

Speakers' biographies

COVID19 - Response

Serbia

Real Estate

Valuation

Risks



3rd
panel

7th
May

14 CET



RICS

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.

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.

The key points of the panel

- Bank responses to the crisis and security;
- Recommendation of the Expert Committee of the Ministry of Finance regarding real estate valuation during the state of emergency;
- Recommendation regarding the valuation published by RICS and Tegova;
- Non-performing loans (NPLs);
- Legal aspect - review of existing real estate contracts;
- Functioning of authorities related to real estate field during and after the state of emergency;
- Real estate market before and during the crisis;
- Major changes and trends in the real estate market;
- Advice on the real estate valuation process in given circumstances;



Maja Nikolic
Licenced Valuer

Associate Director,
Data Investment, Belgrade, Serbia
moderator

Maja joined Data Investment in January 2018 as a Senior Valuation Consultant with a focus on valuations of all types of properties across Serbia. She has extensive valuation experience across all asset classes including residential, office, retail, hotels, gas stations, logistics and land. Due to the pace of her responsibilities, dedication and knowledge of real estate market, in April 2019 Maja was promoted to Associate Director. In addition, Maja's role within a team is to educate and mentor people to ensure high quality, timely and profound advisory services. Futhermore, as a part of the team, she has developed the first professional journal "Valuer Insight", as well as "Black Book" for all participants on Real Estate market in Serbia and the region.

Prior to joining Data Investment, Maja worked at WolfMcGill Group - WMG Advisory for almost 3 years, providing real estate valuation and advisory services to banks, developers, private and public companies. Maja is also a Co-Founder of Association of Citizens - Urban Eco Architects, UECA since 2012. During her studies, she worked as an Undergraduate Teaching Assistant at the Faculty of Architecture, University of Belgrade and in architectural and construction companies in Shanghai, China and Belgrade, Serbia. Maja holds a Bachelor's degree in Architecture and Master's degree in Architectural Technology, from the Faculty of Architecture, University of Belgrade. Maja is currently pursuing Specialist's degree in Energy Efficiency, Facility Management and Valuation of buildings at the Faculty of Civil Engineering, University of Belgrade.

Maja holds the National valuation licence, issued by the Ministry of Finance of the Republic of Serbia. She is a member of Serbian Association of Valuers.



Ana Tomic
Licenced Valuer

Head of Collateral Management Unit,
ERSTE Bank, Serbia
panelist

Ana's first contact with valuations occurred in 2005 in Raiffeisen bank as a trainee in Collateral Management Department. After two years spent in legal department in Porsche SCG, she returns in 2008 to Raiffeisen bank, this time as a collateral officer.

In January 2012., Ana joins Erste bank as senior collateral officer in order to create team in Collateral Management Unit. At the beginning, team dealt with control of valuations, collateral allocation and collateral reporting.

In June 2014. Ana has been promoted to Head of Collateral Management Unit. In February 2016, scope of the Unit has expanded with lender supervision in project finance.

Ana is responsible for the quality of real estate valuations taken as a collateral, for the most effective use of collateral in order to reduce the Bank's costs, for the collateral management process in general (uninscribed mortgages, expired valuations..), collateral reporting and the process of monitoring in project finance business segment.

In May 2019, Ana successfully passed the exam for the Licence for Real Estate Valuation.



Darko Grahovac MRICS
Licenced Valuer

Head of Collateral Management Unit,
UniCredit Bank, Serbia
panelist



Mihajlo Obradovic
Licenced Valuer

Manager for Collateral Analysis,
Sberbank, Serbia
panelist

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.

Mihajlo Obradović has 12 years of work experience in the banking industry. His first position was a Credit Analyst in Volksbank; later, once Volksbank was taken over by Sberbank, he continued his carrier. During this time he was employed as Credit Analyst, Portfolio Expert and Collateral Analyst. Real estate and valuations have been his domain since the beginning of his professional career. His initial job assignment were connected with real estate valuation report verification. Real estate remained his main professional interest in the following stages of his work with Sberbank, mainly valuation report, but he also took up a leading position in the organization of the banks' portfolio restructuring process. As Collateral Analyst his main tasks were to evaluate external valuers' reports, to compile internal valuation reports for the bank, to manage and report collateral on a portfolio level and construct valuation methodology for the banks' purposes.

He graduated from the Economic Faculty of the University of Belgrade, specializing in finances, banking and insurance (banking being his primary interest). His thesis was „Credit risk assesment and credit measurements in banking financial reports“. During 2017 he attended the National Association of Valuers Serbia training courses and in 2018 he became a Licensed Valuer and a member of the same Association.



Mario Kijanovic
Attorney at Law

Senior Associate,
Bojovic, Draskovic, Popovic & Partners,
panelist

Mario is a key member of the team in Bojović Drašković Popović & Partners law firm. He started in 2013 as a trainee and advanced since then to his current position. His main focus is on real estate and construction law, corporate and commercial matters and tax.

Mario is ranked for the very first time as a “Rising Star” in Real estate and construction within the Legal 500 EMEA 2020’s guide to associates who make a material difference to the practice. Mario is a graduate of the University of Belgrade, Faculty of Law where he earned his LL.B. Mario is also a postgraduate student at the Faculty of Law, studying law-economics module. He is a member of the Serbian Bar Association. Mario frequently participates in various activities of the Foreign Investors Council where he participates in drafting the relevant sections of the White Book, the most prominent annual analysis of the legal framework in Serbia. Mario works for global international clients, such as Philips, coordinating regional legal support across Montenegro, North Macedonia and Bosnia and Herzegovina; also for EBRD; Signify; Mace; AC Nielsen; Samsung; and many other, providing exceptional legal support.



Petar Jovanovic MRICS
Licenced Valuer

Associate Director,
CBRE, Serbia
panelist

Petar Jovanović joined CBRE in June 2018, as Associate Director in the Valuation and Advisory Services Department of South-East Europe. He started his career in JLL in the valuation department in 2012. Petar has extensive experience in valuation and advisory in the entire SEE region as well as over all types of commercial properties. He provides valuation advice to a broad range of local and international institutions such as funds, banks and property companies. Petar also has experience with large portfolio valuations that he undertook during AQR processes in Slovenia and Serbia.

Petar has graduated on the Faculty of Economics, University of Belgrade, where he gained the bachelor’s degree in finance, banking and insurance, and earned the Master of Financial Analysis (MFA) degree on the Universidad Carlos III de Madrid, Spain. In December 2017 Petar became a member of the Royal Institute of Chartered Surveyors (RICS) and holds the National real estate valuation licence, issued by the Ministry of Finance of the Republic of Serbia.

Petar is a member of the Association of Valuers of Serbia, where he gives lectures on various valuation and market research topics within licence training program and continuous professional development program, and participates within mentoring program.