

**Real Estate North 2010 (2 and 3 June, Terminal Tango, Hamburg Airport)
"First Class Discussions"**

Wednesday, 2 June 2010

- 10.00 - 10.45 Opening**
Senator Axel Gedaschko, State Minister of Economic Affairs and Employment in Hamburg
Dr. Oliver Liersch, State Secretary of Economic Affairs, Employment and Traffic in Lower Saxony
Dr. Cordelia Andreßen, State Secretary of Science, Economic Affairs and Transport of Schleswig-Holstein
Dr. Andreas Mattner, President German Property Federation ZIA, Berlin
Stephan Ph. Kühne, Member of the Board of Deutsche Messe AG, Hanover
Moderator: Nikolaus von Raggamby, editor, Immobilien & Vorsorge, G + J Wirtschaftsmedien GmbH & Co. KG, Berlin
- 10.45 - 11.30 Opening guided tour**
- 10.45 - 11.05 Overview of Scandinavia powered by MANNHEIMER SWARTLING ADVOKATBYRÅ AB office Germany, Berlin**
Key socioeconomic and real estate statistics and info
- 11.30 - 12.15 Reception of German Property Federation ZIA**
Location: trade press booth
- 13.00 - 13.45 Shopping / Retail**
New perspectives in the trade - The time after the department store
Henrie Kötter, Senior Vice President Center Management ECE, Hamburg
Dr. Marcus Hüttermann, Member of the Board, mfi management für immobilien AG, Essen
Arndt Brockmann, Managing Director Zara Germany and Massimo Dutti
Barbara Possinke, Managing Partner, RKW Rhode Kellermann Wawrowsky, Düsseldorf
Moderator: Olaf Petersen, Management Board GfK GeoMarketing, Hamburg
- 14.00 - 14.20 Overview of Eastern Baltic countries**
Key socioeconomic and real estate statistics and info
- 14.45 - 15.30 Perfect logistics - Perspectives for more efficiency and sustainability**
Dr. Jan Linsin, Head of Research, CB Richard Ellis, Frankfurt
Per McKinnell, Head of Industrial Property Northern Germany, Jones Lang LaSalle, Hamburg
Christopher Garbe, Member of the Board of GARBE Holding AG & Co. KG, Hamburg
Moderator: Susanne Osadnik, free editor Real Estate
- 15.45 - 16.05 Overview of Northern Germany**
Key socioeconomic and real estate statistics and info

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16.30 - 17.15 **Financing of real estate: Who has the money? Perspectives in financing real estate**
Rolf Elgeti, Chairman of the Management Board, TAG Immobilien AG, Hamburg
Marc Drießen, Member of the Board, Hesse Newman Capital AG, Hamburg
Timo Nymann, Senior Director, Head of Construction & Real Estate Finance, Nordea Bank Finance, Nordea/ Finland
Michael Wassiluk, Corporate Finance Real Estate, ABG Sundal Collier ASA, Oslo/ Norwegen
Moderator: Susanne Osadnik, free editor Real Estate

ab 18.30 **First Class Networking Night** Terminal Tango

Thursday, 3 June 2010

9.00 - 10.00 **DDIV: Real Estate Managers Day (Invited guests only)**
Reception and presentation of the benefits of association membership

10.00 - 11.00 **DDIV lecture: Latest court rulings involving commercial landlord and tenant law**
RA Dr. Rainer Burbulla, Rechtsanwälte Grooterhorst & Partner, Dusseldorf
Moderator: RA Wolfgang Mattern, Attorney and acting one executive committee of the federation of the real estate managers Schleswig-Holstein, Hamburg, Mecklenburg-Western Pomerania e.V., Kiel

11.15 - 11.35 **Overview of Scandinavia powered by MANNHEIMER SWARTLING ADVOKATBYRÅ AB office Germany, Berlin**
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12.00 - 12.45 **Green Buildings: Red, yellow, green - which perspective for which real estate?**
Prof. Jens Uwe Zipelius, Association of German Engineers VDI
Dr. Thomas Kaiser-Stockmann, Attorney and notary, partner, Mannheimer Swartling Advokatbyra AB, Stockholm/Schweden
Mikael Glud, Executive Director, MRICS, CB Richard Ellis A/S / Capital Markets, Kopenhagen/ Denmark
Dagmar Hotze, Publisher GreenImmo - Online magazine on sustainable real estate, Hamburg
Wendy Thomas, Managing Partner Thomas Daily, Freiburg
Moderator: Prof. Dr. Johannes Busmann, University of Wuppertal, Publisher build + polis, Wuppertal

13.15 - 13.35 **Overview of Eastern Baltic countries**
Key socioeconomic and real estate statistics and info

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- 14.00 - 14.45** **Renewable energy - Perspective or myopia? Which is the driving force of tomorrow?**
Wolfgang Beck, Managing Director Drees & Sommer AG, Stuttgart
Ralf F. Bode, Managing Director atmosgrad° GmbH, Sustainability for real estate, Hamburg
N. N., Repower Systems AG, Hamburg
Moderator: Frank Solms Nebelung, Director fsnc.experts on crisis and change communications, Hamburg
- 15.15 - 15.35** **Overview of Northern Germany**
Key socioeconomic and real estate statistics and info
- 16.00 - 16.45** **Career - Job motor real estate sector**
Prof. Dr. Karl-Werner Schulte, IREBS, University Regensburg
Sebastian Karban, Bell Management Consultants, Köln
Jürgen Engelberth, Managing Director, Intramakler Koch GmbH
Moderator: Stephan Jung, Management Board, German Council of Shopping Centers, Frankfurt/Main

as at May 25th 2010
subject to alterations