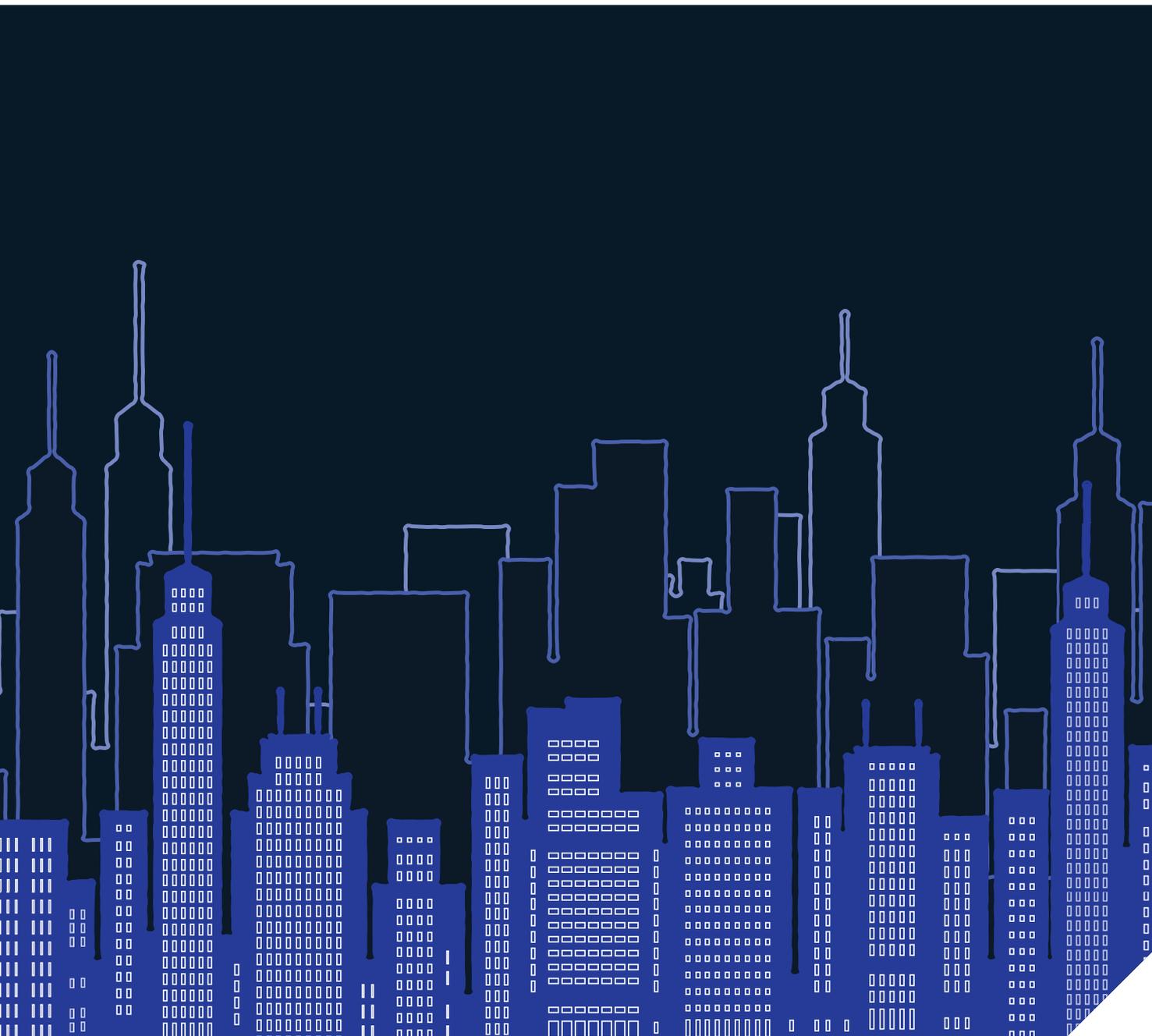


# MSCI/KTI Nordic Property Seminar 2019



## Time

Thursday 9 May 2019

## Venue

Scandic Park, Mannerheimintie 46,  
Helsinki, Finland



# MSCI/KTI Nordic Property Seminar 2019

We are delighted to welcome you to the 15th MSCI/KTI Nordic Property Seminar at the Scandic Park Hotel in Helsinki. The day's agenda is filled with presentations on topics ranging from economic growth and cyclicalities in real estate investments to how data and technology enables better real estate analytics as well as from valuation drivers of investment performance and hear up-to-date views on investment themes and opportunities in the Nordic property markets. We hope you'll make the most of the platform the full-day event provides for networking and discussions on current conditions and the outlook for the property investment market in the Nordics and a wider international context.

