

**mipim**<sup>®</sup>  
The world's property market

12 - 15 MARCH

**2013**

Palais des Festivals  
Cannes, France



**PROGRAMME OF  
CONFERENCES & EVENTS**

**Perspectives, challenges  
and opportunities for the next 12 months**

[mipim.com](http://mipim.com)

# DISCOVER A WORLD-CLASS PROGRAMME OF CONFERENCES AND TAILORED NETWORKING EVENTS

Stay on top of the latest news and trends in the real estate industry and connect with the most influential leaders in the property community thanks to the MIPIM programme of conferences & events.

## FIND THE ANSWERS TO YOUR STRATEGIC QUESTIONS

Gain insight from industry experts about:

- ▶ Geographical focuses
- ▶ Finance & Investment
- ▶ Innovation
- ▶ Cities & Infrastructure
- ▶ Industrial & Logistics
- ▶ Hotel, Tourism & Leisure
- ▶ Retail
- ▶ Health



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Photo credit: Image & Co

## NOT TO BE MISSED!

### Turkey, 2013 Country of Honour

Connect with key Turkish decision makers and discover a dedicated programme of conferences and events under the Turkish Pavilion.



### 4 Power Meetings to boost your network

These rapid targeted networking discussions, based on the concept of speed dating, will allow you to break the ice with other serious parties one-on-one. The Power Meetings will focus on sellers and buyers of both the logistics and hospitality markets.

### Hotel, Tourism & Leisure Presentations

Over 50 hospitality professionals will showcase their dynamism by presenting current projects or achievements.

### New MIPIM Innovation Forum

A 1,000m<sup>2</sup> showcase of the most innovative solutions and a specific schedule of conferences and events to increase the value of property assets.

### A cycle of 4 "Masterminds" keynote addresses

Delivered by the most successful CEOs and leading executives, who will share their vision of the industry's evolution in the next 6 to 12 months.

## EXPLORE EXCLUSIVE NETWORKING OPPORTUNITIES

▶ Business Accelerators



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▶ MIPIM Awards



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▶ Cocktails & Thematic Lunches



Photo credit: Image & Co

▶ Leadership Events (by invitation only)



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More details about speakers, content and conference venues on [www.mipim.com](http://www.mipim.com)



# Programme of Conferences and Events

At-a-glance



# Sponsors & Partners

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Mayors' Lunch



Italian Lunch



Japan Breakfast



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# Sponsors & Partners

## MIPIM Innovation Forum Sponsors & Partners

### Premium



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Air Conditioning | Heating  
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### Case studies



### Co-organisers



### In collaboration with



### Academic partners



### Trade associations



# Sponsors & Partners

## Turkey Country of Honour 2013



### Press Partners



### Conference rooms are located:

- Agora, Level 01 - Aisle 01-03
- Auditorium A, Level 3
- Gaudi room, Level 01
- Grand Auditorium, Level 1
- Hoban room, Level 3
- HTL Lounge, Level 3
- Logistics Pavilion, Level 01
- MIPIM Innovation Forum, Gare Maritime

### Access valuable content year-round on the [www.mipim.com](http://www.mipim.com) resource centre

- Closed-door events' white papers
- MIPIM publications
- Wrap-up sessions' reports
- A selection of keynote and panel sessions in video
- Minutes of the MIPIM Innovation Forum
- EuroProperty Trends webzine
- A selection of speakers' presentations
- MIPIM partners' surveys and reports

# MIPIM at-a-glance programme of conferences and events

## TUESDAY 12 MARCH

8.30 - 9.30 **GEO** **EVE** MAJESTIC HOTEL

**Japan Breakfast:  
Re-energising Japan**  
*By invitation only*  
*Sponsor: Sustainable Urban  
Redevelopment Team*

8.30 - 12.30 **FIN** **EVE** MAJESTIC HOTEL

**RE-INVEST SUMMIT**  
Real estate strategies: Navigating  
through the uncertainty  
Managing risks and opportunities against  
global economic headwinds  
*By invitation only*  
*Platinum sponsor: AXA Real Estate*  
*Industry partner: KPMG*  
*Research partner: IP Real Estate*  
**13.00 - 14.30**  
**Investors' Lunch**  
*By invitation only*  
*Platinum sponsor: AXA Real Estate*

9.30 - 12.00 **EVE**

**First Timers' Meeting**  
**9.30-10.00: Breakfast**  
**10.00-11.00: Meeting - Auditorium K**  
**11.00 12.00: Tour**

10.00 - 10.15 **TUR** TURKISH PAVILION

**OPENING SPEECH BY**  
**Kadir Topbas, Mayor of Istanbul,**  
Istanbul Municipality

10.00 - 11.00 **GEO** AUDITORIUM A

**MASTERMINDS ASIA:  
challenges & perspectives for the next  
12 months**

10.00 - 11.00 **GEO** GAUDI

**Switzerland – still a safe haven for real  
estate investors?**  
*Co-organiser: Immobilien Business*

10.00 - 11.00 **GEO** HOBAN

**International capital for Germany –  
who are the deal makers?**  
*Co-organiser: Heuer Dialog GmbH*

10.00 - 11.30 **LOG** LOGISTICS PAVILION

**3 logistics pitching sessions**

11.00 - 11.30 **INNO** MIPIM INNOVATION FORUM

**Case studies**

11.30 - 12.30 **GEO** HOBAN

**China - Asia's destiny**  
*Co-organiser: Cushman & Wakefield*

11.30 - 12.30 **GEO** AUDITORIUM A

**Russia: influence of socially significant  
events on developer business**  
*Co-organiser: Vedomosti*

11.30 - 12.30 **LOG** GAUDI

**What are the perspectives for  
the logistics real estate market?**  
**12.30 - 13.00**  
**Meet the speakers**

11.30 - 17.00 **INNO** MIPIM INNOVATION FORUM

**30-minute innovation showcases**

12.30 - 13.00 **INNO** MIPIM INNOVATION FORUM

**Case studies**

12.00 - 14.00 **HTL** HTL LOUNGE

**HTL Presentations:  
Tourism & leisure projects -  
infrastructure & demand drivers**  
*Co-organiser: PKF hotelexperts*

12.30 - 14.00 **GEO** **EVE** MAJESTIC BEACH

**Asia Lunch**  
*By invitation only*

13.00 - 14.30 **FIN** **EVE** MAJESTIC HOTEL

**Investors' Lunch**  
*By invitation only*  
*Platinum sponsor: AXA Real Estate*

14.00 - 14.30 **CIT** GRAND AUDITORIUM

**KEYNOTE ADDRESS**  
**Future London**  
**Boris Johnson, Mayor of London,**  
Greater London Authority

14.00 - 17.00 **HTL** HTL LOUNGE

**HTL Presentations:  
Resort hotels - the leisure business**  
*Co-organiser: PKF hotelexperts*

14.15 - 15.00 **INNO** MIPIM INNOVATION FORUM

**KEYNOTE PANEL**  
**ON ENERGY EFFICIENCY  
& RESOURCES' OPTIMISATION**  
**Arab Hoballah, Chief Sustainable**  
Consumption and Production, UNEP,  
United Nations Environment Programme  
**Gaetan Siew, CEO, Global Creative**  
Leadership Institute

14.30 - 15.30 **GEO** GAUDI

**Japan: Opportunities, Outlook and  
Unique Practices of local Real Estate  
Business**  
*Co-organiser: XYMAX Corporation*

14.30 - 15.30 **LOG** **EVE** LOGISTICS PAVILION

**Power Meetings**  
**Invest in logistics**  
*Pre-registration required*

14.30 - 15.30 **GEO** HOBAN

**Passages to Africa: South Africa  
and its neighbouring markets**  
*Co-organiser: IPD*

\*Pecha Kucha: creative format of presentation based on 20 images, 20 seconds of talk per image

**GEO** Geographical focuses    **FIN** Finance & Investment    **INNO** Innovation    **LOG** Logistics    **CIT** Cities & Infrastructure  
**HTL** Hotel, Tourism & Leisure    **SEG** Focus by segments    **TUR** Turkey, Country of Honour    **EVE** MIPIM Events

# MIPIM at-a-glance programme of conferences and events

## TUESDAY 12 MARCH

**14.30 - 18.00** **GEO** AUDITORIUM A

**Back to the future - The next ten years for the CEE & SEE property markets**  
In partnership with: CEEQA

**14.30-15.30**

Panel conference on Money

**15.30-16.00**

Coffee break

**16.00-17.00**

Panel conference on Development

**17.00-18.00**

Cocktail in Grand Auditorium Verrière

Sponsored by CEEQA

**15.00-15.30** **TUR** TURKISH PAVILION

**Where is Turkey situated within Europe and the Middle East real estate universe: outlook and alternatives**

Co-organiser: Reidin

**15.15 - 16.15** **INNO** MIPIM INNOVATION FORUM

Case studies

**15.45-16.15** **TUR** TURKISH PAVILION

**How to drive growth in Turkish real estate market**

**16.00 - 16.30** **LOG** **EVE** LOGISTICS PAVILION

**Power Meetings**  
Find tenants for logistics buildings  
Pre-registration required

**16.00-17.00** **FIN** HOBAN

**Pan-European real estate funds, strategies and prospects**

Co-organiser: Harvard Business School

**16.00 - 17.00** **CIT** GAUDI

**Best practices of inner city development**

**16.30 - 17.00** **TUR** TURKISH PAVILION

**Turkey: Land of Opportunities**

**16.30 - 17.30** **INNO** MIPIM INNOVATION FORUM

Case studies

**17.00** **HTL** **EVE** HTL LOUNGE

HTL Cocktail reception

**17.00** **LOG** **EVE** LOGISTICS PAVILION

Logistics Cocktail reception

**17.00 - 19.00** **INNO** MIPIM INNOVATION FORUM

**Innovators' Vision:**  
MIPIM Awards screenings  
Powered by Pecha Kucha\*

**17.30 - 18.30** **FIN** AUDITORIUM A

**Minimising risks and maximising value in volatile markets: the role of international standards**

Co-organiser: RICS

**17.30 - 18.30** **FIN** HOBAN

**Survival in a world of multi-channel: European retail as an investment**

Co-organiser: IPD

**17.30 - 18.30** **FIN** GAUDI

**Pooled funds at a cross roads?**

Co-organiser: Real Estate Strategies Ltd.

**17.30-18.30** **INNO** MIPIM INNOVATION FORUM

Case studies

**19.30** **EVE** MARTINEZ HOTEL

**MIPIM Opening Cocktail**

Sponsored by:

- Ministry of culture and tourism of republic of Turkey
- Nef

### Conference rooms are located:

- Agora, Level 01 - Aisle 01-03
- Auditorium A, Level 3
- Gaudi room, Level 01
- Grand Auditorium, Level 1
- Hoban room, Level 3
- HTL Lounge, Level 3
- Logistics Pavilion, Level 01
- MIPIM Innovation Forum, Gare Maritime

### Access the interactive floorplan



\*Pecha Kucha: creative format of presentation based on 20 images, 20 seconds of talk per image

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**EVE** MIPIM Events



## TUESDAY 12 MARCH

**9.30 - 10.00** | STAND N° AZUR.02

**Opening of the stand of the Russian Federation by the Head of the Russian Delegation, the Minister of regional development of the Russian Federation I.N.Slyunyaev with participation of the top officials from the international delegations**

Organiser: Ministry of Regional Development of the Russian Federation

*By invitation only*

**10.00 - 10.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

**Press Conference Chilean architecture: a reliable design from Chile to the world**

Organiser: Arquitectura de Chile

**10.30 - 11.00** | STAND B1.00

**Invention: paving the way for the commercialisation of the UK's research strengths.**

Organiser: Manchester at MIPIM Partnership

**11.00 - 11.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

**Conference waterfront solutions – How to convert waterfronts properties into valuable developments**

Organiser: ABD Architects

*By invitation only*

**11.00 - 12.00** | STAND 18.24

**Luxury property in the heart of Europe**

Organiser: Dana Holdings & Zomex Investment

*By invitation only*

**11.00 - 12.00** | STAND 10.01 / 08.02

**Opening ceremony of the "Kortros" stand**

Organiser: Kortros

**11.00 - 13.00** | MAJESTIC HOTEL

**European cities: New growth and investment strategies with keynote speaker Jim O' Neill, chairman of Goldman Sachs Asset Management**

Organiser: Manchester at MIPIM Partnership

*By invitation only*

**11.30 - 12.00** | STAND H 4.18

**Investment renewable energies**

Organiser: City of Stuttgart

**12.00 - 12.30** | STAND R27.09

**Transforming a city centre: Birmingham's enterprise zone and paradise circus**

Organiser: Birmingham

*By invitation only*

**12.00 - 13.30** | AUDITORIUM E, LEVEL 3

**IPD Pan-European investor briefing & lunch: Launching the IPD Pan-European Quarterly Property Fund Index**

Organiser: IPD

**12.00 - 14.00** | VERRIERE CALIFORNIE, LEVEL 5

**Investments in mass affordable housing development: challenges and opportunities**

Organiser: Kortros

**12.30 - 13.30** | STAND 13.18 / 15.17

**Welcome reception**

Organiser: City of Tallinn

**13.00 - 13.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

**Land market opportunities: suburbs and distant areas of the Moscow Region**

Organiser: PSN Group | Arendator.ru | Cottage.ru | Urbanus.ru

**14.00 - 14.30** | STAND 11.01

**Stand opening**

Organiser: Ecoprolog Ltd.

*By invitation only*

**14.00 - 14.30** | STAND 02.20 / 04.19

**Grand opening ceremony of the Leningrad Region stand**

Organiser: Leningrad Region

**14.00 - 14.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

**Investment opportunities in Barcelona**

Organiser: Barcelona City Council

**14.00 - 15.00** | STAND H4.20

**Partner-talk**

Organiser: Aurelis Real Estate GmbH & Co.Kg

**14.00 - 15.00** | STAND 13.18 / 15.17

**Presentation of the development projects in Tallinn**

Organiser: City of Tallinn

**14.00 - 15.00** | STAND 10.01 / 08.02

**Presentation of new projects of "Kortros"**

Organiser: Kortros

**14.00 - 16.30** | STAND 02.20 / 04.19

**Presentation peculiarities/structure of construction projects implementation in the Russian Federation**

Organiser: Leningrad Region

**14.30 - 15.30** | AUDITORIUM E, LEVEL 3

**Property EU European logistics investment briefing: will logistics move up the wish list for investors in 2013?**

Organiser: IPD

**14.30 - 15.30** | AUDITORIUM I, LEVEL 4

**Press-Conference: Construction and investment market of Russia: safe harbor of Europe**

Organiser: Ministry of Regional Development

**14.30 - 16.30** | STAND 02.20 / 04.19

**Presentation creating a settlement as a convenient environment for a human in the Leningrad Region**

Organiser: Leningrad Region

**14.30 - 16.30** | STAND 02.20 / 04.19

**How to implement an investment project in the territory of the Leningrad Region?**

Organiser: Leningrad Region

**15.00 - 15.30** | STAND 21.14

**High-rise building for well-designed smart and sustainable cities – Helsinki-Finland smart choice**

Organiser: City of Helsinki

**15.00 - 15.30** | STAND 02.20 / 04.19

**Briefing investment opportunities of integrated area development project**

Organiser: Leningrad Region

**15.00 - 15.30** | STAND 05.20 / 07.19

**Projects & territories**

Organiser: Wallonia

**15.00 - 15.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

**High tech versus low tech in smart cities**

Organiser: Flanders Ghent Development Group

**15.00 - 16.00** | STAND 14.02

**Bristol Emersons green enterprise area**

Organiser: Bristol and Bath @ MIPIM

**15.30 - 16.00** | STAND H4.28

**Welcome**

Organiser: Berlin Senate Department for Urban Development and the Environment

**15.30 - 16.00** | STAND 21.14

**High-rise building for well-designed smart and sustainable cities – City of Espoo & high-rise building**

Organiser: City of Espoo

**15.30 - 16.00** | STAND B1.00

**Lead: the connections between people and places that have the power to change the world.**

**With guest speaker Professor Brian Cox**

Organiser: Manchester at MIPIM Partnership

**15.30 - 17.00** | STAND R29.32

**Japan reception**

Organiser: RICS

## TUESDAY 12 MARCH

**15.30 - 20.00** | MAJESTIC HOTEL

### Wallonia Cocktail Party

Organiser: Wallonia

*By invitation only*

**16.00 - 16.30** | STAND 14.02

### Invest in Bristol and Bath launch

Organiser: Bristol and Bath @ MIPIM

**16.00 - 16.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Seizing opportunities in Japan with Mitsubishi corporation group.

Organiser: Diamond Realty Management Inc.

**16.00 - 17.00** | STAND 13.08

### Whisky tasting event and prize draw

Organiser: City of Edinburgh

**16.00 - 17.00** | STAND H4.20

### Opening reception

Organiser: European Metropolitan Region Nuremberg

**16.00 - 17.00** | AUDITORIUM E, LEVEL 3

### AIFMD implementation: real estate risk management

Organiser: IPD

**16.00 - 18.00** | STAND 15.18 / 17.13

### City of Riga opening reception

Organiser: City of Riga

**16.00 - 18.00** | SEA BREEZE, MOSCOW CITY GOVERNMENT STAND

### 5<sup>th</sup> Cannes investors club session

Organiser: Guild of Property Managers and Developers

*By invitation only*

**16.00 - 18.00** | GRAY D'ALBION HOTEL

### Investing in a world of opportunities

Organiser: Moscow City Government

*By invitation only*

**16.00 - 19.00** | STAND 04.20 / 06.19

### Mebe One Khimki Plaza launch

Organiser: Mebe Development

*By invitation only*

**16.30 - 17.30** | STAND R27.05

### Meet the City Region

Organiser: Leeds City Region

**16.45 - 17.00** | STAND 14.02

### Announcement and taster: Bristol temple quarter enterprise zone and Avonmouth Severnside enterprise area

Organiser: Bristol and Bath @ MIPIM

*By invitation only*

**17.00 - 17.30** | STAND H 4.18

### ZIA & ULI - MIPIM kick off "urban change: dynamic drivers to create sustainable city centers"

Organiser: City of Stuttgart

**17.00 - 17.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Discover Lisbon, your Atlantic business hub

Organiser: Invest Lisboa

**17.00 - 18.00** | STAND H4.20

### Partner-talk

Organiser: European Metropolitan Region Nuremberg

**17.00 - 18.00** | STAND R31.23

### MP 2013, quand la culture profite au développement économique

Organiser: Marseille Métropole

**17.00 - 18.00** | INNOVATION FORUM

### Case study - Bruxelles passif

Organiser: Région de Bruxelles-Capitale

**17.00 - 19.00** | STAND R33.05

### Dj party

Organiser: Zorlu Center

**17.00** | STAND R27.09

### Birmingham welcome reception in partnership with the Birmingham post

Organiser: Birmingham

*By invitation only*

**17.00** | STAND 14.02

### Bristol Emersons green enterprise area

Organiser: Bristol and Bath @ MIPIM

**17.30 - 18.00** | STAND H 4.18

### Sustainability – Stop talking about it, do it

Organiser: City of Stuttgart

**17.30 - 18.00** | STAND H 4.18

### Energy efficiency - the role of the city in Europe's energy policy

Organiser: City of Stuttgart

**17.30 - 19.00** | STAND 14.12

### Cocktail reception

Organiser: Akdag Tourism&Construction

**18.30 - 19.30** | FOYER OF AUDITORIUM A

### Reception

Organiser: RICS

**19.30 - 22.30** | LES APPRENTIS GOURMET

### Inspire. Innovate. Invest. Dinner

Organiser: Leeds City Region

*By invitation only*

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### Resource Center



## TUESDAY 12 MARCH

### London Pavilion programme of conferences & events | SUN.01

Produced by NLA - London's Centre for the Built Environment  
Sponsored by GVA

#### LONDON: THE WINNING CITY

**11.30** | NLA STAGE

**The space for growth - how London's opportunity areas support economic development**

**12.30** | ELEPHANT & CASTLE STAND

**Elephant & Castle**

**15.00** | CITY OF LONDON MODEL

**The City of London: London's central business district**

**15.30** | NLA STAGE

**Nine Elms on the South Bank**  
*Followed by Q&A with investors*

**16.00** | NLA STAGE

**Learning from London 2012: design, develop, deliver**

**17.00** | CITY OF LONDON MODEL

**The London reception: the winning city**  
*Followed by presentation of the Cycle2Cannes charity cyclists with Peter Murray*

### Grand Paris Region programme of conferences & events

#### Marina Hall - Stand MAR.PR29

**16.00 - 17.00** | MARINA HALL - MAR.PR29

**Presentation of the La Défense Seine Arche territory, its projects and challenges using the scale model**  
Organiser: Grand Paris Region - Epadesa

**17.00 - 17.45** | MARINA HALL - AGORA - MAR.PR29

**Paris-Saclay, an area working for growth**  
Organiser: Grand Paris Region - Paris-Saclay

**17.00 - 17.30** | MARINA HALL - MAR.PR15

**Rendez-vous Semapa: last news about the projects of Semapa**  
Organiser: Semapa

# MIPIM at-a-glance programme of conferences and events

## WEDNESDAY 13 MARCH

10.00 - 10.30 **TUR** TURKISH PAVILION

**Office investments in Turkey: a rising star?**

Co-organiser: REImonitor

10.00 - 11.00 **FIN** HOBAN

**Green and performing buildings, what are the new perspectives in Europe?**

Co-organiser: Juridim

10.00 - 11.00 **GEO** GAUDI

**Brazil: new grounds for development**

Co-organiser: Vida Imobiliaria

10.00 - 11.00 **INNO** MIPIM INNOVATION FORUM

**KEYNOTE PANEL: can skyscrapers be sustainable?**

10.00 - 11.30 **LOG** LOGISTICS PAVILION

**3 logistics pitching sessions**

10.00 - 13.00 **HTL** HTL LOUNGE

**HTL Presentations: Boutique hotels - urban hideaways**

Co-organiser: PKF hotelexperts

11.00 - 13.00 **CIT** MAJESTIC HOTEL, SALONS ROYAN 1 & 2

**MAYORS' THINK TANK**

Local authorities' perspectives and opportunities for the next decade. What are the measures of attractiveness and competitiveness?

