepokretnosti sa REV (Recognized European Valuer) profesionalnom oznakom i sa preko 35 godina iskustva na tržištu nepokretnosti, od čega preko 18 godina iskustva na procenama nepokretnosti u Srbiji. Danijela je član RICS od 2011. godine.

2008. godine je osnovala proceniteljsku firmu Poslovni centar procenitelja imovine (OCAV), koja se bavila velikim projektima razvoja nekretnina u Srbiji uključujući važne vladine projekte poput pretvaranja viška vojnog zemljišta za civilnu upotrebu, studije održivosti za upotrebu braunfield lokacija i drugo.

Od 2016. godine je honorarni konsultant i savetnik po pitanju brojnih pitanja u vezi sa nekretninama u Srbiji. U 2019. je dobila akreditaciju Nacionalne akademije za javnu upravu za realizaciju edukativnog programa iz oblasti "Upravljanje opštinskom imovinom" za zaposlene u javnom sektoru.

Osnivač je Nacionalnog Udruženja Procenitelja Srbije. Pod njenim vođstvom, NUPS je 2011. postao TEGoVA član, a 2012. REV awarding member. Učestvovala je u prevodima EVS i IVS na srpski jezik od 2007.

Danijela je trenutno član upravnog odbora Udruženja evropske grupe procenitelja (TEGoVA) i član TEGoVA evropskog odbora za praksu i metodologiju procena nepokretnosti kao i Predsednik TEGoVA Komisije za Evropske Standarde za procenu Kapitala (EBVSC).

Danijela Ilic FRICS, REV, Licence 025, President NAVS

Danijela is qualified property valuer holding Recognized European Valuer professional mark with over 20 years of experience in property industry, out of which over of 18 years of experience in property valuation in Serbia. Danijela is a fellow member of RICS as of 2011.

In 2008 she has set up valuation company Operational Center of Asset Valuers which has dealt with major real estate development projects in Serbia including important government projects such as converting surplus military properties into civil uses, viability studies for new uses of brownfield locations and others. As of 2016, she is freelance consultant and counselor on numerous issues regarding real estate in Serbia. In 2019 she was awarded accreditation from the National Academy for Public Authority to organize educational program "Municipal property management" for public administration employees.

She is founder and President of National Association of Valuers of Serbia. Under her leadership, NAVS became a member of TEGoVA in 2011 and a REV awarding member of TEGoVA in 2012. She has participated in translation of EVS and IVS into Serbian language as of 2007. In 2017, NAVS has obtained accreditation from Ministry of Finance of Republic of Serbia, as the association which will monitor the practice of licensed property valuers in Serbia. Other obtained accreditations from MF: organizer of Professional Education for property valuers and organizer of continuous professional education for property valuers.

Danijela is currently a member of the Board of The European Group of Valuers' Associations (TEGoVA) and a member of TEGoVA's European Valuation Practice and Methodology Board and also President of the EBVSC Committee.



Construction industry: short- and long-term effects of COVID-19

PANEL I

Građevinska industrija: kratkoročni i dugoročni efekti pandemije COVID-19



Moderator: Damir Prenković REV, Licenca 013, direktor Invekon gradnja

Gospodin Damir Prenković je po struci diplomirani građevinski inženjer Građevinskog fakulteta Univerziteta u Beogradu. Licencu Ministarstva finansija za procenu vrednosti nekretnina stekao je 2017. godine, dok je međunarodnu REV oznaku stekao 2014. godine. U oblasti poslova sa nekretninama ima iskustvo od 11 godina.

Direktor je firme INVEKON GRADNJA, koja se bavi pre svega procenama vrednosti nekretnina i opreme. Pored toga firma se bavi i razvojem stambenih nepokretnosti u Beogradu. Damir je na čelu firme koja je jedna od vodećih domaćih kuća u oblasti procena vrednosti nekretnina za potrebe obezbeđenja plasmana u poslovnim bankama, za potrebe finansijskog izveštavanja, za potrebe stečaja i dr.

U poslednje dve godine, firma je takođe angažovana na poslovima finansijskog nadzora za potrebe projektnog finansiranja na više projekata: distributivni kompleks u Dobanovcima, Privatna bolnica u Zrenjaninu, više stambenih zgrada u Beogradu i Valjevu.

Moderator: Damir Prenković REV, Licence 013, director Invekon gradnja

Mr. Damir Prenković is a graduated civil engineer from the Faculty of Civil Engineering, University of Belgrade. He obtained the license of the Ministry of Finance for real estate valuation in 2017, while he acquired the international REV certificate in 2014. He has 11 years of experience in real estate.

He is the director of the company INVEKON GRADNJA, which deals primarily with valuation of real estate and equipment. In addition, the company is engaged in the development of residential buildings in Belgrade. Damir is the head of a company that is one of the leading domestic companies in the field of real estate valuation for expropriation, secured lending and insurance, tax purposes, financial reporting, transactions, restitution proceedings, land rights conversions, bankruptcy, etc.

In the last two years, the company has also been engaged in lender supervision for the needs of project financing on several projects: the distribution complex in Dobanovci, the Private Hospital in Zrenjanin, several residential buildings in Belgrade and Valjevo.



Željko Dišić, direktor REFLEKS Šabac

Željko Dišić diplomirao je 2008.g na Građevinskom fakultetu Univerziteta u Begradu, na odseku konstrukcije.

Po završetku fakulteta, počinje da radi u firmi SET doo Šabac kao inženjer saradnik, gde ostaje do 2011.god. Na tom poslu stiče široko iskustvo u projektovanju različitih tipova objekata.

Porodičnoj građevinskoj firmi Refleks doo Šabac pridružuje se 2011. godine, što je praćeno njenim razvojem u sferi izvođenja radova. U protekloj deceniji pretežno radi kao odgovorni izvođač radova na projektima dobijenim na javnim tenderima kao što su: izgradnja tribina stadiona FK Mačva Šabac, izgradnja više sportskih hala i fiskulturnih sala (Hrtkovci, Jarak, Volujac, OŠ „Nata Jeličić“, OŠ „Majur“...). Pored javnih tendera sa firmom Refleks radi i kao glavni odgovorni izvođač radova na projektima finansiranim od strane privatnih investitora od kojih su neki: tržni centar AC Petrović (Šabac), sportski centar Feniks (Šabac), proizvodne hale kompanije Abbott (Šabac); a pored toga učestvuje kao podizvođač na objektima supermarketa Lidl (Šabac i S. Mitrovica), rafinerija NIS Novi Sad i drugi.

Svoje projektantsko iskustvo koristi i u izradi projekata za tri stambeno-poslovna objekta u Šapcu čiji je investitor firma Refleks. Na tim objektima takođe je i odgovorni izvođač radova.

Željko Dišić, director REFLEKS Šabac

Željko Dišić graduated in 2008 from the Faculty of Civil Engineering, University of Belgrade with major Structural Engineering.

After the graduation, he got a job as an engineering advisor in company SET doo Šabac where he obtained wide experience in designing various types of facilities.

