FIABCI Central Asia Investment Forum and Trade Mission International Investment Forum FIABCI Central Asia
October 20, Ritz-Carlton Astana

Investment Forum from the International Real Estate Federation FIABCI Central Asia will be held for the first time in Astana.

“Strategies. Investments. Technologies” under this motto, the First FIABCI Central Asia Forum will be held, bringing together three business formats in one place: property tour - tours to real estate objects, the Discussion conference and the Central Asia Property Awards 2022 - Awarding the Best Real Estate Properties.

Program

14:00 - 14:10 Grand opening with the Minister of Industry and Infrastructure Development of the Republic of Kazakhstan

14:15 – 15:30 Key session “Investment potential of the real estate market: the era of the “new normal”

2022 become a difficult year for the construction market participants. The unstable situation in the world has shown that the industry can face global and, most importantly, completely unexpected challenges. And today, the state and business will have to work together to solve number of issues to maintain stable development and ensure the volume of new construction.

Topics for discussion:

- International experience in assisting the construction industry: anti-crisis measures, financing, investments
- Recovery of investment activity – prospects for the next year
- Transformation of the industry: Are the plans to achieve the given volumes of construction realistic?
- Reducing administrative barriers: what can be radically changed? What can be changed right now?
- Development and the future of cities - how different countries respond to the question of combining the interests of a private developer and the tasks of creating a comfortable urban environment
- Different formats of real estate investments: how can an investor choose the most suitable format?
- Other people's money - a forecast of the activity of foreign investors in the Kazakhstani market
- Financial bubbles: how to exit the project in time

15.30 -16. 00 Coffee break

16.00 – 17:30 Business discussion “Offices, warehouses, trade, hotels – what will bring profit to an investor?”

Does commercial real estate remain an interesting investment market next year and what are analysts' forecasts for next year? Discussion experts
analyze the market, leading and outsider segments, tools to increase the investment attractiveness of projects, management optimization and much more.

Topics for discussion:

• Investment deals-2022: market overview and analysts' forecasts
• Collective investment - the future of the market? Practice of office, warehouse and apartment projects. Management, contractual relations, payment of dividends
• Trust management in commercial real estate: how to choose a successful investment project
• Warehouses: investment prospects for the segment
• Traditional offices and co-working spaces - what to invest in?
• Potential of shopping centers and street retail: what does the market offer to a private investor?
• What's next for the hospitality industry?

Parallel Hall:

16.00 – 17:30 Session “Efficiency of development and construction business: development strategies in new market conditions”

The new reality of development in Kazakhstan will be formed not only market and macroeconomic factors, but also the development of government initiatives aimed, on the one hand, at supporting business, and on the other hand, at protecting the buyer. What strategy to choose in these conditions: change the geography of work or pricing policy, redistribute projects in the portfolio, wait for help from the state, move to another segment - this will be discussed by the experts of the conference.

Topics for discussion:

- Will only giants survive? Is the market waiting for the consolidation of players, mergers and takeovers, exit of small companies – how will the market shares be redistributed in the coming years
- Strength in diversity: diversification of the portfolio of projects by developers, including expansion into the regions and development of new business lines
- Two sides of state support. How government measures support business and why some companies refuse them
- Minimization of risks of implementation of development projects. Right side
- Subsidizing small and medium-sized businesses: how small and regional companies can stay afloat and continue construction
- Increasing prices and rental rates – is the strategy effective under the current conditions?
- Preferential mortgages are a lifeline for residential development. What's next for the market?
- Build on your own: the share and prospects of companies relying on equity capital
- Focus on innovation: new technologies and features. What is the result of them.
- The impact of digital on the development market: changing trends in consumer behavior in new market conditions

17.30 -18.30 - Coffee break, free communication

18.30 - End of the forum. Central Asia Property Awards 2022 Ceremony.

Awards ceremony nominations:

FIABCI nominations that receive an automatic opportunity to enter the world stage:

1. **Sustainable development**. A project that reconstructs/preserves the existing environment or uses energy saving technologies.
2. **Restoration / Redevelopment.** Buildings restored with the restoration of their historical appearance and purpose, as well as buildings that have been reconstructed and adapted for modern use (redevelopment).
3. **Hotel real estate.** Hotel complexes, apart-hotels.
4. **Industrial real estate.** Industrial buildings, industrial parks, technology parks, warehouses, factories, workshops, etc.
5. **Master plan.** Projects of integrated development of territories.
6. **Office real estate.** Office buildings.
7. **Residential real estate.** The best projects in each of the categories below will be awarded.
    - ○ High-rise residential property: residential complexes, high-rise residential buildings, 17 floors and above.
    - ○ Mid-rise residential property: residential complexes, high-rise residential buildings, from 6 to 16 floors.
    - ○ Low-rise residential property: cottage communities, townhouses, 5 floors and below.
8. **Recreational sector.** Recreation and recreation facilities (theme parks, resorts, ski resorts, country recreation areas, etc.).
9. **The best architectural and construction project.** Projects at the design and construction stage.

FIABCI nominations are based on the categories and criteria of the FIABCI World Prixd'Excellence, and the winning projects in Central Asia automatically receive the right to participate in the international stage of the FIABCI Prixd'Excellence Competition.

In addition, special nominations of the competition will be presented:

1. Shopping centers. The best projects in each of the categories below will be awarded.
- ○ Shopping centers: large (from 100,000m2).
- ○ Shopping malls: Medium (50,000 to 100,000m2).
- ○ Shopping malls: small (up to 50,000m2).

2. The best management company.

3. The best cleaning company.

4. Manager of the year.

5. Consultant of the year (person/company).

6. Broker of the year (person/company).