



Personal Invitation

# IVSC-WAVO Global Valuation Conference 2019: Challenges and Opportunities in the Valuation Industry

June 13-14, 2019  
Frankfurt Marriott Hotel, Germany





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Upon invitation by HypZert, next year's IVSC-WAVO Global Valuation Conference will take place in Frankfurt, Germany:

## June 13-14, 2019

### Frankfurt Marriott Hotel

Hamburger Allee 2, 60486 Frankfurt am Main, Germany

In two session days, topics such as "Facing Market Dynamics in Valuation", "Future of Valuation", "Policy Framework", "Real Estate Prognosis", "Geographic Information Systems", "Business Valuation", "Dispute Solution-Case" and many more will be discussed in keynote sessions, workshops and panel discussions.

Join us for the IVSC-WAVO Global Valuation Conference in Frankfurt 2019: **Further information can be found at:** [www.ivsc-wavo-conference.com](http://www.ivsc-wavo-conference.com)

The registration is now open.

About the organizers:

The **International Valuation Standards Council** (IVSC) is the independent global standard setter for valuation practice and the valuation profession. <https://www.ivsc.org/>

**World Association of Valuation Organisations** (WAVO) brings together professional property valuation organisations that represent valuers and related property consultants employed in private practice, business and industry, the public sector and education, as well as some specialized groups that interface frequently with the profession. <http://www.wavoglobal.org/>

**HypZert** is an entity established by the top associations in the German financial industry. Since 1996, HypZert has been certifying real estate valuers pursuant to the sophisticated and internationally acknowledged criteria of ISO/IEC 17024. With these standards, HypZert ensures a maximum of comparability and transparency on the real estate markets. <http://www.hypzert.de>



## Program

Thursday, June 13, 2019

Moderation: Wolfgang Kälberer, Department Head EU-Office Brussels, vdp

- 08:00-09:00      *Registration*
- 09:00-09:15      Opening Ceremony (Reiner Lux, Managing Director HypZert)
- 09:15-10:00      Keynote Speech (Dagmar Knopek, Chairwoman HypZert Supervisory Board, Member of the Management Board of Aareal Bank)
- 10:00-10:30      Welcome Speech (Dr Lim Lan Yuan, Executive President of WAVO followed by the welcome speech by Sir David Tweedie, Chairman of IVSC Board of Trustee)
- 10:30-10:40      Video-Message by Ben Elder (Chair, IVSC Tangible Assets Standards Board) on "Challenges to Valuation as we know it"
- 10:40-12:40      Session 1: Facing Market Dynamics in Valuation
- » International Real Estate Markets (overview)
  - » LTSV/Basel (Jörg Quentin, Head of vdp Committee Valuation, Deutsche Pfandbriefbank)
  - » Long Term Value (UK/IPF)
  - » NPL/ Overview of Recovery Rates of selected countries (Andreas Faust, vdpExpertise)
- 12:40-13:45      *Lunch*
- 13:45-14:45      Session 2: Future of Valuation  
(Sander Scheurwater, Director Corporate Affairs, Europe RICS)
- 14:45-15:30      Session 3: International Fire Safety Standards (IFSS) (Robert Hecek LFAP, CPV, LREA, MAICD, Chair- APIV Ltd., Australian Property Institute)
- 15:30-15:45      *Coffee Break*
- 15:45-17:00      Session 4: Policy Framework for Sustainable Real Estate Markets  
(Giampiero Bambagioni, United Nations Economic Commission for Europe, Head of REM)
- 17:00              End of Sessions Day 1
- 18:00-20:00      Architectural city tour through the Old Town of Frankfurt, focus on energy-efficient construction
- 20:00-22:30      *Dinner*





