

## In the programme



**Dr. Bernd Otto Hallier** is Managing Director of EHI Retail Institute and President of the European Retail Academy. Dr. Bernd Otto Hallier studied Economics at Hamburg University (Master Degree) and got an external PhD-Degree in 1983 in Hamburg for his analysis of the technology-influence on retail and wholesale. He started his professional career in the tobacco-industry (sales manager, key account manager, assistant to the Board), before he became Managing Director of Retail Institute for Self-Service. Dr. Bernd Otto Hallier founded the German Trade Institute in 1988 and the European Trade Institute in 1993. He is Chairman of the Board of EuroShop and founder of Orgainvent (Tracking and Tracing of cows and beef) and of EUREPGAP/now GlobalGAP (Good Agricultural Practice) as well as Founder of the European Retail Academy. Dr. Bernd Otto Hallier was honoured from Prague-University for the international transfer of know-how between universities of East and West-Europe and became Honorary Professor of the Moscow Government as well Honorary Doctor of Yekaterinburg University.



**Dr. Cameron Sawyer** is Chairman of the Board of Directors at GVA Sawyer in Moscow. After he earned his Juris Doctor at University of Michigan Law School in 1986 and his B.S. magna cum laude at Vanderbilt University in 1982 Cameron Sawyer was a Deutscher Akademischer Austauschdienst (German Academic Exchange Service) Fellow on the Faculty of Law at Ludwigs-Maximillian-University of Munich, Germany, in 1984-1985. In 1987-1991 he was an attorney in the real estate department of Powell, Goldstein, Frazer & Murphy in Atlanta, U.S.A., where he was involved with a variety of major real estate transactions, representing such clients as LaSalle Partners, Industrial Bank of Japan, Chase Manhattan Bank, Carter & Associates, Sports-Town, Inc. , etc. He was Deputy General Director for Perestroika Joint Venture in Moscow as well as Director of Leasing & Marketing. Cameron Sawyer is a popular speaker, writer and consultant on the subject of Russian real estate, and has appeared and spoken at a number of international conferences. Cameron Sawyer`s articles have appeared in the Estates News, Moscow Times, Moscow Tribune and others. Interviews with Cameron Sawyer have appeared in The Economist, Ekonomika i Zhizn, Kommersant, etc. Cameron Sawyer has appeared five years running as a guest speaker in classes in Real Estate Finance of Professors John Vogel and Bill Poorvu at Harvard Business School.



**Andreas Schiller** is Director/Editor in chief CEE/SEE Russia/CIS of „Property Investor Europe“. Starting in 1993, he worked as a freelance journalist mainly about real estate and urban development topics, before he joined the editorial staff of the German real estate magazine “Immobilien Manager”, which Andreas managed as Editor in chief from 1997 to 2003. From 2003 to 2007 he was Publisher of “Immobilien Manager”. In 2004 he was announced Editor in chief of the yearbook “Europe Real Estate”. In 2007 he co-founded “Competence Circle” and acted as CEO till spring 2009. For more than a decade many of his activities were focused on Russia as well as Central and Eastern Europe. This includes publishing as well as organizing and moderating panels, conferences and business tours about current city development and real estate investment topics in CIS/CEE, either here or there. Andreas is a Member of the Board of Directors at ERES European Real Estate Society, and a visiting lecturer for Real Estate Management at Danube University Krems.



**Florian Schneider** is a Partner in Salans’ Moscow and Frankfurt offices. He specializes in real estate and corporate law, assisting clients in the retail, food, real estate development, construction and investment banking industries. Florian’s real estate background includes structuring acquisitions of rights to land plots and purchases of buildings and office premises, as well as drafting construction contracts and leasing agreements and the establishment of real estate joint ventures. Florian has also advised on general Russian corporate, tax, labor and IP law matters, tax compliance and preparing tax filings for foreign entities operating in Russia. Legal 500 2009 ranks Florian Schneider among the leading experts in Real Estate area in Russia. European Legal Experts 2009 recognises Florian Schneider as a leading expert in Corporate/ M&A areas in Russia. Florian participates in German trade delegations and speaks frequently on Russian real estate law, Russian and German contract law and related matters. In addition to his responsibilities as Chairman of the Real Estate workgroup of the Russian-German Foreign Chamber of Commerce in the Russian Federation, Florian lectures regularly on behalf of the University of Magdeburg’s MBA program in Moscow. Prior to joining Salans, Florian was a Partner and a Head of the Real Estate Practice at Beiten Burkhardt. Florian obtained his Law Degree from Albert Ludwigs University, Freiburg im Breisgau in 1999 and was admitted to the German Bar in 2002. Florian is a native German speaker and he is fluent in Russian and English.



**Prof. Dr. Ramón Sotelo**, Immobilienökonom (ebs) and Certified Shopping Center Manager studied business administration at the Free University of Berlin and got his Ph.D. in 2001 at the European Business School (ebs) with a thesis on housing policy, supervised by Prof. Dr. Karl-Werner Schulte. Beyond housing, Ramón Sotelo published numerous papers on home-ownership and the framework for renting markets. After working as a developer in Berlin and as General Manager of the German Association of House-Owners (Haus&Grund) he was appointed in 2003 Assistant Professor for Real Estate Economics at Bauhaus University in Weimar. He chaired the Working Committee on Property Investment Vehicles from the German Society of Property Research (gif e.V.) for seven year, is co-editor of the German Journal of Property Research and Member of the Editorial Advisory Bboard of the Journal of European Real Estate Research. Ramón Sotelo was responsible for the ERES-Conference 2006 in Weimar and was for the term 2008-2009 president of the European Real Estate Society. In 2009 he became Honorary Professor for Real Estate Investment Vehicles at Bauhaus-University Weimar. In the year 2008 he edited together with Prof. Stanley McGreal the book “The Introduction of REITs in Europe - A Global Perspective“. He acts as a property investor in Berlin.



**Oleg Voytsekhovskiy** is Head and Managing Director of the RCSC Russian Council of Shopping Centers as well as Managing Partner of Mall Publishing House and Mall Exhibition (Russia). The expert in retail real estate and city marketing was the Founder of RCSC Russian Council of Shopping Centers in 2002 and is Member of the ICSC International Council of Shopping Centers and the EHI Retail Institute.