

# - CREN - Croatian Real Estate Newsletter

filipović  
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## CREN PATRONS



**AMCHAM10**  
*godina u Hrvatskoj years in Croatia*



AGENCIJA ZA PROMIĆANJE  
IZVOZA I ULAGANJA



## TABLE OF CONTENTS

1. INTERVIEW - Alan Herjavec, Head of Project Finance Societe Generale – Splitska banka.....	2
2. PRESENTATION OF THE PROJECT - JASTREBARSKO LOGISTIC CENTRE.....	6
3. STATISTICS.....	9
3.1. Average Asking Prices of Real Estate Offered for Sale – September 2008..	9
3.2. Statistical Reports of the Central Bureau of Statistics from the Area of Civil Engineering.....	9
3.2.1. Construction work indices, July 2008.....	9
3.2.2. Building permits issued, July 2008.....	10
4. PRESSCLIPPING.....	10
4.1. TriGranit Starting to Build the Arena Centre.....	10
4.1.2. Outlet Opens on 12 November.....	11
4.2. News from the region .....	11
5. PAST EVENTS.....	14
6. DO NOT MISS OUT.....	14

## TOPIC OF THIS ISSUE:

### CROATIAN AND WORLD REAL ESTATE MARKET

**Alan Herjavec**  
**Head of Project Finance**  
**Societe Generale – Splitska banka**

## 1. INTERVIEW

### **Alan Herjavec, Head of Project Finance Societe Generale – Splitska banka**



## **CROATIAN AND WORLD REAL ESTATE MARKET**

### **Could you introduce yourself briefly?**

My name is Alan Herjavec. I was born on 14 May 1978 in Zagreb. I went to grammar school in Zagreb, and in 2002 I graduated in business economics from the Faculty of Economics and Business of Zagreb University. In that same year, I started working at HVB Bank Croatia d.d. as an analyst in the Team for Large Croatian Companies, in the Sector for Operations with Legal Entities. In 2005, I became deputy head of the then newly established Department for Property Funding, and it was at that time that Splitska banka, as one of the first banks on the market, recognized the property funding segment as an important segment of corporate banking.

Since the beginning of 2008, I have been working as the head of the Department for Project Funding in the Corporate Banking and Market Sector of the Societe Generale – Splitska banka d.d. The Department for Project Funding, besides taking care of issues related to property funding, which is an area where we have truly extensive experience and numerous successful projects, is also responsible for other

areas of project funding and structured funding.

### **What is your view of the current state of play on the financial market internationally and in Croatia?**

We live in a time of financial crisis, which is deeper than any crisis that the developed western countries have experienced since the 1930-ties. In the past couple of days, we have witnessed the collapse of large and globally renowned investment banks, such as Bear Sterns, Merrill Lynch, Lehman Brothers, or insurance companies, such as AIG, and during this whole year we have frequently heard that banks, such as UBS, RBS or Barclays, were forced to write off significant amounts due to bad investments, or that they even had to sell some of their assets. It is interesting to notice that the crisis appeared and it was most strongly reflected on the market of subprime mortgage loans in the USA, and in the segment of the financial market, which is closely linked to the property market and property funding. These developments strongly affected the property market, they caused what is called a "credit crunch", and it made it much more difficult for developers to access the credit funds necessary for

funding new projects, and this is especially the case with large projects, which require syndicated loans. Although the Croatian financial system has proved to be solid and stable, this situation was necessarily reflected on the financial market in Croatia as well, and along with some local factors, among which the most important is certainly the increasingly restrictive limitations on bank growth by the Croatian National Bank, has made it difficult to access loans for property developers, and to some extent it has contributed to the crisis in some segments of the property market. Property developers, especially those who develop large projects, are forced to invest additional efforts in order to ensure their funding and start their projects. Increased interest rates and lower availability of loans are slowing down the implementation of planned projects, and they are reducing their number.