By invitation only

Sponsored by GDF Suez

In partnership with: BPF, CCRE/ CEMR, Eurocities

In collaboration with: UNEP

**13.00-14.30**

**Mayors' Lunch: Political leaders meet end-users**

By invitation only

Sponsored by GDF Suez

11.30 - 12.15 **TUR** TURKISH PAVILION

**Turkish Real Estate Sector in the Vision of 2023**

Co-organiser: GYODER

11.30 - 12.30 **SEG** HOBAN

**Healthcare real estate: a global overview**

Co-organiser: Your Care Consult

11.30 - 12.30 **FIN** AUDITORIUM A

**Private equity real estate**

Co-organiser: PERE

11.30 - 12.30 **LOG** GAUDI

**Logistics hub: multimodal and intermodal freight transport**

**12.30 - 13.00**

**Meet the speakers**

11.30 - 17.00 **INNO** MIPIM INNOVATION FORUM

**30-minute innovation showcases**

14.00 - 17.00 **HTL** HTL LOUNGE

**HTL Presentations: Luxury hotels and resorts - hospitality at its best**

Co-organiser: PKF hotelexperts

14.00 - 14.30 **TUR** AUDITORIUM A

**KEYNOTE ADDRESS**

**Turkey's economic outlook and key investment opportunities**

Ali Babacan, Deputy Prime Minister of Turkey

14.30 - 15.30 **FIN** GAUDI

**Evolving investment structures in Europe: finding value in European funds and REITs**

Co-organiser: IPD

Sponsored by Aberdeen Asset Management

14.30 - 15.30 **INNO** MIPIM INNOVATION FORUM

**The future of CRE: trends to set to revolutionise our industry**

Co-organiser: CoreNet Global

14.30 - 15.30 **HTL** HOBAN

**Key Lessons from Successful developments of Hotel Projects**

14.30 - 17.00 **LOG** LOGISTICS PAVILION

**5 logistics pitching sessions**

14.45 - 15.30 **CIT** AUDITORIUM A

**KEYNOTE ADDRESS BY**

**Kengo Kuma, Architect, Kengo Kuma & Associates**

15.00 - 15.45 **TUR** TURKISH PAVILION

**Improving the investment climate in Turkey**

Co-organiser: GISP (Centre for Strategic Thinking in Real Estate)

15.30 - 16.00 **INNO** EVE MIPIM INNOVATION FORUM

**Meet the end-users cocktail**

15.30 - 16.15 **INNO** MIPIM INNOVATION FORUM

**Real estate and changing society: ideas for the city of tomorrow**

In association with: ESSEC Business School

16.00 - 16.30 **TUR** TURKISH PAVILION

**A new wave in Istanbul: the Kartal urban regeneration PPP project**

16.00-17.00 **SEG** GAUDI

**RE-entertainment: an upcoming trend for developers and investors?**

Co-organiser: BRC Imagination Arts BV

16.00 - 17.00 **CIT** HOBAN

**UK: The future of city funding**

Co-organiser: GVA

16.15 - 16.45 **INNO** MIPIM INNOVATION FORUM

**KEYNOTE ADDRESS**

**Key challenges of the EU Energy Policy**

Guenther Oettinger, European Commissioner for Energy, Commission Européenne

16.45 - 17.30 **TUR** TURKISH PAVILION

**Housing investment market in Turkey: promising opportunities?**

Co-organiser: KONUTDER

# MIPIM at-a-glance programme of conferences and events

## WEDNESDAY 13 MARCH

17.00 HTL EVE HTL LOUNGE

HTL Cocktail reception

17.00 LOG EVE LOGISTICS PAVILION

Logistics Cocktail reception

17.00 - 18.00 INNO MIPIM INNOVATION FORUM

Should measuring sustainability be a job for the accountants?

Co-organiser: BPF

17.00 - 19.00 INNO MIPIM INNOVATION FORUM

Innovators' Vision:  
MIPIM Awards' screenings

Powered by Pecha Kucha\*

17.15 - 18.00 HTL EVE HTL LOUNGE

Power Meetings  
Hotel groups meet investors  
*Pre-registration required*

17.30 TUR TURKISH PAVILION

Cocktail reception

17.30 - 18.30 LOG HOBAN

Airport areas as economic engine  
*In partnership with Hubstart Paris & Paris Region Economic Development Agency*

17.30 - 18.30 GEO AUDITORIUM A

Why is the United States so attractive to global investors?

Co-organiser: Real Capital Analytics

17.30 - 18.30 GEO GAUDI

How sustainable is the Dutch property market

Co-organiser: GRESB Association

### Conference rooms are located:

- Agora, Level 01 - Aisle 01-03
- Auditorium A, Level 3
- Gaudi room, Level 01
- Grand Auditorium, Level 1
- Hoban room, Level 3
- HTL Lounge, Level 3
- Logistics Pavilion, Level 01
- MIPIM Innovation Forum, Gare Maritime

### Access the interactive floorplan



\*Pecha Kucha: creative format of presentation based on 20 images, 20 sec of talk per image

**GEO** Geographical focuses

**FIN** Finance & Investment

**INNO** Innovation

**LOG** Logistics

**CIT** Cities & Infrastructure

**HTL** Hotel, Tourism & Leisure

**SEG** Focus by segments

**TUR** Turkey, Country of Honour

**EVE** MIPIM Events

## WEDNESDAY 13 MARCH

**8.00 - 9.30** | CARLTON HOTEL, SALON LA COTE

### The BPF, GVA and Reed Midem Property Networking Breakfast

Organiser: BPF- GVA -Reed Midem

*By invitation only*

**8.15 - 9.45** | MAJESTIC HOTEL

### Where next? Hot spots for corporate expansion and the drivers for investment

Organiser: FDI Intelligence

*By invitation only*

**8.30 - 10.00** | CARLTON HOTEL

### Leeds City Region: Opportunity Through Innovation

Organiser: Leeds City Region

**8.30 - 11.45** | HOTEL MAJESTIC

### 18<sup>th</sup> Russian breakfast

Organiser: Impress Media

*By invitation only*

**9.00 - 10.30** | STAND 21.14

### The Finnish property breakfast

Organiser: City of Helsinki

*By invitation only*

**9.00 - 11.00** | STAND 05.20 / 07.19

### IBM breakfast

Organiser: IBM

*By invitation only*

**10.00 - 10.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Housing and working are changing fast, but new buildings don't follow suit

Organiser: Flanders Ghent Development Group

**10.00 - 11.00** | STAND H4.20

### Partner-talk

Organiser: Mutual Savings Bank Nuremberg

**10.00 - 11.30** | STAND 18.16

### Airport business park Uruguay

Organiser: Greenpol

*By invitation only*

**10.00 - 11.30** | STAND H4.22

### Les écomobilités au cœur du projet urbain

Organiser: Grenoble Alpes Métropole

**10.00 - 12.00** | AUDITORIUM K

### Equity raising - The Luxembourg platform

Organiser: Luxembourg for Finance

**10.30 - 11.00** | STAND B1.00

### Enterprise: the sights of Manchester Airports Group are firmly set on expansion

Organiser: Manchester at MIPIM Partnership

**10.30 - 11.30** | STAND R31-23

### Marseille Métropole, une offre globale pour les investisseurs, les promoteurs et les entreprises

Organiser: Marseille Métropole

**10.30 - 11.30** | AUDITORIUM J, LEVEL 4

### Présentation du schéma directeur Canal

Organiser: Région De Bruxelles-Capitale

**10.30 - 11.30** | STAND H4.28

### Berlin brunch

Organiser: Berlin Senate Department for Urban Development and the Environment

**10.30 - 11.30** | STAND R29.32

### RICS real estate management standards launch

Organiser: RICS

**10.30 - 12.00** | AUDITORIUM H

### Le opportunità del piano città in Italia

Organiser: ANCE

**10.30** | STAND R27.09

### Introduction from Mark Barrow, Strategic Director of development at Birmingham city Council

Organiser: Birmingham

*By invitation only*

**11.00 - 11.30** | STAND 05.20 / 07.19

### IBM project

Organiser: IBM

**11.00 - 11.30** | AZUR.03

### The Volgograd Region. Region to invest

Organiser: The Volgograd Region Government

**11.00 - 12.00** | STAND 13.18/15.17

### Estonian property market overview

Organiser: City of Tallinn

**11.00 - 12.00** | STAND 21.14

### City of Turku & City of Kotka reception

Organiser: City of Turku & City of Kotka

**11.00 - 12.00** | AUDITORIUM E, LEVEL 3

### Launch of the IPD barometer, in partnership with Crédit Foncier Immobilier

Organiser: IPD

**11.00 - 12.00** | STAND R27.05

### City development & planning forum

Organiser: Leeds City Region

**11.00 - 12.00** | STAND 03.16 - 05.13

### Présentation du projet Spyland

Organiser: Noraparc et Calais Promotion

**11.00 - 11.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Getting it right - Technology use in business

Organiser: Qube Global Software

**11.00 - 12.00** | MOSCOW CITY GOVERNMENT HALL

### Top real estate trends in Moscow & the Regions

Organiser: The Moscow Times

**11.00 - 12.00** | AUDITORIUM I, LEVEL 4

### Stockholm real estate seminar: Stockholm – a stable market

Organiser: Stockholm Business Region Development

*By invitation only*

**11.00 - 12.30** | STAND 02.20 / 04.19

### The Leningrad Region – Logistics gates of Russia

Organiser: Leningrad Region

**11.30 - 12.00** | STAND H 4.18

### International projects at a glance

Organiser: City of Stuttgart

**11.30 - 12.30** | STAND 07.20

### Drink belge

Organiser: Région de Bruxelles-Capitale

*By invitation only*

**11.30 - 12.30** | STAND 05.20 / 07.19

### Cocktail 3 regions

Organiser: Wallonia

*By invitation only*

**11.30 - 12.30** | STAND 18.08

### Argentina: The choice to diversify your investments

Organiser: Argentina Ministry of Tourism

**12.00 - 12.45** | STAND R31.93

### Presentation of Tushino 2018, a landmark urban development project in Moscow

Organiser: CJSC "Tushino 2018"

**12.00 - 13.00** | STAND 14.02

### Bristol's great retail & leisure offer

Organiser: Bristol and Bath @ MIPIM

**12.00 - 13.00** | STAND 10.01 / 08.02

### Online conference with building areas in Sochi and Ekaterinburg

Organiser: Kortros

**12.00 - 14.30** | VERRIÈRE GRAND AUDITORIUM

### Official reception of the Grand Duchy of Luxembourg

Organiser: Chamber of Commerce of the Grand Duchy of Luxembourg

*By invitation only*

**12.30 - 14.30** | AUDITORIUM CALIFORNIE VERRIÈRE

### Roundtable - Russia: Discover and invest

Organiser: Arendator.ru

*By invitation only*

**12.30 - 14.45** | MAJESTIC HOTEL, LA BAULE ROOM

### Event of Ministry of Regional development of the Russian Federation

Organiser: Ministry of Regional Development of The Russian Federation – Co-organiser: Kortros

*By invitation only*

## WEDNESDAY 13 MARCH

**13.00 - 13.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Structural reforms in Greek real estate market: perceived vs projected

Organiser: Re+d magazine

**13.00 - 14.00** | STAND 05.20 / 07.19

### Eurogare - Projects

Organiser: Eurogare

**13.00 - 15.00** | NUMBER 3 LA CROISSETTE  
(DIRECTLY OPPOSITE THE PALAIS)

### Coventry's ambition to become a Low Carbon City by 2020

Organiser: Coventry City

**13.30 - 16.30** | AUDITORIUM K

### Think green save money - the Swedish experience in sustainable urban development

Organiser: Business Sweden

**14.00** | ITALIAN PAVILION C1.01

### New towers in Porta Nuova Garibaldi, Milan Le Albere: requalification of the ex-Michelin area, Trento

Organiser: Colombo Costruzioni Spa

**14.00 - 14.30** | STAND 02.20 / 04.19

### Presentation engineering infrastructure required to locate an enterprise in the Leningrad Region

Organiser: Leningrad Region

**14.00 - 14.30** | STAND 05.20 / 07.19

### Forum innovation – Maritime Station

Organiser: Wallonia

**14.00 - 15.00** | STAND H4.20

### City-talk

Organiser: City of Nuremberg

**14.00 - 15.00** | STAND 13.18 / 15.17

### Presentation of the development projects In Tallinn (in Russian)

Organiser: City of Tallinn

**14.00 - 15.00** | STAND 21.01

### Ukraine networking event

Organiser: Eastgate Development

*By invitation only*

**14.00 - 15.00** | STAND 13.27

### Cocktail Party: Do you know what is the Capital of Northern Scandinavia?

Organiser: Oulu - Capital of Northern Scandinavia

**14.30 - 15.30** | STAND R31.23

### Port de Marseille Fos : la logistique XXL

Organiser: Marseille Métropole

**15.00** | ITALIAN PAVILION C1.01

### The "Housing Contest" project - High performance, low cost residential building

**15.00 - 15.15** | STAND 05.20 / 07.19

### GRE projects

Organiser: GRE - LIEGE

**15.00 - 15.30** | STAND R27.05

### Regional cities and the capital

Organiser: Leeds City Region

**15.00 - 15.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Morocco's opportunities: open for business

Organiser: Casanearshore/Technopolis, Saz, Almanar

**15.00 - 16.00** | AUDITORIUM E, LEVEL 3

### French real estate environmental performance: presentation of IPD key indicators

Organiser: IPD

**15.00 - 16.00** | STAND 02.36 / 04.33

### Made Expo a quality future

Organiser: Made Expo

**15.00 - 16.00** | AUDITORIUM J

### Cannes, Cité du Cinéma

Organiser: Ville de Cannes

**15.00 - 16.00** | STAND 14.02

### Bristol's bid for European green capital

Organiser: Bristol and Bath @ MIPIM

**15.00 - 16.00** | STAND 03.02 - 05.05

### Prise de parole autour du Pôle Métropolitain

Organiser: Communauté Urbaine de Strasbourg / M2A

**15.00 - 16.30** | RESTAURANT GASTRONOMIQUE, LEVEL 3

### CDG Group Morocco

### Break Time With Moroccan Real Estate Leaders

Organiser: CDG Group

**15.00 - 16.30** | STAND 21.14

### Wood construction for well-designed smart and sustainable cities – Stora Enso Oyj, Wood Construction

Organiser: Helsinki-Finland

**15.00 - 16.30** | STAND R29.32

### UK and Ireland reception

Organiser: RICS

**15.00 - 17.00** | ALLÉE DE LA LIBERTÉ, CANNES

### The annual boules fight at MIPIM

Organiser: Kingston Smith Llp

*By invitation only*

**15.30 - 16.00** | STAND H4.28

### Housing projects in Berlin – facts and perspectives

Organiser: Berlin Senate Department for Urban Development and The Environment

**15.30 - 16.00** | STAND B1.00

### Link: the future of 3D content and its ability to support global collaborations.

With guest speaker Dan Lejerskar, cofounder and chair of Eon Reality

Organiser: Manchester at MIPIM Partnership

**15.30 - 16.30** | STAND LR4.04

### High speed train, infrastructures and urban transformation

Organiser: Piemonte Agency for Investments, Export and Tourism

**15.30 - 16.30** | STAND 13.19

### Meet the Mayor Arturas Zuokas (Vilnius City)

Organiser: Vilnius City

**15.30 - 16.30** | STAND 03.16 - 05.13

### Calais demain, une dynamique urbaine et touristique

Organiser: Calais Promotion

**16.00 - 16.30** | STAND 02.20 / 04.19

### Creating a settlement as a convenient environment for a human in the Leningrad Region

Organiser: Leningrad Region

**16.00 - 16.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Innovative engineering solutions for Russian urban infrastructure development

Organiser: Ecoprog ltd.

**16.00 - 17.00** | AUDITORIUM E, LEVEL 3

### Launch of the IPD/BVI German quarterly specialfonds index

Organiser: IPD

**16.00 - 17.00** | STAND LR1.16

### Kiev welcomes you: City's main projects

Organiser: Kan Development

**16.00 - 17.00** | STAND 10.01 / 08.02

### Developer's community + cocktail Kortros

Organiser: Kortros

**16.00 - 17.00** | STAND 07.02 / 09.01

### Oz Montpellier nature urbaine: the new-generation business centre - OZ Montpellier nature urbaine, le pôle d'affaires nouvelle génération

