

## IV Annual Conference dedicated to the warehousing property market: Industrial Parks, BTS & Land Development

### The programme of the event:

- 9:30 – 10:00      Guests Registration. Welcome coffee.  
Section 1.  
Conference leader - Roman Bourtsev.
- 10:00
- 10:10  
10:30
- 1) Evgeniy Semenov**  
**Director of Capital Markets, Knight Frank Russia and CIS**  
*Investment attractiveness of chain development. Who was affected by the liquidity crisis?*
- 2) Roman Bourtsev**  
**Partner. Industrial, Warehouses and Land Department. Knight Frank ZAO, Moscow u CIS**  
*“Our market 5 years later. Comparative analysis”*
- 3) “To the barrier! or “Playing in unison”. Open dialogue on contemporary developer’s and consultant’s markets:**
- Vyacheslav Kholopov**  
**Director. Industrial, Warehouses and Land Department. Knight Frank Russia and CIS**  
*Report for the period.*  
*«Moscow 2008 warehousing property market. Achievements in the regions in 2008»*
- Oleg Mamaev, Executive Director, PNK Logistics**  
*«The way for chain development. What is its main advantage?»*
- 10:50      *Questions and answers*
- 11:00 – 11:20      Coffee-break
- 11:20 – 12:30      **Section 2: Situation on the market. Everything you thought about, but were afraid to ask.**  
**Leader of discussion panel: Dmitry Gerastovsky. Associate Director. Industrial, Warehouses and Land department. Knight Frank Russia and CIS**
- Developer**  
**Sergey Vereschagin, Commercial Director, Eurasia Logistic**  
*What do we lack to feel absolute happiness? Developer’s considerations about warehouse market out of Moscow and Saint Petersburg”.*
- Logistics Operator**  
**Aleksandr Gutekulov, General Manager, Relogix**  
*“What do we lack to feel absolute happiness? Customer’s requirements to warehousing market”.*
- Producer**  
**Igor Nesterov, Supply Chain Planning, Panasonic Rus**  
*“What do we lack to feel absolute happiness? Consumer’s considerations about warehouse market”.*
- Investment fund**  
**Victor Malevankin, Investment director, Raven Russia**  
*“Foreigners in Russia. Fund strategy in the Russian market. Types of investments.*

*The most attractive regions. Potentially interesting projects»*

**Credit lending institutions**

**Aleksandr Olkhovsky, Deputy General Manager, VTB,**

*“For developer’s help: How to get financing. Conditions. Requirements to borrowers”*

**Questions and Answers session**

12:30 – 13:30

Lunch

**Section 3: if not warehouses then what? Alternative decisions.**

**Moderator of the session: Kirill Orlov, Project Team Manager**

**Industrial and Warehouses Property, Strategic Consulting, Knight Frank Russia and CIS**

**Lutz Hahn, Knight Frank Industrial GmbH & Co., Germany**

**Managing Director**

*“Case Study 1. German experience in warehousing market. History of development and current tendencies. Industrial parks”*

**Aksel Hartmann, Aksis and Co**

*“Case Study 2. Manufacturing sites can be built even in the Moscow region. Land-developer’s experience”*

13:30-14:30

**Dmitry Abakumov, Lemkon**

**Business Development Director**

*“Case Study 3. Industrial parks”*

*Questions and Answers session.*

**Roman Burtsev**

*Epilogue. “Show must go on. Alternative warehouses”*

14:30-15:00

**Cocktail**