In 2011 he joined Refleks doo Šabac, family construction company, and contributed to hers development in the sphere of construction works. In the last decade, Željko mostly worked as a responsible contractor on projects won at public tenders such as: construction of the stands of the FC Mačva Šabac stadium, construction of several sports halls and gyms (Hrtkovci, Jarak, Volujac, elementary school “Nata Jelacic”, elementary school “Majur”...). Beside public tender projects with company Refleks, he works as responsible contractor for projects financed by private investors such as: shopping mall AC Petrović (Šabac) , sports center Feniks (Šabac), production halls of Abbot company (Šabac); in addition, he participates as a subcontractor in the facilities of the Lidl supermarket (Šabac and S. Mitrovica), the NIS Novi Sad refinery and others.

He uses his design experience in the project development of three residential and business buildings in Šabac, whose investor is the company Refleks. At this project he is also the responsible contractor.



Ognjen Kisin, dipl.građ.inž., izvršni direktor Konstruktor Grupe

Gospodin Kisin po struci je diplomirani građevinski inženjer Građevinskog fakulteta Univerziteta u Beogradu.

Izvršni je direktor Konstruktor Grupe, koja broji nekoliko članica grupacije: Konstruktor Konsalting, Konstruktor Oprema, Konstruktor Metal, Konstruktor Distribucija, sa više od 150 stalno zaposlenih, i više od 500 zaposlenih na svim gradilištima.

Jedna od vodećih građevinskih kompanija u regionu, svoje poslovanje realizuje kao generalni izvođač radova prema sistemu izgradnje “ključ u ruke”, “design and build”, čija je osnovna delatnost projektovanje i izvodjenje objekata visokogradnje.

Profesionalni razvoj g. Kisina povezan je sa samim početkom i osnivanjem kompanije Konstruktor, te za 15 godina rada iza sebe broji više od 250 izgrađenih objekata ili više od 750000m², najrazličitijih namena, moderne koncepcije i dizajna, prepoznatljivog po kontinuiranoj saradnji sa renomiranim domaćim i stranim investitorima.

Konstruktor Grupa, na čelu sa g. Ognjenom Kisinom, izgradila je niz objekata prema prema najvišim standardima kvaliteta, od čega se može izdvojiti Lidl upravna zgrada u Novoj Pazovi, prvi objekat u Srbiji koji je dobio Platinum LEED sertifikat, Grundfos najveća greenfield investicija 2012. godine, MINTH i XINGYU jedne od najznačajnijih investicija 2019. godine...

Konstruktor je ispunio kriterijume za dobijanje najviših standarda i licenci, takođe, kompanija je dobitnik različitih priznanja i nagrada, od čega se mogu izdvojiti “Zlatna Gazela Srbije 2018”, “Contractor of the year 2018” dok je sam gospodin Kisin proglašen za EY brzorastećeg preduzetnika 2018. godine.

Vizija Konstruktor Grupe jeste da učvrsti poziciju lidera, nastavi da podiže standarde inženjeringa u regionu, uz ekološku svest i konstantno ulaganje u ljudske i materijalne resurse.

Ognjen Kisin, B.Sc.C.E., CEO Konstruktor Group

Mr. Kisin is a civil engineer, he obtained his B.Sc. degree in Civil Engineering at the Faculty of Civil Engineering in Belgrade.

He is CEO of the Konstruktor Group, which consists of several group members: Konstruktor Consulting, Konstruktor Equipment, Konstruktor Metal, Konstruktor Distribution, with more than 150 full-time employees, and more than 500 employees on all construction sites. As one of the leading civil engineering companies in the region, the basic activity of which is design and construction of buildings, it implements projects as a General Contractor, in accordance with the construction system “turn-key”, “design and build”. The professional development of Mr. Kisin is related to the very beginning and establishment of the Konstruktor company, so, in the course of 15 years of the company’s work, he has imprinted its brand on more than 250 facilities or more than 750000m², constructed for different purposes, with a modern concept and design, recognizable for the continuous cooperation with renowned domestic and foreign investors. Konstruktor Group, headed by Mr. Ognjen Kisin, has constructed an array of facilities in accordance with the highest standards of quality, among which are the following: the Lidl administrative building in Nova Pazova (the first building in Serbia that received the Pplatinum LEED certificate), Grundfos (the largest greenfield investment in 2012), MINTH and Xingyu (one of the most significant investments in 2019)... Konstruktor has fulfilled the criteria for receiving the highest standards and licenses, also, the company has won a different awards and prizes, some of them are: “The Golden Gazelle of Serbia 2018”, “Contractor of the year 2018”, while Mr. Kisin was pronounced the „EY fast-growing entrepreneur of the year 2018”.

The vision of the Konstruktor Group is to strengthen its leading position, to continue to raise engineering standards in the region, with ecological awareness, and to constantly invest in human and material resources..



Vladimir Nikolić, dipl. građ. inž. Tehnički direktor ZOP Inženjering d.o.o

2003. završio Građevinski fakultet u Beogradu na odseku za konstrukcije.

Nakon završenog fakulteta, radio u projektom birou Polis u Beogradu na izradi projektne dokumentacije za dva stambena objekta u Beogradu. Radio na izradi statičkog proračuna i crtanju detalja armature i oplata.

Krajem 2003. prelazi da radi u firmu GEMAX, gde se preorjentisao na rad na gradilištu. Prvi objekat na kom je radio je zgrada Durst na Novom Beogradu (preko puta Energoprojekta, trenutno sedište Sber Banke). Na tom objektu je radio kao inženjer na gradilištu na poslovima organizacije radova, naručivanja materijala, kontroli projektne dokumentacije itd. Do 2007. godine do kada je radio u Gemax-u, radio je na više stambenih, poslovnih i drugih objekata na poslovima šefa gradilišta a kasnije i kao rukovodioca ekipe za duboko fundiranje sa kojom je izveo veliki broj Franki šipova.

U oktobru 2007. prelazi u firmu ZOP Inženjering iz Beograda u kojoj radi trenutno. U prethodnih 13 godina u firmi ZOP inženjering, radio je prvo kao šef gradilišta, zatim kao koordinator i rukovodilac operative a od 2018. i kao Tehnički direktor na mnogim objektima koje je izvodila njegova firma. Firma ZOP inženjering se od svog osnivanja 2002. godine bavi grubim građevinskim radovima i to pre svega u domenu betonskih konstrukcija a od pre par godina se posvetila i ugovaranju kompletnih radova (kao Glavni izvođač) na nekoliko objekata u Beogradu – Lidl na Novom Beogradu, Gornji Grad u Zemunu, GTC Green Heart poslovni kompleks na Novom Beogradu, K District na Dorćolu, Tri Nove z Zemunu itd.

Vladimir Nikolić, MScCE, Technical director ZOP Inženjering d.o.o.

In 2003 he has finished Civil Engineering Faculty in Belgrade in Department for Construction.

After faculty, he worked in Design studio Polis in Belgrade on designing and calculation of construction for two apartment buildings in Belgrade. For those projects, he has been working on reinforcement and formwork plans as well.

