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Capital Markets Day
Spielberk, Brno

by
CTP.

CMD 23

CEE Growth Drivers from a Client's Perspective

Bert Hesselink, Moderator

GROUP CLIENT RELATIONSHIP DIRECTOR

CTP N.V.

Session presenters

Industry Guests



Filip Kozák

DIRECTOR, CORPORATE REAL ESTATE,
DHL SUPPLY CHAIN CEE

Filip has more than 15 years of experience in CEE real estate, having worked previously at CBRE, where he led the Industrial Agency team. He joined DHL in 2014, where he is responsible for DHL Supply Chain's Corporate Real Estate in CEE.



John Busby

DIRECTOR, INVENTEC
CZECH REPUBLIC

Originally from Scotland, John has worked with Inventec in Brno for more than 17 years after joining the company in 1997. In addition to his role as Director of Inventec's Czech operations, he is also Director for the EMEA region within Inventec's Worldwide operations team.



Marc Adrion

DIRECTOR CORPORATE REAL ESTATE,
VITESCO TECHNOLOGIES

Marc has more than 10 years of corporate real estate management experience in Germany and internationally. Prior to his current role as Director of Corporate Real Estate for Vitesco Technologies, he managed corporate real estate in EMEA and Australia for Continental and served as project manager for Eastern Europe, Russia, North Africa and the Near and Middle East for Daimler Real Estate.

Moderator



Bert Hesselink

GROUP CLIENT RELATIONSHIP
DIRECTOR

Bert is a well-respected real estate professional with 20 years of international experience in commercial real estate. He is responsible for translating rapidly changing tenant needs into business opportunities to develop better commercial spaces in sought-after locations in CEE.

CEE: The Place to Be

1
 Skilled human capital

Competitive rates combined with a skilled and large labour force

WAGES

33%

OF THOSE IN WESTERN EUROPE

2
 Connected markets

High infrastructure investments underpin future growth

MOTORWAY GROWTH SINCE 2000

271% CEE

16% WESTERN EUROPE

3
 Diversifying and expanding economies

Resilience and ability to capitalise on emerging trends, including the rise of EV and nearshoring

FASTEST GROWING CITIES WITH 1 MILLION+ POPULATION IN EUROPE

TOP 3

4
 Rising domestic consumption

CEE consumers are catching up to Western spending patterns, including online retail

GROWTH RATE OF CEE DOMESTIC CONSUMPTION COMPARED TO EU-27 AVG.

2x

5
 Strong real estate fundamentals

Demand outperforms the rest of Europe in a growing market

NET ABSORPTION

10.8% CZ/PL

6.3% S. & W. EUROPE



PARKMAKERS