



## Invitation to ImmoVest Congress 2006 9 – 10 March 2006

Europe's Congress for Vacation Real Estate and Second-Homes at the ITB Berlin



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 **Messe Berlin**



## Immovest Congress Program Thursday 9 March 2006 Locations and Real Estate Products ...

### **From 2:30 pm: Check-in**

#### **3:00 pm: Greeting**

Dr. Martin Buck, ITB Manager, Messe Berlin GmbH  
- Julien Jordan from Reitzenstein, Immovest

#### **3:15 pm: Opening Speech**

Georg Wilhelm Adamowitsch (requested), State Secretary for Tourism, German Federal Ministry for Economic Affairs and Employment

#### **3:45 pm: Special Countries – Eastern Europe and Turkey, Market descriptions**

**Poland – Which trend is defining investment?** Prof. Jozef Olszynski, Director of the Economics and Trade Department, Embassy of the Republic of Poland in

Berlin – Dr. Christian Schnell, Brokhuis Schnell Jurczak Prusak, Warsaw

**Croatia – A special holiday destination,** Anna Maria Wachter, IMMOWA Anna Maria Wachter e.K.

**Turkey – The new world of holiday homes today and in 10 years?** Hüseyin Baraner, President of the European Turkish Tourism Council

#### **4:45 pm: Coffee break**

**5:15 Uhr: European comparison of German holiday and tourist destinations – Which is the most popular?** Hans-Peter Rietze, Head of Corporate Real Estate Management, TUI AG – Anno August Jagdfeld, FUNDUS-FONDS Verwaltungen GmbH – Kurt Scholl,

Hapimag – Stefan Albert, Engel & Völkers International GmbH

Moderator of the panel discussion: Hans-Christoph Noack, Frankfurter Allgemeine Zeitung

#### **6:15 pm: Walk to the International Club Berlin**

**From 6:30 pm: A future-orientated dialogue in the evening** – The global need for energy and resources – What are the consequences for the new German government?

Dr. Joachim Pfeiffer, member of the German Bundestag and policy speaker on energy for the CDU/CSU party group in the German Bundestag.

#### **Approx. 8:00 pm: End of the first day's events**



## Immovest Congress Program Friday, 10 March, 2006

... Satisfying tourists's demands ...

### **From 8.45 am: Check-in**

**9:15 am: An overview of the European and global holiday home markets**, Dr. Thomas Beyerle, DEGI Deutsche Gesellschaft für Immobilienfonds mbH

**10:00 am: Planning and realization of holiday hotels and resorts: quality and budgetary demands**, Olaf Steinhage, hcb-hospitality concepts berlin GmbH – Michael Fischer, HOCHTIEF Construction AG

**10:45 am: Coffee break**

**11:15 am: Domaine Terre Blanche golf resort in southern France – World class dream villas and more**, Dominique Munch, Drees & Sommer France GmbH

**11:45 am: Development and financing of vacation**

**complexes in Germany – Issues and solutions for success**, Erhard Stammberger-Riemer, Erhard Stammberger-Riemer company and project consulting for vacation and leisure facilities and hotels

**12:30 pm: Lunch served together**

**1:45 pm: Sale and rental of German vacation real estate and second-homes: Who are the target groups and which products satisfy their needs?**

Wolfgang Henrichs, H&P Touristik GmbH – Jürgen Böhm, Immobilien Scout GmbH - Jens Ladehof, BHW Immobilien GmbH – Moderator of the podium discussion: Miriam Beul, journalist

**2:30 pm: Increasingly overlapping work and vaca-**

**tion times – Insights and consequences for hotel planning and management**, Otto Lindner, Lindner hotels corporation

**3:00 pm: "Every property is a vacation property" – Answering Austrian regulations that squeeze property renters**, Dr. Dieter Holzapfel, CGT Property Group

**3:30 pm: Coffee break**

**4:00 pm: Centralism versus federalism – advantages of purchasing property in France**, Maitre Volkhard Hente, Lawyer, Strasbourg  
**Fiscal and legal pitfalls for property purchases and sales in Spain,**



... Future trends and successes

Rainer K. Klingenfuss, Knauthe Eggers legal and tax advisors

**5:00 pm - 5:30 pm: Dubai boom – With demand still satisfying supply, how risky is this market for real estate players?**

Dubai pioneers relate experiences: Ralph P. Viereck, Engel & Völkers Projektmarketing International GmbH – Dr. Ekkehard E. Paulus, ACN International GmbH, Hotel & Resort Development

**6:00 pm: Participants driven from the trade show to the House of Brandenburg and Prussian History in Potsdam.**

**Approx. 6:30 pm: Dinner in the Kutsch-Stall,**

with Alexander Grad Lambsdorf (requested), member of the European Parliament

**Approx. 9:00 pm: End of event**

**Additional program on 11 March, 2006**

**9:30 pm: HVB Immobilien AG invites you to breakfast at the Seddin Lake Golf & Country Club near Potsdam, followed by a tour of the company's development project.**

**From 11:00 pm: A free game of golf**

## Binding registration for Immovest Congress 2006

- Yes, I will attend on 9 & 10 March, 2006
- Yes, I will also take part in the evening event at the International Club Berlin on 9 March 2006
- Yes, I will also take part in the evening event at the Kutsch-Stall on 10 March 2006 with \_\_\_\_\_ accompanying guest(s).
- Yes, I will also take part in the additional program from HVB Immobilien AG on 11 March 2006.
- Unfortunately, I cannot take part.

