

# ROBERT MITTERPACH

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Robert is the CFO and a member of the Board of Directors at Corwin. Since its inception, the company has established itself as one of the leading players on the Bratislava development market. Its projects rank among the top in urbanism and sustainability, with a primary focus on the development and revitalization of brownfield sites. Over more than eight years at Corwin, Robert has been involved in acquisitions, development, and shaping the company's domestic strategy, while also leading its successful expansion abroad. Corwin has become one of the most prominent developers in Ljubljana and has launched its first project in Prague. This has also been made possible by its position as a respected partner for financial institutions and investors, supported by several successful bond issuances.

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## IS IT STILL WORTHWHILE FOR DEVELOPERS TO BUILD OFFICE SPACES AT A TIME WHEN AI IS REPLACING LARGE CALL CENTERS WITH CHATBOTS AND COSTS PRESSURE IS FORCING COMPANIES TO MAXIMIZE THE EFFICIENCY OF THEIR SPACE USAGE?

Today, I want an office that brings additional benefits to my company. Not just modern, technologically advanced, or flexible spaces—that's already a given. For example, it should also help reduce costs because the building is efficient, has its own energy sources, and doesn't waste drinking water unnecessarily. At the same time, it should be, in simple terms, "healthy." A good example is Einpark, a project that not only saves costs but, above all, creates an excellent indoor environment. That is also why several Einpark offices have succeeded in the Office of the Year competition, whether as the overall winner or as the winner in the Healthy Office category. Such spaces are not only high-quality, pleasant, and modern workplaces, but they also help build community and improve team collaboration. Tenant satisfaction in surveys has therefore exceeded 90 percent, and several companies use their headquarters in Einpark as a tool to attract talent from the market.

Moreover, a building like Einpark significantly supports the fulfillment of ESG criteria, which are an important success metric for larger companies. So, the answer to your question is: yes, it is worthwhile. However, developers must consider many factors and calculate very carefully. Today, competition in this segment is strong, and no project has guaranteed success in advance. Based on our experience, we therefore look beyond certifications and focus primarily on spaces where people feel good. This approach also helps us expand into new markets.

## WHY DID YOU START FOCUSING MORE ON INTERNATIONAL MARKETS?

We want to grow, and there is demand for this type of product abroad. Today, we see that it was the right decision. The proof is Vilharia—the largest and most sustainable office project in Slovenia, with more than 36,000 square meters of leasable area. We completed it in less than five years from land acquisition, which would not have been possible under Slovak conditions. It is now almost fully leased. Fit-outs are underway for tenants, mainly large multinational companies such as SAP and Generali. We are also seeing strong interest from investors, who started approaching us even before the project was completed.

This is further evidence that we have delivered something exceptional, without real competition on the market.

## HAS BRATISLAVA FALLEN OFF YOUR RADAR FOR NOW?

No, quite the opposite. Next year, we would like to launch the first phase of the revitalization of Palma brownfield. It is our flagship project, which will be a unique example of transforming a long-abandoned, deteriorating factory into a modern local urban center. We aim to build a new district with a mix of different functions, exactly as envisioned by the team around the world-renowned urbanist Jan Gehl. In addition to residential units, this mix will also include office spaces. Palma will feature a modern office building with several unconventional solutions, for example, a rooftop sports court. It will be set within a district close to the Carpathian Mountains, with rich amenities including restaurants, public spaces, cafés, and shops.

The office segment is and will remain part of our projects as a component of a balanced mix that defines modern districts combining living, working, and leisure.

## WHAT ARE THE ADVANTAGES OF SUCH A MIX OF FUNCTIONS?

It brings life to an area throughout the entire day. If you look at purely administrative complexes, these are zones where you won't meet anyone after 6 p.m. Gehl talks about a city for people—one that attracts you to spend time there at any hour of the day. Connected districts where you find lively squares, but also quiet semi-private residential blocks, offices, shops, galleries, sports facilities, playgrounds, and areas for rest and relaxation in the shade of trees. Such locations are also safer because you are never alone there. They are oriented towards pedestrians and cyclists, while not forgetting about cars. In Palma, surface traffic will be routed around the perimeter of the area and directed into underground parking.

That is why it makes sense to build office spaces even outside the city center. You avoid the slowest morning traffic jams. The offices are more accessible for people commuting from suburban areas, and this setup connects work with leisure opportunities. In Palma, this is enabled mainly by advanced cycling infrastructure, the proximity of the Carpathian Mountains, and excellent connections to tram lines and two railway stations. We therefore believe this will be a unique project in Bratislava. It will redefine what you can expect from an office building.