At the end of 2003, he moved to company GEMAX where he has shifted himself to the work positions on construction sites. His first project there was Durst building (across the street from Energoproject, current seat of Sber Bank). On that project he worked as engineer on site, on site organization, logistics, design control etc. He worked in Gemax until year 2007, and until that time he took part in many projects as chief engineer on site and later as responsible engineer for deep foundations and has been working with the crew for executing of Franki piles.

In October 2007, he moved to company ZOP inženjering where he works now. In the last 13 years with ZOP, he worked first as chief site engineer, then as site coordinator and Chief operation officer, and from 2018th as a Technical Director of the company. Company ZOP inženjering from foundation in 2002 is mainly involved in rough construction business with main highlight on concrete works. In the last few years ZOP inženjering contracted numerous projects as main Contractor for whole scope of the works. Some of the notable and recent projects contracted as main Contractor are Lidl New Belgrade, Gornji Grad in Zemun, GTC Green Heart business complex in New Belgrade, K District in Dorćol, Tri Nove in Zemun etc.



Dragan Lalić, izvršni direktor Širbegović Inženjering CG

Dragan Lalić je tokom trajanja svoje karijere radio za mnoge inostrane i domaće kompanije u Crnoj Gori, uglavnom u sektoru za inženjering. U poslednjih 14 godina je radio na poziciji izvršnog direktora i projektnog menadžera u sledećim kompanijama: DFS Engineering, Engsoft Engineering, Seven Hills i Širbegovic CG. Trenutno obavlja funkciju izvršnog direktora firme Širbegović CG. Njegovo ukupno radno iskustvo u sektoru građevinarstva je oko 18 godina. U tom periodu bavio se implementacijom infrastrukturnih projekata (puteva, mostova, deponija...) takođe je učestvovao u u dizajniranju i konstrukciji zgrada, tržnih centara, logističkih centara. Radio je u oblasti građevinskog dizajna ili izgradnje na sledećim projektima: Konačni građevinski projekat za unapređenje postojeće deponije u Ulcinju, Konačni građevinski projekat za lokacije za popunjavanje deponije u Podgorici, Eco-Master plan za održivi razvoj turizma opštine Kolašin, projekat održive mobilnosti u Perastu, Studija izvodljivosti za poboljšanje postojećeg kanalizacionog sistema i izgradnju novog postrojenja za prečišćavanje otpadnih voda u Podgorici, Tehnomax Podgorica Logistički centar – montaža prefabrikovanih AB konstrukcija, Most na magistralnom putu Ulcinj-Krute- montaža prefabrikovanih AB konstrukcija, Tehnomax Herceg Novi- montaža prefabrikovanih AB konstrukcija, Skladište Plantaže – montaža prefabrikovanih AB konstrukcija, Biznis centar Dewaco M-Danilovgrad – vođenje projekata kroz sve faze projekta, Hipermarket Voli Danilovgrad-montaža prefabrikovanih AB konstrukcije, Skladište Calgo MN – montaža prefabrikovanih AB konstrukcija

Dragan Lalić, Executive director Širbegović Inženjering CG

Dragan Lalic has spent his working career in many different foreign and domestic companies in Montenegro, mostly from the engineering sector. Last 14 years he spent on the position of executive director and project manager at the following companies: DFS Engineering, Engsoft Engineering, Seven Hills and Sirbegovic CG. Currently he is on the position of Executive Director in Sirbegovic CG. His total working experience in the civil engineering sector is about 18 years. For this period, he worked in the implementation of infrastructure projects (roads, bridges, landfills ...) and also in the design and construction of buildings, malls, logistic centres. He worked in field of construction design or construction on the following projects: Final construction design for the betterment of existing land fill site in Ulcinj, Final construction design for the land fill site in Podgorica, Eco-Master Plan for the sustainable tourism development of the municipality of Kolasin, Sustainable Mobility project in Perast, Feasibility study for improvement of existing sewage system and construction of new wastewater treatment plant in Podgorica, Tehnomax Podgorica Logistical centre- assembly of AB prefabricated construction, Bridge on the main road Ulcinj-Krute- assembly of AB prefabricated construction, Tehnomax Herceg Novi- assembly of AB prefabricated construction, Storage Hall Plantaže – assembly of AB prefabricated construction, Bussines center Dewaco M-Danilovgrad- project management for all phases of projects, Hypermarket Voli Danilovgrad -assembly AB prefabricated construction, Storage Hall Calgo MN – assembly of AB prefabricated construction.....



Ana Maria Olteanu MSc, MCIArb, RICS Akreditovani medijator, Senior Commercial & Claims Manager, OPTIM PROJECT MANAGEMENT, Bucharest

Ana Maria Olteanu je diplomirani građevinski inženjer-master geotehnike i fundiranja. Sa više od 12 godina radnog iskustva u građevinskoj industriji u oblastima koje se odnose na upravljanje ugovorima, upravljanje potraživanjima i rešavanje sporova, trenutno je na poziciji starijeg menadžera komercijalnih potraživanja u OPTIM PROJECT MANAGEMENT, jednoj od vodećih kompanija za upravljanje projektima koja posluje u privatnom sektoru u Rumuniji.

Kao stariji menadžer komercijalnih potraživanja, Ana uspešno kombinuje tehničke veštine koje poseduje kao građevinski inženjer sa bogatim iskustvom u oblasti ugovornih odnosa gde se susretala sa različitim oblicima ugovora, uključujući ugovore sastavljene po FIDIC modelu, kao i klasične ugovore u skladu sa rumunskim zakonodavstvom. Poznavanje FIDIC opštih uslova za različite forme ugovora je veoma značajno za inženjerske konsultantske aktivnosti kojima se Ana trenutno bavi. To iskustvo joj omogućava da klijentima pruža savetodavne usluge u oblasti upravljanja ugovorima i potraživanjima koje su relevantne, praktične, fer i razumne. Ana ima iskustva u pripremi i analizi više vrsta zahteva izvođača radova (produženje roka za završetak radova, ubrzanje radova, poremećaj u izvođenju radova, korekcije usled izmene zakonskih propisa, izmene standardnih zahteva), u ime izvođača i poslodavaca. Ana je 2019. godine postala medijator, akreditovan od strane Royal Institution of Chartered Surveyors (RICS) i član Chartered Institute of Arbitrators (MCIArb).

Ana Maria Olteanu MSc, MCIArb, RICS Accredited Mediator, Senior Commercial & Claims Manager, OPTIM PROJECT MANAGEMENT, Bucharest

Ana Maria Olteanu is a Civil Engineer having graduated with a master's in Geotechnical and Foundation Engineering. With over 12 years' experience in the Construction industry, dedicated to Contracts Management, Claims Management and Dispute Resolution, she is currently the Senior Commercial Claims Manager for OPTIM PROJECT MANAGEMENT, one of the leading Project Management companies operating in the private sector in Romania.

As a Senior Commercial Claims Manager, Ana is able to successfully combine her technical skills as a structural engineer with her extensive experience in contractual matters under various forms of contracts, including FIDIC Contracts and bespoke contracts based on Romanian Law. Her knowledge of various FIDIC conditions greatly supports her current consulting engineering activities, being able to provide relevant, practical, fair, and reasonable advisory services for the benefit of clients in Contract and Claims Management. Ana is experienced in both preparation and analysis of several types of Contractor's Claims (Extension of Time Claims, Acceleration Claims, Disruption Claims, Change in Legislation Claims, Change in Standard Claims), representing both Contractors and Employers.

