

In the Heart of Europe

Premiere for "Europa-Mitte". This new booth concept will be shown at **EXPO REAL** for the first time - a pavilion of multiple countries, representing one of the most attractive economic regions in the heart of Europe.

Even though it is the first trade fair appearance, "Europa-Mitte" already welcomes a great number of top-class Austrian companies as exhibitors. Macedonia and Montenegro also represent two interesting candidates from South-Eastern Europe.

A Wander through "Europa-Mitte". Macedonia is presenting a broad portfolio: Besides the ski resort Kozuf hotels in premium locations as well as regions for office, shopping and housing projects are being showcased. Following successful presentations at MIPIM, EIRE and Cityscape Dubai, the Montenegrin Investment Promotion Agency (MIPA) is now seizing the occasion of EXPO REAL to present potential investors attractive opportunities for investments.

Big Business from Austria. BIG (Bundesimmobiliengesellschaft) is represented as an exhibitor at EXPO REAL. Besides some trend-setting university projects in their portfolio, such as the Vienna University of Economics (WU) and the Medical University of Graz, BIG E&V is also presenting a new hotel, office and retail complex on Wienzeile Road as well as the development of a retirement home by Hamerling Park in Vienna. Wien 3420 AG presents "asperrn Vienna's Urban Lakeside" and shows how a new district is growing on an area of 240 hectares. ÖBB Immobilienmanagement GmbH is travelling to Munich with a full

agenda: Besides intra-urban property developments, the focus of their presentation is on the two large-scale projects of BahnhofCity Vienna West and the development area surrounding the future Vienna Central Station. Asset One is presenting two urban development projects in Graz: "Puntigam", an area of 44 hectares suitable for mixed use, as well as "Reininghaus", a 55 hectare large commercial park. Raiffeisen evolution's

portfolio. Also present is Tradeland Development and Family Point.

Well advised. Wolf Theiss is one of the leading law firms in Central and South-Eastern Europe. More than 300 lawyers in 12 countries provide legal and business consulting services for local and international businesses. Alfred Nemetschke, who is considered one of the leading real estate experts in Austria and CEE/SEE, has joined forces with his colleagues Alexandra Huber and Konrad Koloseus to form Nemetschke Huber Koloseus, Attorneys at Law. The team, renowned in the market for its high quality of consulting, is servicing clients in Austria and CEE/SEE with the support of its network that was built over years.

Strong Media Attendance. "Europa-Mitte" also presenting numerous representatives of the media. One of them is the publishing house DMV, who

is responsible for the current issue of "THE CENTROPEAN". Besides Presse, representing one of the country's most important daily newspapers, the shared booth also hosts WirtschaftsBlatt, Austria's only daily business newspaper. The media representation is completed by the two business publications from the News publishing house (trend and Format) and the fishmedia Verlag with their retail medium ACROSS, as well as ÖWG Verlag and their Medium Immobilien Focus.



trade fair portfolio includes current projects in Austria as well as Moscow (office building "Leninskij Prospekt"), St. Petersburg (mixed-use project "San Gally Park") and housing projects in Warsaw and Szczecin. At Spiegelfeld Immobilien, apartment buildings in Berlin as investment opportunities are part of the trade fair program, while service provider and software producer conject, the market leader in property lifecycle management, is presenting the new strategic orientation of their product

"CENTROPE is our Core Market"

The newly founded law firm **NEMETSCHKE HUBER KOLOSEUS** specialises in property and public procurement law in the Centrope region. Alfred Nemetschke speaks about the challenges of this growth market.

What is the focus of the legal assistance provided by the law firm Nemetschke Huber Koloseus?

We are a law firm specialised in property and public procurement law, whereby we also provide our public procurement law clients with comprehensive support on issues related to building law.

In which countries will your firm be active?

The focus will certainly be on the Centrope region, that is to say Austria, Hungary, Slovakia and Czech Republic. We also have good links to Poland and Romania. Even before founding my own firm, 50 to 60 percent of my gross income came from activities in these countries. We work together with renowned partners in the region and are in a position to guarantee our clients the very best 'on-site' service.

Have the requirements for property and public procurement lawyers changed over the past few years?

There have been a number of significant changes. Between 2005 and 2008, a



The experts at the new law firm:
Alfred Nemetschke, Alexandra Huber
& Konrad Koloseus (left to right).

great many number of transactions were carried out within a very short period of time. The big 'clean-up' operation began with the 2008 crisis and this is where we are increasingly getting involved. Depending on the situation of the portfolio, our contribution ranges from stock optimisation to 'lifesaving'. In many fields, documen-

tation concerning property contract agreements, ranging from rental agreements to licence agreements, are in a chaotic state. This is a real problem, particularly when selling. One of the focal points of our work at the moment is to close such legal gaps.

Are there any other legal focal points that you are setting in your new firm?

My partner Alexandra Huber is a specialist in any field related to alternative energy. She has already assisted in numerous projects in Austria, Czech Republic and Slovakia, whether these are photovoltaic plants or wind farms. I believe that her knowledge in this field will be very much in demand over the coming years, particularly in the Centrope region.

How do you see the development of markets in Central Europe?

Czech Republic and Poland have done very well. Hungary continues to struggle with numerous economic problems. However, this means that there is a lot for lawyers with specialised knowledge to do. How the situation will develop in the future depends largely on the impact of Basel III on the business conduct of banks. However, we sense the clear desire of businesspeople in every country to launch projects and to earn money once again.

Interview: Christian Neuhold