

# Speakers' biographies

COVID19 - Response

**Balkan**

**Real Estate  
Investment**



**1**<sup>st</sup>  
panel

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**22**<sup>nd</sup>  
April

**14** CET

## Introduction

In a series of upcoming webinars, DATA Investment will, together with our friends from the region, assemble the leading experts from the real estate sector. Our guests will be established specialists who have extensive knowledge in the field of real estate valuation, investments and the topics like risks, yields and project development and which originate from the neighbouring countries. We will be listening to independent experts, real estate business owners, experts engaged with leading companies and franchises, banking industry representatives who handle risk assessment, legal real estate matters experts, investors, designers, urban planning specialists and many others.

Our goal is, in these one hour sessions, to present the questions we deem important, not only because they are important because of the current COVID-19 pandemic, but also because we believe these questions will be very important once the crisis is over. Our panelists will have the chance to explain their opinions on how this crisis is affecting the real estate market. Panels themselves, in the spirit of the times, meaning limited movement, will be organized as audio/video conferences where each of the panelists will be able to make a point about a topic closely related to his/hers area of expertise and the country of origin.

We hope that this way we can provide the right information at the right time for all the participants of the RE market, from independent valuers, agents and other professionals to bankers and investors. We will try to make an effort to help the RE market go through these times of crisis with as little damage as possible and that the economic consequences are manageable.

## Questions to be considered...

1. How bad is the COVID-19 economic shock? How quickly Balkan economies and RE sectors can be expected to recover? What do we see currently happening?
2. How have economic and government responses across the region? How have markets reacted to the measures? Is it too early?
3. How have markets reacted to stimulus packages? How are occupiers and investors responding?
4. Which sectors of the real estate market, if any, stand to gain from the disruption, and which will be hardest hit? Maybe commercial RE market... what is Your long-term view CRE market?
5. Working from home has quickly become the new normal for millions in all over the world of the workforce. What might this tell us about the future of workplace offices, shops etc..? lower costs, lower rents?!
6. What will full economic recovery look like: a reversion to pre-COVID-19 norms, or a reinvented global economy?
7. What investor assumptions are becoming „stressed “in this market? Are investment parameters being adjusted for risk?

## Uvod

U seriji nadolazećih besplatnih webinarâ, DATA Investment će, zajedno sa našim prijateljima iz regiona, okupiti vodeće eksperte u oblasti nekretnina. Naši gosti biće etablirani stručnjaci čije specijalnosti pokrivaju procene nepokretnosti, investicije u nekretnine, rizike, prinose i razvoj projekata, a koji dolaze iz država iz okruženja. Slušaćemo nezavisne stručnjake i vlasnike sopstvenih biznisa iz oblasti nekretnina, zatim stručnjake angažovane kod vodećih svetskih kompanija i franšiza, predstavnike odeljenja banaka zaduženih za ocenu rizika, advokate usko vezane za pravne aspekte prometa nepokretnosti, investitore, projektante, urbaniste i mnoge druge.

Cilj je da kroz jednosatno druženje iznesemo na sto pitanja koja smatramo bitnim, a koja su trenutno relevantna ne samo zbog pristigle krize kao rezultat pandemije COVID-19, već i pitanja koja smatramo da će imati veliku važnost i nakon što krizni period završi. Panelisti će imati priliku da iznesu svoja mišljenja o tome kako kriza pogađa tržište nepokretnosti. Paneli su, u duhu vremena, tj. ograničenja kretanja, organizovani kao audio/video konferencije na kojima će svaki panelista imati priliku da iznese stav o određenom pitanju koje se tiče njegove/njene uske specijalnosti kao i zemlje iz koje dolazi.

Nadamo se da ćemo na ovaj način pružiti priliku svim učesnicima na tržištu nepokretnosti, od nezavisnih procenitelja, agenata i drugih profesionalaca do bankara i investitora, da dođu do pravih informacija u pravo vreme. Time ćemo dati i naš doprinos da kroz krizna vremena tržište nekretnina prođe sa što manje ožiljaka i da ekonomske posledice budu što manje vidljive.



**Uros Novkovic FRICS**

CEO, Data Investment, Serbia  
moderator

Uros Novkovic, M.Sc. court expert in the field of economics and finance since 2014, studied at Faculty of Technical Sciences with master thesis in Business valuation. He is a general manager / founder of DATA INVESTMENT, the largest domestic valuation company in Serbia, with offices in Belgrade, Novi Sad and city of Niš, covering whole Serbia Real estate market, with 20 people employed. He has over 13 years of experience in real estate valuation and market, company valuation, monitoring of property development and appraisal of personal property. Uroš was appointed as Recognized European Valuer in 2013 and Chartered Surveyor Fellow RICS for developing the profession and Registered Valuer in 2015 and in 2017 obtained a national real estate valuation license by Ministry of Finance. Challenging the growing demand for professional real estate services in Serbia, he initiated the creation and growth of Real Estate data base of sales and valuations on DATA INVESTMENT web site, with the aim to create confidence in the financial market and transparency. As well he developed first local valuer magazine, named „Valuer Insight” electronic edition on web site and social media, with goal to expand knowledge of valuers in ex Yu region, and obtain more and more RE writers in magazine to aim for more transparent market thru writing about everything that RE covers. As well he managed to create e-Black Book for all participants on RE market, with over 200 pages.