**Do the banks in Croatia recognize property funding as a specific area of bank operations?**

Most leading banks, which do business in the Republic of Croatia have recognized property funding as a specific area of banking, or more precisely, as a specific segment of corporate banking. The rapid development of the property market and the construction industry is enhanced by a shortage of all kinds of property, and the development of some other industries, such as retail, have enhanced the speedy development of property funding as a separate area of funding and of corporate banking as such. Banks were motivated to apply new funding models, and to introduce corresponding products, which gave them a competitive advantage in this newly established market segment.

Today, most large banks have specialized organisational units, departments, boards or teams in charge of property funding or project funding. Such departments usually employ about 5 staff members, although this number varies significantly from bank to bank. Even those banks, which have not organized their property funding within special organisational units, apply special procedures for approving this type of loans, and they have special credit policies for this segment. Besides credit funding, some banks use bank-related companies to invest directly in project equity or they provide the services of real estate agents, property value assessment and similar.

**From the perspective of the investor, what are the advantages of property funding as a form of project funding when compared to classic corporate funding?**

The advantages are numerous. One of the main reasons for using property funding is that this funding model offers the possibility of intensive use of financial leverage, thus increasing the return on investment. In addition, the structure of project funding is such that it makes it possible for the investor to shape it as off-balance funding, which means that the debt is not visible in the balance sheet of the company, who is a foreign investor, or the sponsor, but only on the balance sheet of the special purpose vehicle, which is the formal beneficiary of the loan. Applying the model of property funding increases the investor's possibilities of debt financing, because – as a rule – project funding through a special purpose vehicle, without guarantee by the investor, or sponsor, is not calculated as regular debt (from the

sponsor's perspective this is off-balance-sheet funding), which can increase the total ability of debt financing by the sponsor, and make it possible to implement several projects at the same time. Even in a case that the investors have a sufficient amount of their own capital, they can still decide to increase their debt, and to invest their own surplus capital in other property. Since the capital is thus invested in several pieces of property, the investors are able to reduce the overall risk of their portfolio. Also, if the funding is structured as property funding, as a rule, the investor is not responsible for the commitments of the special purpose vehicle, which means that the investors' risk is limited to the amount of their own funds invested. This also has a significantly lower impact on possible lowering of the investor's credit rating, if the risk of investment in a certain project is limited by the structure of project funding. Property funding, and project funding in general support the possibility of risk distribution, and of joint investment by several investors through a special purpose vehicle (SPV). This also increases the possibilities of business combinations, since the level of their own capital, necessary for project funding is – as a rule – lower, so that a financially weaker investor can more easily be an equal partner with a larger investor, since the investment required on its part is significantly lower. One of the main advantages is certainly the fact that loans for property funding normally have longer maturity periods than classic corporate loans. Long-term funding is necessary for developing commercial property, since relatively high investments in the property cannot normally be repaid in a short period. It is usual that the return on investment in such property takes 15 to

20 years. Therefore, such investments cannot usually be financed by classic corporate loans, which normally have maturity periods of up to 10 years. If project quality, which is determined by a series of factors, is greater than the quality of the investor, it is possible that the project credit rating is higher than the investor's credit rating, and that therefore the funding of the project is arranged under more favourable conditions that would be the case with a classical corporate loan to the developer.

**What were the types of property that banks have financed so far, and what segments of the market are assessed by banks as the most interesting in future?**

The banking sector has supported the development of the property market, and of individual segments of this market, and responded to its demands. Banks in Croatia are actively funding all types of property. A dominant segment in loan financing was the funding of housing, which has so far certainly been the largest and the most active market segment. This was enhanced by the fact that housing construction projects truly have a broad range of sizes, and that for the most part the developers included companies, which were corporate clients of these banks from earlier. One should not neglect the fact that property funding made it possible for the banks to offer housing loans as a strategic product, which hugely contributed to the fast growth of the banks' assets. The banks also supported the extensive construction of office premises, especially in Zagreb, in the period 2003-2007, and the expansion of commercial property development, which is still ongoing. Next to the housing construction, which

– despite the obvious stagnation of the Zagreb market – will still remain the predominant segment, most banks see further growth possibilities in the funding of tourism projects, where there is still a lack of good quality properties, and in the funding of industrial property, which is the market segment in which we anticipate growth.

