

# PORTUGAL REAL ESTATE SUMMIT

PROPERTY & INVESTMENT

19-20 SEPTEMBER  
**LISBON**  
**2017**

Hotel Palácio Estoril

[www.PortugalREsummit.com](http://www.PortugalREsummit.com)

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# Welcome to Portugal!

IBERIAN.PROPERTY is pleased to welcome the national and international real estate investment community!

We have taken great care in preparing an event that we hope will feature on the calendar of all of those investing in Portugal and Spain. This will be a time to share information on markets to help support the best investment decisions.

In the fantastic Estoril setting, we offer a 2-day program to provide all of the insights into the market and give you the opportunity to meet all of the players and decision makers.

As an independent magazine with a 21-year history, IBERIAN.PROPERTY is excited to bring together all industry partners with a great "Welcome"!



**António Gil Machado**  
Director IBERIAN.PROPERTY  
FRICS



## Why the Portugal Real Estate Summit?

Portugal is firmly back on the radar screen of the global investment community, with a record €2bn of commercial investment transactions during 2015.

The ongoing deleveraging process of the financial services industry provides investment opportunities of scale.

A much improved legal framework is leading to high levels of urban regeneration activity.

Strong occupier markets across all sectors underpin prospects for value enhancement.

Top tourism destination, led by Lisbon as a major events & conference city.

## Why attend?

Discover the views and insights of senior managers and decision makers in Iberian and European Real Estate.

Find out what business opportunities are waiting to be unlocked in Portugal.

Meet leading decision makers with unique networking opportunities in the magical atmosphere of Estoril!

# Conference Council



**João Duque**  
*Professor Catedrático*  
ISEG - UNIVERSIDADE  
TÉCNICA DE LISBOA



**Duarte Athayde**  
*CEO*  
ABREU ADVOGADOS



**Eric van Leuven**  
*Head of Portugal*  
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**Filipa Arantes Pedroso**  
*Head of Real Estate*  
MLGTS LAWYERS



**Francisco Horta e Costa**  
*Managing Director Portugal*  
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**Gilberto Jordan**  
*CEO*  
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*Partner Real Estate*  
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**Pedro Seabra**  
*Partner Real Estate*  
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**Pedro Silveira**  
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**Ricardo Guimarães**  
*Director*  
CONFIDENCIAL IMOBILIÁRIO



**Arturo Malingre**  
*Partner*  
IBERIAN.PROPERTY

# Program

## Tuesday, 19th September

**1pm - 2.30pm**

Registration

**2.30pm - 3pm**

Conference Opening by Professor João Duque, Conference Chairman

**3pm - 4.30pm**

The Portuguese economy: A lot of good news (and some not so...)

**4.30pm - 5.00pm**

Networking coffee break

**5.00pm - 6.30pm**

Investors Round Table - Lisbon in the Iberian context. Strengths & opportunities

**6.30pm - 7.15pm**

Cocktail & drinks by Estoril Palácio pool

**8.00pm**

Welcome dinner

Guest of Honour the Prime Minister of Portugal (to be confirmed)

## Wednesday, 20th September

**9.00am - 10.00am**

Lending is back!

**10.00am - 10.45am**

Parallel Discussions I - Where & How to invest

- Investment vehicles in Portugal
- Fiscal optimization for RE investment in Portugal
- Banking REO & NPL: Portfolio and single asset acquisition

**10.45am - 11.15am**

Networking coffee break

**11.15am - 12.00pm**

Parallel Discussions II - Where & How to invest

- Office & Industrial - Where are the best options?
- Retail - Where to shop?
- Tourism - The market driver in Iberia!
- Urban Renewal - The party is here!

**12.00pm - 1.15pm**

REIT's in Iberia: Lessons learned in Spain - Opportunities for Portugal?

**1.15pm - 3.00pm**

Closing Lunch by Estoril Palácio pool

## Venue

### Hotel Palácio Estoril

[www.palacioestorilhotel.com](http://www.palacioestorilhotel.com)

The **Hotel Palácio Estoril** takes you back in time, but on a journey that also continues into the present and the future. Built in 1930, today the **Hotel Palácio** retains many of the characteristics from that period. The atmosphere of exclusivity that pervades the Hotel makes an impression on everybody who enters it, from its imposing, entirely white facade and beautiful gardens, to the elegant and classic decor, which has been updated over the years but without losing its timelessness, luxury and sophistication.

Portugal Real Estate Summit Preferential Room Rates (Direct bookings only).

Classic room EURO 190 per night (includes breakfast)

To benefit from this preferential rate, reservations must be made with the organization when participants are registered for the event.



**Secure your place today!**

## **Early Bird discount!**

Book by Friday, 28th July 2017

	Before 28 July	After 28 July
<b>General Subscribers*</b>	€1,600	€1,850
<b>Partner Members*</b> (Members of Institutional Sponsors & Vida Imobiliaria & Observatorio Inmobiliario Subscribers)	€900	€1,100

**Bring your colleagues**  
**25% off additional registrations from the same company**

\* Includes VAT and local applicable taxes

### **Registration & Additional Information:**

- [www.portugalresummit.com](http://www.portugalresummit.com)
- Email: [info@iberian.property](mailto:info@iberian.property)
- Call us at: +351 222 085 009

### **Become a Sponsor!**

The Portugal Real Estate Summit provides an excellent opportunity to demonstrate knowledge, build meaningful relationships & generate new leads.

### **Sponsorship Opportunities Include:**

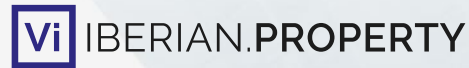
- Participation Packs that include sponsor's accommodation and transfers for guests
- Institutional Booth in the networking area
- Presence in the event's special magazine
- Sponsorship of coffee breaks & cocktail receptions

### **Sponsors & Exhibiting Companies**

Abreu Advogados | Aguirre Newman | CBRE | Cushman & Wakefield | Deloitte | JLL | MLGTS | Grupo SIL | Broadway Malyan | Baia do Tejo | Square SGFII | Explorer Investments

For more Information: - [amalingre@iberian.property](mailto:amalingre@iberian.property)

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