



# Industrial Seminar Moscow 2009 Russian Retail Real Estate Market Yesterday, Today, Tomorrow

## DATE:

Friday, October 30, 2009

## VENUE:

Gallery Aeroport (Conference room)  
Leningradskiy Prospekt 62 A  
(near Metro station: Aeroport)  
Moscow  
Russia

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# Programme

- 9.45**      **Welcome address by ERES**  
Ramón Sotelo, Honorary Professorship Real Estate Investment Vehicles,  
Bauhaus-Universität Weimar, and Past-President ERES
- 10.00**      **The role of the retail segment in the Russian real estate market**  
Heiko Davids, Partner, Knight Frank Russia & CIS, Moscow
- 10.20**      **Trends in the Russian retail market**  
Prof. Prof. E.h. (RUS) Dr. Bernd Hallier, Founder and Managing Director, European  
Retail Institute EHI, President European Retail Academy, Cologne
- 10.40**      **The development of shopping centres in Russia**  
Oleg Voytsekhovskiy, General Director, Russian Council of Shopping Centers,  
Moscow
- 11.00**      **Rents, yields, tenants and investors—an overview of the retail real estate  
market in Moscow**  
Cameron Sawyer, President, GVA Sawyer, Moscow
- 11.20**      **Coffee Break**
- 11.40**      Panel Discussion  
**Retail Real Estate in Russia – Experiences and Expectations**  
Heiko Davids, Partner, Knight Frank Russia & CIS, Moscow  
Florian Schneider, Lawyer and Partner, Salans, Moscow  
Oleg Voytsekhovskiy, General Director, RCSC, Moscow  
Cameron Sawyer, President, GVA Sawyer, Moscow  
Prof. Dr. Bernd Hallier, President, European Retail Academy, Cologne
- 12.30**      **Conclusions and Closing**

Moderator of the Programme: Andreas Schiller

Followed by a lunch reception

Translation: Russian—English / English—Russian