In 2019, Ana was accredited as an Evaluative Mediator by the Royal Institute of Chartered Surveyors (RICS) and became a Member of the Chartered Institute of Arbitrators (MCIArb).



West Balkans residential market update – Broker’s roundtable

PANEL 2

Novosti na tržištu stambenih nekretnina na Zapadnom Balkanu – Okrugli sto brokera



Moderator: Kaća Lazarević, licencirani agent prodaje, Kaća Lazarević Nekretnine

Kaća Lazarević, dipl.pravnik, osnivač prve agencije za promet nepokretnosti “ALKA” registrovana 1989. godine u Beogradu, sada suvlasnik agencije “KAĆA LAZAREVIĆ NEKRETNINE” koja je pravni sledbenik agencije “ALKA”. Na tržištu nekretnine prisutna je 30 godina. Član je NUPS-a od 2012. godine, bila je član disciplinske komisije pri udruženju a sada je član edukativnog odbora pri udruženju. Posедуje sertifikat CREA – level 1, certification in Real Estate Assessment izdat od strane Akademije za bankarstvo I finansije čiji je osnivač Narodna banka Srbije izdat 17.12.2010.godine. Poseduje uverenje o položenom stručnom ispitu za za posrednike u prometu I zakupu nepokretnosti – licencu br. 371 Ministarstva trgovine, turizma i telekomunikacija 20.01.2015.godine. Kao stručnjak za tržište nekretnina ima svoja redovna gostovanja na svim TV stanicama a takođe je prisutna i u štampanim medijima gde komentariše stanje na tržištu nekretnina. Kao član NUPS-a angažovana je u okviru Edukativnog odbora na prezentaciji Zakona o stanovanju i održavanju zgrada kao I Zakona o posredovanju u prometu i zakupu nepokretnosti u okviru edukativnog programa “Procena vrednosti nepokretnosti”. Aktivni je član Rotary organizacije u Srbiji preko 30 godina. Član je kluba Prve žene Srbije kao neko ko je specijalizovan za tržište nekretnina. Na zahtev radne grupe Svetske banke radila je izveštaje o tržištu nekretnine. Agencija “KAĆA LAZAREVIĆ NEKRETNINE” D.O.O. se nalazi na listi osam vodećih banaka u Srbiji kao agencija koja ima ovlašćene procenitelje sa licencom za vršenje procene vrednosti nepokretnosti. Agencija je upisana i u Registar pravnih lica za obavljanje poslova veštačenja – građevinarstvo – procena vrednosti I stanja objekata od 15.06.2016.godine. Kaća Lazarević, diplomirani pravnik, sa višegodišnjim iskustvom pruža i konsultantske uslue iz oblasti tržišta nekretnine za pravna i za fizička lica.

Moderator: Kaća Lazarević, licensed sales agent, Kaća Lazarević Nekretnine

Kaca Lazarevic, Bachelor of Law, founder of the first real estate agency ALKA registered in 1989 in Belgrade, now a co-owner of the agency KACA LAZAREVIC NEKRETNINE, which is the legal successor of the ALKA agency. She has been present in the market for 30 years. She has been a member of NAVS (National Association of Valuers of Serbia) since 2012, she was a member of the Association’s Disciplinary Committee and is currently a member of the Association’s Educational Board. She is the holder of the certificate CREA – level 1, certification in Real Estate Assessment, issued on 17 December 2010 by the Serbian Academy for Banking and Finance, which is founded by the National Bank of Serbia. Holder of official real estate trading license, registered under No. 371 issued by Ministry of Trade, Tourism and Telecommunications, since January 2015. As an expert in the real estate market, she has regular appearances on all television stations and is also present in the print media where she comments on the situation on the real estate market. As a member of NAVS, she is actively engaged in the Educational Board on the presentation of the Law on Housing and Maintenance of Buildings and Law on Brokerage and Lease of Real Estate within the educational program Estimation of Real Estate Value. She has been an active member of the Serbia Rotary Club for over 30 years. She is a member of the Leading Serbian Women club as someone who specializes in the real estate market. At the request of a World Bank working group she has produced reports on the real estate market. The KACA LAZAREVIC NEKRETNINE D.O.O. agency is on the list of eight leading banks in Serbia as an agency with licenced real estate appraisers evaluating real estate. The agency is registered with the Business Registers Agency for appraisal activities – construction – estimation of the value and state of real estate, dated 15 June 2016. Kaca Lazarevic, Bachelor of Law, with years of experience also provides consulting services in the field of the real estate market to companies and individuals.



Maho Taso MRICS, direktor PROSTOR Nekretnine, Sarajevo

Maho ima više od 18 godina profesionalnog iskustva iz oblasti finansija, bankarstva, posredovanja nekretnina (prodaja / izdavanje / projekt prodaja / konsalting) i procenjivanja. Iskustvo je stekao u sledećim kompanijama: Helly Hansen ASA Oslo-Norway, Handelsbanken ASA Oslo-Norway, HVB Central profit Banka Sarajevo, i u kompaniji PROSTOR Sarajevo, gde je zaposlen poslednjih 13 godina kao izvršni direktor i šef odseka za procene. Radeći u gorenavedenim kompanijama, Maho je stekao interesovanje i iskustvo vezano za upravljanje celokupnim poslovnim odnosom korporativnih klijenata, što uključuje odobrenja za kredite, kreditne linije, finansiranje građevinskih projekata, penzijske šeme, zaštite od valuta i kamatnih stopa, upravljanje novčanim tokovima, menadžment i obuku zaposlenih, razvoj i implementaciju korporativne strategije, finansijsko upravljanje, upravljanje investicijama za nekretnine, konsultacije i procene tržišne vrednosti za investitore, građevinske kompanije, finansijske institucije i međunarodne organizacije.

Maho je stekao master diplomu iz biznisa i ekonomije – BI Norwegian Business School, takodje je pohađao dvogodišnji kurs – Master of Property na Sarajevskoj ekonomskoj školi kao i veliki broj profesionalnih treninga i edukacija za brokere i procenitelje. Kao prvi član iz Bosne i Hercegovine, 2014 je postao MRICS – Chartered Surveyor, a njegova kompanija PROSTOR prva – Regulated by RICS kompanija u Bosni i Hercegovini.

Maho Taso MRICS, director PROSTOR Real Estate Services, Sarajevo

Maho has more than 18 years of professional experience in Finance, Banking, Real Estate Brokerage (sale / rental / project sale / consulting) and Valuation, he gained in the companies: Helly Hansen ASA Oslo-Norway, Handelsbanken ASA Oslo-Norway, HVB Central profit bank Sarajevo, and PROSTOR Sarajevo, where he works for the last 13 years as CEO and Head of Valuation.

Particular fields of interest and experience Maho gained while working in abovementioned companies relates to the management of the entire business relationship of corporate clients, which includes credit approvals, credit lines, financing construction projects, pension schemes, hedging of the currencies and interest rates, cash flow management, general management and training of employees, development and implementation of corporate strategy, financial management, real estate investment management, consulting and market value appraisals for investors, construction companies, financial institutions, and international organizations.