**Are there standards of the financing market in Croatia, as it is the case on the developed financial markets?**

On developed financial markets, property funding is a usual segment of banking, and there are quite clear funding standards. We could say that over the years, relatively balanced funding standards have also developed in Croatia. Naturally, there are always exceptions. Most bankers, who work in the area of property funding in Croatia today, share this opinion. So, we can say that both in the segment of funding property development, as well as with investment in existing properties, the debt financing normally covers 70 to 80% of the total project cost, or of the property market value. Naturally, this is the market average, but it is not unusual to see models where even 90% of project costs are funded, or some more conservative funding structures. Banks mostly offer similar products, and with some exceptions, they mostly request similar insurance instruments and they stipulate similar conditions for obtaining a loan.

**To what extent has property funding in Croatia contributed to the development of the banking sector? Can the Croatian banking sector be compared to that of the more developed countries of the CEE region in this segment?**

Property funding started accelerated development in Croatia only in the past 5 or 6 years. This segment of the banking business, although it does not represent a large share of the banks' assets in absolute amounts, still – as a relatively new area of banking business – it has contributed significantly to the rapid growth of the banks in Croatia. Annual growth rates in this segments have even exceeded 50%, if we look at the estimates of the market size for 2005 and 2006, for instance. Other, developed countries of the CEE region experienced a similar situation, but in those countries, the market of property funding started blossoming a couple of years earlier when compared to Croatia, such as for instance in the Czech Republic, where the fastest growth was recorded in 2003 and 2004, where loans aimed at property funding accounted for almost all growth of loans in the corporate sector.

If we compare Croatia with for instance Hungary and Poland in 2006, it is evident that the share of loans aimed at property funding grew at a higher pace in Croatia, but this was only a matter of catching up with these countries with respect to the share of property funding in the total banks' assets, which currently amounts to 3.5% in Croatia. 2007 was a turning point, because – in line with what the bankers had previously anticipated – there was a significant reduction in the share of property funding loans of Croatian banks, followed by a significant increase of foreign debt in the segment of property-related operations. This trend is also evident in the first publication by the Croatian National Bank on financial stability, published in June 2008.

**Tell us something about the changes on the property funding market.**

The crisis on developed financial markets resulted in the introduction of stricter credit policies by the banks. The banks demand a higher share of own investment from developers, and the amount of loans that the banks are ready to offer has been reduced in relation to the total cost of the project, or in relation to the property market value. According to the research conducted by CBRE, in most countries of the European Union, the LTV accepted by the banks fell by about 20% in 2007. Further, LTC acceptable to the banks was also reduced in the second half of 2007 from an average 75% to approximately 65%. Besides a higher share of own capital, the banks also demand a higher „presale“ or „prelease“. The „prelease“ requested by the banks increased in the second

half of 2007 from on average 20%-30% to approximately 40%. Besides more conservative credit policies in terms of quantitative indicators, there were also changes in terms of quality. The process of loan approval became longer and more complicated, and banks prefer funding the projects of those clients, with which they have had long-term cooperation, and which they know well. Although it is certain that, partly under the influence of their parent banks, and partly due to the measures implemented by the Croatian National Bank, and to some extent due to the changed situation in individual segments of the market, the Croatian banks have become somewhat more conservative in relation to conditions for approving loans, it still seems that the appetite of Croatian banks for further development of this area of banking operations and for funding new good-quality projects remains unquestionable.

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## **2. PRESENTATION OF THE PROJECT**

### **S IMMORANT LEASING**

The construction of the largest logistics park in Croatia – Jastrebarsko Logistics Centre - will begin in 2009. Next to the existing logistics centres of Lidl and Magma, the first stage of this project will include the construction of 70,000 m<sup>2</sup> of logistic facilities, along

### **JASTREBARSKO LOGISTIC CENTRE**

with the necessary offices. This logistics centre will be characterized by a modular approach, great flexibility and modern equipment, which is crucial for users, who keep pace with time and technology development. It will offer several types of halls, which

should satisfy both large and small users. Regardless of the surface area, each user will have full control of the costs, and functional independence within the logistics centre. The use of

modern materials and equipment ensures the long-term profitability of this investment, as well as user satisfaction.