## Program

Friday, June 14, 2019

Moderation	Wolfgang Kälberer, Department Head EU-Office Brussels, vdp	Dirk Hennig, Partner Valuation & Strategy, PricewaterhouseCoopers
09:30-10:30	Real Estate Prognosis – IFRS 9 (Dr. Bettina Krois, vdpResearch)	“Show me the money! eValuation - digital online valuation platform for Startups, Scaleups and SMEs.” (Tim Dieckmann, Director, PricewaterhouseCoopers)
10:30-11:30	Logistic Markets (Bodo Hollung, LIP Invest)	“Don’t be afraid of the dark! Some thoughts on the valuation of companies in crisis and insolvency” (Prof. Dr. Matthias Meitner, ISM International School of Management, EACVA)
11:30-12:30	The valuation of large rural and portfolio assets in an illiquid market (J L (Blue) Hancock, Director Valuation & Advisory Services, Colliers International)	Financial Analysis in Valuation – opportunities and pitfalls (Dana Ababei, President and Chairman of the board of National Association of Romanian Authorised Valuers – ANEVAR)
12:30-13:30	<i>Lunch</i>	
13:30-14:30	Digitalization GIS Geographic Information Systems Valuation (Andreas Kunert, vdpResearch and Alexander Tegeder, ESRI Germany)	“I’ll see you in court! The role as an expert on valuation and damages issues in dispute situations.” (Frederic Werner, PricewaterhouseCoopers)
14:30-14:45	<i>Coffee Break</i>	
14:45-15:45	Impact and Opportunity of Technology-based Valuation (Scott Robinson, MAI, SRA, AI-GRS, AI-RRS, Appraisal Institute)	
15:45-16:00	Closing Ceremony	
16:00	End of Workshop Day	

**Join us for IVSC-WAVO Global Valuation Conference in Frankfurt 2019!**

For registration, please follow the link: [www.ivsc-wavo-conference.com](http://www.ivsc-wavo-conference.com)



## Registration and Fees

		Attendee		Members of IVSC, WAVO or HypZert	
		excl. VAT	incl. VAT (19%)	excl. VAT	incl. VAT (19%)
Early Bird Rate (before Feb 28, 2019)	1-day ticket, June 13	€ 300.00	€ 357.00	€ 285.00	€ 339.15
	1-day ticket, June 14	€ 300.00	€ 357,00	€ 285.00	€ 339.15
	2-day ticket, June 13 and 14	€ 550.00	€ 654.50	€ 450.00	€ 535.50
Regular	1-day ticket, June 13	€ 360.00	€ 428.40	€ 300.00	€ 357.00
	1-day ticket, June 14	€ 360.00	€ 428.40	€ 300.00	€ 357.00
	2-day ticket, June 13 and 14	€ 670.00	€ 797.30	€ 550,00	€ 654.50

The conference fee for 1-day ticket (June 13) and 2-day ticket includes conference materials, coffee breaks, lunches, beverages during the conference and the Networking Dinner on June 13.

The conference fee for 1-day ticket (June 14) includes conference materials, lunch, coffee break and beverages during the conference.

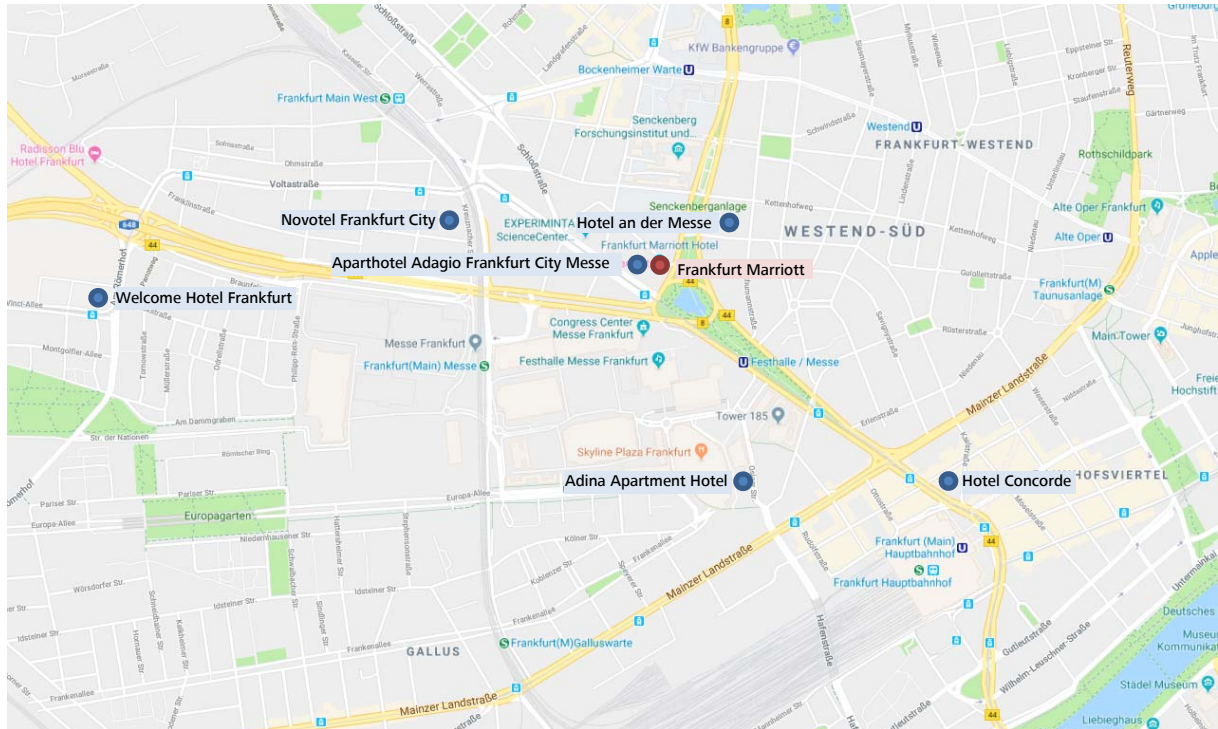
HypZert will not cover transport and accommodation costs.

