



# CIJ Awards

10

Poland

In a year marked by a slow recovery, the CIJ Awards showed that even during thorny times there's no shortage of quality projects, teams and business leaders.

Unlike last year, there was a larger number of winners, as no company -- with one exception -- managed to scoop more than one award. What went in line with a trend initiated in 2009, however, was that for the second year in a row, the project that won Best Hotel also picked up Best Overall Development. That honor went to Hotel Hilton Gdańsk for 2010. "I see that you really are taking seriously my doctor's advice that I should walk a lot," joked the developer, Jan Wójcikiewicz, on his second trip to the stage.

The award for Best Office went to Avatar, a development from Echo Investment. The Kraków project was not only recognized for its location and design, but Echo also received kudos for its efficiency in leasing the building to Fortis Bank and subsequent sale to Azora Group. The win also signaled a much hoped-for revival of office developments in regional markets.

While the office award could be seen as a sign of things to come for markets outside the capital, the Best Shopping Center award is confirmation that there is still a lot of room on Poland's untapped secondary markets. Richard Keen of Keen Property Partners Retail collected the award on behalf of his company's Galeria Victoria project in Wałbrzych.

The warehouse and logistics sector, which was hit particularly hard by the economic slump, saw all its nominated projects coming from just one developer this year. Panattoni Europe picked up Best Warehouse/Logistics for its BTS for Tesco in Gliwice.

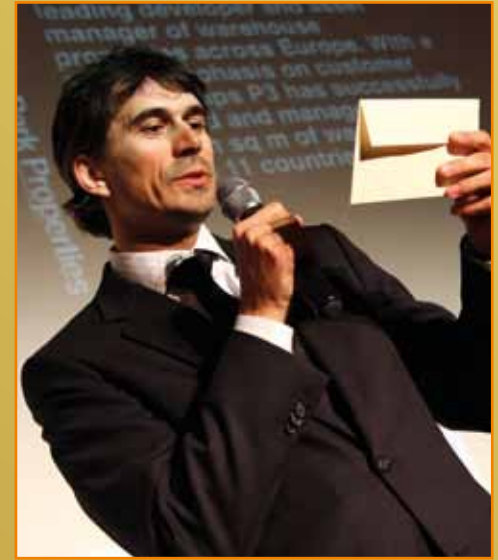
The Best Residential Development award went to Eco-Classic, the developer of Trio Apartamenty, a scheme whose design was inspired by the triangular shape of its downtown Warsaw plot.

Meanwhile, Ghelamco grabbed Developer of the Year. Newbies take heed, this veterans of the

Polish property market may just have the recipe for success: build, lease and sell -- fast.

Salans was recognized as Law Firm of the Year, while DTZ won the property Management Team of the Year award. The Real Estate Agency of the Year award went to Colliers International. Monika Rajska-Wolińska, Collier's freshly appointed deputy managing partner for Poland accepted the honor.

Finally, Personality of the Year went to Skanska Property Poland's managing director Nicklas Lindberg for helping to make Skanska one of the leaders on sustainable property development market. Lindberg's courage for bucking negative trends in the office sector was also applauded.



Jarosław Zagórski *Commercial & Business Development Director* (Ghelamco)



Grzegorz Trawiński *Managing Director* (Eurohypo)



Ian Elliott *Director Retail Solutions* (Colliers International) and Brian Burgess *Managing Director* (Savills)



Daniel Kopania *Partner* (Clifford Chance), Erik Drukker *Deputy Managing Director* (DTZ) and Eelko Korteweg *Partner* (Primavera Development)



Maciej Tuszyński *Executive Director* (Westdeutsche ImmobilienBank AG) and Grzegorz Dudziak *Managing Director of Property Management* (DTZ)

**BEST OFFICE DEVELOPMENT**  
**Avatar (Kraków)**

**BEST RESIDENTIAL DEVELOPMENT**  
**Trio Apartamenty (Warszawa)**

**BEST SHOPPING CENTER DEVELOPMENT**  
**Galeria Victoria (Wałbrzych)**

**BEST WAREHOUSE/LOGISTICS DEVELOPMENT**  
**Panattoni TESCO BTS (Gliwice)**

**BEST HOTEL DEVELOPMENT**  
**Hotel Hilton Gdańsk (Gdańsk)**

**BEST OVERALL DEVELOPMENT**  
**Hotel Hilton Gdańsk (Gdańsk)**

**LAW FIRM OF THE YEAR**  
**Salans**

**PROPERTY MANAGEMENT TEAM OF THE YEAR**  
**DTZ**

**DEVELOPER OF THE YEAR**  
**Ghelamco**

**PERSONALITY OF THE YEAR**  
**Nicklas Lindberg**

**REAL ESTATE AGENCY OF THE YEAR**  
**Colliers International**



Robert Fletcher *CEO* (RPMG) and Robert McLean *Editor-in-Chief* (RPMG)



David Keen *Investor* and Maria Prażuch *Marketing Director* (KPP Retail)



Philipp Härtl *Acquisition Manager CEE* (GLL Real Estate Partners), Michał Ćwikliński *Director* (Savills) and Marcin Purgal *Investment Consultant* (Savills)