As this is only the first stage of construction of the logistics centre, all future users will have the possibility to extend the premises they use in the following stages of the project, which is a crucial detail for many customers, and it will certainly positively influence the development policy of every user of the centre. Also, the upcoming stages of the project should also include the additional facilities that accompany all internationally renowned logistics centres that serve as a model for the Jastrebarsko Logistics Centre.

Transport connections with the Jastrebarsko Logistics Centre are optimal for all users, who rely on road transportation. The Centre is located in the immediate vicinity of the Jastrebarsko toll station, on the A1

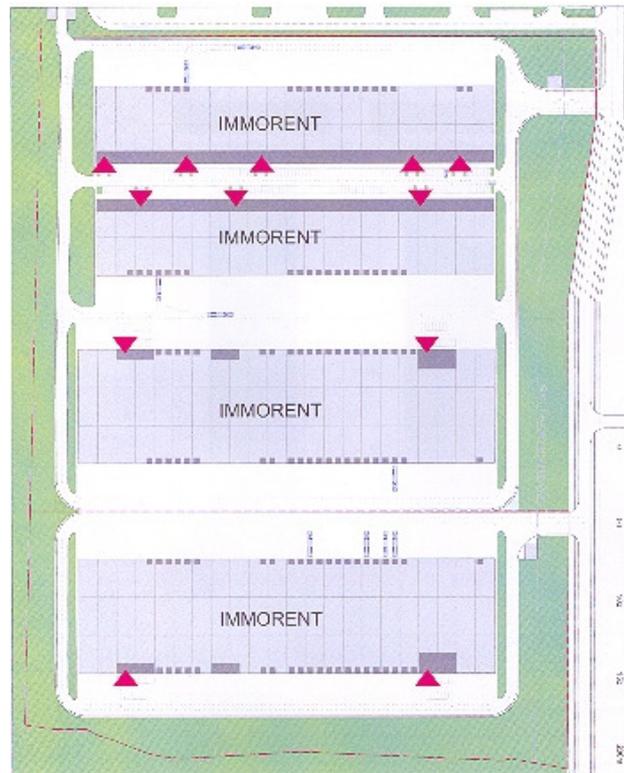
motorway towards Rijeka and Dalmatia. The A2, A3 and A4 motorways are also easily accessible due to the vicinity of Zagreb and the Lučko intersection. In the foreseeable future, the project will also include a railway line, which will give it an additional dimension. Its location in the immediate vicinity of the most important transit routes guarantees great interest from potential users and ensures ideal conditions for business operations in the long run.

Professional facility management should ensure the flawless operation of the centre, and the quality of the construction work and modern materials will guarantee low maintenance cost.

The Jastrebarsko Logistics Centre is a project of Immorent Croatia, and it will be implemented in cooperation with the

company Niva Inženjering as project partner.

- 20km from Zagreb
- Excellent transport connections
- Access to important transit routes
- Adriatic region / Port of Rijeka – Central Europe
  - Western Europe – Eastern Europe
- Approx. 70,000m<sup>2</sup> of logistics, warehouses, production and offices
  - 12,000m<sup>2</sup> to 20,000m<sup>2</sup> of buildings
- Great flexibility – units ranging from 2,000m<sup>2</sup> to more
  - Professional Facility Management
  - Modern infrastructure and equipment
    - Low costs
- Availability Q4 2009



### 3. STATISTICS

#### 3.1 Average Asking Prices of Real Estate Offered for Sale – September 2008

	average price EUR/m <sup>2</sup>	price range EUR/m <sup>2</sup>
<b>ZAGREB</b>		
<b>Housing</b>		
Apartments	<b>2.205</b>	<b>817 - 6.000</b>
Houses	<b>1.950</b>	<b>593- 7.700</b>
<b>Commercial space</b>		
Offices	<b>1.875</b>	<b>840 - 3.809</b>
Business premises	<b>2.258</b>	<b>668 - 8.663</b>
Office blocks	<b>1.312</b>	<b>618 - 2.102</b>
<b>COAST</b>		
<b>Housing</b>		
Apartments	<b>2.130</b>	<b>848 - 6.315</b>
Houses	<b>1.915</b>	<b>263 - 11.600</b>
<b>Commercial space</b>	<b>1.587</b>	<b>555 - 4.605</b>
<b>Tourist facilities</b>	<b>2.817</b>	<b>780 - 9.537</b>