Maho has a Masters in Business and Economics – BI Norwegian Business School, he also followed a two-year Master of Property course at the Sarajevo School of Economics and a number of professional training sessions in the field of real estate brokage and valuation. In 2014, as the first member from Bosnia and Herzegovina, he became MRICS – Chartered Surveyor, Registered Valuer at the British Royal Institution of Chartered Surveyors and his company PROSTOR became the first Regulated by RICS company in Bosnia and Herzegovina.



Boro Vujović, direktor Opereta nekretnine, Zagreb

Dopredsjednik udruženja poslovanja nekretninama pri Hrvatskoj gospodarskoj komori, koje broji preko 1000 članova.

Vlasnik i direktor Opereta d.o.o. za promet nekretninama iz Zagreba.

Posluje od 2000 godine, s velikim iskustvom na hrvatskom tržištu nekretnina.

Odlično poznaje prilike na tržištu kako rezidencijalnih, tako i komercijalnih nekretnina.

Bavi se posredovanjem, investiranjem, izradom investicijskih studija, procjenama.

Vjeruje da je edukacija ključ uspjeha i da su nekretnine uvijek sigurna i dobra investicija.

Među liderima na hrvatskom tržištu nekretnina, po broju agenta i prometu koji ostvaruju.

Boro Vujovic, director OPERETA nekretnine, Zagreb

Borislav Vujović, Vice-president of the Real Estate Association of the Croatian Chamber of Economy.

Owner and director of Opereta d.o.o. real estate agency from Zagreb.

Operating since 2000, with extensive experience in the Croatian real estate market.

He is well versed in both residential and commercial real estate market opportunities.

Deals with mediation, investing, making investment studies, assessments.

He believes that education is the key to success and that real estate is always a safe and good investment.

Among the leaders in the Croatian real estate market, by the number of agents and turnover they generate.



Ivan Gazdić, partner, CMS Beograd

Ivan Gazdić je partner u međunarodnoj advokatskoj kancelariji CMS Beograd sa preko deset godina iskustva u savetovanju klijenata u oblasti razvoja komercijalnih nekretnina, kao i projekata iz oblasti energetike, kako u Srbiji, tako i u Crnog Gori. Ivan je takođe i predsednik Odbora za infrastrukturu i građevinarstvo pri Savetu stranih investitora u Srbiji.

Ivan ima značajno iskustvo u savetovanju o različitim transakcijama sa nekretninama, uključujući prilikom samog razvoja projekata, a takođe i prilikom akvizicija. Vođa je tima za infrastrukturu i projekte u beogradskoj CMS kancelariji, te savetuje klijente u vezi projektnih finansiranja, građevinskih pitanja, javno-privatnog partnerstva i ostalih aspekata raznih projekata.

U sektoru energetike, Ivan naročito ima iskustva u oblasti obnovljivih izvora energije, rudarstva i geoloških istraživanja, kao i kod projekata energetske efikasnosti.

Rangiran je od strane svih vodećih međunarodnih pravnih direktorijuma u oblasti građevinarstva i nekretnina, odnosno u oblasti energetike u Srbiji: Chambers and Partners, The Legal 500, kao i Who's Who Legal.

Diplomirao je na Pravnom fakultetu Univerziteta u Beogradu (2009). Član je Advokatske komore Srbije i Međunarodne advokatske komore (IBA), i aktivan je član IBA sekcije za nekretnine, kao i IBA odbora za energiju.

Ivan Gazdic, Partner at CMS Belgrade

Ivan is Partner in CMS Belgrade international law firm with more than a decade of experience in assisting clients with the development of commercial real estate and energy projects in Serbia and in Montenegro. Ivan is also President of the Foreign Investors Council's Infrastructure & Real Estate Committee in Serbia.

He has notable experience in advising on various real estate transactions in both development projects and acquisitions. Ivan heads the Infrastructure & Projects practice in the CMS Belgrade office and assists clients with regard to project finance, construction matters, PPP and other aspects of projects.

In the energy sector, he is particularly experienced with renewable energy projects, mining and geological explorations, and energy efficiency projects.

Ivan is ranked as a real estate and/or energy expert in Serbia by all relevant global legal directories: Chambers and Partners, The Legal 500, and Who's Who Legal.

Ivan is a graduate of the University of Belgrade, Faculty of Law (2009).

He is a member of the Serbian Bar Association and the International Bar Association, and an active member in IBA's Real Estate Section and Power Law Committee.



Miloš Stanojević, konsultantski partner, West Properties

Miloš Stanojević poseduje 17 godina iskustva u oblasti nekretnina i bankarstva, sa preko 11 godina angažovanja na izvršnim funkcijama rukovođenja, razvoja i prodaje. Karijeru je započeo 2004. godine u internacionalnoj konsultantskoj kompaniji Colliers International, gde je bio angažovan na pozicijama od brokera do menadžera odeljenja za izdavanje i prodaju rezidencijalnih objekata/projekata. Nakon tri godine prelazi u bankarski sektor kao rukovodilac sektora za razvoj i implementaciju consumer finance segmenta kreditiranja i prodaje bankarskih proizvoda, direktno na preko 2000 prodajnih mesta širom Srbije, a nakon čega preuzima ulogu menadžera za saradnju sa ključnim partnerima. U jeku krize 2009. godine prelazi na projekat Belville, koji vodi do završetka njegove prodaje, kao direktor prodaje, a od 2015. godine kao izvršni direktor kompanije Blok 67 Associates. Krajem 2016. godine, preuzima tržište i portfolio poslovnih objekata kompanije i u Sloveniji, kao i Srbiji. Kao Regional Asset Manager učestvuje u izdavanju 100.000 m² (GLA) kao i prodaji poslovnih objekata površine cca 40.000 m² (GLA). Od 2009. kroz aktivnosti prodaje i izdavanja učestvuje u prihodu kompanije od cca 218 mil EUR, uz preko 2600 prodatih jedinica (stanova, lokala, garaža) kao i nekoliko poslovnih objekata.

Od 2019. godine je i Consultancy Partner u kompaniji West Properties, domaćoj kompaniji koja preko 15 godina pruža širok spektar usluga u real estate sektoru, zadužen za segmente postavljanja strategije prodaje rezidencijalnih projekata, formiranje kompletnog tima prodaje i post-prodaje.

Milos Stanojevic, Consultancy Partner, West Properties

Miloš Stanojević has 17 years of experience in the field of real estate and banking, with over 11 years of engagement in the executive functions of management, development and sales. He started his career in 2004 in the international consulting company Colliers International, where he was engaged in positions from broker to manager of the department for the lease and sale of residential buildings / projects. After three years, he transferred to the banking sector as the head of the sector for development and implementation of consumer finance segment lending and sales of banking products, directly to over 2000 points of sale throughout Serbia, and then took on the role of manager for cooperation with key partners. During the crisis in 2009, he moved on to the Belville project, which he led to the completion of its sale, as sales director, and since 2015 as executive director of Blok 67 Associates. At the end of 2016, he took over the market and portfolio of the company's business facilities in Slovenia, as well as in Serbia. As a Regional Asset Manager, he participates in the leasing of 100,000 sqm (GLA) as well as the sale of business facilities of approximately 40,000 sqm (GLA). Since 2009, through sales and lease activities, he has participated in the company's revenue of approximately EUR 218 million, with over 2,600 units sold (apartments, shops, garages) as well as several business facilities.