Marek Krajewski *Business Development Manager*, Jarosław Zagórski *Commercial & Business Development Director* and Anna Krystecka *Marketing & PR Manager* (Ghelamco)



BZ WBK table



Jarosław Zagórski *Commercial & Business Development Director (Ghelamco)* and Michał Muc *Managing Director of the Property and Asset Management (DTZ)*



Marketa Vrbasova *European Business Development Manager (PointPark Properties)* and Tomasz Stasiak *Partner (Salans)*



Sev Zakrzewski *Managing Director (Keen Property Partners Retail)* and Robert Dobrzycki *Managing Partner CEE (Panattoni Europe)*



Marketa Vrbasova *European Business Development Manager (PointPark Properties)* and Ben Havery *Chartered Surveyor (King Sturge)*



Rafał Kędzierski *Analyst* and Markus Leininger *Head of Corporate Banking Northern And C&E Europe (Eurohypo)*



Tomasz Kłodowski *Managing Director (MD Stewart International)*, Karol Pilniewicz *Director (GE Real Estate Central Eastern Europe)* and Grzegorz Trawiński *Managing Director (Eurohypo)*



Anita Pietrykowska *Marketing & PR Manager* and Karina Trojańska *Financing & Operating Officer Poland (Panattoni Europe)*



Marcin Dubno *Head of Corporate Property (BZ WBK)* and Włodzimierz Kocoń *Director Real Estate Office (PZU Asset Management)*



Andrzej Stańczak *Design Manager* (Arcadis), Joanna Nicińska *Senior Leasing Manager* (Echo Investment) and Bartosz Puzdrowski *Country Manager* (Avestus Real Estate). Behind Marta Niezgoda *Sales & Event Coordinator Poland* (RPMG) and Anna Mieczkowska *Polish Office Manager* (RPMG)



Grzegorz Trawiński *Managing Director* (Eurohypo) and Jarosław Zagórski *Commercial & Business Development Director* (Ghelamco)



Robert Dobrzycki *Managing Partner CEE* (Panattoni Europe), Monika Rajska-Wolińska *Partner, Real Estate Management Services* (Colliers International), Paweł Skatba *Partner, Office Department* (Colliers International) and Robert Karniewski *Partner, Office Agency* (Colliers International)

## CIJ Awards Poland supports Orphanage No. 4



Times may be tough for people in the property industry, but some people have it tougher. It was with that in mind that Roberts Publishing Media Group organized its first charity drive around the CIJ Awards Poland for the Warsaw-based Orphanage No. 4. This co-educational institution cares for children between the age of 3 and 18, providing a home to orphans and a safe haven for neglected children who find themselves in difficult circumstances.

The response during the awards night in Warsaw and in the weeks that followed exceeded all expectations. During the course of the evening well over PLN 22,000 was raised, the money will go toward buying winter clothing and to meet the educational needs of the children. Donations continued to pour in as this issue of CIJ was going to press. Many donations toward the purchase of Christmas gifts for these children were also made.

We would like to thank all the donors for their generous support of an institution on the front line of taking care of society's most vulnerable citizens.

### Partners



### Official Independent Advisers



### Media Partners



### Organizer





Michał Muc *Managing Director of Property and Asset Management* and Grzegorz Dudziak *Strategic Director for Property Management* (DTZ)



Justyna Ponichtera *Commercialization Department* and Jakub Sagan *Managing Director* (Europejskie Centrum Inwestycyjne ECI)



Karen Hartley *European Sales and Marketing Director* (Orco Property Group)



Robert McLean *Editor-in-Chief* (RPMG), Maciej Tuszyński *Executive Director* (Westdeutsche ImmobilienBank AG) and Waldemar Olbryk *Regional Director* (Skanska)



Robert McLean *Editor-in-Chief* (RPMG), Wojciech Kość *Polish Editor* (RPMG) and Mirosław Januszko *Investment Director* (AIB PPM)



Robert McLean *Editor-in-Chief* (RPMG), Joanna Nicińska *Senior Leasing Manager* (Echo Investment) and Adrian Karczewicz *Business Development Director* (Echo Investment)



Angelika Wajgel-Izdebska *Sales and Advertising Specialist* (ECO Classic), Małgorzata Mioduszewska *Sales Manager* (ECO Classic) and Karen Hartley *European Sales and Marketing Director* (Orco Property Group)



Ian Elliott *Director, Retail Solutions* (Colliers International)



Ian Elliott *Director, Retail Solutions* (Colliers International) and Richard Keen *Managing Director* (Keen Property Partners Retail)



Monika Rajska-Wolińska *Partner, Real Estate Management Services* (Colliers International) and Robert Dobrzycki *Managing Partner CEE* (Panattoni Europe)



Richard Keen *Managing Director* (Keen Property Partners Retail) and Jan Wójcikiewicz *CEO* (Jan Wójcikiewicz Hotele)



Patrick Delcol *CEO* (DTZ) and Jan Wójcikiewicz *CEO* (Jan Wójcikiewicz Hotele)