Organiser: Montpellier Agglomération

*By invitation only*

**16.00 - 17.00** | HOBAN ROOM, LEVEL 3

### The future of city funding

Organiser: Birmingham

**16.00 - 17.00** | STAND LR4.02

### Cocktail

Organiser: City of Warsaw

*By invitation only*

## WEDNESDAY 13 MARCH

**16.00 - 18.00** | STAND 15.18 / 17.13

### City of Riga reception

Organiser: City of Riga

**16.00 - 19.00** | STAND 04.20 / 06.19

### Mebe One Khimki Plaza launch

Organiser: Mebe Development

*By invitation only*

**16.00 - 19.00** | GRAY D'ALBION HOTEL

### BEP – IBW – IDELUX event

Organiser: BEP - IBW - Idelux

*By invitation only*

**16.30 - 17.15** | STAND 21.14

### North Crown Oy reception

Organiser: North Crown Oy

**16.30 - 18.00** | STAND 08.24 / 10.23

### City of Brno reception

**followed by cocktail party and tasting Genuine Moravian Wines**

Organiser: City of Brno

**16.30 - 18.00** | LERINS LR 1-2

### Amazing fashion show

Organiser: Lille Région Coeur d'Europe

**17.00 - 17.15** | STAND 14.02

### Announcement and taster: changing perception of Bath

Organiser: Bristol and Bath @ MIPIM

**17.00 - 17.30** | STAND H4.28

### Berlin – The place to be for investments major real estate projects

Organiser: Berlin Senate Department for Urban Development and The Environment

**17.00 - 17.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Argentina: the choice to diversify your investment

Organiser: Argentina Ministerio de Turismo

**17.00 - 18.00** | STAND R27.09

### Business Birmingham reception in association with FDI Magazine

Organiser: Birmingham

*By invitation only*

**17.00 - 18.00** | STAND LR.2.01

### Cocktail of Gdańsk

Organiser: City of Gdańsk

**17.00 - 19.00** | STAND R33.05

### Dj party

Organizer: Zorlu Center

**17.00 - 18.30** | AUDITORIUM K, LEVEL 4

### The office of the future: both sustainable and appealing?

Organiser: Club Construction Durable

**17.15 - 18.15** | AUDITORIUM E, LEVEL 3

### Lisbon as a bridge for new Portuguese investment opportunities

Organiser: IPD

**17.30 - 18.00** | STAND H 4.18

### Energy efficiency – the role of the city in Europe's energy policy

Organiser: City of Stuttgart

**17.30 - 21.00** | STAND R33.07

### Frankfurt Rheinmain cocktail lounge

Organiser: Frankfurt Rheinmain

**19.00 - 21.30** | PLAGÉ ROYALE

### Eurometropole cocktail

Organiser: Eurometropole

*By invitation only*

## London Pavilion programme of conferences & events **SUN.01**

Produced by NLA - London's Centre for the Built Environment

Sponsored by GVA

### LONDON: THE WINNING CITY

**10.00** | EAST LONDON STAND

### East London - the olympic opportunity

*Followed by Q&A with investors*

**10.30** | NLA STAGE

### Estates Gazette panel debate - London: gateway to Europe

**11.00** | NLA STAGE

### London - tech capital of Europe

**11.30** | EALING & HOUNSLOW STAND

### Hounslow

**12.00** | NLA STAGE

### Delivering London's infrastructure

**15.00** | NLA STAGE

### London's unrivalled investment offer

**15.30** | EALING & HOUNSLOW STAND

### Ealing

**16.00** | NLA STAGE

### Housing: delivering the homes that London needs

**16.30** | CROYDON STAND

### Croydon delivering change

**17.00** | NLA STAGE

### Land: maximising the efficiency of land use in a growing city

**17.30** | CAPCO STAND

### Earl's court

**18.00** | NLA STAGE

### Riba Pecha Kucha

**18.30** | NLA STAGE

### Drinks reception following the Pecha Kucha hosted by YAYA & Phil Coffey Architects



## WEDNESDAY 13 MARCH

### Grand Paris Region programme of conferences & events

#### Marina Hall - Stand MAR.PR29

**9.30 - 10.30** | MARINA HALL - ESPACE RESTAURANT  
MAR.PR21

**Porte sud du Grand Paris : un pôle de vie inter-campus dans le rectangle d'or**

Organiser: Grand Paris Region - SEM Genopole

**10.00 - 10.30** | MARINA HALL - AGORA - MAR.PR29

**La Defense Seine Arche: from the Seine to the Seine, a sustainable ambition**

Organiser: Grand Paris Region - Epadesa

**10.30 - 11.00** | MARINA HALL - MAR.PR29

**Presentation of the La Défense Seine Arche territory, its projects and challenges, using the scale model**

Organiser: Grand Paris Region - Epadesa

**10.30 - 11.00** | MARINA HALL - ESPACE RESTAURANT  
MAR.PR21

**La Seine et Marne et le téléCentre, un nouveau mode de travail**

Organiser: Grand Paris Region - Seine et Marne

**11.00 - 11.30** | MARINA HALL - MAR.PR08

**Inauguration du stand de la communauté d'agglomération Evry Centre Essonne**

Organiser: Grand Paris Region - Evry Centre Essonne

**11.00 - 11.30** | MARINA HALL - AGORA - MAR.PR29

**Marne-la-Vallée – two major eco-districts: 7,000 housing units to meet the housing needs in the Paris Region**

Organiser: Grand Paris Region - Marne-la-Vallée

**11.15 - 11.45** | MARINA HALL - MAR.PR25

**Un campus de 87 000 m<sup>2</sup> à fort potentiel à Asnieres-sur-Seine**

Organiser: Grand Paris Region - Hauts-de-Seine

**11.30 - 12.00** | MARINA HALL - AGORA - MAR.PR29

**Sénart in Grand Paris and its projects**

Organiser: Grand Paris Region - Sénart

**11.30 - 12.30** | MARINA HALL - MAR.PR15

**The dynamics of large-scale urban projects in Paris**

Organiser: Paris

**12.00 - 12.30** | MARINA HALL - MAR.PR25

**West Plaza (31 000 m<sup>2</sup>): une démarche environnementale exceptionnelle face à la Défense**

Organiser: Grand Paris Region - Hauts-de-Seine

**12.00 - 13.00** | MARINA HALL - AGORA - MAR.PR29

**Le Bourget, home of aviation, has become a world-renowned aeronautical cluster**

Organiser: Grand Paris Region - Plaine de France

**12.00 - 13.00** | MARINA HALL - MAR.PR01

**Silic, the campus spirit for Grand Paris**

Organiser: Grand Paris Region - Silic Socomie

**14.30 - 15.15** | MARINA HALL - AGORA - MAR.PR29

**Epadesa and Defacto: complementary actions for La Defense's worldwide reputation**

Organiser: Grand Paris Region - Epadesa

**15.00 - 16.00** | MARINA HALL - MAR.PR3

**Ecoquartier les docks, l'entrée en Seine de Saint-Ouen**

Organiser: Grand Paris Region - Plaine Commune

**15.15 - 15.45** | MARINA HALL - AGORA - MAR.PR29

**Marne-la-Vallée – Cité Descartes: the new "sustainable development" business district of the future**

Organiser: Grand Paris Region - Marne-la-Vallée

**15.30 - 16.00** | MARINA HALL - MAR.PR15

**Rendez-vous Paris Batignolles: Clichy Batignolles west district**

Organiser: Paris Batignolles

**15.30 - 16.30** | MARINA HALL - MAR.PR23

**Ile Seguin, the Grand Paris Region cultural eco-city**

Organiser: Grand Paris Region - Ile Seguin Rives de Seine - Boulogne Billancourt

**15.45 - 16.15** | MARINA HALL - AGORA - MAR.PR29

**Le Grand Roissy, an airport city at the heart of international exchanges**

Organiser: Grand Paris Region - Plaine de France

**16.15 - 16.45** | MARINA HALL - AGORA - MAR.PR29

**Presentation of the AéroliansPARIS operation, a business centre close to Roissy-Charles de Gaulle Airport**

Organiser: Grand Paris Region - AFTRP

**16.15 - 16.45** | MARINA HALL - MAR.PR15

**Rendez-vous Semavip**

Organiser: Paris - Semavip

**16.45 - 17.30** | MARINA HALL - AGORA - MAR.PR29

**EDF research & development Centre. Why choose Paris-Saclay?**

Organiser: Grand Paris Region - Paris Saclay

**17.00 - 17.45** | MARINA HALL - MAR.PR25

**Les Hauts-de-Seine : un territoire de référence pour les investisseurs étrangers**

Organiser: Grand Paris Region - Hauts-de-Seine

**17.00 - 18.00** | MARINA HALL - MAR.PR08

**Présentation du projet architectural du Grand Stade de la Fédération française de rugby sur le site de l'ancien hippodrome de Ris-Orangis**

Organiser: Grand Paris Region - Evry Centre Essonne

**17.00** | MAR.PR15

**Rendez-vous Paris Batignolles Visite virtuelle de l'opération Clichy Batignolles**

**17.30 - 18.15** | MARINA HALL - AGORA - MAR.PR29

**Grand Paris Express stations: integrating them into their neighbourhoods**

Organiser: Grand Paris Region - Société du Grand Paris

**17.30 - 18.30** | HOBAN ROOM, LEVEL 3

**Les infrastructures, moteur du développement économique Mipim Conference Session**

**18.00 - 19.00** | HOTEL JW MARRIOTT, TERRASSE RENOIR

**Presentation des projets de sadev 94**

Organiser: Grand Paris Region - Sadev 94

# MIPIM at-a-glance programme of conferences and events

## THURSDAY 14 MARCH

8.00 - 9.30 **FIN** EVE MAJESTIC HOTEL

### Leaders' breakfast

"Private Talks" with Dr Jürgen Stark, Member of the European Central Bank Executive Board (2006 - 2011)

*By invitation only*

9.30 - 11.00 **INNO** MIPIM INNOVATION FORUM

### Innovators' vision:

MIPIM Awards screenings

*Powered by Pecha kucha\**

10.00 - 10.30 **TUR** TURKISH PAVILION

Middle Eastern investors attracted to the Turkish market: the effects of the Reciprocity Law

*Co-organiser: Reidin*

10.00 - 10.45 **CIT** HOBAN

Lille's road to Excellence in presence of Martine Aubry, Mayor of Lille, President of Lille Metropole

*Organiser: Lille's*

10.00 - 11.00 **FIN** GRAND AUDITORIUM

### PLENARY KEYNOTE ADDRESS:

The global economic outlook and the EU financial crisis

Dr Jürgen Stark, Member of the European Central Bank Executive Board (2006-2011)

10.00 - 11.00 **INNO** MIPIM INNOVATION FORUM

### Case studies

10.00 - 11.30 **LOG** LOGISTICS PAVILION

### 3 logistics pitching sessions

10.00 - 13.00 **HTL** HTL LOUNGE

### HTL Presentations:

City hotels - affordable chic

*Co-organiser: PKF hotelexperts*

11.15 - 12.15 **INNO** MIPIM INNOVATION FORUM

### KEYNOTE ADDRESS BY ARCHITECTS

Architecture and responsible innovation

*Co-organiser: Lord Culture*

Jürgen Mayer H., Principal, J. Mayer H. Architects

Caroline Barat, Architect, Agence Search

Philippe Chiambaretta, Architect, Philippe Chiambaretta / PCA

Kengo Kuma, Architect, Kengo Kuma and Associates

Ihsan Murat Tabanlıoğlu, Founding Partner / Architect, Tabanlıoğlu Architects

11.30 - 12.00 **TUR** TURKISH PAVILION

Changing Workplace (Office/Logistics/Industrial/P&DS) Role of Corporate Solutions, Emerging Opportunities in Workplace. Prepare for changing trends

11.30 - 12.30 **LOG** GAUDI

XXL warehouses: optimisation and resources mutualisation

12.30-13.00

Meet the speakers

11.30 - 12.30 **GEO** AUDITORIUM A

Is Scandinavia as stable as it seems or just late in the cycle?

*Co-organiser: Fastighetsnytt*

11.30 - 12.30 **GEO** HOBAN

Italian Real Estate. Reloaded.

*Co-organiser: Chiomenti Studio Legale*

*Sponsored by IDEA FIMIT*

11.30 - 17.00 **INNO** MIPIM INNOVATION FORUM

30-minute innovation showcases

12.30 - 13.00 **INNO** MIPIM INNOVATION FORUM

### KEYNOTE ADDRESS

Decalogue for a senseable / smart city

Carlo Ratti, Director, MIT Senseable City Lab and Founder, carlorattiassociati srl

13.00 - 14.30 **HTL** EVE GRAY D'ALBION HOTEL

### Hotel & Tourism Lunch

*By invitation only*

*Sponsored by ApexBrasil*

13.00 - 14.30 **GEO** EVE MAJESTIC HOTEL

### Italian Lunch

*By invitation only*

*Sponsored by IDEA FIMIT*

14.30 - 15.30 **GEO** AUDITORIUM A

Iberian Peninsula (Spain & Portugal): economic perspectives

*Co-organiser: Jones Lang LaSalle*

14.30 - 15.30 **FIN** AUDITORIUM A

The regulation game: implications of Basel III, AIFMD, Solvency II for investment and financing debt

*Co-organiser: IPD*

14.30 - 15.30 **INNO** MIPIM INNOVATION FORUM

Does being green create value for end-users?

*Co-organiser: ISA*

14.30 - 17.00 **LOG** LOGISTICS PAVILION

5 logistics pitching sessions

15.00 - 15.30 **TUR** TURKISH PAVILION

Retail real estate in Turkey:

a fast-growing market for international investors

15.00 - 16.00 **HTL** HOBAN

MASTERMINDS HOTEL & TOURISM - Perspectives on the hospitality industry

15.00-15.15

Keynote introduction by

Stephen Joyce, President & CEO, Choice Hotels International

15.15-16.00

Panel discussion with

Rui Barros, Senior Vice President and Managing Director, Wyndham Hotel Group

Stephen Joyce, President & CEO, Choice Hotels

Simon Vincent, President, EMEA, Hilton Worldwide

# MIPIM at-a-glance programme of conferences and events

## THURSDAY 14 MARCH

**15.45 - 16.00** **TUR** TURKISH PAVILION

### KEYNOTE ADDRESS

Ahmet Haluk Karabel, President of TOKI

**16.00-16.30** **TUR** TURKISH PAVILION

### KEYNOTE ADDRESS

Urban Renewal in Turkey:  
Perspective on the Development of  
Real Estate Sector

Erdoğan Bayraktar, Minister of  
Environment and Urban Planning of  
Turkey

**15.30 - 16.00** **INNO** **EVE** MIPIM INNOVATION  
FORUM

Meet the end-users cocktail

**15.45 - 17.15** **INNO** MIPIM INNOVATION FORUM

Views of 6 stakeholders - Manage  
innovation for a better return  
on investment

**16.00 - 17.00** **HTL** HOBAN

High expectations for low budget  
hotels

Co-organiser: PKF hotelexperts

**16.00 - 17.00** **GEO** GAUDI

Chile: the strategic platform

Co-organiser: AOA & Prochile

**16.00 - 17.30** **SEG** AUDITORIUM A

Investing in residential and social  
housing

Co-organiser: IPD

**17.00** **LOG** **EVE** LOGISTICS PAVILION

Logistics Cocktail reception

**17.00** **HTL** **EVE** HTL LOUNGE

HTL Cocktail reception

**17.00 - 17.30** **HTL** **TUR** TURKISH PAVILION

Hotel developments and investments  
in Turkey: your major destination

Co-organiser: REImonitor

**17.00 - 18.00** **EVE** AGORA ROOM

MIPIM Final Press Conference

**17.15 - 18.00** **HTL** **EVE** HTL LOUNGE

HTL Power Meetings

Co-organiser: PKF hotelexperts

**17.30 - 18.30** **FIN** HOBAN

Opportunities in commercial real estate  
finance - U.S and European perspectives

Co-organiser: CRE Financial Council

**17.30 - 18.30** **FIN** GAUDI

The importance of retail in mega  
mixed-use projects

Co-organiser: RLI

**19.00 - 19.30** **EVE** GRAND AUDITORIUM'S ENTRANCE  
& FOYER

MIPIM Awards Red Carpet & Cocktail

**19.30 - 20.30** **EVE** GRAND AUDITORIUM

MIPIM Awards Prize-giving Ceremony

Sponsored by:

- Immobilien Zeitung

- Kuwait Finance House

### Conference rooms are located:

- Agora, Level 01 - Aisle 01-03
- Auditorium A, Level 3
- Gaudi room, Level 01
- Grand Auditorium, Level 1
- Hoban room, Level 3
- HTL Lounge, Level 3
- Logistics Pavilion, Level 01
- MIPIM Innovation Forum, Gare Maritime

### Access the interactive floorplan



**GEO** Geographical focuses   **FIN** Finance & Investment   **INNO** Innovation   **LOG** Logistics   **CIT** Cities & Infrastructure  
**HTL** Hotel, Tourism & Leisure   **SEG** Focus by segments   **TUR** Turkey, Country of Honour   **EVE** MIPIM Events

## THURSDAY 14 MARCH

**8.30 - 9.30** | MAJESTIC HOTEL

### Région de Bruxelles-Capitale séminaire - petit-déjeuner

Organiser: Région de Bruxelles-Capitale  
By invitation only

**8.30 - 10.00** | CARLTON HOTEL

### Changing Places

Organiser: Leeds City Region

**9.00 - 9.15** | STAND 05.20 / 07.19

### GRE projects

Organiser: GRE - LIEGE

**9.00 - 9.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Rio day - Invest in Rio de Janeiro - The gateway to Brazil

Organiser: Rio de Janeiro - Firjan System

**9.00 - 10.00** | AUDITORIUM E, LEVEL 3

### The UK Property Market: investor and global context & breakfast

Organiser: IPD

**10.00 - 10.30** | STAND H4.28

### Future site Tempelhofer Freiheit

Organiser: Berlin Senate Department for Urban Development and The Environment

**10.00 - 10.45** | STAND 21.14

### Mayors' breakfast for smart and sustainable cities

Organiser: City of Helsinki

**10.00 - 10.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Classical values in modern times

Organiser: Vivere Fastigheter Ab/Vivere Properties Ab

**10.00 - 11.00** | STAND 14.02

### Bristol Filton enterprise area

Organiser: Bristol and Bath @ MIPIM

**10.00 - 11.00** | AUDITORIUM J, LEVEL 4

### Investment Atlas launch 2013

Organiser: Cushman & Wakefield

**10.30 - 11.00** | STAND R27.09

### Eastside: using transport infrastructure to regenerate a city centre

Organiser: Birmingham

By invitation only

**10.30 - 11.00** | STAND 05.20 / 07.19

### Idelux projects

Organiser: Idelux

**10.30 - 11.00** | STAND B1.00

### NOMA: one of Manchester's newest lifestyle districts

Organiser: Manchester at MIPIM Partnership

**10.30 - 11.30** | STAND 07.02 / 09.01

### Major urban development projects in Montpellier / Les grands projets urbains de Montpellier

Organiser: Ville de Montpellier

By invitation only

**10.30 - 11.30** | STAND R29.32

### Launch of world green building council report

Organiser: RICS

**10.30 - 11.30** | STAND 03.16 - 05.13

### Présentation du projet d'Eco-village balnéaire et golf de la Porte des Deux-Caps

Organiser: Eurotunnel

**10.30 - 13.00** | AUDITORIUM K, LEVEL 4

### Taking stock - The relationship between businesses and office provision in the City

Organiser: City of London Corporation

By invitation only

**11.00 - 11.30** | STAND 05.20 / 07.19

### Namur projects

Organiser: Namur - Wallonia

**11.00 - 11.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Invest in corporate real estate in Morocco

Organiser: Casanearshore/Technopolis, Saz, Al Manar

**11.00 - 12.00** | STAND 13.18 / 15.17

### Long-term spatial development priorities of Tallinn

Organiser: City of Tallinn

**11.00 - 12.00** | STAND H4.20

### Metro-talk

Organiser: European Metropolitan Region Nuremberg

**11.00 - 12.00** | AUDITORIUM I

### New investment opportunities in the Öresund Region

Organiser: Invest In Skåne

**11.00 - 12.00** | STAND R27.05

### Enterprise zones: opportunities & challenges

Organiser: Leeds City Region

**11.00 - 12.00** | STAND 02.20 / 04.19

### Labour market in the Leningrad Region

Organiser: Leningrad Region

**11.00 - 14.00** | AUDITORIUM E, LEVEL 3

### Refreshments, networking & one to one meetings with IPD

Organiser: IPD

**11.30 - 12.00** | STAND 05.20 / 07.19

### IBW projects

Organiser: IBW

**11.30 - 12.00** | STAND H 4.18

### Current developments in the Stuttgart Real Estate Market

Organiser: City of Stuttgart

**11.30 - 14.00** | RESTAURANT GASTRONOMIQUE, LEVEL 3

### 2013 : L'année capitale de Marseille Provence

Organiser: Marseille Métropole

**12.00 - 12.30** | STAND R27.09

### Driving investment into Birmingham's automotive industry

Organiser: Birmingham

By invitation only

**12.00 - 12.30** | STAND 14.02

### The engine shed launch

Organiser: Bristol and Bath @ MIPIM

**12.00 - 12.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Successful investment in affordable housing in Russia, key success factors: International designer - European investor - Russian developer

Organiser: Kwartstroy

By invitation only

**12.30 - 13.00** | MIPIM INNOVATION FORUM

### Veneto City & MCA studio

Organiser: MIPIM

**12.30 - 14.00** | AUDITORIUM I, LEVEL 4

### Hals Development press conference

Organiser: Hals Development

By invitation only

**12.30 - 15.00** | MAJESTIC HOTEL, HALL "LA BAULE"

### Developer's lunch - "Government stimulus to attract investments in real estate development sector"

Organiser: Ministry of Regional Development of the Russian Federation and RBC daily

Co-organiser: Kortros

**13.00 - 13.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Investments into the Leningrad Region: your success in Russia

Organiser: Leningrad Region

**13.30 - 16.30** | AUDITORIUM K, LEVEL 4

### Think green save money - the Swedish experience in sustainable urban development

Organiser: Business Sweden

**14.00 - 14.30** | STAND 05.20 / 07.19

### Wilhelm & Co - projects

Organiser: Wilhelm & Co

**14.00 - 14.45** | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Presentation

Organiser: "Aero Park City"

**14.00 - 15.00** | STAND 21.14

### City of Pori & Porin Puuvilla Oy reception

Organiser: City of Pori & Porin Puuvilla Oy

**14.00 - 15.00** | STAND 13.18 / 15.17

### Presentation of the development projects in Tallinn

Organiser: City of Tallinn

**14.30 - 15.30** | STAND 07.20

### Rencontre-débat avec les porteurs de projets sur le territoire du Canal et présentation de l'essor démographique

Organiser: Région de Bruxelles - Capitale

## THURSDAY 14 MARCH

15.00 | STAND 14.02

### Weston Super Mare Junction 21 enterprise area

Organiser: Bristol and Bath @ MIPIM

15.00 | ITALIAN PAVILION STAND C1.01

### Como and Bellagio Lake Resort projects

Organiser: Nessi & Majocchi SpA

15.30 - 16.15 | ITALIAN PAVILION - INVEST IN TUSCANY STAND

### Useful Tuscany

Organiser: Invest in Tuscany

15.00 - 15.30 | STAND 05.20 / 07.19

### BSPACE - presentation

Organiser: BSPACE

15.00 - 15.45 | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Birmingham airport: landing investment for the region

