

# Data Centre Market - Real Estate, Technology, Investment

## Part I - A strategic development map for data centres in Central and Eastern Europe

09:00

### Registration

09:30

### Welcome and introduction

09:35

### European Data Centre investment landscape: market Analysis, occupier demand and what it all means for Poland (Presentation)

- A snapshot of the European DC market
- Occupier lens: trends in the leasing market & the optimal segment customer mix for a Data Centre portfolio
- Market activity across the key Data Centre capital market verticals

#### Speakers

**Gareth Jones** Head of Data Centre Capital Markets, EMEA, JLL

**Victoria von Skrbensky** Senior Surveyor, Data Centre Capital Markets, EMEA, JLL

10:15

### Discussion Panel: Poland as a data centre hub - where are we and where are we heading?

- Energy infrastructure and cooling technologies
- The growth of the sector in Poland and its dependence on energy grid modernisation, electricity prices and power sourcing
- Poland as a talent hub for data centre operations
- The regulatory environment and local government support
- The importance of location: Warsaw, Poznań, Wrocław, the Tricity, Katowice
- Fibre optics and connectivity with Western Europe

#### Speakers

**Dominik Stojek** Partner, DELOITTE (**moderator**)

**Krzysztof Szczygiel** President, POLSKI INSTYTUT DATA CENTER

**Adam Ponichtera** Country Managing Director Poland, DATA4 GROUP

**Piotr Łada** Director of Project Management, HILLWOOD

**Grzegorz Nienajadło** Member of the Management Board, CMT GROUP

**Krzysztof Horała** Prezes Zarządu, HÖRMANN POLSKA

10:55

## Expert Debate: New technologies and AI - their impact on the demand for IT infrastructure

- The growth of generative models and computing power requirements
- Edge computing vs. hyperscale - the future of infrastructure models
- Will AI reshape the geographic landscape for data centres in Poland?

### Speakers

**Paweł Olszynka** ICT Business Unit Director, PMR (**moderator**)

**Maciej Wiśniewski** CEO, AODC

**Gerard Dermont** Strategic Segments Director, Central Europe, VERTIV

**Tomasz Niebylski** ATU Lead - Utilities, Telco, Manufacturing, MICROSOFT

**Agnieszka Borkowska** GeoExpansion Tech Lead EMEA North, GOOGLE CLOUD

**Bartosz Kalita** Członek Zarządu Intelligent Technologies, Prezes Zarządu 7AI, OMEGA GROUP

11:30

## Brunch & Networking

## Part II - Investments, Land, and Future Data Center Locations

12:30

### Where to build? An analysis of data centre development site availability across Poland and the CEE region (Discussion)

- Availability of power connections
- Challenges in obtaining permits
- Land market for data center investments - availability, optimal characteristics
- Access to workforce
- Access to fiber optics and technical infrastructure
- Climate risks

### Speakers

**Daniel Stępnia**k Land Development Director, JLL (**moderator**)

**Aleksandra Wołodźko** CEO, GREENFIELDS

**Magdalena Szwarz-Brożyna** Partner, Head of Real Estate in Poland, CLYDE & CO

**Jan Cudzik** COO, OUTLINE AI

**Johan Veulemans** Real Estate Director EMEA, EQUINIX

**Kurt Looby** MRICS Director of Data Centers (EMEA & LATAM), GLEEDS

13:10

### Panel Discussion: Strategic investments - the perspective of market players and investment funds

- The ROI for data centres
- Project structuring (JV, PPP models)
- The secondary market and M&A in the data centre sector

### Speakers

**Kinga Barchoń** Partner, Real Estate Leader, PWC POLSKA (**moderator**)

**Dominik Leszczyński** CEO & Founder, DL INVEST GROUP

**Bartosz Klimek** Leasing & Asset Director Europe, FORTRESS EUROPE

**Justyna Bauta-Szostak** Legal Counsel, Tax Advisor & Partner, MDDP

**Tomasz Mrozowski** Investment Partner, MCI CAPITAL

**13:50**

## **Case Study: Successful data centre implementation in the region - from site acquisition to launch**

**14:20**

## **Closing Debate: 2030 vision - who will dominate Europe's data centre landscape?**

- The development of energy infrastructure
- AI and optimisation in data centre management
- ESG strategies and data centre climate neutrality
- The New Data Center Location Map - Where to Invest?
- Spatial planning and cooperation with local authorities
- Growth scenarios
- Recommendations for investors, developers and regulators

### Speakers

**Agnieszka Jankowska** Director, CBRE (**moderator**)

**Piotr Kowalski** Managing Director, POLISH DATA CENTER ASSOCIATION

**Robert Berliński** General Manager, BCA ENGINEERING GROUP

**Dariusz Domański** Managing Partner, WHITE STAR REAL ESTATE

**Aleksander Redlich** CEO, FAST GROUP

**15:00**

## **Networking Session**

**15:30**

## **Close of Conference**

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