Since 2019, he has also been a Consultancy Partner at West Properties, a domestic company that has been providing a wide range of services in the real estate sector for over 15 years, in charge of the segments of setting up a sales strategy for residential projects, forming a complete sales and post-sales team.



“Post-pandemic investment strategies in West Balkans region”

PRESENTATION

„Investicione strategije nakon pandemije u regionu Zapadnog Balkana “



Filip Leskaroski, direktor FinMedia Investments

Investicioni konsultant sa više od pet godina iskustva u oblasti finansijskih usluga i investicija u Srbiji i inostranstvu. Investiciono-konsultantsku kuću FinMedia Investments, s primarnim fokusom na ulaganja u nekretnine i tržište kapitala, osnovao je 2017. godine. Pored konsultantske delatnosti, FinMedia Investments organizuje edukacije u vidu vebinara i kurseva na temu ulaganja i pasivnog prihoda. Već u prvim godinama od osnivanja, dva puta je učestvovao sa svojim startapom na takmičenjima poznatih akceleratora u Evropi. Prvi put je uzeo učešće 2019. godine u takmičenju bečkog biznis akceleratora weXelerate, da bi potom sa istim startapom bio u konkurenciji 174 projekta najvećeg takmičenja u Češkoj pod nazivom Nápad roku. Pre toga je radio kao finansijski novinar za najveću brokersko-medijsku kuću na prostoru srednje Evrope, World Business Press Online, sa kancelarijama u Bratislavi, Londonu, Vašingtonu, Otavi i Velingtonu. U okviru ove kuće bio je jedan od tri glavna finansijska novinara zaduženih za analizu evropskih berzi, monetarnih politika centralnih banki, makroekonomskih pokazatelja zemalja članica Evropske unije, kao i dnevnih kretanja različitih valutnih parova. Pored pomenutog, poseduje višegodišnje iskustvo rada u međunarodnim kompanijama Spin Master, Swiss Re and Mondelēz International. U najvećoj reosiguravajućoj kući na svetu, kompaniji Swiss Re, radio je na poziciji specijaliste za investicije. U ovoj švajcarskoj firmi je bio odgovoran za praćenje ulaganja u državne i korporativne obveznice, kao i u deonice drugih korporacija na globalnom nivou, omogućavajući time uvećanje kapitala i pravovremenu trgovinu na tržištima širom sveta. Kao poslovni partner saraduje sa časopisom Real Estate Magazin, pokrivajući u svojim analizama teme tržišta nekretnina u Srbiji i šire. Učesnik je brojnih obuka o investicijama u nekretnine i ulaganju na berzama. Samo neki od njih jesu „Investment Foundations Program” američkog CFA Instituta, zatim „Ulaganje u komercijalne nekretnine” poznatog predavača Pitera Harisa, „Osnovi trejdinga” investicionih kuća Charles Bridge, Quastic i Lynx, kao i kurs brokerske kuće Fortrade. Masterirao je na smeru Evropske studije na Fakultetu društvenih i ekonomskih nauka Univerziteta Komenskí u Bratislavi, a osnovne studije završio je na Fakultetu političkih nauka u Beogradu. Student je prve godine CFA instituta, najprestižnijeg programa u svetu investicija i finansija za međunarodni certifikat u toj oblasti. Aktivno prati tržište i investira od 2015. godine. *joint RICS and NAVS conference*

Filip Leskaroski, director FinMedia Investments

Investment consultant with over five years of international experience in financial services and investment industry. He founded investment consulting house FinMedia Investments in 2017, primarily focused on real estate investing and financial markets. The second line of its business is organizing webinars and courses about investment industry and passive income. In the first years of operating, FinMedia Investments successfully participated in two international competitions. The first business accelerator event called weXelerate was held in Vienna at the beginning of 2019, while the second one Nápad roku gathered 174 startups in Prague in June 2019. He previously worked as a financial journalist for World Business Press Online, one of the most respectable brokerage and media houses in Central Europe with its offices in Bratislava, London, Washington, Ottawa and Wellington. In this role, he was primarily responsible for writing financial analyses of the European stocks, central banks' monetary policies, macroeconomic indicators performance in the EU as well as daily fluctuations on the Forex market. In the following years, he worked for a number of international companies such as Spin Master, Swiss Re and Mondelēz International. While working for the world's largest reinsurer as an investment specialist, he has gained beneficial international knowledge on fixed income and equity investment. As a professional partner, he writes articles for Real Estate Magazin on real estate market in Serbia and worldwide. Filip holds certificates issued by various investment institutions, brokerage houses and professionals, such as Investment Foundations Program (CFA Institute), Commercial Real Estate Investing (Peter Harris), Trading and Investment Basics (Charles Bridge, Quastic and Lynx) and Investment Course (Fortrade Ltd). Additionally, Filip is a master's degree holder in European studies from the Faculty of Social and Economic Sciences in Bratislava, while he previously graduated at the Faculty of Political Sciences in Belgrade. He is a CFA Level I candidate, monitoring and investing both on financial and real estate markets since 2015.



Adapting to a new normal in valuation industry

PANEL 3

Prilagođavanje novoj normalni u industriji procena



Moderator: Ognjen Rogačev MRICS, REV, Licenca 035

Ognjen Rogačev je član Stručnog odbora Ministarstva finansija RS, za licenciranje procenitelja nepokretnosti. Ognjen je započeo karijeru na Arhitektonskom fakultetu Univerziteta u Beogradu, zatim je prešao u MPC Properties gde je učestvovao na razvoju mnogih važnih projekata u građevinskoj industriji kao i građevinskom nadzoru. Nastavlja karijeru u bankarskom sektoru kao procenitelj nepokretnosti, od 2011 u Addiko bank kao Šef za procene, gde je prikupio važno iskustvo u procenama kolaterala. Pored angažovanja pri Ministarstvu finansija, trenutno radi u UniCredit banci kao seniorski specijalista za procenu kolaterala.

Ognjen je diplomirao na Arhitektonskom fakultetu Univerziteta u Beogradu, gde je takođe završio i postdiplomske studije. Tokom karijere je stekao relevantne profesionalne oznake u oblasti procene nepokretnosti i povezanim oblastima: REV, licencirani procenitelj nepokretnosti i sudski veštak u oblasti arhitekture, MRICS.

Moderator: Ognjen Rogačev MRICS, REV, Licence 035

Ognjen Rogačev is member of Professional Board for licensing real estate appraisers at the Ministry of Finance, Republic of Serbia. Ognjen started his career at the University of Belgrade, Faculty of Architecture, then moving to construction industry within MPC Properties where he participated in development of the most important local projects as well as in construction supervision. Continuing his career in banking sector as real estate appraiser, from 2011 in Addiko bank where he was Head of Valuation, he has gained important experience in valuation of real estate collaterals. Along with his engagement at the Ministry of Finance, he currently works in UniCredit Bank Serbia as senior specialist for collateral assessment.