Organiser: Coventry City Council

*By invitation only*

15.00 - 15.45 | ITALIAN PAVILION - INVEST IN TUSCANY STAND

### Useful Tuscany

Organiser: Invest in Tuscany

15.00 - 16.00 | AUDITORIUM E, LEVEL 3

### Property EU CEE investment briefing: where are the best returns? Is it time to look at secondary?

Organiser: IPD

15.30 - 16.00 | STAND B1.00

### Live: the way that cities grow when they are serious about managing climate change. With guest speaker Mark Watts, director at Arup

Organiser: Manchester at MIPIM Partnership

15.30 - 16.00 | STAND 14.02

### Bristol transportation - Airport, rail and port expansion

Organiser: Bristol and Bath @ MIPIM

15.30 - 16.30 | STAND 02.20 / 04.19

### Creating a settlement as a convenient environment for a human in the Leningrad Region

Organiser: Leningrad Region

15.30 - 16.30 | AUDITORIUM J, LEVEL 04

### New ideas of business for Italian real estate

Organiser: Quotidiano Immobiliare - Daily Real Estate

15.30 - 17.00 | AUDITORIUM I, LEVEL 4

### One city - Ambitions and plans

Organiser: So Toulouse - So Attractive

*By invitation only*

16.00 - 17.00 | AUDITORIUM E, LEVEL 3

### German and European Returns of Real Estate

Organiser: IPD

16.00 - 17.00 | STAND 14.02

### Bristol public property board launch

Organiser: Bristol and Bath @ MIPIM

16.00 - 17.00 | STAND 13.08

### Whisky tasting event and prize draw

Organiser: City of Edinburgh

16.00 - 17.00 | STAND 07.20

### Présentation du nominé Belge aux Awards

Organiser: Région de Bruxelles - Capitale

*By invitation only*

16.00 - 17.00 | HTL LOUNGE, LEVEL 3

### Choice Hotels International Press Conference

Organiser: Choice Hotels International

16.00 - 18.00 | STAND 15.18 / 17.13

### City of Riga reception

Organiser: City of Riga

16.00 - 19.00 | STAND 04.20 / 06.19

### Mebe One Khimki Plaza launch

Organiser: Mebe Development

*By invitation only*

16.30 - 17.00 | LOGISTICS PAVILION - LEVEL 01

### Logistic opportunities in Tuscany

Organiser: Invest in Tuscany

*By invitation only*

17.00 - 18.00 | STAND 09.02

### Présentation de l'éco-cité "Jardin des Maraîchers" (Dijon), par M. Nicolas Michelin, architecte urbaniste coordinateur du projet (Agence Anma)

Organiser: Eplaad

17.00 - 19.00 | STAND R33.05

### Dj party

Organiser: Zorlu Center

17.30 - 18.00 | STAND H 4.18

### Building the city of tomorrow

Organiser: City of Stuttgart

18.00 - 18.45 | AGORA ROOM, LEVEL 01 - AISLE 01-03

### Successful investment in affordable housing in Russia, key success factors: International designer - European investor - Russian developer

Organiser: Kwartstroy

21.00 - 24.00 | RESTAURANT PLAGE L'ANNEX

### BTR Group Private Party

Organiser: BTR Group

*By invitation only*

## London Pavilion programme of conferences & events SUN.01

Produced by NLA - London's Centre for the Built Environment

Sponsored by GVA

### LONDON: THE WINNING CITY

10.00 | NLA STAGE

### Estates Gazette panel debate - London: capital of Asia?

10.30 | NLA STAGE

### Residential: why the world wants to buy into London

11.30 | NLA STAGE

### Workplace requirements in a rebalanced economy

12.15 | CITY MODEL

### Tall buildings in an historic context

12.45 | NLA STAGE

### London Stansted Cambridge

16.00 | NLA STAGE

### The big think on the future of London

## THURSDAY 14 MARCH

### Grand Paris Region programme of conferences & events

Marina Hall - Stand MAR.PR29

9.30 - 10.00 | MARINA HALL - MAR.PR15

**Rendez-vous Vinci Immobilier: lots a11 et a9a2 : the choice of the dynamism of Paris rive gauche**

Organiser: Vinci Immobilier

10.00 - 10.30 | MARINA HALL - AGORA - MAR.PR29  
**Marne-la-Vallée - Val d'Europe: an area of renewed growth**

Organiser: Grand Paris Region - Marne-la-Vallée

10.30 | MAR.PR15

**Rendez-vous Société d'exploitation de la Tour Eiffel (SETE) Le réaménagement du 1er étage de la Tour Eiffel : une architecture sous influence**

10.30 - 11.00 | MARINA HALL - MAR.PR29

**Presentation of the La Défense Seine arche territory, its projects and challenges, using the scale model**

Organiser: Grand Paris Region - Epadesa

10.30 - 11.30 | MARINA HALL - ESPACE RESTAURANT MAR.PR21

**Les projets structurants d'aménagement et d'immobilier d'entreprises du Val d'Oise**

Organiser: Grand Paris Region - Val d'Oise

11.00 - 11.30 | MARINA HALL - MAR.PR25

**Le white, Montrouge – 25 000 m<sup>2</sup> : l'excellence architecturale accessible par le métro**

Organiser: Grand Paris Region - Hauts-de-Seine

11.00 - 11.45 | MARINA HALL - AGORA - MAR.PR29

**La Défense's value is also intangible!**

Organiser: Grand Paris Region - Epadesa

11.30 - 12.30 | MARINA HALL - MAR.PR23

**East trapeze: looking to a "high urban quality" district**

Organiser: Grand Paris Region - Ile Seguin Rives de Seine - Boulogne Billancourt

11.30 - 12.30 | MARINA HALL - MAR.PR03

**Plaine Commune, de l'accueil des grands comptes au territoire de la culture et de la création**

Organiser: Grand Paris Region - Plaine Commune

11.30 - 12.30 | MARINA HALL - MAR.PR15

**Rendez-vous Kaufman et Broad: lot a9b: a signature for a unique building in Paris Rive Gauche**

Organiser: Kaufman et Broad

11.45 - 12.30 | MARINA HALL - AGORA - MAR.PR29

**Promotion-design discussions for the Grand Paris Express stations**

Organiser: Grand Paris Region - Société du Grand Paris

12.00 - 13.00 | MARINA HALL - MAR.PR22

**Saint-Quentin-en-Yvelines : le Pas-du-Lac ou comment renouveler un quartier d'immobilier d'entreprise**

Organiser: Grand Paris Region - Saint-Quentin-en-Yvelines

14.30 - 15.00 | MARINA HALL - MAR.PR15

**Rendez-vous SemPariseine: front de Seine, a neighborhood revival**

Organiser: Paris - SemPariseine

14.30 - 15.15 | MARINA HALL - AGORA - MAR.PR29

**Confluence, Seine Aval and Grand Paris**

Organiser: Grand Paris Region - Seine Aval

15.00 - 16.00 | MARINA HALL - ESPACE RESTAURANT MAR.PR21

**Accessibilité et attractivité économique à Evry Centre Essonne : Orly, l'aéroport du Grand stade de rugby et du cône sud francilien de l'innovation**

Organiser: Grand Paris Region - Evry Centre Essonne

15.15 - 16.00 | MARINA HALL - AGORA - MAR.PR29

**Eqho – why choose the vertical campus?**

Organiser: Icade

15.30 | MAR.PR15

**Rendez-vous Paris Batignolles Clichy Batignolles : une nouvelle génération de bureaux dans le nord ouest parisien**

16.00 - 16.30 | MARINA HALL - MAR.PR25

**L'immobilier d'entreprise dans les Hauts-de-Seine : conjoncture, grandes transactions et perspectives**

Organiser: Grand Paris Region - Hauts-de-Seine

16.00 - 16.45 | MARINA HALL - AGORA - MAR.PR29

**Carpe diem, a new reference at La Défense**

Organiser: Aviva / Predica

16.30 - 17.00 | MARINA HALL - ESPACE RESTAURANT MAR.PR21

**La Seine-et-Marne et le téléCentre, un nouveau mode de travail**

Organiser: Grand Paris Region - Seine et Marne

16.30 - 17.00 | MARINA HALL - MAR.PR15

**Rendez-vous Icade: lot t6c / panorama in Paris Rive Gauche : a building and a bridge - technic for urban creativity**

Organiser: Icade

16.45 - 17.45 | MARINA HALL - AGORA - MAR.PR29

**At the Centre of the Grand Paris metropolitan area, Vinci is hard at work on the Les Halles redevelopment project**

Organiser: Vinci

17.45 - 18.45 | MARINA HALL - AGORA - MAR.PR29

**Majunga, the reinvented tower**

Organiser: Unibail - Rodamco

## FRIDAY 15 MARCH

10.30 - 11.30 **FIN** MIPIM INNOVATION FORUM

**MIPIM Wrap-up: Painting the Big picture**  
*In association with the Wisconsin School of Business*

11.45 - 12.30 **INNO** MIPIM INNOVATION FORUM

**Ten golden rules to increase the value of the property asset**

## Client conferences & events

### Grand Paris Region programme of conferences & events

Marina Hall - Stand MAR.PR29

10.30 - 11.00 **MARINA HALL - MAR.PR29**

**Presentation of the La Défense Seine Arche territory, its projects and challenges, using the scale model**

Organiser: Grand Paris Region - Epadesa

### Conference rooms are located:

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- Gaudi room, Level 01
- Grand Auditorium, Level 1
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- MIPIM Innovation Forum, Gare Maritime

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# Programme of Conferences and Events

At-a-glance  
Conference Sessions in detail





## TUESDAY 12 MARCH

8.30-9.30 GEO EVE MAJESTIC HOTEL, SALON ROYAN 1

### JAPAN BREAKFAST Re-energising Japan

By invitation only

SPONSOR: SUSTAINABLE URBAN REDEVELOPMENT TEAM

MODERATOR:

- **Dr Leonard Meyer zu Brickwedde**, President & CEO, Kenzo Capital Corporation

SPEAKERS:

- **Prof. Hisaya Sugiyama**, Architect & Urban Planner, Chiba University
- **Yohei Ueda**, Director, General Affairs Division Land Economy and Construction and Engineering Industry Bureau, Ministry of Land, Infrastructure, Transport and Tourism
- **Edgar Walk**, Chief Economist, Economic Research, Metzler Asset Management GmbH

Deflation in Japan is a real, not a nominal, phenomenon. Will the new LDP lead government succeed its fight against deflation through its deterrent, decisive action? Will the Bank of Japan under its future new Governor re-focus the Asset Purchase Program away from short-term government debt towards longer duration and risk assets?

Two years ago 'Sustainable Urban Redevelopment Team' won the MIPIM Award for regional urban development. Celebrations were abruptly stopped by the Great Tohoku Earthquake that rattled Japan only 1 day later. The firm is back at MIPIM to present how it adopts its successful 'compact & smart city concept' to the cities devastated by the earthquake and the following tsunami.



DR LEONARD MEYER ZU BRICKWEDDE

PROF. HISAYA SUGIYAMA

EDGAR WALK

8.30-12.30 FIN EVE MAJESTIC HOTEL, SALON DINARD

### RE-INVEST SUMMIT Real estate strategies: navigating through the uncertainty managing risks and opportunities against global economic headwinds

By invitation only

PLATINUM SPONSOR:  AXA Real Estate  
An AXA Investment Managers Company

INDUSTRY PARTNER:  KPMG  
cutting through complexity

RESEARCH PARTNER:  IDREAL ESTATE

Through interactive roundtable discussions on the following topics:

#### Identifying the best investment strategies

- What strategies are the most attractive in the current environment : Core real estate, Secondary/value-add real estate, Distressed debt, Senior/mezzanine finance, Fund/portfolio 'secondaries', Listed securities/REITs ?
- Is core the safest strategy today or does current pricing mean investors should look at secondary assets?
- Are the best opportunities in real estate debt, either through acquiring whole loans or providing new senior/mezzanine financing?

#### Real estate debt strategies

- Does real estate debt offer better risk-adjusted returns than traditional (equity) investments?
- Where are the best investment opportunities in European real estate debt today : Senior financing, Mezzanine, Distressed debt ?
- Should debt form part of a real estate portfolio or is it a separate allocation?

#### Identifying the best investment approaches

- What are the best investment approaches and structures in the current environment: Direct holdings/separate accounts, Private real estate funds, Joint ventures/club deals, Fund of funds/multi-manager, Listed securities/REITs?
- Is the current market more conducive to direct deals, such as joint ventures, than committing capital to pooled real estate funds?
- How can investors ensure the best alignment of interest with investment partners?

#### The future of fund management

- How must the real estate fund management industry adapt to best serve investors in the post-Lehman's environment?
- Is the role for traditional real estate funds going to be diminished due to a greater focus on joint ventures and club deals?
- Is consolidation in the fund management industry a good or bad development for investors?

MASTER OF CEREMONY

- **Malcolm Frodsham**, Founder, Real Estate Strategies Ltd

ROUNDTABLES MODERATORS:

- **Sven Andersen**, Partner, KPMG AG WPG
- **Dietrich Heidtmann**, Global Head of Investor Relations & Capital Markets, AXA Real Estate
- **Richard Lowe**, Editor, IPE International Publishers
- **Isabelle Scemama**, Head of CRE Finance, Fund Management, AXA Real Estate Investment Managers
- **Dr. Matthias Thomas**, CEO, INREV
- **Richard White**, Partner, Head of Real Estate and Real Estate Tax, KPMG



MALCOLM FRODSHAM

SVEN ANDERSEN

DIETRICH HEIDTMANN

RICHARD LOWE

ISABELLE SCEMAMA



DR. MATTHIAS THOMAS

RICHARD WHITE

## TUESDAY 12 MARCH

**10.00-10.15** **TUR** TURKEY PAVILION, AGORA

### OPENING SPEECH BY

- **Kadir Topbas**, Mayor of Istanbul, Istanbul Municipality

**10.00-11.00** **GEO** AUDITORIUM A, LEVEL 3

### MASTERMINDS ASIA: CHALLENGES & PERSPECTIVES FOR THE NEXT 12 MONTHS

#### MODERATOR:

- **Courtney Fingar**, Editor, fDi Magazine, The Financial Times Ltd

#### SPEAKERS:

- **Kwon Lee**, Managing Partner, Lee International IP & Law Group, Korea
- **Stuart M. Grant**, Senior Managing Director, The Blackstone Group, China
- **David Roberts**, CEO, Aedas Global, Hong Kong
- **François Trausch**, CEO, Asia Pacific, GE Capital Real Estate, Japan



COURTNEY FINGAR KWON LEE STUART M. GRANT DAVID ROBERTS FRANÇOIS TRAUSCH

**10.00-11.00** **GEO** GAUDI ROOM, LEVEL 01

### SWITZERLAND - STILL A SAFE HAVEN FOR REAL ESTATE INVESTORS

SPONSOR: **MAIN SOURCE SUISSE SA**  
IS A COMPANY OF SORGENTE GROUP

CO-ORGANISER: **IMMOBILIEN BUSINESS**  
Das Schweizer Immobilien-Portal

#### MODERATOR:

- **Dr. Roman H. Bolliger**, CEO, Swiss Circle AG

#### SPEAKERS:

- **Nicolas Rebie**, Head of Investor Relations, Losinger Marazzi AG
- **Sven Schaltegger**, MRICS, CFA, Senior Manager Real Estate Advisory, PwC
- **Steffen Seidl**, Managing Director, Drees & Sommer Schweiz GmbH

#### High performing Swiss real estate market

For most of the real estate markets in the world the last five years have been difficult. Some of them even experienced a terrible period of falling prices, shrinking yield and numerous business failures. In contrast, the Swiss real estate market did not suffer during the last five years.

It even performed very well and therefore attracted many international investors. The Swiss real estate market was - and still is - considered as a "safe haven" with a healthy real estate yield! The remarkably good condition of the Swiss real estate market will be discussed by real estate experts in this conference session. The debate will cover the following points :

- reasons for this Swiss phenomenon
- market opportunities
- threats for investors

*Followed by a sponsored networking break.*



DR. ROMAN H. BOLLIGER NICOLAS REBIE SVEN SCHALTEGGER STEFFEN SEIDL

**10.00-11.00** **GEO** HOBAN ROOM, LEVEL 3

### INTERNATIONAL CAPITAL FOR GERMANY – WHO ARE THE DEAL MAKERS?

#### CO-ORGANISER:



#### MODERATOR:

- **Christian Schulz-Wulkow**, Partner, Ernst & Young Real Estate GmbH

#### SPEAKERS:

- **Dr Hauke Brede**, Chief Risk Officer, Allianz Real Estate
- **Matthias Leube**, Managing Director, AXA Real Estate
- **Dr. Bernhard Scholz**, Member of the Management Board, Deutsche Pfandbriefbank AG
- **Dr. Hans Volkert Volckens**, Member of the Board of Management, IVG Immobilien AG

- Germans or international investors – who are the drivers?
- Flagship projects – what do you get for which price?
- Which segments are performing in medium-sized cities?



CHRISTIAN SCHULZ-WULKOW DR HAUKE BREDE MATTHIAS LEUBE DR. BERNHARD SCHOLZ DR. HANS VOLKERT VOLCKENS

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**SEG** Focus by segments

**TUR** Turkey, Country of Honour

**EVE** MIPIM Events

## TUESDAY 12 MARCH

**10.00-11.30** **LOG** LOGISTICS PAVILION, LEVEL 01

### LOGISTICS PITCHING SESSIONS

**10.00-10.30** Business Hub Silesia

ORGANISER: METROPOLIA SILESIA

SPEAKER:

- **David Kostempski**, President of Metropolitan Association of Upper Silesia

**10.30-11.00** The Fehmarnbelt Fixed Link.  
A European engine of growth

ORGANISER: FEMERN A/S

SPEAKER:

- **Ajs Dam**, Director of communication and regional management

**11.00-11.30** Sterlitamak Logistics center (Russia)

ORGANISER: INSITROY JSC

SPEAKER:

- **Natalia Silina**

**11.00-11.30** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### CASE STUDIES

**11.00 - 11.30** Taking advantage of a mutualised infrastructure in energy management

ORGANISER: **SFR Business Team**  
Faire équipe avec vous

- Develop new revenues by bringing over new players on a mutualized infrastructure
- Reduce costs by reusing sensors and a mutualized infrastructure
- Increase Customer Satisfaction by giving an overall and personalized view of their occupancy

**11.00-17.00** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### INNOVATION SHOWCASES

30-minute innovation showcases to discover concrete best practices and learn more on how to optimise the value of your asset.

**11.00** Next generation communication: games are a decision process

ORGANISER: ENODO

SPEAKER:

- **Julie Mercier**, Business developer

**11.30** Infrastructure and transportation - Warsaw ways towards innovation and sustainability

ORGANISER: CITY OF WARSAW

SPEAKER:

- **Leszek Drogosz**, Director infrastructure department

**14.30** BIMSphere, A focus on reality

ORGANISER: AMTECH GROUP LTD

SPEAKER:

- **Derek Smith**, Director of Strategic Sales & Gary Ross, Director of BIM Solutions

**15.00** Global approach for designing buildings of tomorrow

ORGANISER: GDF SUEZ

SPEAKER:

- **Cristian Muresan**, project manager for research & innovation

**16.30** Welcome Wellness: guest journey personalization for the best wellness experience

ORGANISER: TECHNOGYM

SPEAKER:

- **Enrico Cavallari**, Home & Hospitality Global Director or Francesco Saccomandi, International Marketing Manager

**11.30-12.30** **GEO** HOBAN ROOM, LEVEL 3

### CHINA: ASIA'S DESTINY

CO-ORGANISER: **CUSHMAN & WAKEFIELD**

MODERATOR:

- **John Stinson**, Managing Director, Capital Markets Group, Asia Pacific, Cushman & Wakefield

SPEAKERS:

- **Bromme H. Cole**, President, Hampton Hoerter China
- **Dr. Robert Lie**, Managing Director, CITIC Capital
- **Susheela Rivers**, Partner, DLA Piper

In 2012 we saw China GDP slip below the 8% benchmark. The monetary handbrake was still on long after the economy displayed strong signs of cooling. Real estate lending dried up and investment volumes plummeted. Indecision promoted by the once in a decade leadership change, and the US election seemed to have a lingering effect over China and the entire region.

In 2013 the economic signals are brighter, monetary stimulus is creating more activity, interest rates are lower and debt is more freely available.

- After a sobering 2012 will there be more opportunities for foreign investors in 2013?
- In the once tightly held markets of Beijing and Shanghai are more opportunities emerging?
- Have prices stabilized from the heady period after the global financial crisis?
- Will capital be energized with more opportunities, easier execution and strong growth predicted for 2013, or will sentiment drive capital to other core Asian markets or even emerging Asia?