We will kick-off the seminar with a top-down view of the macroeconomic conditions facing property investors today and trying to find answers to critical considerations and questions as the investment cycle matures. We will also have the opportunity to take part in an exercise that we've called chart-of-the-year in which we have asked respected professionals to present one chart each that they believe could make a real difference to investment performance in the future.

Before breaking for lunch we will dig in to digitalisation and how data and technology is acting as a catalyst for better real estate analytics. Is digitalisation bringing down the house for the capital-intensive bricks-and-mortar real estate industry or is it an enabling factor for further business and returns to be made?

The afternoon's sessions will focus on investment returns from two complimentary perspectives. We'll first learn more about how capital growth and operating income influence investment performance as well as valuations in an evolving investment landscape. To round off the official programme of the day, we'll look into some current investment themes and opportunities in the Nordic region.

After an eventful and inspiring day we hope you'll stay for the drinks reception to continue the dialogue and catching up with new and old friends alike.

A warm (hopefully) welcome to Helsinki in May!

## SPONSORS

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## MODERATORS

➤ Markus Steinby

➤ Sasha Thomas

## Conference fees

### REGISTRATION

For online registration, go to [kti.fi/nordicpropertyseminar](https://kti.fi/nordicpropertyseminar)

### FEES

The conference fee is **EUR 650 + VAT**.  
For **KTI and MSCI clients** the price is **EUR 550 + VAT**.

### PAYMENT

An invoice will be sent to you upon receipt of registration. Payment must be settled before the event.

### CANCELLATION

We cannot accept cancellations after the conference fee has been invoiced. However, information on substitution can be sent at any time to [riikka.takki@kti.fi](mailto:riikka.takki@kti.fi)

### LANGUAGE

All presentations will be given in English.

### CONFERENCE ORGANISERS

The conference is organised by KTI and MSCI. For more information on the organisers, please visit [kti.fi](https://kti.fi) and [msci.com](https://msci.com)

### ACCOMODATION

Please visit [kti.fi/nordicpropertyseminar](https://kti.fi/nordicpropertyseminar) for more information

For more information on program or sponsorship opportunities, please contact:

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# Programme

8.30 Registration

9.00 On economic growth, cyclicity and trends in real estate investments

**Rollover or Recession? Cyclical or Structural? What should European real estate investors be preparing for?**

Sabina Kalyan, Global Co-Head of Research and Global Chief Economist, CBRE Global Investors

**Chart of the Year**

Håvard Bjorå, Head of Research, Cushman & Wakefield

Tero Lehtonen, Head of Advisory, JLL

Antti Palkén, Partner, Leader at Fund and Debt Advisory Services, PwC

David Hedalen, Head of Real Estate Investment Strategy, Aberdeen Standard Investments

10.30 Refreshment break

11.00 Data and technology enabling better real estate analytics

**Will the new wave of PropTech companies change the industry from art to a science?**

Magnus Svantegård, Global Head of Product Management, Datscha

**Real Estate 'as a Service' – the importance of Data**

Antony Slumbers, Founder & Evangelist, Estates Today

12.30 Lunch

13.30 Cash flow and valuations as drivers of investment performance in the evolving investment landscape

**Behavioural Economics In CRE Markets – How Our Behaviours Can Impact Investment & Valuation Decisions**

Matthew Richardson, CEO, MGR Strategic Consulting Limited

**Measuring real estate capital growth isn't rocket science, is it?**

Will Robson, Executive Director & Head of Real Estate Solutions Research, MSCI Real Estate

**Trends in property valuations in the Nordics**

Jan Rosengren, Senior Advisor, Newsec

15.00 Refreshment break

15.30 Investment themes and opportunities in the Nordic property markets

**Logistics trends in the Nordics in a wider European context**

Dirk Sosef, Vice President, Research and Strategy, Prologis

**Views on the Nordic market from an international investor**

Victor Persson, Vice President, BlackRock Real Assets

17.00 Drinks reception and networking

18.30 End of event

# MSCI



## About MSCI Inc.

MSCI is a leading provider of critical decision support tools and services for the global investment community. With over 45 years of expertise in research, data and technology, we power better investment decisions by enabling clients to understand and analyze key drivers of risk and return and confidently build more effective portfolios. We create industry-leading research-enhanced solutions that clients use to gain insight into and improve transparency across the investment process.

To learn more, please visit [www.msci.com](http://www.msci.com)

## About KTI

KTI Finland is an independent research organisation and service company providing information and research services for the Finnish real estate industry. KTI maintains extensive databases on returns, rents, transactions, operating costs and customer satisfaction measures in the Finnish property market. Based on these databases, various kinds of benchmarking and analysis services can be provided.

For more information, please visit [www.kti.fi](http://www.kti.fi)

## CONTACT

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