Ognjen graduated from the University of Belgrade, faculty of Architecture, where he had also completed postgraduate studies (MPhil in Architecture and Urban Planning, 2006). During his comprehensive career he has gained some of the most relevant professional titles in real estate appraisal and related fields, such as: REV (Recognized European Valuer by TEGoVA), licensed real estate appraiser and court expert in the field of Architecture, Member of Royal Institution of Chartered Surveyors (MRICS).



Zoran Stanić REV, Licenca 001, direktor Biro ST-ing pro

Zoran Stanić, je akreditovani i licencirani procenitelj u oblasti procena vrednosti nepokretnosti, na domaćem i međunarodnom tržištu, sa više od 35 godina iskustva na procenama u svrhu eksporpiracija, sudskim veštačenjima, procenama za finansijsko izveštavanje, procenama u svrhu obezbeđenja hipotekarnih kredita, izvršnim postupcima, postupcima restitucije, konverzije prava na zemljištu i sl.

U proteklih nekoliko godina, Zoran je stekao zvanje master diplomirani inženjer građevine i stekao sertifikat za prepoznatog evropskog procenitelja: Recognised European Valuer (REV) TEGoVA, licencu Ministarstva finansija Republike Srbije za procenitelja nepokretnosti kao i licencu sudskog veštaka za oblast građevinarstva. Kao član Stručnog odbora pri Ministarstvu finansija, Zoran ima jednu od vodećih uloga u implementaciji Zakona o proceniteljima i procesu izdavanja licenci za procenitelje nepokretnosti.

Zoran Stanić REV, licence 001, director Biro ST-ing pro

Zoran Stanić, is an accredited and certified appraiser in the field of property valuation, at local and international market, with over 35 years of experience in valuations for expropriation, secured lending and insurance, court cases, tax purposes, financial reporting, transactions, restitution proceedings, land rights conversions etc.

During last couple of years, Zoran holds M.Sc. in Civil Engineering and owns the elite valuation certificates: Recognised European Valuer (REV) by The European Group of Valuers' Associations (TEGoVA), State License for Real Estate of the Republic of Serbia, Expert Witnesses. As a president of Professional board for real estate valuation in Ministry of finance of Republic Serbia, Zoran was leading the implementation of the Law for real estate valuers and process of issuing the state licenses for real estate valuation.



Srdjan Runjevac MRICS, viši stručni saradnik za upravljanje kolateralom, Erste bank

Srdjan ima preko 12 godina iskustva u konsultantskim kompanijama za nekretnine koje pokrivaju region Jugoistočne Evrope. Pre nego što se pridružio Erste banci, Srdjan Runjevac je bio aktivno uključen u konsultantske usluge koje se tiču investicionog savetovanja i procena za potrebe javnih i privatnih kompanija, investitora, fondova, REIT-a i banaka, kao i sklopu M&A ugovora, privatizacije, preuzimanja, projektnog finansiranja i procene portfolija. U Erste banci je odgovoran za nadzor nad standardizacijom eksternog procenjivanja, analizom portfelja kao i za razvoj i primenu novih procesa automatizacije. U 2013. godini stekao je MSc na dualnom programu upravljanja nekretninama na Univerzitetu Saxion u Holandiji i Univerzitetu Greenwich u Velikoj Britaniji. Kao procenitelj i član izborne komisije RICS, Srdjan Runjevac aktivno učestvuje u promociji standarda za procenitelje, na nacionalnom i međunarodnom nivou, kako na poslovnom tako i na akademskom polju putem kurseva, seminara i gostujućih predavanja, kao na primer gostujućih predavanja na Univerzitetu Saxion u Holandiji.

Srdjan Runjevac MRICS, Senior Collateral Management Associate, Erste Bank

Over 12 years of experience mostly within real estate consulting companies covering the SEE region. Prior to joining Erste Bank, Srdjan Runjevac was actively involved in investment advisory and valuation services to public and private companies, developers, investors, funds, REITs and banks, as well as involved in M&A deals, privatization, takeovers, project financing and portfolio valuations. In Erste bank, Srdjan Runjevac is responsible for supervision of external valuation's standardization, portfolio analysis as well as development and implementation of new automation processes. In 2013, he has obtained a MSc from dual Real Estate Management programe from Saxion University in the Netherlands and Greenwich University in the UK. As a member and assesor of the Royal Institute of Chartered Surveyors (RICS), Srdjan Runjevac is actively involved in promoting valuation standards nationally and internationally in both business and academic field via courses, seminars and guest lectures, such as at the Saxion University in the Netherlands.



Darko Grahovac MRICS Direktor odeljenja za upravljanje kolateralom UniCredit Bank, Licenca 084

Darko Grahovac ima više od 10 godina profesionalnog iskustva iz oblasti nekretnina, finansija, bankarstva, investicija i procena. Trenutno je zaposlen na poziciji direktora Odeljenja za upravljanje kolateralom u okviru Direkcije za strateško upravljanje rizicima i kontrolu u UniCredit banci. Darko je zadužen za upravljanje timom odgovornim za procene nekretnina, pravni due diligence svih vrsta kolaterala, ocenu prihvatljivosti kolaterala za svrhe umanjenja kreditnog rizika, izveštavanje, monitoring i slično. Od trenutka kada se pridružio UniCredit banci, Darko se bavio i upravljao proceniteljskim i konsultantskim uslugama za više od 7.000 nekretnina čija je ukupna tržišna vrednost preko 2 milijarde evra.

Pre nego što je prešao u UniCredit banku, Darko je radio za CBRE u okviru kancelarije u Beogradu kao i za Savills u okviru kancelarija u Berlinu, Londonu, Amsterdamu i Beogradu. Tokom tog perioda aktivno je učestvovao u pružanju usluga procenjivanja i konsaltinga investitorima, bankama, REITs, privatnim i javnim kompanijama, kao i u pružanje konsultantskih usluga iz oblasti finansiranja projekata, M&A ugovora, studija izvodljivosti, HBU analiza, itd. Radeći u navedenim kompanijama donelo mu je mogućnost poslovanja u multinacionalnoj mreži, i doprinelo unapređenju znanja kao i šansi da posluje na globalnom nivou, sa kolegama iz drugih zemalja i stratejskim partnerima kompanija.

Darko je diplomirao na Ekonomskom fakultetu, Univerziteta u Beogradu na smeru Finansije, bankarstvo i osiguranje, a zatim stekao master diplomu na smeru Računovodstvo, revizija i korporativne finansije. Član je Royal Institution of Chartered Surveyors u oblasti procena.

Darko Grahovac MRICS Head of Collateral Management Unit UniCredit Bank, Licence 084

Darko Grahovac has more than 10 years of professional experience in Real Estate, Finance, Banking, Investment and Valuation. He currently hold the position Head of Collateral Management Unit within Strategic Risk and Control Department in UniCredit Bank. Darko is directly in charge for managing the team responsible for real estate valuations, legal due diligence of all collateral types, collateral eligibility for credit risk mitigation purposes, reporting, monitoring, etc. Since joining UniCredit Bank, Darko provided and managed valuation and advisory services for 7,000+ real estate properties with the total market value above EUR 2 billion.