JOHN STINSON



BROMME H. COLE



DR. ROBERT LIE



SUSHEELA RIVERS

## TUESDAY 12 MARCH

**11.30-12.30** **GEO** AUDITORIUM A, LEVEL 3, LEVEL 3

### RUSSIA: INFLUENCE OF SOCIALLY SIGNIFICANT EVENTS ON DEVELOPER BUSINESS

CO-ORGANISER: **BEIOMOCTH**  
THE WALL STREET JOURNAL | FINANCIAL TIMES

**SPEAKERS:**

- **Vasily Galushkin**, Deputy Chairman of the Volgograd region Government, The Volgograd region Government
- **Veniamin Golubitsky**, President, KORTROS
- **Yevgeny Kudelya**, Minister, Krasnodar region resorts and tourism ministry
- **Alexey Novikov**, Director, Sberbank Asset Management
- The plans of regional administration to develop the new objects and infrastructure for the significant events in the region
- Investor's perspective: what the investors wait from the authorities to secure their recourses.
- Developer's issues. Public private partnership
- How the authorities can guarantee the substantial implementation of their policy.



VASILY GALUSHKIN

VENIAMIN GOLUBITSKY

YEVGENY KUDELYA

ALEXEY NOVIKOV

**11.30-12.30** **LOG** GAUDI ROOM, LEVEL 01

### WHAT ARE THE PERSPECTIVES OF THE LOGISTICS REAL ESTATE MARKET?

**MODERATOR:**

- **Alexandra Notay**, Director, Alex Notay Ltd

**SPEAKERS:**

- **Philip Dunne**, President Europe, Prologis
- **Christopher Garbe**, CEO, Garbe Logistic AG
- **Rémy Vertupier**, Fund manager LOGISTIS, AEW Europe
- Is logistics real estate still a performing sector for investors?
- What are the main challenges for the logistics real estate industry? Flexibility? Sustainability? Innovation?
- Where are the future opportunities? In Europe? In Asia? In America?
- How the real estate offer has to fit with end-users' needs?
- What is the future of logistical buildings not answering to environmental standards?

*Followed by "Meet the speakers" from 12.30-13.00 in the Logistics Pavilion, level 01*



ALEXANDRA NOTAY

PHILIP DUNNE

CHRISTOPHER GARBE

RÉMY VERTUPIER

**12.00-14.00** **HTL** HTL LOUNGE, LEVEL 3

### HTL PRESENTATIONS: TOURISM & LEISURE PROJECTS - INFRASTRUCTURE AND DEMAND DRIVERS

CO-ORGANISER: **PKF**  
hotelexperts

Hotel, Tourism & Leisure professionals present their projects and address some of the industry's key issues in 15 minutes each.

**12.00 Welcome**

**SPEAKER:**

- **Andreas Martin**, Managing Consultant, PKF hotelexperts

**12.15 New for Old - Hotels leading urban regeneration in Historic destinations - Versailles, Paris, France**

**SPEAKER:**

- **Peter J. Wear**, Partner, Salon Hospitality Consulting

**12.30 Fitzroy's hotel investment trust**

**SPEAKER:**

- **Hernán Passalacqua**, Executive Director, Fitzroy

**12.45 Park Inn Hotel in Nizhny Tagil, Russia**

**SPEAKER:**

- **Enis Öncüoğlu**, Chairman of the Board, Öncüoğlu +ACP

**13.00 Driven to create - developing a region's eco-system**

**SPEAKER:**

- **Thomas Maruschke**, Project Management, Wolfsburg

**13.15 Residential tourism projects in Tróia, Portugal**

**SPEAKER:**

- **Pedro Capitão**, Business Development, Sonae Turismo

**13.30 Tushino 2018**

**SPEAKER:**

- **Sergey Logvinov**, Chief Development & Investment Officer, CJSC "Tushino 2018"

**13.45 Wavegarden**

**SPEAKERS:**

- **Seán Young**, Director Destination Consulting, Colliers International
- **Fernando Odriozola**, Director, Instant Sport

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**TUR** Turkey, Country of Honour

**EVE** MIPIM Events

## TUESDAY 12 MARCH

**12.30-13.00** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### CASE STUDIES

**12.30-13.00** The economy of urban innovation  
How cities move from a product-oriented to a services-oriented economy

ORGANISER: **BARCELONA CATALONIA**

SPEAKER:

- **Vicente Guallart**, Chief Architect, Barcelona City Council

**12.30-14.00** GEO EVE MAJESTIC BEACH

### ASIA LUNCH

*By invitation only*

**13.00-14.30** FIN EVE MAJESTIC HOTEL, SALON DINARD

### INVESTORS' LUNCH

*By invitation only*

PLATINUM SPONSOR: **AXA Real Estate**  
An AXA Investment Managers Company

INDUSTRY PARTNER: **KPMG**  
cutting through complexity

RESEARCH PARTNER: **IDREAL ESTATE**

**14.00-14.30** CIT GRAND AUDITORIUM, LEVEL 1

### FUTURE LONDON

#### KEYNOTE ADDRESS BY

**Boris Johnson**, Mayor of London, Greater London Authority

#### MAYOR OF LONDON

- Long-term strategic vision for London
- London's rapid growth and changing landscape
- City's significant capacity for new residential and commercial development, backed by major investment in infrastructure



BORIS JOHNSON

**14.00-17.00** HTL HTL LOUNGE, LEVEL 3

### HTL PRESENTATIONS:

#### RESORT HOTELS - THE LEISURE BUSINESS

CO-ORGANISER: **PKF**  
hotelexperts

Hotel, Tourism & Leisure professionals present their projects and address some of the industry's key issues in 15 minutes each.

**14.00** **Xeiba Villas & Condos Beach and Golf Resort**

SPEAKER:

- **Lupita Duran**, Master broker, Fendaza 208

**14.15** **The resort of Pragelato, Italy**

SPEAKER:

- **Marilyne Mesiano**, Development and Asset Management for Southern Europe and Latin America, Club Med

**14.30** **The Grand Hotel Arenzano**

SPEAKER:

- **Mauro Greco**, General Manager, The Grand Hotel Arenzano

**14.45** **Steigenberger Grandhotel & Spa Heringsdorf, Germany and Le Clervaux Boutique & Design Hotel, Luxembourg**

SPEAKERS:

- **Peter Joehnk & Corinna Kretschmar-Joehnk**, Managing Partners, JOI-Design

**15.00** **Swissôtel Sochi Resorts**

SPEAKER:

- **Valentin Sadan**, Senior Manager, Development, Fairmont Raffles Hotels International

**15.15** **The Pearl Hotel & Resort in Sirmione, Lake Garda**

SPEAKER:

- **Gianna Trevisani**, Business Development Manager, Interna Group & Interna Real Estate

**15.30** **Refurbishment of existing resorts - design in recession**

SPEAKER:

- **Una Barac**, Director, Scott Brownrigg

**15.45** **Current challenges and solutions to build a hotel resort in Africa**

SPEAKER:

- **Stuart Law**, Chief Executive, Assetz

**16.00** **Five star luxury eco resort development in the Dominican Republic**

SPEAKER:

- **Andy Woodcock**, CEO, Sanctuary International Resorts

**16.15** **Bad Wiessee - revitalisation of a thermal hot spot**

SPEAKER:

- **Christina Locher**, Consultant, PKF hotelexperts

## TUESDAY 12 MARCH

**14.15-15.00** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### KEYNOTE PANEL ON ENERGY EFFICIENCY & RESOURCES' OPTIMISATION

FACILITATOR:

- **Peter Woodward**, Director, Quest Associates Ltd

SPEAKERS:

- **Arab Hoballah**, Chief Sustainable Consumption and Production, UNEP, United Nations Environment Programme

Arab Hoballah serves as the Chief of Sustainable Consumption and Production/SCP in UNEP since October 2005. Among other responsibilities, he looks for mainstreaming Resource Efficiency and SCP policies at local, national, regional and global levels, in particular through a series of sectors, by applying various tools and methodologies and using partnerships and multi-stakeholders approach in close cooperation with governments, business and industry, and civil society.

Related activities resulted in the adoption of the 10Year Framework of Programmes on SCP, the only subject adopted at the 2012 Earth Summit/Rio+20. Prior to this post, he spent 14 years working in the UNEP Regional Seas programme in the Mediterranean Region. Prior to 1991, he worked for several institutions in developing countries, including with World Bank projects. Educated in a multicultural environment Arab holds a MSc in Economic Tools and Prospective Analysis, a MSc in Law and International Relations and a PhD in Economic Development from the University of Paris.

- **Gaetan Siew**, CEO, Global Creative Leadership Institute

World citizen, Gaetan Siew's leadership and his vision of a world of sharing allows him to mobilize and inspire world leaders around a creative consensus unleashing the full potential of our resources. 2005-08 President of the International Union of Architects UIA, he travelled the world to meet international institutions and governments promoting greater solidarity. With his in-depth understanding of men, cities and global issues, he continues his mission through the Global Creative Leadership Institute focusing on transforming traditional knowledge into new technology.

In between lectures at international conferences, he teaches in France and in China. Serves as board member, resource person to the EU Commission ICOMOS, Shanghai University and in industry think tanks.



PETER WOODWARD

ARAB HOBALLAH

GAETAN SIEW

**14.30-15.30** **GEO** GAUDI ROOM, LEVEL 01

### JAPAN: OPPORTUNITIES, OUTLOOK AND UNIQUE PRACTICES OF LOCAL REAL ESTATE BUSINESS

CO-ORGANISER: 

MODERATOR:

- **Ryuhei Mori**, Head of Global Marketing Department, Xymax Corporation

SPEAKERS:

- **Joseph Kelly**, Director of Market Analysis, Real Capital Analytics
- **Prof. Lawrence J. Longua**, Clinical Associate Professor, New York University
- **Yoshio Nakayama**, Director, Xymax Real Estate Marketing Institute Corporation

The Japanese real estate market is witnessing a revival of occupiers and investors' appetite after a long downtrend.

Global investors, especially core investors, are now shifting back their focus to Japan. The measures revealed by the new government led by Prime Minister Shinzo Abe, who took power late last year, have also caught investor's attention.

However, there are still many investors hesitating to invest in the Japanese market due to its complexity and low transparency. Specifically, unique local laws and business practices are great obstacles for foreign investors intending to invest in real estate in the country.

During the panel discussion, leading Japanese real estate companies will give participants the keys to enter the market.



RYUHEI MORI

JOSEPH KELLY

PROF. LAWRENCE J. LONGUA

YOSHIO NAKAYAMA

**14.30-15.30** **LOG** **EVE** LOGISTICS PAVILION, LEVEL 01

### POWER MEETINGS INVEST IN LOGISTICS

Power Meetings is the ultimate face-to-face networking experience to help accelerate business. In this session investors meet with logistics developers for a series of fast and efficient speed meetings.

*Pre-registration required.*

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## TUESDAY 12 MARCH

**14.30-15.30** GEO HOBAN ROOM, LEVEL 3

### PASSAGES TO AFRICA: SOUTH AFRICA AND ITS NEIGHBOURING MARKETS



MODERATOR:

- **Phil Tily**, Managing Director, IPD UK & Ireland, IPD

SPEAKERS:

- **Carlo Matta**, CEO, Laurus Development Partners
  - **Arnold Meyer**, Authority on Real Estate and Urbanization in Africa
  - **Dr Sedise Moseneke**, President, SAPOA
  - **Samuel Ogbu**, CEO, Liberty Properties
- Many African nations are now starting to see economic growth of the same magnitude as that witnessed in Asia through the last decade. But how can real estate investors access this growth?
  - Africa has been largely off-limits for European mainstream investors up to now. Does this reflect a lack of transparency and product in the investment markets, and if so how can this be overcome? Do you have to be a developer to get into the market?
  - South Africa is a well-established real estate investment market with professional business services and relatively high levels of transparency. But how soon will the standards it has set be matched elsewhere on the continent?
  - What does the evidence on the recent performance of African markets show? Where are the bright spots, where has proved less exciting and where remains shrouded in darkness?



**14.30-18.00** GEO AUDITORIUM A, LEVEL 3

### BACK TO THE FUTURE - THE NEXT TEN YEARS FOR THE CEE & SEE PROPERTY MARKETS



**14.30-15.30** Panel conference on Money

Forward perspectives for debt and equity finance in an uncertain climate, likely future targets and hot spots for opportunistic capital, prospects for core capital, impact of the economic and political landscape on the path forwards.

MODERATORS:

- **David Dixon**, Partner, Norton Rose Piotr Strawa and Partners, LP
- **Richard Hallward**, Managing Director, Imagine Live Media, CEEQA

SPEAKERS:

- **Yannis Delikanakis**, Founding Partner, Blue House Capital
- **Martin Erbe**, Head of International Real Estate Continental Europe, Landesbank, Hessen-Thüringen
- **Tim Norman**, Chief Executive, Emerging Europe, Europa Capital Partners LLP
- **Andreas Ridder**, CEE Chairman, CBRE GmbH
- **Charles Taylor**, Managing Director, Cushman & Wakefield
- **Tomasz Trzoslo**, Head of Capital Markets & Investment, Jones Lang LaSalle



**15.30-16.00** Coffee break

**16.00-17.00** Panel conference on Development

Ambitious architecture, urban regeneration, next generation office and retail logistics infrastructure, sustainability, speculative development – what does the future hold?

MODERATORS:

- **David Dixon**, Partner, Norton Rose Piotr Strawa and Partners, LP
- **Richard Hallward**, Managing Director, Imagine Live Media, CEEQA

SPEAKERS:

- **John Banka**, Partner, Head of Development Advisory Services, Colliers International, Poland Sp. z o.o.
- **Joseph Borowski**, Managing Partner, Knight Frank
- **Nicklas Lindberg**, President, Skanska Commercial Development Europe
- **Otis Spencer**, Managing Director, KSP Real Estate Investment Management
- **Árpád Török**, CEO, Trigranit Development Corporation
- **Jeroen van der Toolen**, Managing Director Ghelamco CEE, Ghelamco Poland Sp. z o.o.



## TUESDAY 12 MARCH

17.00-18.00 **Cocktail in Grand Audi Verrière**

SPONSORED BY: CEEQA

15.00-15.30 **TUR** TURKEY PAVILION, AGORA

### WHERE IS TURKEY SITUATED WITHIN EUROPE AND THE MIDDLE EAST REAL ESTATE UNIVERSE: OUTLOOK AND ALTERNATIVES

CO-ORGANISER: **REIDIN** Emerging Markets Real Estate Information

MODERATOR:

- **Mete Varas**, Head of Business Development, Europe, REIDIN.com – Emerging Markets Real Estate Information

SPEAKERS:

- **Nicholas Billotti**, President & CEO, Turner International, LLC
- **Can Karayel**, Country Manager for Turkey, Langan International, LLC
- What exactly are the advantages and challenges?
- Can we finally expect continuing transactions in 2013?
- Are strong fundamentals enough? The most common mistakes companies should avoid.



METE VARAS



NICHOLAS BILLOTTI



CAN KARAYEL

15.15-16.15 **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### CASE STUDIES

15.15 -15.45 **BIM (Building Information Modelling): breaking rules starting simple**

ORGANISER: **MBA** Ingénierie

SPEAKERS:

- **Annalisa De Maestri**, Co-Founder, MBA-Ingénierie
- **Philippe Vancapernolle**, Chef de service, Petit

French Construction Sector starts embracing BIM (Building Information Modelling) thanks to Prime Contractors and other visionary stakeholders who foresaw within Digital Technologies the answers to their process related problems, either common or complex. In BIM based projects it is now possible to assure sustainability, secure critical systems, control project's evolution,, economize and optimize. That's because BIM is a process based on real-time collaboration, communication and analysis.

The presentation will include examples on which we have integrated BIM Management: from scratch to 5D analysis and from exceptional projects to typical ones.



ANNALISA DE MAESTRI



PHILIPPE VANCAPERNOLLE

Photo credit: Laurent Libry

15.45-16.15 **The wellness center for the city regeneration - Asiago Italian experience**

ORGANISER: **SIMONE MICHELI ARCHITECTURAL HERO**

SPEAKERS:

- **Prof. Dario Benedetto**, SPA Consultant, SPA Industry Engineering
- **Marco Gabriellini**, Project manager of Wellness Engineering, Aqua Industrial Group
- **Arch. Simone Micheli**, Architect and CEO, Simone Micheli Architectural Hero

The wellness centre, integrated and extended, can become a real urban fabric recreator if is conceived as a unique and extremely singular piece of art, as a symbolic entity.

The conference focus will point out to his listeners the virtuous path, both the project path and the business one, for the realization of a piece of this kind. The wellness centre of Asiago will be presented as a case history.



PROF. DARIO BENEDETTO



MARCO GABRIELLINI



ARCH. SIMONE MICHELI

Photo credit: Maurizio Maricato

15.45-16.15 **TUR** TURKEY PAVILION, AGORA

### HOW TO DRIVE GROWTH IN TURKISH REAL ESTATE MARKET

SPEAKERS:

- **Hakan Kodal**, President & CEO, Krea Real Estate
- **Jean-Paul Loozen**, EMEA Real Estate Industry Leader, Deloitte
- **Özkan Yıldırım**, Turkey, Real Estate Industry Partner, Deloitte

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**EVE** MIPIM Events



## TUESDAY 12 MARCH

- Critical issues affecting real estate sector.
- Turkey real estate market trends and developments, with a focus on potential solutions to help players favorably position themselves in the medium-to-long term future.



HAKAN KODAL

JEAN-PAUL  
LOOZEN

ÖZKAN YILDIRIM

16.00-17.00 CIT GAUDI ROOM, LEVEL 01

### BEST PRACTICES OF INNER CITY DEVELOPMENT

MODERATOR:

- **Prof. Greg Clark**, Global Cities Advisor, The Business of Cities Ltd

SPEAKERS:

- **Stian Berger Rosland**, Governing Mayor, City of Oslo
- **Norm Boucher**, Mayor, City of Medicine Hat
- **Leonard H. Kok, MPA**, CEO Department for Economic and Urban Development, City of the Hague
- **Msc Hans Van Rossum**, Project Director Major Projects, City of Rotterdam, Urban and Economic Development
- Competitive advantages of inner cities: economic and social advantages (employment, healthy economy, business opportunities, competitiveness, young generation, residents, culture, heritage preservation.....)
- The Importance of urban regeneration for inner city development
- Impact of city branding and territorial marketing
- Towards new and innovative models



PROF. GREG CLARK

STIAN BERGER  
ROS LAND

NORM BOUCHER

LEONARD H. KOK,  
MPA

Msc HANS  
VAN ROSSUM

16.00-17.00 FIN HOBAN ROOM, LEVEL 3

### PAN-EUROPEAN REAL ESTATE FUNDS, STRATEGIES AND PROSPECTS

CO-ORGANISER:



MODERATORS:

- **Anthony Mehran Khoi**, Co-President for France, Harvard Business School Real Estate Alumni Association
- **Isobel Lee**, Editor-in-Chief, REurope Magazine - Fiera Milano Media

SPEAKERS:

- **Sasha Silver**, Director, Credit Suisse Private Fund Group, Credit Suisse
- **Franck Ruimy**, CEO, Aerium Group

The session will examine the key issues facing managers of (and investors in) pan-European funds within the context of global real estate. With investors now beginning to return to cross-border real estate market, the expert panel looks at the key drivers for pan-European funds including the strategies most likely to succeed in 2013.

- What is a credible pan-European strategy? What size, how many assets, how many sectors, how many countries? How much leverage is acceptable? And should funds be open-ended, semi-open-ended, or limited life closed ended products?
- Is there such a thing as core Europe, and if so, what is it? Apart from Germany, where are the safe havens? Following a Moody's downgrade, is the UK really safe - or is it overbought?
- Is it time to buy risk? If so, is it better to pursue secondary quality assets? Or emerging markets? Or the 'dangerous' PIIGS markets?
- Which new/emerging countries look most attractive? Russia, Ukraine? What has happened in Turkey, Poland?
- Is leveraged equity the most attractive quadrant? If not, should a pan-European fund include senior debt, or mezzanine?
- Are the core sectors still core? Retail is challenged by e-commerce, offices by habitual over-supply, and logistics by the changing geography of distribution. How much real estate should a pan-European fund hold in alternative sectors (student, social and senior housing; social infrastructure; hotels and leisure; medical real estate)?
- Are US pension funds ready to invest in core pan-European funds?



ANTHONY  
MEHRAN KHOI

ISOBEL LEE

SASHA SILVER

FRANCK RUIMY

16.00-16.30 LOG EVE LOGISTICS PAVILION, LEVEL 01

### POWER MEETINGS

#### FIND TENANTS FOR LOGISTICS BUILDINGS

Power Meetings is the ultimate face-to-face networking experience to help accelerate business. In this session end-users and occupiers meet with buildings owners for a series of fast and efficient speed meetings.