Uros teaches and participates as a speaker in CPD seminars and conferences in Eastern Europe.



**Filip Vucagic MRICS**

Partner/Director,  
Colliers International, Croatia  
panelist

Filip joined Colliers in June 2012 as a Senior Consultant in the Investment and Corporate Advisory Services department with a focus on valuations for retail, office, residential, hotel and industrial properties. Soon he gained expertise in commercial real estate and took over business development of investment advisory and CRE consultancy lines for three markets – Croatia, Slovenia and BiH. Due to the pace of his advancement, responsibilities, deliveries, dedication and comprehensive knowledge of commercial real estate market, in January 2016 Filip was promoted to Partner and Director within Colliers International Croatia. Besides holding a management board position, and being responsible for strategic positioning and continuous growth of the business, Filip’s role within a team is to educate and mentor people to ensure high quality, timely and profound advisory services. His business development knowledge and entrepreneurial spirit make him a motivating leader and client’s trusted advisor in real estate industry. Since joining Colliers, Filip provided advisory services on over 500 real estate projects, with the total value in excess of EUR 10 billion, which makes him one of the top professionals in the industry within the whole region.

Prior to joining Colliers, Filip was working in financial industry - banking and insurance, mainly responsible for financial asset valuation, financial reporting and market research. Filip graduated on the Faculty of Political Science. He gained University Specialist degree in Financial Institutions at the Faculty of Economics and Business in Zagreb and he earned MBA degree on Construction and Real Estate Studies at The College of Estate Management in Reading, UK.

He gained his MRICS professional accreditation in Property Finance and Investment program.



**Maja Ostanek MRICS**

Director RE transactions,  
KF Finance, Slovenia  
panelist



**Maho Taso MRICS**

CEO/Director, Prostor Agency,  
Bosnia and Herzegovina  
panelist

Maja Ostanek joined KF Finance in 2015. Before joining KF Finance, she worked 8 years on sale and rental of commercial properties, where she represented all major commercial properties in Slovenia.

In KF Finance she is responsible for various feasibility studies for new real estate projects, market researchers and advisory works related to investment properties.

She worked as an advisor to Goldman Sachs and British real estate fund in acquisition of real estate portfolio in Slovenia. She also worked as an advisor to APS Holding in acquisition of real estate portfolio in Croatia and Serbia.

In July 2017 she obtained RICS badge (valuations) and received Chris Bennet Award for the best candidate in CEE in 2017.

She gives lectures on the status of real estate market in Slovenia on numerous occasions, including an invitation to speak at the one of the key real estate conference in CEE region (Vienna Property Forum).

In the past two years she has been responsible for all investment transactions within KF Finance and is now leading various sales transaction of investment properties to foreign and local real estate funds, as well as pensions funds and high-net-worth individuals.

Maho Taso has almost 20 years of professional experience in Finance, Banking, Real Estate Brokerage (sale / rental / project sale / consulting) Investments and Valuation, he gained in the companies: Helly Hansen ASA Oslo-Norway, Handelsbanken ASA Oslo-Norway, HVB Central profit bank Sarajevo, and PROSTOR Real Estate Services, where he works for the last 12+ years as CEO and Head of Valuation.

He graduated from the BI Norwegian Business School as Master in Business and Economics in 2001, and 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 brokerage 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 in 2016 became the the first Regulated by RICS company in Bosnia and Herzegovina.

Maho has served as President / Vice President for the national associations of realtors (UPNBiH) and Real Estate Experts (BHPA).

He is frequently invited as a speaker at regional real estate development and valuation conferences.





**Milovan Novakovic MRICS**

Managing Director,  
Colliers International, Montenegro  
panelist



**Srdjan Runjevac MRICS**

Banking professional,  
Erste Bank Serbia  
panelist

Joined Colliers International in 2007 and started as an ICAS Officer. In 2009 took the role of Senior Office Representative and coordinated all the activities of the Montenegrin office, together with the SEE Regional director. At the end of 2010, officially became General Manager of Colliers International, Montenegro.

Graduated from the Faculty of Economics in Podgorica and before joining Colliers International worked as a computer designer, research assistant, advisor for marketing, financial officer, marketing manager and free entrepreneur. Specialized in real estate management services and has successfully undertaken different types of investment advisory studies related to all types of property, such as hotels & resorts, industrial premises, office & retail blocks, land parcels and residential properties. Was also directly involved in all of the large-scale projects that Colliers has worked on in Montenegro.

Certified appraiser and LEED qualified. Currently President of the Board of Directors of the Green Building Council of Montenegro, and Colliers is the Co-Founder of that Organization. From December 2014 member of Royal Institution of Chartered Surveyors (RICS).

Over 10 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 programme from Saxion University in the Netherlands and Greenwich University in the UK. As a member 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.