Average is calculated on the basis of the currently quoted prices on the Burza nekretnina d.o.o. (*Real Estate Stock Market Ltd.*), which is available online: [www.burza-nekretnina.com](http://www.burza-nekretnina.com).

#### 3.2. Statistical Reports of the Central Bureau of Statistics from the Area of Civil Engineering

##### 3.2.1. Construction work indices, July 2008.

In July 2008, construction works increased by 15.0%, as compared to July 2007.

Construction works in the period from January to July 2008 increased by 12.6%, as compared to the period from January to July 2007.

In July 2008 :

- by type of constructions, 47.6% out of the total working hours were done on buildings and 52.4% on civil engineering works;

- by type of works, 62.8% out of the total working hours were done on new constructions and 37.2% on reconstructions, repairs and maintenance.

Notice: Building permits issued, July 2008, central Bureau of Statistics, Zagreb, 2008.

### 3.2.2. Building permits issued, July 2008

In July 2008, there were 897 building permits issued, which was by 4.1% more than in July 2007.

The total number of building permits issued in the period from January to July 2008 was by 16.8% lower, as compared to the same period of 2007.

In July 2008:

- by type of constructions, 86.4% out of the total number of permits were

issued on buildings and 13.6% on civil engineering works

- by type of construction works, 81.5% of permits were issued on new constructions and 18.5% on reconstructions.

According to permits issued in July 2008, it was expected for 1 564 dwellings with the average floor area of 85.7 m<sup>2</sup> to be built.

Notice: Building permits issued, July 2008, central Bureau of Statistics, Zagreb, 2008.

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## 4. PRESSCLIPPING...

Source: Poslovni dnevnik, 9 September 2008

### 4.1. TriGranit Starting to Build the Arena Centre

Today, Trigranit Zagreb released the information that on 7<sup>th</sup> August, it obtained a building permit for the Arena commercial and entertainment Centre.



The project worth 220 million EURO will be built in the part of Zagreb called

Lanište, and it will extend over a surface area of 175,000 square meters. TriGranit has selected the main contractor – a consortium consisting of Mucić & Co from Gornji Muć as the consortium leader, Mucić & Co. from Ljubuško, Međimurje graditeljstvo from Čakovec and Tromont from Split. The press release informs us that the work of preparing the building plot for construction has started, after obtaining a valid building permit. The beginning of construction is planned for September. The opening of the centre is expected in spring 2010.

The Arena Centre is designed according to projects, which are the result of cooperation between local and foreign architects, UPI-2M and Design International, and it will offer 60,000 square meters of net leasable surface. The Arena Centre will have 10 large and 200 small and medium-sized stores, a Ipercoop hypermarket

covering 10,000 square meters, a CineStar multiplex cinema with 9 screens, and other facilities in the fields of entertainment and gastronomy. It is stated that 3,500 parking spaces will be available to visitors, of which 3,000 are located in an underground garage, on a single level.

**Source: Poslovni dnevnik, 25 September 2008**

### **4.1.2. Outlet Opens on 12 November**

The Israeli Prigan Holdings has invested 45 million EURO in the Construction of an Outlet with more than 100 Stores

The Sveta Helena Outlet Centre, located in Sveta Helena on the Zagreb – Varaždin motorway, will open its doors to buyers on 12 November. In the words of the Outlet Centre manager, Mordechai Erel, who was interviewed for Poslovni dnevnik, the centre, which is situated near Zelina, will be finalized in October, and tenants will have a month – until 12 November – to adjust the premises to their needs.