*Pre-registration required.*

16.30-17.00 TUR TURKEY PAVILION, AGORA

### TURKEY: LAND OF OPPORTUNITIES

SPEAKERS:

- **Galip Tözge**, Executive Vice President, Akbank
- Turkey's social and economic dynamics
- Turkish financial system and prudent banking sector
- Project finance and mortgage market in Turkey
- Future outlook



GALIP TÖZGE

## TUESDAY 12 MARCH

**16.30-17.30** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### CASE STUDIES

**16.30-17.00** **Technology Enabling Smart and Sustainable Communities**

ORGANISER:  **CISCO**

#### SPEAKERS:

- **Fadi Atallah**, Managing Director, Emerging Solutions Advisory, Europe, Middle East and Africa, Cisco

This session will highlight the need for sustainable development across the globe and the showcases the advantages that Smart+Connected Communities bring to countries, Cities and developers.

You will learn about how to ensure the greatest benefit out of ICT (Information and Communications Technology) through the development of a strategic technology master plan, which starts early in the development cycle and leverages the concept of the Internet of Things. You will see several examples of smart and sustainable communities from around the world.



FADI ATALLAH

**17.00-17.30** **Brussels goes Passive in 2015**

ORGANISER:  **BRUSSELS CAPITAL REGION**

#### SPEAKERS:

- **Prof. Sebastian Moreno-Vacca**, Director, a2m
- **Luc Deleuze**, Architect Partner, Art & Build Architect
- **Stijn De Roo**, Team Manager Buildings & Sites, 3E
- Passive standards or how to fight against global warming and CO<sub>2</sub> emissions
- Sustainable construction and local economic development
- Build passive for an affordable price
- Passive in office buildings: feedback



PROF. SEBASTIAN MORENO-VACCA



LUC DELEUZE



STIJN DE ROO

**17.00-19.00** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### INNOVATORS' VISION: MIPIM AWARDS FINALISTS SCREENINGS

POWERED BY PECHA KUCHA

Finalists stand up for their projects with Pecha Kucha. This creative format of presentation, in 20 images, in 20 seconds of talk per image. Come and listen to the final speech before voting on site!

**17.00** **HTL** **EVE** HTL LOUNGE, LEVEL 3

### HTL COCKTAIL RECEPTION

**17.00** **LOG** **EVE** LOGISTICS PAVILION, LEVEL 01

### LOGISTICS COCKTAIL RECEPTION

**17.30-18.30** **FIN** AUDITORIUM A, LEVEL 3

### MINIMISING RISKS AND MAXIMISING VALUE IN VOLATILE MARKETS: THE ROLE OF INTERNATIONAL STANDARDS

CO-ORGANISER:  **RICS** the mark of property professionalism worldwide

#### INTRODUCTION SPEECH BY:

- **Jan Engström**, Board Member, IFRS Foundation

#### MODERATOR:

- **Kenneth Creighton**, Director of Professional Standards, RICS

#### SPEAKERS:

- **Alan Collett**, FRICS, President, RICS
- **Jan Engström**, Board Member, IFRS Foundation
- **Howard C. Gelbtuch CRE FRICS**, Chairman, Counselors of Real Estate
- **Peter Mitchell**, CEO, APREA (Asia Pacific Real Estate Association)
- In an increasingly competitive world, investors, developers, governments, city authorities and corporate occupiers are constantly seeking ways of reducing risk and maximising market advantage – how can this be achieved through collaboration towards international standards?
- A critical ingredient for success is the ability to compare opportunities on a like-for-like basis, relying on transparent, high quality data, backed by independent professional analysis – what can be done to create a level playing field?
- Financial reporting has gone a long way down this road – now it is the turn of the real estate world. What linkages can be established to make this happen in the interests of market growth and greater global financial stability?

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## TUESDAY 12 MARCH

- Standards can only benefit the markets if they are adopted by professionals in the field – how can ethical principles be better understood and applied in the real world?

*Followed by a cocktail offered by RICS*



KENNETH  
CREIGHTON

ALAN COLLET

JAN ENGSTRÖM

HOWARD  
GELBTUCH

PETER MITCHELL

**17.30-18.30** FIN HOBAN ROOM, LEVEL 3

### SURVIVAL IN A WORLD OF MULTI-CHANNEL: EUROPEAN RETAIL AS AN INVESTMENT



CO-ORGANISER:

An MSCI Brand

MODERATOR:

- **Olivier Mège**, Deputy Managing Director, IPD France & Southern Europe, IPD

SPEAKERS:

- **Martin Björn**, Property Director Sweden, Eurocommercial Properties
  - **Robert Bonwell**, CEO EMEA Retail, Jones Lang LaSalle
  - **Frédéric de Klopstein**, CIO, Klepierre
- Retailing now takes place through a variety of channels: the traditional shop, the mall, out-of-town, the internet and the mobile phone are all established retail media and are set to play a role into the future. But where does this leave retail property as part of the real estate investment portfolio? Is it still the safest sector in terms of performance?
  - Multi-channel does not just mean alternative ways of selling – it also means connectivity and communication, as in the 'click and collect' model. How can European retail investors make these kinds of trend work in their favour?
  - With so many choices now available in the European retail space, how should investors choose between them? Which European locations have the strongest investment potential?



OLIVIER MÈGE

MARTIN BJÖRN

ROBERT BONWELL

FRÉDÉRIC  
DE KLOPSTEIN

Photo credit:  
Michel Labadie

**17.30-18.30** FIN GAUDI ROOM, LEVEL 01

### POOLED FUNDS AT A CROSS ROADS?

CO-ORGANISER:



MODERATOR:

- **Malcolm Frodsham**, Founder, Real Estate Strategies Ltd.

SPEAKERS:

- **Sébastien Daguenet**, Associate Director - Client Portfolio Management, Europe, Invesco Real Estate
  - **Paul Dennis-Jones**, Head of UK Fund Management, Pramerica Real Estate Investors
  - **Lonneke Lowik**, Director Professional Standards, INREV
  - **Ulrich Steinmetz**, Managing Director, RREEF Investment GmbH
- The dramatic market cycle has hit funds hard, causing investors to question the role of funds in their future investment strategies. What are the future product developments, investor demands and potential risks that lie ahead?
  - As we emerge from the crisis, investors are demanding greater transparency and governance. Are fund managers rising to this challenge?
  - How will fund sponsors ensure an alignment of their interests with those of their investors when setting fee levels and determining an appropriate level of debt?



MALCOLM  
FRODSHAM

SÉBASTIEN  
DAGUENET

PAUL DENNIS-  
JONES

LONNEKE LOWIK

ULRICH STEINMETZ

**17.30-18.30** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### CASE STUDIES

**18.00-18.30** Real Estate costs: opportunity ou burden?

What are the real costs and their breakdown in buildings? How and why will those costs increase in the next few years? BNPParibas Real Estate and Océa Smart Building, Suez Environnement Group, have partnered to propose an IT, web and collaborative solution called e@sytech. Connecting owners and tenants, e@sytech will transform your assets into smart buildings by :

- sharing information in real time
- managing utility consumption and operating costs
- proposing new services to your tenants to maximize the yield of your real estate

ORGANISER : SUEZ ENVIRONNEMENT

SPEAKERS:

- **Emmanuel Croc**, CEO, Océa Smart Building

**19.30** EVE MARTINEZ HOTEL

### MIPIM OPENING COCKTAIL

SPONSORED BY:

## WEDNESDAY 13 MARCH

**10.00-10.30** **TUR** TURKEY PAVILION, AGORA

### OFFICE INVESTMENTS IN TURKEY: A RISING STAR?

CO-ORGANISER:  **REImonitor**  
Real Estate Investment

MODERATOR:

- **Aydan Bozkurt**, Managing Partner, Propin Property Investment Consultancy

SPEAKERS:

- **Cenk Arson**, General Manager, Renaissance Development
- **Musa Aykac**, CEO, Nurol REIT
- **Peter Noack**, Executive Vice President, HOCHTIEF Solutions AG Real Estate Solutions

Most activities in the office segment in Turkey are focusing on Istanbul. Within the next 3 years the stock of A-class office buildings will be doubled and reach around 5 mio sqm (compared with London 23 mio sqm for London and 10 mio sqm for Vienna).

- Retrofit, sustainable issues, earthquake regulations, etc. – especially in Istanbul might increase demand from current users to new buildings which are developed according to the latest legal regulations.
- Nearly all new office developments are A-class office buildings; B-class developments are missing.
- The panel will also discuss the current situation in major secondary cities like Ankara or Izmir.



AYDAN BOZKURT



CENK ARSON



MUSA AYKAC



PETER NOACK

**10.00-11.00** **FIN** HOBAN ROOM, LEVEL 3

### GREEN AND PERFORMING BUILDINGS, WHAT ARE THE NEW PERSPECTIVES IN EUROPE?

CO-ORGANISER:  **FURIDIM**  
CERCLE DES DIRECTEURS ET RESPONSABLES JURIDIQUES DE L'IMMOBILIER

MODERATOR:

- **Dominique Lechien**, Partner - Head of Global Real Estate, Baker & McKenzie

SPEAKERS:

- **Paul Brown**, Head of Sustainability (EMEA), DTZ
- **Eric Lamendour**, Tertiary Market Director, COFELY
- **Raphaël Ménard**, Director, Egis Concept
- **Nigel Salisbury**, Head of Real Estate Practice, Marsh Ltd

- European overview of the current Green regulations in Commercial real Estate
- Next steps in the European regulation (certificate of Energy savings)
- Understand how investors are developing a "green value" approach
- Is "green" building a real focus for occupiers?



DOMINIQUE LECHIEN



PAUL BROWN



ERIC LAMENDOUR



RAPHAËL MÉNARD



NIGEL SALISBURY

**10.00-11.00** **GEO** GAUDI ROOM, LEVEL 01

### BRAZIL: NEW GROUNDS FOR DEVELOPMENT

CO-ORGANISER: **VIDAIMOBILIÁRIA**

MODERATOR:

- **Antonio Gil Machado**, Director, Vida Imobiliária (Imoedições Lda)

SPEAKERS:

- **Celina Antunes**, CEO - South America, Cushman & Wakefield
- **Ivan Schara**, Executive Manager - Real Estate Portfolio Division, PREVI - Caixa De Previdencia Dos Funcionarios Do Banco Do Brasil
- **Fernando Silveira**, Advisor to the Vice President, Caixa Econômica Federal

The Brazilian economy keeps as one of most promising economies in the world, with a real estate market where opportunities have flourished. Last year growth however has bellow anticipate and some clouds seem to be in the sky. Is this a new opportunity to debut in the Brazil RE investment market? Prudence is now the best recommendation? Fundamentals are still strong enough to fuel further growth on RE market?

- Time to invest or time to be prudent in Brazil Commercial Real Estate
- The "Yes's" and "No's" to invest in Brazil for a Global Investor
- The long term investment... The vision from local leading pension Funds
- Raising money for RE Brazil, the experience from a leading Asset Manager



ANTONIO GIL MACHADO



CELINA ANTUNES



IVAN SCHARA

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**EVE** MIPIM Events

## WEDNESDAY 13 MARCH

**10.00-11.00** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### KEYNOTE PANEL: CAN SKYSCRAPERS BE SUSTAINABLE?

MODERATOR:

- **Prof. ir Winy Maas**, Director - Architect, MVRDV

SPEAKERS:

- **Emin Iskenderov**, Chief Executive Officer, Hermitage SAS
- **David Sheldon**, Vice President, Regional Director Europe/MENA/ Americas, THE JERDE PARTNERSHIP
- **Ma Yansong**, Founder, MAD Architects

- Are highrises the way to achieve density?
- Are highrises a sustainable model for urban development?
- What is the impact of highrises on cities?
- What kind of functions should a highrises integrate (housing, commerce, agricultural production...)?
- How can they integrate those functions?
- What can highrises do for the climate?
- How neutral should highrises be?
- Can we imagine a European or an International model for highrises?
- What are the major difficulties in the construction process from the architects and developers point of view?



Photo credit: Robt Hart



EMIN ISKENDEROV



DAVID SHELDON



MA YANSONG

PROF. IR  
WINY MAAS

**10.00-11.30** INNO

### INNOVATORS' VISION: MIPIM AWARDS SCREENINGS\*

POWERED BY PECHA KUCHA

Finalists stand up for their projects in 20 images.

\*Pecha Kucha: creative format of presentation based on 20 images, 20 seconds of talk per image

**10.00-11.30** LOG LOGISTICS PAVILION, LEVEL 01

### LOGISTICS PITCHING SESSIONS

**10.00-10.30** Montreal, the logical North American gateway

ORGANISER: MONTREAL AIRPORT

SPEAKER:

- **Serge Côté**, Strategy project Director

**10.30-11.00** Logistics Funds Investment Strategy in Northern Europe, LOGISTIS' story

ORGANISER: AEW

SPEAKER:

- **Rémy Vertupier**, Fund Manager, LOGISTIS

**11.00-11.30** Trends in industrial Real Estate

ORGANISER: SIOR

SPEAKER:

- **Richard Hollander**, Executive Vice President

**10.00-13.00** HTL HTL LOUNGE, LEVEL 3

### HTL PRESENTATIONS: BOUTIQUE HOTELS - URBAN HIDEAWAYS

CO-ORGANISER:



Hotel, Tourism & Leisure professionals present their projects and address some of the industry's key issues in 15 minutes each.

**10.00** Welcome

SPEAKER:

- **Andreas Martin**, Managing Consultant, PKF hotelexperts

**10.15** Enjoy

SPEAKER:

- **Alessandro Fida**, Project Management, Kaldewei

**10.30** The tip of Java Island - Amsterdam,

SPEAKER:

- **René van Schie**, Hotel Development Intermediary, Economische Zaken Amsterdam

**10.45** Evenia boutique hotel la Candelaria in Bogotá, Colombia

SPEAKER:

- **Oscar Cantero Suñé**, Development Director, Evenia Hotels

**11.00** Boutique hotels - how to make them,

SPEAKER:

- **Axel Schoenert**, Director & Architect, Axel Schoenert Architectes Associés

**11.15** Why not green?

SPEAKER:

- **Peter Zimmer**, Managing Director, Futour Wenzel Tourismusberatung

**11.30** Boutique hotel development in Santa Monica, California

SPEAKER:

- **David Sheldon**, Vice President, The Jerde Partnership

**11.45** Town Hall Hotel

SPEAKERS:

- **Nathalie Rozenwajg & Michel da Costa Gonçalves**, Directors, rare architecture

**12.00** Buda Post Palace

SPEAKER:

- **Noah M. Steinberg**, Chairman & CEO, WING

**12.15** Me London: the present and future of the ME brand

SPEAKER:

- **Maria Zarraluqui**, Vice President Development, Meliá Hotels & Resorts

## WEDNESDAY 13 MARCH

### 12.30 Design does matter!

SPEAKER:

- **Yasmine Mahmoudieh**, Owner, Yasmine Mahmoudieh

### 12.45 Regent Hotels & Resorts - bespoke experiences

SPEAKER:

- **René Wilms**, Director of Project & Business Development, Regent Hotels & Resorts

**11.00-13.00** **CIT** MAJESTIC HOTEL, SALONS ROYAN 1&2

### MAYORS' THINK TANK

**Local authorities' perspectives and opportunities for the next decade. What are the measures of attractiveness and competitiveness?**



By invitation only

SPONSORED BY: **GDF SUEZ**

IN PARTNERSHIP WITH:



IN COLLABORATION WITH:



The closed-door event Mayors' Think Tank, is dedicated to mayors and top political decision makers. This invitation-only event is an exclusive platform for political leaders to discuss city challenges and innovative solutions, to share their thoughts, experiences and best practices on urban strategy.

MASTER OF CEREMONY:

- **Prof. Greg Clark**, Global Cities Advisor, The Business of Cities Ltd

ROUNDTABLE MODERATORS:

- **Paul Bevan**, Secretary General, Eurocities
- **Arab Hoballah**, Chief Sustainable Consumption and Production, UNEP - United Nations Environment Programme
- **Liz Peace**, Chief Executive, British Property Federation
- **Stéphane Quéré**, Senior Vice President Urban Development, GDF SUEZ
- **Olivier Régis**, Delegate President, Forum for Urban Management
- **Frédéric Vallier**, Secretary General, Council of European Municipalities and Regions (CEMR)

### Agenda

- 11.00** Welcome speech and presentation of the challenges and general theme of the Mayors' Think Tank
- 11.15** Round tables' launch (1 theme per workshop)
- 12.45** Sharing results of roundtables and closing remarks

**13.00** **mipim** *mayors' lunch*



PROF. GREG CLARK

PAUL BEVAN

ARAB HOBALLAH

LIZ PEACE

STÉPHANE QUÉRÉ



OLIVIER RÉGIS

FRÉDÉRIC VALLIER

Photo credit: VBS

**11.30-12.15** **TUR** AUDITORIUM A, LEVEL 3

### TURKISH REAL ESTATE SECTOR IN THE VISION OF 2023

CO-ORGANISER: **GYODER**  
The Association of Real Estate Investment Companies

MODERATOR:

- **Özlem Gökçe**, Managing Director, Extensa

SPEAKERS:

- **Buket Hayretçi**, First Vice President Aareal Bank AG, Istanbul Representative Office
- **Mehmet Ali Kahraman**, Advisor to the Chairman at Housing Development Administration
- **Özcan Tahincioğlu**, CEO/Chairman, Tahincioğlu Gayrimenkul

Turkey is among the big players of the world with its stable growth in economy as well as its social and political developments. The role that the real estate sector, as one of the locomotive sectors of the economy, will become more important in this future projection for Turkey.

This session of GYODER will shed light on 2023 vision of the Turkish real estate business in every aspects. It brings realistic approaches to the future of the real estate market in Turkey through comprehensive analyses.



ÖZLEM GÖKÇE

BUKET HAYRETÇİ

MEHMET ALI KAHRAMAN

ÖZCAN TAHINCIOĞLU

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## WEDNESDAY 13 MARCH

**11.30-12.30** **SEG** HOBAN ROOM, LEVEL 3

### HEALTHCARE REAL ESTATE: A GLOBAL OVERVIEW

CO-ORGANISER:  YOUR CARE CONSULT

MODERATOR:

- **Stéphane Pichon**, Managing Partner, Your Care Consult

SPEAKERS:

- **Peter Ceder**, Care Home Development Director, Aleris AB
- **Bromme H. Cole**, President, Hampton Hoerter China
- **Mel Gamzon**, President, Senior Housing Global Advisor
- **Guillaume Truong**, Head of investments - Healthcare Real Estate, GECINA

China, US, Europe: the world over the need for health and elderly care is increasing.

Tremendous opportunities are up for grabs for:

- regions and cities to meet the needs of their citizens
- developers, including partnerships with public authorities as well as private developments
- investors in equity and debt, ranging from financing to be built developments to refinancing existing buildings

The panel will discuss the shape, size, risks & rewards of these global opportunities taking into account cultural habits, public vs private care & financing including out of pocket for patients & residents.



STÉPHANE PICHON

PETER CEDER

BROMME H. COLE

MEL GAMZON



GUILLAUME TRUONG

Photo credit: Jean-Louis Lhas

**11.30-12.30** **FIN** AUDITORIUM A, LEVEL 3

### PRIVATE EQUITY REAL ESTATE

CO-ORGANISER:  PERE

MODERATOR:

- **Jonathan Brasse**, Editor, PERENews, PEI

SPEAKERS:

- **Jonathan Harris**, Head of European Real Estate, Macquarie Capital
- **Russell Jewell**, Head of Private Equity, AEW Europe
- **Michael Levy**, Managing Director, Morgan Stanley
- **François Trausch**, CEO, Asia Pacific, GE Capital Real Estate

This session will take the temperature of the private equity real estate market globally in 2013. In addition to exploring what investments, and where, managers currently are seeing opportunistic returns, the session will also dissect how investors in private real estate vehicles are approaching their managers and how they want their capital outlays to be structured.

- How are private equity real estate firms positioning themselves in the current, uncertain macroeconomic environment?
- Distress versus growth - which is attracting most private equity at the moment?
- Leverage - how private real estate investment managers and their investors are approaching real estate debt.
- Funds, separate accounts, JVs, clubs - what is the investing structure of choice among private equity real estate investors currently?
- Public versus private equity - how much of a threat is one to the other?



JONATHAN BRASSE

JONATHAN HARRIS

RUSSELL JEWELL

MICHAEL LEVY

FRANÇOIS TRAUSCH

**11.30-17.00** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### INNOVATION SHOWCASES

30-minute innovation showcases to discover concrete best practices and learn more on how to increase the value of your asset.