Previous to joining UniCredit Bank, Darko worked in CBRE in Belgrade office as well as in Savills in Berlin, London, Amsterdam and Belgrade office. During that period, he was actively involved in real estate valuation and advisory services to developers, banks, REITs, private and public companies as well as involved in project financing, M&A deals, feasibility studies, HBU analysis, etc. Working for previous companies has provided to him an outstanding opportunity of working in a multinational network, which also meant knowledge enhancement and constant chance of cooperation on a global level with colleagues in other countries and company's strategic clients.

Darko graduated from the Faculty of Economics, University of Belgrade with major Finance, Banking and Insurance as well as Master degree with major Accounting, Auditing and Corporate Finance. He is a member of Royal Institution of Chartered Surveyors in Valuation field.



Nick French Real Estate Valuation Theurgy Property Education Chichester, UK

Nick je prepoznat ekspert u oblasti vrednovanja i procena. U prošlosti je radio kao profesor na nekim univerzitetima u Ujedinjenom Kraljevstvu i Americi, predavajući u oblasti procena, investicija i korporativnih nekretnina na programima osnovnih studija, master studija i MBA programima.

2018 Nick osniva svoju kompaniju Real Estate Valuation Theurgy što mu dozvoljava da i dalje bavi pisanjem radova, prezentovanjem na konferencijama i procenama u svojoj zemlji i inostranstvu. Njegovo interesovanje za istraživanje se najviše usredsređuje na odnos imovinskih zakona i propisa i njihovih uticaja na vrednost i modele procena. Osvojio je RICS nagradu za najbolji akademski rad u oblasti procene na konferenciji organizovanoj od strane European Real Estate Society.

Nick je urednik Journal of Property Investment & Finance, nagrađivanog akademskog žurnala u oblasti nekretnina. Takođe piše za Journal of Property Investment & Finance, the Property Chronicle, the European Journal of Real Estate Research, the Journal of Corporate Real Estate i druge profesionalne i akademske časopise.

Trenutno blisko saraduje sa Evropskom grupacijom udruženja za procenu (TEGoVA) na brojnim istraživačkim pitanjima a nedavno je na veb sajtu TEGoVa, objavljen njegov autorski članak „Report on Comparable Evidence in Property Valuation“. Nick je član Royal Institution of Chartered Surveyors (RICS) i u okviru te organizacije je bio član nekoliko komiteta kao na primer UK odboru za procene i Grupe za strategiju korporativnih nekretnina. Takođe je bio član stručnog odbora saveta za internacionalne standarde za procene (IVSC).

Nick French Real Estate Valuation Theurgy Property Education Chichester, UK

Nick is a recognised expert in the area of property valuation and appraisal. Previously, he has worked at as a professor at various Universities in the UK, Europe and the USA teaching extensively in the areas of valuation, investment and corporate real estate on BSc, MSc and MBA programmes.

In 2018, Nick set up Real Estate Valuation Theurgy, a vehicle that allows him to continue writing papers, presenting conference papers and working with the real estate profession at home and abroad. His research interests concentrate upon the interface of property legislation and regulation and its impact on value and valuation models. In recent years, he has won the RICS Prize for the Best Paper in Valuation and the Appraisal and the Appraisal Journal Prize for the Best Paper in Appraisal at European Real Estate Society Conferences. In 2018, he was awarded a “Lifetime Achievement Award” by the International Real Estate Society.

Nick is the Editor of the Journal of Property Investment & Finance, the award winning academic international journal of the real estate industry. He also writes regularly for, the Journal of Property Investment & Finance, the Property Chronicle, the European Journal of Real Estate Research, the Journal of Corporate Real Estate and other professional and academic journals.

Currently, he is working closely with The European Group of Valuation Associations (TEGoVA) on a number of research matters and he recently authored the TEGoVA report “Pricing to Market – Report on Comparable Evidence in Property Valuation”. He is also a member of the Royal Institution of Chartered Surveyors (RICS) and has regularly served on the various committees such as the UK Valuation Board and the Corporate Real Estate Strategy Group. He was also a member of the Professional Board of the International Valuation Standards Council (IVSC).



“Economy after COVID19: New Normal”

PRESENTATION

„Ekonomija nakon COVID19: Nova normala“



Nemanja Stanišić PhD, Univerzitet Singidunum, Beograd

Nemanja Stanišić je završio akademske studije na Ekonomskom fakultetu Univerzitetu u Beogradu. Master studije (MBA) u oblasti Finansijskog upravljanja i investicionog bankarstva je završio na Linkoln univerzitetu (Okland, SAD), sa specijalnim priznanjem (prosečna ocena 3.93 na skali 1 do 4). Doktorsku disertaciju iz oblasti Korporativnih finansija je odbranio na Univerzitetu Singidunum 2010. godine. U zvanje docenta je biran 2010. godine, u zvanje vanrednog profesora 2013. godine, a 2016. godine stiže zvanje redovnog profesora.

Primenjuje statističke metode, i metode mašinskog učenja u različitim naučnim oblastima, uključujući Epidemiologiju, Turizam, Finansije, Računovodstvo i Procenu vrednosti nekretnina. Njegova specijalizacija obuhvata Bajesovu višestepenu statističku analizu. Objavio je nekoliko desetina naučnih radova (ORCID ID: <https://orcid.org/0000-0002-6543-1472>), koji su privukli adekvatnu pažnju akademske javnosti.

Gostujući je profesor na Međunarodnom koledžu Nacionalnog instituta za razvoj i administraciju (ICO NIDA) u Bangkoku na Tajlandu, kao i na Severno-zapadnom institutu za upravu Predsedničke akademije za nacionalnu ekonomiju i javnu upravu u Sankt Peterburgu, u Ruskoj Federaciji.

Nemanja Stanišić PhD, Singidunum University, Belgrade

Nemanja Stanišić completed his bachelor studies at the Faculty of Economics, University of Belgrade. He obtained his Master of Business Administration (MBA) degree in the field of Finance Management and Investment Banking at Lincoln University in Oakland, USA with Special recognition (cumulative GPA 3.93 on a 1 through 4 scale). He earned his PhD thesis in the field of Corporate Finance at Singidunum University in 2010. He was appointed Assistant Professor in 2010 in the field of Finance and Banking at Singidunum University. He was appointed Associate Professor in 2013, and Full Professor in 2016.

He applies statistical and machine learning methods in various fields of scientific research, such as Environmental science, Tourism, Finance, Accounting, Real estate valuation and many other. His specialization includes Bayesian Data Analysis and, particularly, Bayesian Multilevel Modeling. He has published several dozen scholarly articles (ORCID ID: <https://orcid.org/0000-0002-6543-1472>). His scientific work has attracted the appropriate attention of the academic public.

He is Visiting Professor at International College of National Institute of Development Administration (ICO NIDA), Bangkok, Thailand, and at the North-West Institute of Management of the Presidential Academy of National Economy and Public Administration, Saint-Petersburg, Russian Federation.

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