**Fax registration number: +49 211.46.30.51** or by post to: Bernd Heuer Dialog GmbH 300451, 40404 Düsseldorf, Contact person: Ms. Sevgi Hund, Tel: +49 211.46.905-13, Fax: +49 211.46.30.51, e-mail: hund@heuer-dialog.de

Last name \_\_\_\_\_ First name \_\_\_\_\_

Company \_\_\_\_\_

Position \_\_\_\_\_ Department \_\_\_\_\_

Street \_\_\_\_\_ Post code / town \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Date / signature / company stamp \_\_\_\_\_

**FEES: €290.00**, All prices exclude 16% VAT and include entrance to ITB Berlin, Immoest Trade Show, lunch, coffee and beverages during the event, as well as both evening events and the additional program on 11 March 2006. An additional cost of €99 is incurred for each additional accompanying person at the dinner in the Kutsch-Stall.

**PARTICIPATION CONDITIONS:** The participation fee is due immediately after receipt of the invoice. A processing fee of €50 plus 16% VAT is charged for cancellations made up to and including 22 February, 2006. If registration is cancelled after this date without naming a replacement participant, 50% of the participant fee is charged. The full fee is incurred for cancellations on the day of the event or non-appearance. Cancellations must be made in writing. The organizers reserve the right to make program changes. (Excerpt from the general terms and conditions)



## An overview of the experts:

**Georg Wilhelm Adamowitsch** (requested), State Secretary for Tourism, German Federal Ministry for Economic Affairs and Employment  
**Stefan Albert**, Managing Director, Engel & Völkers International GmbH  
**Hüseyin Baraner**, President of the European Turkish Tourism Council  
**Miriam Beul**, journalist  
**Dr. Thomas Beyerle**, Research & Strategy Director, DEGI Deutsche Gesellschaft für Immobilienfonds mbH  
**Jürgen Böhm**, Managing Partner, Immobilien Scout GmbH  
**Dr. Martin Buck**, ITB Manager, Messe Berlin GmbH  
**Michael Fischer**, Hotel Construction Manager, HOCHTIEF Construction AG  
**Wolfgang Henrichs**, Manager, H&P Touristik GmbH  
Maître **Volkhard Hente**, lawyer, Strasbourg  
**Dr. Dieter Holzapfel**, Project Management, CGT Property Group

**Anno August Jagdfeld**, Managing Partner, FUNDUS-FONDS Verwaltungen GmbH  
**Rainer K. Klingenfuss**, lawyer and notary, Knauth Eggers legal and tax advisors  
**Jens Ladehof**, Sales Director, BHW Immobilien GmbH  
**Alexander Graf Lambsdorff** (requested), MdEP  
**Otto Lindner**, Chairman, Lindner Hotels Corporation  
**Dominique Munch**, Managing Partner, Drees & Sommer France GmbH  
**Hans-Christoph Noack**, journalist, Frankfurter Allgemeine Zeitung  
**Prof. Józef Olszynski**, Director of the Economics & Trade Department, Embassy of the Republic of Poland in Berlin  
**Dr. Ekkehard E. Paulus**, Managing Partner, ACN International GmbH, Hotel & Resort Development

**Dr. Joachim Pfeiffer**, Member of the German Bundestag and policy speaker on energy for the CDU/CSU party group  
**Julien Jordan von Reitzenstein**, ImmoInvest  
**Erhard Stammler-Riemer**, proprietor of Erhard Stammler-Riemer Enterprise & Project Consulting for vacation and leisure facilities and hotels  
**Hans-Peter Rietze**, Head of Corporate Real Estate Management, TUI AG; Board Chairman, Preussg Immobilien GmbH  
**Dr. Christian Schnell**, Partner, Brokhuis Schnell Jurczak Prusak, Warschau  
**Kurt Scholl**, CEO, Hapimag  
**Olaf Steinhage**, CEO, hcb-hospitality concepts berlin GmbH  
**Anna Maria Wachter**, CEO, IMMOVA Anna Maria Wachter Ltd.  
**Ralph P. Viereck**, Managing Partner, Engel & Völkers Project Marketing International GmbH



## Support for Immovest 2006

### **Event location, 9 & 10 March, 2006:**

ICC Berlin (Main Entrance)  
Neue Kantstrasse / Messedamm  
14057 Berlin  
Telephone: +49 30.30.38.30.68

### **Evening event, 9 March, 2006:**

International Club Berlin  
Thüringer Allee 5-11  
14052 Berlin  
Telephone: +49 30.30.67.22-0

### **Evening event, 10 March, 2006:**

House of Brandenburg and Prussian History  
Kutsch-Stall  
Am Neuen Markt  
14467 Potsdam  
Telephone: +49 331.62.085-50

**Room reservations:** You have the option to book a room at a preferred price in three selected hotels in Potsdam until 1 February, 2006. You will receive a hotel booking form with your registration confirmation.

**Transfer:** A transfer from the trade show to the evening event on 10 March, 2006 at the Kutsch-Stall is provided.



[www.immvest2006.de](http://www.immvest2006.de)



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