#### 11.30 Collaboration - the key to tackling the challenge of energy use in our built environment

ORGANISER: MITSUBISHI ELECTRIC LIVING ENVIRONMENTAL SYSTEMS

SPEAKER:

- **Martin Fahey**, sustainable solutions director

#### 14.30 Active energy generation in building envelopes with Colorcoat® pre-finished steel

ORGANISER: TATA STEEL

SPEAKERS:

- **Dave Taylor**, Business Development Manager Colorcoat® & **Olivier Provost**, Market Development Manager Colorcoat®

#### 15.00 Driving the sustainability of real estate

ORGANISER: BREEAM

SPEAKER:

- **Martin Townsend**, Director

#### 15.30 What is Utrecht's response to the current economic crisis?

ORGANISER: CITY OF UTRECHT

SPEAKER:

- **Martin Mulder**, Director of Utrecht's Department of Urban and Economic development

## WEDNESDAY 13 MARCH

### 16.00 Women's view of the workspace

ORGANISER: ICADE

SPEAKER:

- **Camille Picard**, Caroline Delgado

### 16.30 New Space in Outdoors: Innovation System for Real Estate

ORGANISER: CORRADI

SPEAKER:

- **Gianluca Rossi**, Art Director

### 11.30-12.30 LOG GAUDI ROOM, LEVEL 01

#### LOGISTICS HUB: MULTIMODAL AND INTERMODAL FREIGHT TRANSPORT

SPONSORED BY:



MODERATOR:

- **Alexandra Notay**, Director, Alex Notay Ltd

SPEAKERS:

- **Ruud Bergh**, CEO, Amsterdam Airport Area/SADC
- **François Cangardel**, Real Estate Director, Aéroports de Paris
- Integrated modern and intelligent transport infrastructure network and system
- Can we make freight transport and logistics hubs more sustainable? How this can be achieved?
- Cooperation and collaboration among private actors, government and international organisations

*Followed by "Meet the Speakers" from 12.30-13.00 in the Logistics Pavilion, level 01*



ALEXANDRA NOTAY



RUUD BERGH



FRANÇOIS CANGARDEL

Photo credit: Aéroports de Paris

### 12.00-12.30 INNO MIPIM INNOVATION FORUM, GARE MARITIME

#### CASE STUDIES

##### 12.00-12.30 Urban evolution

ORGANISER:



SPEAKER:

- **Arch. Marco Piva**, Principal Architect, Studio Marco Piva Srl

- Through the examples of the latest achievements of the firm, like a masterplan in China, the recovery of an "eco-monster" in Italy, residential and high hospitality projects in Italy and abroad, Marco Piva will speak about a characteristic that is typically Italian, a design that cuts across architecture, interior design and design.
- Architecture, design and interior design merge in a synchronous process, in which the designer becomes the director of a unitary work, assuring continuity and fluidity of language in both stylistic and functional terms.
- From the Hotel Excelsior Gallia in Milan, to the completion of a private villa in the exclusive setting of Lake Como, the different design scales meet, complement each other, and produce functional, emotional and sensorial projects.



ARCH. MARCO PIVA

### 13.00-14.30 CIT EVE MAJESTIC HOTEL, SALON CROISSETTE

#### MAYORS' LUNCH: POLITICAL LEADERS MEET END-USERS

*By invitation only*

SPONSORED BY: GDF SUEZ

### 14.00-14.30 INNO MIPIM INNOVATION FORUM, GARE MARITIME

#### CASE STUDIES

ORGANISER:



#### Euro Green IT Innovation Center - a public-private initiative with the Regional Walloon Government

SPEAKERS:

- **Frank Butstraen**, Executive Director, Euro Green IT Innovation Center
- **Jacques Platieu**, Country General Manager, IBM Belgium
- Vision
- Strategy
- Budget
- Partners & sponsors



FRANK BUTSTRAEN

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## WEDNESDAY 13 MARCH

**14.00-14.30** **TUR** AUDITORIUM A, LEVEL 3

### TURKEY'S ECONOMIC OUTLOOK AND KEY INVESTMENT OPPORTUNITIES KEYNOTE ADDRESS BY

**Ali Babacan**, Deputy Prime Minister of Turkey



ALI BABACAN

Ali Babacan was born in Ankara in 1967. He graduated first in the Class of 1985 from the TED Ankara High School.

In 1989, he received a Bachelor of Science Degree (BS) in Industrial Engineering from the Middle East Technical University in Ankara, where he ranked first among the graduates of that year.

In 1990, he was awarded a Fulbright Scholarship and attended the Kellogg School of Management at Northwestern University in Evanston, Illinois, where he received his Master of Business Administration (MBA) in Marketing, Organizational Behavior and International Business in 1992.

From 1992 to 1994, he worked at a Chicago-based company providing financial consulting services to top executives of major banks in the United States.

Subsequently, he returned to Ankara to run his family business from 1994 until 2002.

In 2001, he became a Founding Member and Board Member of the Justice and Development Party (AK Parti), a position which he still retains.

In November 2002, he was elected to Parliament and appointed as the Minister of Treasury, a cabinet position he retained until August 2007.

In addition to his tenure as Minister of Treasury, in June 2005, Mr. Babacan was appointed as the first Chief Negotiator for Turkey's accession negotiations with the European Union.

Between August 2007-May 2009, he served as the Minister of Foreign Affairs of the Republic of Turkey. He has been serving as the Deputy Prime Minister for Economic and Financial Affairs since May 2009.

He is also a member of National Security Council. Mr. Babacan is married with three children.

**14.00-17.00** **HTL** HTL LOUNGE, LEVEL 3

### HTL PRESENTATIONS: LUXURY HOTELS AND RESORTS - HOSPITALITY AT ITS BEST

CO-ORGANISER: **PKF**  
hotels&resorts

Hotel, Tourism & Leisure professionals present their projects and address some of the industry's key issues in 15 minutes each.

#### 14.00 Hilton Frankfurt Airport, Germany

SPEAKERS:

- **Peter Joehnk & Corinna Kretschmar-Joehnk**, Managing Partners, JOI-Design

#### 14.15 Luxury hotel openings in London

SPEAKER:

- **Jacqui Labb**, Director, Marketing & Business Development, Dexter Moren Associates

#### 14.30 Smart + green-eco: building services solutions for luxury hospitality and mixed-use-residences

SPEAKERS:

- **Gerrit Römer & Thomas Lederer**, Director Sales & Marketing + Networks, BBS Development

#### 14.45 5-star resort hotel in Tróia, Portugal

SPEAKER:

- **Pedro Capitão**, Business Development, Sonae Turismo

#### 15.00 A new Ascott in London: The Cavendish business case

SPEAKER:

- **Cyryll Czerwonka**, Business Development Manager Europe, Ascott International Management, Europe

#### 15.15 Hotel architecture: return on design. Hotel Bella Sky Copenhagen

SPEAKER:

- **Jack Renteria**, Head of International Markets, 3XN Architects

#### 15.30 Divan Hotels&Residences

SPEAKERS:

- **Ayça Kirker**, Business Development Executive, Divan Group
- **Elif Ağaoğlu**, Business Development Specialist, Divan Group

#### 15.45 51 degrees of bliss: thermal waters and the 21<sup>st</sup> century resort hotel. A project in Leukerbad, Switzerland

SPEAKER:

- **Jean-François Garneau**, CEO, Swiss Development Group

#### 16.00 Raffles Istanbul Zorlu Center

SPEAKER:

- **Christophe Piffaretti**, Vice President Development Europe, Fairmont Raffles Hotels International

#### 16.15 Porto Montenegro

SPEAKER:

- **Beckett Tucker**, Co-Head of Residential Sales, Porto Montenegro

**14.30-15.30** **FIN** GAUDI ROOM, LEVEL 01

### EVOLVING INVESTMENT STRUCTURES IN EUROPE: FINDING VALUE IN EUROPEAN FUNDS AND REITS

SPONSORED BY: **Aberdeen**

CO-ORGANISER: **IPD**  
An MSCI Brand

## WEDNESDAY 13 MARCH

### MODERATOR:

- **Dr. Daniel Piazo**, Managing Director, IPD DACH, IPD

### SPEAKERS:

- **Jean Carbonelle**, CEO, COFINIMMO
- **Olivier Elamine**, CEO, alstria office REIT-AG
- **Andrew Smith**, Global Head of Property, Aberdeen Asset Management
- **Dr Matthias Thomas**, CEO, INREV
- The session will open with new evidence from IPD comparing the performance of REITs, unlisted funds and direct real estate investments across Europe
- The fall-out from the financial crisis has raised serious questions about the limited partnership fund model; but does this mean that REITs will now take their place as the European investment vehicle of choice? How are these different structures placed to operate in a debt-constrained environment?
- Is a level playing field emerging for vehicles across Europe, or do local laws and regulations mean that different countries are still likely to foster different structures?
- How is AIFMD set to change the way that funds are managed and the way that investors behave? Will it make a fundamental difference to the treatment of risk, or has it come after the black swans have already flown?



DR. DANIEL PIAZOLO    JEAN CARBONELLE    OLIVIER ELAMINE    ANDREW SMITH    DR. MATTHIAS THOMAS

**14.30-15.30** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### THE FUTURE OF CRE: TRENDS TO SET TO REVOLUTIONISE OUR INDUSTRY

CO-ORGANISER: **CORENET GLOBAL**

### MODERATOR:

- **Dr. Marie Puybaraud**, Director Global WorkPlace Innovation, Johnson Controls representing CoreNet Global.

### SPEAKERS:

- **Earle Arney**, Global Board Director and European Executive Chairman, Woods Bagot
- **Ben Munn**, Joint Global Head of Workplace Strategies, CBRE
- **Damien Sanouillet**, Director of Business Development, Jones Lang LaSalle

Your ability to identify threats, opportunities and new demands and emerging trends is essential to any business. The key challenges are to recognise the significance of these emerging trends and extrapolate their likely impact to help plan for the future of your business.

How are you identifying and recognising emerging trends? What is your level of responsiveness? And what impact will they have on your workplace strategy in 3 to 5 years time?

Leading End Users and Service Providers will be helping you to understand where to start and how to deal with the future you will need to face. Join the CoreNet Global France Networking Group for a session focusing on the future and learn from our experts to recognise vital signs of disruptions in your business and deal with it!



DR. MARIE PUYBARAUD    EARLE ARNEY    BEN MUNN    DAMIEN SANOUILLET

**14.30-15.30** **HTL** HOBAN ROOM, LEVEL 3

### KEY LESSONS FROM SUCCESSFUL DEVELOPMENTS OF HOTEL PROJECTS

### MODERATOR:

- **Paul Slattery**, Director, Otus & Co Ltd

### SPEAKERS:

- **Christian Karaoglanian**, Chief Development Officer, Accor
- **Gregory Lanter**, Vice President Global Development and Construction, Club Méditerranée
- **Tom Hawley**, Vice President Acquisitions & Development, HYATT INTERNATIONAL LLC
- **Maria Zarraluqui**, VP Development, Meliá Hotels International
- Trends in hotel affiliation: ownership, leasing, management contracting and franchising
- Trends in hotel categories: luxury, up market, mid-market, economy and budget
- Trends in hotel countries: which countries are generating most demand growth
- Trends in hotel brand power: which brands are growing effectively.



PAUL SLATTERY    CHRISTIAN KARAOGLANIAN    GREGORY LANTER    TOM HAWLEY    MARIA ZARRALUQUI

**14.30-17.00** **LOG** LOGISTICS PAVILION, LEVEL 01

### 5 LOGISTICS PITCHING SESSIONS

**14.30-15.00** **Fjordby: Reconciling/rebalancing urban identity and development**

ORGANISER: PORT OF OSLO

### SPEAKER:

- **Anne Sigrid Hamran**, CEO

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## WEDNESDAY 13 MARCH

**15.00-15.30** Les Haies Blanches Business Park

ORGANISER: PANHARD

SPEAKER:

- **Christophe Bouthors**, Vice President

**15.30-16.00** Industrial wasteland turned into a logistical hot spot – the Dortmund Westfalenhuette case

ORGANISER: GARBE LOGISTIC AG

SPEAKER:

- **Jan Dietrich Hempel**, Member of the executive board

**16.00-16.30** Innovation & Supply Chain Management in the Amsterdam Metropolitan Area

ORGANISER: AMSTERDAM AIRPORT AREA

SPEAKER:

- **Arthur van Dijk**, Deputy Mayor Amsterdam Metropolitan Area/ Chairman AAA

**16.30-17.00** French Aube logistic Cluster: optimization of the operating performance

ORGANISER: CONCERTO ED

SPEAKER:

- **Thierry Bruneau**, Chief Executive

**14.45-15.30** CIT AUDITORIUM A, LEVEL 3

**JAPAN, AFTER THE DISASTER SEEN BY THE URBANISM PLAN**

**KEYNOTE ADDRESS BY**

**Kengo Kuma**, Architect, Kengo Kuma & Associates



Photo credit: dbox

KENGO KUMA

FACILITATOR

- **Aline Mandai**, Architectural Programming consultant, Lordculture



ALINE MANDAI

**15.00-15.45** TUR TURKEY PAVILION, AGORA

**IMPROVING THE INVESTMENT CLIMATE IN TURKEY**

CO-ORGANISER: **GISP**  
Sagrimenkel İçin Strateji Platformu  
Center For Strategic Thinking in Real Estate

MODERATOR:

- **Gürler Ünlü**, President, GISP and Real Estate Coordinator, Garanti Koza Construction

SPEAKERS:

- **Ersun Bayraktaroğlu**, Partner, Tax Services, Head of Real Estate Practices, PricewaterhouseCoopers
- **Serkan Gül**, Partner, Hergüner Bilgen Özeke Law Office
- **Philipp von Wilmowsky**, Co-founder, Prime Development

- How do the returns measure up against the risks?
- Which subject matters should be monitored carefully and/or requires extra attention?
- What are the ways to improve the investment climate in Turkey?
- How does the future look for real estate investments?



GÜRLER ÜNLÜ



ERSUN BAYRAKTAROĞLU



SERKAN GÜL



PHILIPP VON WILMOWSKY

**15.30-16.00** INNO EVE MIPIM INNOVATION FORUM, GARE MARITIME

**MEET THE END-USERS COCKTAIL**

**15.30-16.15** INNO MIPIM INNOVATION FORUM, GARE MARITIME

**REAL ESTATE AND CHANGING SOCIETY: IDEAS FOR THE CITY OF TOMORROW**

IN ASSOCIATION WITH: **ESSEC** Real Estate and Sustainable Development Chair

MODERATOR:

- **Prof. Ingrid Nappi-Choulet**, Head of the Real Estate and Sustainable Development Chair, ESSEC Business School

SPEAKERS:

- **Christian Cléret**, Chief Executive Officer, Poste Immo
- **Olivier Estève**, Directeur Général Délégué, Foncière des régions
- **Ghislain Grimm**, General Manager & Partner, FORM'A

The round table looks at the changes in society and real estate that are gradually shaping the cities of tomorrow. As well as the recent boom in technological and technical innovations, deep-seated change is at work in society itself to take on board new forms of work organization, new generations of employees, and new lifestyles and consumer habits. These social and cultural mutations are all factors in a totally new way of relating to the space around us, and the built-up space of our towns and cities in particular.



PROF. INGRID NAPPI-CHOLET



CHRISTIAN CLÉRET



OLIVIER ESTÈVE



GHISLAIN GRIMM

## WEDNESDAY 13 MARCH

**16.00-16.30** **TUR** TURKEY PAVILION, AGORA

### A NEW WAVE IN ISTANBUL: THE KARTAL URBAN REGENERATION PPP PROJECT

**SPEAKERS:**

- **Mehmet İmre**, General Manager, Eczacıbaşı Property Development and Investment Co. and Chairman, Kartal Urban Regeneration Association
- **Faruk Göksu**, Founding Partner, Kentsel Strateji
- **Güniz Çelen**, Chairperson, Celen Corporate Property Valuation and Counseling Inc



MEHMET İMRE



FARUK GÖKSU



GÜNİZ ÇELEN

**16.00-17.00** **CIT** HOBAN ROOM, LEVEL 3

### UK: THE FUTURE OF CITY FUNDING

CO-ORGANISER:



**MODERATOR:**

- **Prof. Greg Clark**, Global Cities Advisor, The Business of Cities Ltd

**SPEAKERS:**

- **Sir Howard Bernstein**, Chief Executive, Manchester City Council
- **Sir Albert Bore**, Leader of Birmingham City Council
- **Iain Jenkinson**, Senior Director, Planning, Development & Regeneration, GVA
- **David Lunts**, Executive Director Housing and Land, Greater London Authority
- **Tom Riordan**, Chief Executive, Leeds City Council

- How can the strength of London's investment market be leveraged by other major UK cities?
- How do Manchester Leeds and Birmingham lead the North and the Midlands in investment attraction and market building?
- What can cities do to attract the new wave of investors? Are the new tools available sufficient?
- How can the new investment tools and funds help to unlock development and economic growth in our cities?
- How should the cities be helping to shape and manage these new investment models to allow new development to get underway quickly?
- When is the right time for these investments to happen?

- How should the cities be responding with new investment models and vehicles to make themselves more attractive and useful?
- Ultimately, what must our cities do to succeed with increasing the rate of investment in the current climate, and for the long term?



PROF. GREG CLARK



SIR HOWARD BERNSTEIN



SIR ALBERT BORE



IAIN JENKINSON



DAVID LUNTS



TOM RIORDAN

**16.00-17.00** **SEG** GAUDI ROOM, LEVEL 01

### RE-ENTERTAINMENT: AN UPCOMING TREND FOR DEVELOPERS AND INVESTORS?

CO-ORGANISER:



**MODERATOR:**

- **Bart Dohmen**, Managing Director, BRC Imagination Arts BV

**SPEAKERS:**

- **Alain Bejjani**, Head of Business Development, Majid Al Futtaim Properties
- **Michael Collins**, Senior Partner, Leisure Development Partners LLP
- **Davide Padoa**, CEO, Design International
- **Will Rawson**, CIO, CBRE Global Investors
- **Alain Tassé**, Member of the Executive Committee, City of Montréal

The value of entertainment in mixed use and retail real estate developments

- The value of entertainment is a challenge to quantify. The standard way is for developers to calculate the revenue per square meter. However the impacts of entertainment can go well beyond rental income, with anchor attractions driving footfall, attracting new spenders to a destination from more distant markets, or untapped demographics with impacts for all tenants.
- The trend is to implement sophisticated anchor entertainment elements within retail and mixed use schemes which may never provide an interesting rent per square meter but developers should look at the bigger picture.
- The proposition is that with unique, anchor entertainment attractions the value of the total development will increase. What is the truth behind this? What can entertainment achieve for a developer? What are the wider impacts?

**GEO** Geographical focuses

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**TUR** Turkey, Country of Honour

**EVE** MIPIM Events

## WEDNESDAY 13 MARCH

- A panel of designers, operators, investors and feasibility consultants will evaluate, analyze and discuss the value of entertainment in real estate projects and will leave you with the question: What is the level of entertainment I need in my project?



BART DOHMEN ALAIN BEJJANI MICHAEL COLLINS DAVIDE PADOA WILL RAWSON



ALAIN TASSÉ

**16.15-16.45 INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### KEYNOTE ADDRESS BY GUENTHER OETTINGER, EUROPEAN COMMISSIONER FOR ENERGY, COMMISSION EUROPÉENNE

#### KEY CHALLENGES OF THE EU ENERGY POLICY



GUENTHER OETTINGER

**16.45-17.30 TUR** TURKEY PAVILION, AGORA

### HOUSING INVESTMENT MARKET IN TURKEY: PROMISING OPPORTUNITIES?

CO-ORGANISER: **konutder**  
residential developers and investors association

MODERATOR:

- Haluk Sur, Board Member, Emlak Konut GYO

SPEAKERS:

- Ali Dumankaya, Chairman of the Board, Dumankaya
- Emre Çamlıbel, CEO, Soyak
- Ramadan Kumova, Yönetim Kurulu Üyesi, Feryapı
- Investment Potential for the Housing Developments (Taking advantage of the pre-sales)
- Partnering for Opportunities (Potential local partners for housing developments and how to accomplish the successful cooperation)



HALUK SUR ALI DUMANKAYA EMRE ÇAMLIBEL RAMADAN KUMOVA

**17.00-18.00 INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### SHOULD MEASURING SUSTAINABILITY BE A JOB FOR THE ACCOUNTANTS?