#### **The New Model**

The pre-lease in the outlet centre is satisfactory, says Erel, and more than 70 percent of the premises have already been leased. The project itself, which was planned in two stages – 54 stores in each stage – has undergone certain changes. According to Erel, as a result of tenants' wishes, instead of 60 stores, the first stage will include the construction of 80 stores with surface areas ranging from 50 to 1500 square meters. More than half the units have a surface of 140 square meters of business premises. The Outlet Centre is a greenfield investment of the Israeli

Prigan Holdings Ltd, which has been present in Croatia since 2002. The total value of the investment amounts to 45 million EURO, and the stores – altogether more than a 100 of them – will take up about 25,000 square meters of premises. The Centre will extend over a plot larger than 150,000 square meters, and the construction method is another innovation in comparison to Croatian shopping centres built so far. Instead of one monolithic building, this centre will look like a small residential neighbourhood with roofed-over streets and promenades.

#### **The Competition**

Looking at the competition – the Sveti Križ Začretje Outlet Centre, which should open in Zagorje soon, Erel said that they were aware of the competition when they started this project. "An outlet centre will soon be opened near Graz, and there are already two in Slovenia, near Ljubljana and Maribor. When you take into account that a large classic shopping centre will soon be opened in Zaprešič, and the Trigrit next to the Zagreb Arena – it is clear that there is huge competition", says Erel. In his words,

there is room for only two centres on the Croatian market. "However, we believe that we are in a better position. We perceive our advantages in the fact that we are situated on the Zagreb-Varaždin-Budapest motorway, which is used by 26 thousand motor vehicles

every day, and this number rises to 36 thousand in the summer. We are only 15 km away from Zagreb, and there is no toll for that section of the motorway. The catchment area of Sveta Helena covers 2.5 million people", said Mordechai Erel.

## 4.2. News from the region

### Europe Real Estate News, Monday 15 September 2008 Europe's largest single real estate acquisition completed (ES)

On Friday September 12, Propinvest announced the completion of the €1.9-billion acquisition of the Global Headquarters complex of Banco Santander in Boadilla del Monte in Madrid, Spain. This transaction represents the largest single European real estate acquisition ever completed. Bank debt to assist the acquisition has been provided by a consortium of banks led by Royal Bank of Scotland, HSH Nordbank and Bayern LB.



The award winning HQ complex comprises 175,000 m<sup>2</sup> of offices and ancillar accommodation on a site of 165 hectares. Over 9,000 employees work at the location

The property is secured on a 40-year triple net lease (without break) payable by Banco Santander SA, an AA rated Bank. The rental cash flow from the lease increases annually on a compound and upward only basis by 175% of the prevailing Eurozone CPI (inflation) rate. The initial annual rental income is €83 million. The rent and inflation linked uplifts provide an anticipated nominal value of €9 billion over the term of the lease

Banco Santander SA is the world's third largest bank by profit and the fourth largest by market capitalization. Operating principally in Spain, the United Kingdom, Europe and Latin America, it has 129,000 employees, 65 million customers, over 10,000 branches and 2.3 million shareholders

A spokesman commented: "This highly complex transaction has been undertaken in extremely challenging financial markets

"To fund this transaction in such an environment is a testament to the quality and opportunity of this unique and exceptional investment

“We are grateful to our banking partners and our professional team all of whom have been outstanding.”