**Conditions of Participation:** In case of cancellation before May 12, 2019, a cancellation fee of € 50 (excl. VAT) will be charged, €150 (excl. VAT) later than May 12, 2019. In case of cancellation after June 19, 2019 or no-show, the conference fee will be charged in full. We will accept a replacement participant without any additional costs.

If a speaker is unable to participate because of force majeure, in the case of illness, accident or because of other unforeseen obstacles or such as are outside our influence, HypZert reserves the right to provide a replacement or to reschedule the program of the conference excluding any compensations for damages. In general, HypZert reserves the right to change the program if the overall character of the program is appropriately maintained. Event elements can be canceled or rescheduled by HypZert. Claims over and above that are excluded. We exclude all liability for damages or loss of any belongings of the attendee, unless this damage is due to gross negligence on our part. Any liability for personal injuries is also excluded.

**Data:** The personal information that you supply to us will be stored and used by means of electronic data processing in compliance with the Data Protection Act for contract execution. By registering, you agree that the conference photos and video sequences of the conference on which you may be displayed, will be released for reporting on the conference on [www.hypzert.de](http://www.hypzert.de), [www.wavoglobal.org](http://www.wavoglobal.org), [www.ivsc.org](http://www.ivsc.org) websites.

## Location and Accommodation



**Location:** Frankfurt Marriott Hotel, Hamburger Allee 2, 60486 Frankfurt am Main, Germany

**Contact:** Peggy Seehaus at [seehaus@hypzert.de](mailto:seehaus@hypzert.de)

**Registration:** [www.ivsc-wavo-conference.com](http://www.ivsc-wavo-conference.com)

### Recommended Accommodations:

Frankfurt Marriott Hotel  
 Hamburger Allee 2  
 DE - 60486 Frankfurt am Main

Aparthotel Adagio Frankfurt City Messe  
 Hamburger Allee 4  
 DE - 60846 Frankfurt am Main

Hotel an der Messe  
 Westendstraße 104  
 DE - 60325 Frankfurt am Main

Novotel Frankfurt City  
 Lise-Meitner-Straße 2  
 DE - 60486 Frankfurt am Main

Adina Apartment Hotel Frankfurt Westend  
 Osloer Straße 3  
 DE - 60327 Frankfurt am Main

Hotel Concorde  
 Karlstraße 9  
 DE - 60329 Frankfurt am Main

Welcome Hotel Frankfurt  
 Leonardo-da-Vinci-Allee 2  
 DE - 60486 Frankfurt am Main (Messe Frankfurt)

**Accommodation-Booking:** [https://en.tch-hotels.de/teilnehmermanagement/HypZert\\_Konferenz\\_2019/](https://en.tch-hotels.de/teilnehmermanagement/HypZert_Konferenz_2019/)



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We look forward to welcoming you in Frankfurt.

Yours sincerely

Reiner Lux  
Managing Director

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