## 5. PAST EVENTS...

<i>Date</i>	<i>Name</i>	<i>Location</i>	<i>Web</i>
06.-07.05.2008.	<b>GRI WORLD SUMMIT 2008</b>	London, England	<a href="http://www.globalrealestate.org">www.globalrealestate.org</a>
08.05.2008.	<b>The 3rd Annual SEE Real Estate Awards Gala for 2007</b>	Bucharest, Romania	<a href="http://www.europaproperty.com">www.europaproperty.com</a>
09.-10.05.2008.	<b>CEPIF</b>	Warsaw, Poland	<a href="http://www.europaproperty.com">www.europaproperty.com</a>
21.-22.05.2008.	<b>Europaproperty CRE Russian Investment Conference II</b>	Moscow, Russia	<a href="http://www.europaproperty.com">www.europaproperty.com</a>
27-29.05.2008.	<b>REAL VIENNA</b>	Vienna, Austria	<a href="http://www.realvienna.at">www.realvienna.at</a>
29.-31.05.2008.	<b>2008 FIABCI World Congress</b>	Amsterdam, Netherland	<a href="http://www.fiabciamsterdam2008.com">www.fiabciamsterdam2008.com</a>
01. – 03.06.2008.	<b>Retail City 2008 - Bringing Together Retailers &amp; Malls In Emerging Markets</b>	Dubai, United Arab Emirates	<a href="http://www.retailcity.ae">www.retailcity.ae</a>
10. – 13.06.2008.	<b>The Italian Real Estate Event</b>	Milan, Italy	<a href="http://www.italiarealestate.it/eire/eng">www.italiarealestate.it/eire/eng</a>
16.-18.06.2008.	<b>CIB W70 International Conference in Facilities Management</b>	Edinburgh, Scotland	<a href="http://www.fmresearch.co.uk">www.fmresearch.co.uk</a>
03.-05.09. 2008.	<b>PROEstate Forum 2008</b>	St Petersburg, Russia	<a href="http://www.PROEstate.ru">www.PROEstate.ru</a>

17.-18.09. 2008.	<b>Property Forum Budapest 2008</b>	Budapest, Hungary	www.reevolutio.hu
17.-19.09.2008.	<b>Mall Expo</b>	Kiev, Ukraine	www.mall-expo.com

## 6. DO NOT MISS OUT...

<i>Date</i>	<i>Name</i>	<i>Location</i>	<i>Web</i>
02.10.2008.	<b>4th Experts Forum</b>	Vienna, Austria	www.regioplan.eu
06.-08.10.2008.	<b>Expo Real 2008</b>	München, Germany	www.exporeal.net
13.-17.10.2008.	<b>The World Urban Forum IV</b>	Nanjing, China	www.unhabitat.org
22.-24.10.2008.	<b>Real estate of Siberia 2008</b>	Russia	www.realty.sibfair.ru/eng/
28.10.2008.	<b>Office Buildings in Poland 2008</b>	Warsaw, Poland	www.nowyadres.pl
29.-30.10.2008.	<b>European CRE Investment Forum III: Russia, Germany, and CEE</b>	New York, USA	www.europaproperty.com
30.-31.10. 2008.	<b>Investments in the Krasnodar</b>	Moscow, Russia	www.europaproperty.com
30.10.-1.11.2008.	<b>BeIRE</b>	Belgrade, Serbia	www.belre.org
05.-07.11.2008.	<b>MREF</b>	Moscow, Russia	www.mref.ru

06.-07.11.2008.	<b>Investment Conference 2008</b>	Protozoa, Slovenia	<a href="http://www.investment-conference.si">www.investment-conference.si</a>
10.-12.11.2008.	<b>International Property Show</b>	Moscow, Russia	<a href="http://www.internationalpropertyshow.ru">www.internationalpropertyshow.ru</a>
19.-21.11.2008.	<b>Mapic</b>	Cannes, France	<a href="http://www.mapic.com">www.mapic.com</a>
24.-25.11.2008.	<b>GRI New Europe</b>	Bucharest, Romania	<a href="http://www.globalrealestate.org">www.globalrealestate.org</a>
02.-04.12. 2008.	<b>Mipim Horizons</b>	Cannes, France	<a href="http://www.mipimhorizons.com">www.mipimhorizons.com</a>
04.-05. 12. 2008.	<b>7th Annual Conference Warehousing Real Estate Russia</b>	Moscow, Russia	<a href="http://www.europaproperty.com">www.europaproperty.com</a>

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**It is our wish that the Croatian Real Estate Newsletter / CREN be a source of speedy and quality information for all who are active in the real estate sector – developers, planners, contractors, mediation agencies etc. Please send your comments, proposals and opinions to [cren@filipovic-advisory.com](mailto:cren@filipovic-advisory.com) to help us improve CREN and make it the leading medium on the Croatian real estate market.**

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