CO-ORGANISER: **BPF**  
BRITISH PROPERTY FEDERATION

MODERATOR:

- Liz Peace, Chief Executive, British Property Federation

SPEAKERS:

- Olivier Elamine, CEO, alstria office REIT-AG
- Sander Paul van Tongeren, Senior Sustainability Specialist Global Real Estate and Infrastructure, APG Asset Management
- Jon Lovell, Director - Sustainability, Deloitte Real Estate

There is a widely held view that you cannot manage what you don't measure. Given that property owners and investor are all under intense pressure to manage down resource consumption, particularly energy, in both new and existing buildings, is it time for a new innovative approach to how we measure those aspects of performance? In particular, have we been too soft in the past in allowing companies to measure sustainability pretty much how they like? Should we have a process more akin to financial reporting which companies could not ignore? Would Boards pay more attention, if it was the Finance Director who had responsibility for sustainability reporting? This session will look at some of the current measurement approaches, including the increasingly well-established Global Real Estate Sustainability Benchmark, explore how effective they have been in giving a true view of performance, and pose some searching questions about whether and how they need to be toughened up.



LIZ PEACE OLIVIER ELAMINE SANDER PAUL VAN TONGEREN JON LOVELL

**17.00-19.00 INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### INNOVATORS' VISION: MIPIM AWARDS' SCREENINGS

POWERED BY PECHA KUCHA

Finalists stand up for their projects with Pecha Kucha. This creative format of presentation, in 20 images, in 20 seconds of talk per image. Come and listen to the final speech before voting on site!

**17.00 HTL** HTL LOUNGE, LEVEL 3

### HTL COCKTAIL RECEPTION

**17.00 LOG EVE** LOGISTICS PAVILION, LEVEL 01

### LOGISTICS COCKTAIL RECEPTION

## WEDNESDAY 13 MARCH

17.15-18.00 HTL EVE HTL LOUNGE, LEVEL 3

### POWER MEETINGS HOTEL GROUPS MEET INVESTORS

Power Meetings is the ultimate face-to-face networking experience to help accelerate business. In this session hotel groups meet with investors for a series of fast and efficient speed meetings.

Pre-registration required.

17.30-18.30 LOG HOBAN ROOM, LEVEL 3

### AIRPORT AREAS AS ECONOMIC ENGINE

IN PARTNERSHIP WITH:



MODERATOR:

- **Damien Robert**, Directeur Général, Etablissement Public D'aménagement Plaine De France

SPEAKERS:

- **Jean-Bernard Bros**, Adjoint au Maire de Paris, Mairie de Paris
- **Gérard Eude**, Président de Seine-et-Marne Développement - Vice-président du CG 77, Seine-et-Marne Développement
- **Dr. John Kasarda**, CEO, Aerotropolis Business Concepts
- **The Honorable Mayor Kasim Reed**, City of Atlanta, Georgia, City of Atlanta
- Direct and indirect impacts of airport areas on local and regional growth (employment, competitiveness, attractiveness, environment, social)
- Role of the public and private sectors
- Connectivity and accessibility of the city and region: integration in the multimodal transport system (public transport, road, railway, high speed-railway...)
- Territorial marketing and strategies to promote airport areas and cities



DAMIEN ROBERT

JEAN-BERNARD  
BROS

GÉRARD EUDE

Dr. JOHN  
KASARDA



THE HONORABLE  
MAYOR  
KASIM REED

17.30-18.30 GEO AUDITORIUM A, LEVEL 3

### WHY IS THE UNITED STATES SO ATTRACTIVE TO GLOBAL INVESTORS?

CO-ORGANISER: **REAL CAPITAL ANALYTICS**  
Transactions. Trends. Tools.

MODERATOR:

- **Simon Mallinson**, Executive Managing Director, EMEA, Real Capital Analytics

SPEAKERS:

- **James Fetgatter**, Chief Executive, AFIRE
- **Bernard Haddigan**, President, Haddigan Capital
- **Christopher Ludeman**, President, Capital Markets, CBRE
- **Dr Will McIntosh**, Global Head of Research, USAA Real Estate Company

With ongoing economic uncertainty around the world, investors continue to take a hard look at opportunities in the US. This session will uncover what cities and property types are attracting foreign capital and why.



SIMON MALLINSON

JAMES FETGATTER

BERNARD  
HADDIGAN

CHRISTOPHER  
LUDEMAN

Dr WILL  
MCINTOSH

17.30-18.30 GEO GAUDI ROOM, LEVEL 01

### HOW SUSTAINABLE IS THE DUTCH PROPERTY MARKET?

CO-ORGANISER: **GRESB**  
Global Real Estate Sustainability Benchmark

MODERATOR:

- **Elsbeth Quispel**, Head of Sustainability, GRESB BV

SPEAKERS:

- **Robert Dijckmeester**, Amsterdam Metropolitan Area: Zuidas
- **Roel Vollebregt**, Director, AM Real Estate Development

The panelists will answer this question from their own perspective, taking into account the definition of sustainability as being 'future proof'. The session will provide insight in the Dutch real estate market fundamentals with a focus on current vacancy rates, multi-functionality and real estate quality.



ELSBETH QUISPEL

ROEL VOLLEBREGT

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**TUR** Turkey, Country of Honour

**EVE** MIPIM Events

## THURSDAY 14 MARCH

8.00-9.30 **FIN** **EVE** MAJESTIC HOTEL

### LEADERS' BREAKFAST PRIVATE TALKS WITH DR JÜRGEN STARK, MEMBER OF THE EUROPEAN CENTRAL BANK EXECUTIVE BOARD (2006-2011)

By invitation only

FACILITATOR:

Prof. François Ortalo-Magné, Albert O. Nicholas Dean, Wisconsin School of Business

10.00-10.45 **CIT** HOBAN ROOM, LEVEL 3

### LILLE'S ROAD TO EXCELLENCE IN PRESENCE OF MARTINE AUBRY, MAYOR OF LILLE, PRESIDENT OF LILLE METROPOLE

ORGANISER: **lille's**

KEYNOTE:

- Martine Aubry, Mayor of Lille, President of Lille Metropole



MARTINE AUBRY

10.00-11.00 **FIN** GRAND AUDITORIUM, LEVEL 1

### PLENARY KEYNOTE ADDRESS BY

Dr Jürgen Stark, Member of the European Central Bank Executive Board (2006-2011)

### The global economic outlook and the EU financial crisis



DR JÜRGEN STARK

FACILITATOR:

- Courtney Fingar, Editor, fDi Magazine, The Financial Times Ltd



COURTNEY FINGAR

10.45-11.00

*A special Q&A for the press will be held after the participants Q&A*

10.00-10.30 **TUR** TURKEY PAVILION, AGORA

### MIDDLE EASTERN INVESTORS ATTRACTED TO THE TURKISH MARKET: THE EFFECTS OF THE RECIPROCITY LAW

CO-ORGANISER: **REIDIN** Emerging Markets Real Estate Information .COM

MODERATOR:

- Ahmet Kayhan, CEO, Reidin.com

SPEAKERS:

- Cyril Lincoln, SVP - Head Real Estate and Asset Finance, Investment Banking Group, Abu Dhabi Commercial Bank
- Faris Mansour, Director, Capital Markets, Mubadala Pramerica Real Estate Investors
- Ibrahim Serdar Gucar, President of the Executive Board, IMS Project Management and Consultancy Inc

- Why Turkey?
- What are the characteristics of Middle Eastern Investors?
- What are the expectations of Middle Eastern Investors from Turkey in relationship to the new law?
- Pros-Cons of investing in Turkey



AHMET KAYHAN



CYRIL LINCOLN



IBRAHIM SERDAR GUCAR

10.00-11.00 **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### CASE STUDIES

10.00-10.30 Innovation to build the future - Excellence in construction sites

The presentation aims to explain how Colombo Costruzioni faces the new market challenges, in terms of innovation regarding the following aspects: green building and sustainability, through national and international standards (Casaclima and LEED certifications), most recent construction techniques (such as self-climbing formworks, structures and facades compliant to the highest standards in terms of seismic resistance, acoustic comfort and thermal performances...), and the most efficient engineering of the internal processes from the project design to the procurement, quality and safety procedures, and the construction site management.

ORGANISER: **ANCE** ASSOCIAZIONE NAZIONALE COSTRUTTORI EDILI

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## THURSDAY 14 MARCH

### SPEAKER:

- **Andrea Cappoli**, CEO Assistant, COLOMBO COSTRUZIONI S.P.A.



ANDREA CAPPOLI

### 10.30-11.00 Veneto City: urban innovation

#### ORGANISER:



#### SPEAKER:

- **Mario Cucinella**, Architect, Mario Cucinella Architetts Srl

Veneto City Masterplan is driven by the idea of giving a new landscape identity to the urban sprawl in the Veneto Region. The area lies in the Padan plain, halfway from Padua and Venice. The point of departure for this project is the recovery of the original natural landmarks of the region: the lines of trees, the geometric succession of cultivated fields, the irrigation water-canals, and the traces of the Roman land division.

Accessibility; environmental safety; energy efficiency and ecological buildings; mobility and public transportation; and new functions will be the distinctive features of Veneto City. This portion of territory is expected to become a place of excellence. It will prove that building is an activity meant to improve the environment, solving problems of urban and territorial mobility. The challenge of such an important intervention is linked to its capacity of creating new beauty, a new space for living.



MARIO CUCINELLA

### 10.00-11.30 LOG LOGISTICS PAVILION, LEVEL 01

#### LOGISTICS PITCHING SESSIONS

##### 10:00-10:30 Port of Barcelona

ORGANISER: BARCELONA CATALONIA

#### SPEAKER:

- **Damià Calvet**, Secretary of Territory and Mobility of the Catalan Ministry of Territory and Sustainability

##### 10.30-11.00 Port of Gdansk

ORGANISER: DCT GDANSK

#### SPEAKER:

- **Jean-Jacques Moyson**, Chief Commercial Officer of DCT Gdansk

##### 11.00-11.30 Stockholm Business Region Development

ORGANISER: STOCKHOLM BRD

#### SPEAKER:

- **Thomas Andersson**, Chief Operating Officer

### 10.00-13.00 HTL HTL LOUNGE, LEVEL 3

#### HTL PRESENTATIONS: CITY HOTELS - AFFORDABLE CHIC

#### CO-ORGANISER:



Hotel, Tourism & Leisure professionals present their projects and address some of the industry's key issues in 15 minutes each.

##### 10.00 Welcome

#### SPEAKER:

- **Andreas Martin**, Managing Consultant, PKF hotel experts

##### 10.15 Successful well designed city hotels - from Prague over Germany to Ekaterinburg (Angelo, Andel's)

#### SPEAKERS:

- **Franz Jurkowitsch**, CEO & **Christoph Salzer**, Regional Director, Warimpex Finanz- und Beteiligungsgesellschaft

##### 10.30 Great expectations

#### SPEAKER:

- **Valerie Schuermans**, Manager Business Development, The Rezidor Hotel Group

##### 10.45 Winters Hotel Berlin Mitte. The Wall at Checkpoint Charlie

#### SPEAKER:

- **Gerhard Winter**, Managing Partner, Winters Hotel Company

##### 11.00 Hampton by Hilton Warsaw City Centre

#### SPEAKER:

- **Reinhard Schertler**, Asset Management CEE, S+B Gruppe

##### 11.15 Four Points by Sheraton: A conversion opportunity. The FP by S Barcelona Diagonal case study

#### SPEAKER:

- **Coré Martin**, Senior Director of Development, Starwood Hotels & Resorts Worldwide

##### 11.30 Evenia Basic Bogotá

#### SPEAKER:

- **Oscar Cantero Suñé**, Development Director, Evenia Hotels

##### 11.45 Motel One Wien-Staatsoper: Vienna's first inner city budget hotel

#### SPEAKER:

- **Christian Lainer**, Director of Development, Motel One

##### 12.00 Hilton Garden Inn Istanbul Golden Horn

#### SPEAKER:

- **Alaeddin Babaoğlu**, President & CEO, Amplio Real Estate Investments

##### 12.15 Roomz graz - hotel for people in motion

#### SPEAKER:

- **Gabriel Kacerovsky**, Architect, Archisphere Architects and Designers



## THURSDAY 14 MARCH

**12.30** CUBE Project Kitzbühel Alps Austria - Affordable "All-in-one" hotel development in the mountains

SPEAKER:

- Peter Fürnkranz, Project Manager, CUBE Hotelprojektierungs GmbH

**12.45** Milestone

SPEAKER:

- Sabine Ullrich, CEO, IC Projektentwicklung

**11.00-17.00** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### INNOVATION SHOWCASES

30-minute innovation showcases to discover concrete best practices and learn more on how to increase the value of your asset.

**11.00** Sustainable development in the Sea

ORGANISER: TRIBAY LIMITED

SPEAKER:

- Pdraig McAlister, Director

**11.30** MASTER IN REALITY: from point clouds to preserving culture heritage

ORGANISER: MBA-INGENIERIE

SPEAKER:

- Annalisa De Maestri, Co-founder

**14.30** AUTOMAK- an innovative parking concept

ORGANISER: AUTOMAK

**15.00** Pablo Picasso: the renovation of an obsolete building into a new sustainable office scheme (with low consumption building certification)

ORGANISER: BNP PARIBAS REAL ESTATE

**16.00** Investing in Primorje-Gorski kotar County

ORGANISER: PRIMORJE-GORSKI KOTAR COUNTY

SPEAKER:

- Željko Mažar, Head of section for infrastructure & Luka Dragojevi, senior associate for economic affairs & analytic

**16.30** 3D technologies: upgrade your project management & communication strategy

ORGANISER: STEREOGRAPH & EURATECHNOLOGIES

**17.00** Easytech: an innovative tool to improve office building performance

ORGANISER: BNP PARIBAS REAL ESTATE

**11.15-12.15** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### KEYNOTE ADDRESS BY ARCHITECTS Architecture and responsible innovation

CO-ORGANISER: **Lord**  
culture

MODERATOR:

- Kent Martinussen, CEO, The Danish Architecture Centre

SPEAKERS:

- Caroline Barat, Architect, Agence Search
- Philippe Chiambaretta, Architect, Philippe Chiambaretta / PCA
- Kengo Kuma, Architect, Kengo Kuma and Associates
- Jürgen Mayer H., Principal, J.Mayer H. Architects
- Ihsan Murat Tabanlıoğlu, Founding Partner / Architect, Tabanlıoğlu Architects

Innovation can be described as a new and successful application of an invention which increases performance. When applied to architecture, innovation can occur both in its products (buildings) and in its processes (building). Building innovation is not only about incorporating latest technologies or materials, but also about exploring new processes of design and construction through multidisciplinary practice and experimentation.

There is not only one kind of "innovation". Innovation has different facets and touches many fields which can be tangible or not: technology, functionality, spatiality, society, sustainability, mobility, competitively...



KENT MARTINUSSEN



CAROLINE BARAT



PHILIPPE CHIAMBARETTA



KENGO KUMA



JÜRGEN MAYER H.



IHSAN MURAT TABANLIOĞLU

**11.30-12.00** TUR TURKEY PAVILION, AGORA

### CHANGING WORKPLACE (OFFICE/LOGISTICS/ INDUSTRIAL/P&DS) ROLE OF CORPORATE SOLUTIONS, EMERGING OPPORTUNITIES IN WORKPLACE. PREPARE FOR CHANGING TRENDS

SPEAKERS:

- Mehmet Even, Executive Vice President, Zorlu Property Group
- Erden Timur, Board Member & Founder, NEF
- Vincent Lottefier, Chief Executive Officer EMEA Corporate Solutions, Jones Lang LaSalle

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## THURSDAY 14 MARCH

- Balancing the dual forces growth and right sizing
- Improving Productivity, Optimizing CRE Portfolio
- Workplace strategy as a living programme not a short term project

**11.30-12.30** LOG GAUDI ROOM, LEVEL 01

### XXL WAREHOUSES: OPTIMISATION AND RESOURCES MUTUALISATION

#### MODERATOR:

- **Terry E. Smith**, SIOR, CCIM, FRICS, President SIOR, SIOR - Society of Industrial & Office REALTORS

#### SPEAKERS:

- **Amaury Gariel**, Managing Director, CBRE
- **Jean-Paul Rival**, Executive Vice President, Concerto European Developer
- What are the strengths and the weaknesses?
- What are the prerequisites for an efficient warehouse system?
- How retailers' growth and international distribution will impact the logistics real estate market, and particularly the XXL warehouses?
- What are the impact of technology and innovation?
- Is transportation the major issue?



TERRY E. SMITH AMAURY GARIEL JEAN-PAUL RIVAL

Followed by "Meet the Speakers" from 12.30-13.00 in the Logistics Pavilion, level 01

**11.30-12.30** GEO AUDITORIUM A, LEVEL 3

### IS SCANDINAVIA AS STABLE AS IT SEEMS OR JUST LATE IN THE CYCLE?

CO-ORGANISER: **FastighetsNYTT**

#### MODERATORS:

- **Dag Klerfelt**, Chairman, Capnova Real Estate
- **Johan Zetterstedt**, Managing Director, Fastighetsnytt Förlags AB

#### SPEAKERS:

- **Urban Edenström**, CEO, Stronghold Invest AB
- **Sten Lennart**, President and CEO, GE Capital Real Estate Europe
- **Christophe Pineau**, Head of International Research, BNP Paribas Real Estate
- **Jan Rosengren**, Senior Advisor/Partner, Newsec

So far Norway, Sweden and Finland have managed to keep the economy at a good pace in comparison to large parts of Europe. Denmark had more trouble on the way but seems to be on the right track again. International investors might have hesitated because of low yields and active domestic institutions. Is that about to change? Welcome to a seminar about property investments in Scandinavia.

- Where to invest, which kind of assets and why?

- Our reason to invest in Scandinavia.
- What's to say about Scandinavia from an international perspective?



DAG KLERFELT JOHAN ZETTERSTEDT URBAN EDENSTRÖM STEN LENNART CHRISTOPHE PINEAU



JAN ROSENGREN

**11.30-12.30** GEO HOBAN ROOM, LEVEL 3

### ITALIAN REAL ESTATE. RELOADED.

SPONSORED BY: **IDEA FIMIT<sub>sg</sub>**

CO-ORGANISER: **CHIOMENTI STUDIO LEGALE**

#### MODERATOR:

- **Dr Evelina Marchesini**, Journalist, Special Reporter and Real Estate Chief Editor, Il Sole 24 Ore SPA

#### SPEAKERS:

- **Prof. Andrea Boltho**, Emeritus Fellow, Magdalen College, University of Oxford and Member of Advisory Board, REAG
- **Umberto Borzi**, Partner, Chiomenti Studio Legale
- **Massimo Brunelli**, CEO, IDEA FIMIT SGR SPA
- **Manfredi Catella**, CEO, Hines Italia Srl
- **Matteo Del Fante**, Chairman, CDP Investimenti SGR
- **Piero Fassino**, Mayor, Comune di Torino.
- **Ing. Aldo Mazzocco**, CEO, Beni Stabili SPA SIIQ and Chairman of Assoimmobiliare

A rise in domestic institutional investments and international alliances and platforms, coupled with an influx of new foreign investors are the main drivers for a new season in Italian real estate. The maturity of many funds during a period of declining prices is forcing the exit of certain players, while at the same time attracting newcomers, many of whom are also interested in taking advantage of potential opportunities involving public assets. Studio Legale Chiomenti promotes a round table between the top players of the industry.



DR EVELINA MARCHESINI ANDREA BOLTHO MASSIMO BRUNELLI MANFREDI CATELLA MATTEO DEL FANTE



ING. ALDO MAZZOCCO

## THURSDAY 14 MARCH

**12.30-13.00** **INNO** MIPIM INNOVATION FORUM, GARE MARITIME

### DECALOGUE FOR A SENSEABLE / SMART CITY

KEYNOTE ADDRESS BY:

- **Carlo Ratti**, Director, MIT Senseable City Lab and founder, carlorattiasociati srl

Smart is the new 'green'. smart city, smart transport, smart buildings - the label smart is now often used and abused. After reviewing the principles behind the 'smart city' concept - which we prefer to call 'senseable city', as the name of our lab. This presentation will discuss ten areas of innovative applications - from transport to energy to civic engagement. Something that could be called a decalogue for a senseable/smart city.



Photo credit: Lars Krüger

CARLO RATTI

**13.00-14.30** **HTL** **EVE** GRAY D'ALBION HOTEL

### HOTEL & TOURISM LUNCH

By invitation only

SPONSORED BY: **ApexBrasil**  
BRAZILIAN TRADE AND INVESTMENT PROMOTION AGENCY

**14.30-15.30** **GEO** AUDITORIUM A, LEVEL 3

### IBERIAN PENINSULA (SPAIN & PORTUGAL): ECONOMIC PERSPECTIVES

CO-ORGANISER: **JONES LANG LASALLE**  
Real value in a changing world

MODERATOR:

- **Juan Manuel Ortega**, National Director Head Offices Capital Markets Madrid, Jones Lang LaSalle

SPEAKERS:

- **Paulo Carvalho**, General Director for Economy and Innovation, Lisbon City Council
- **Toni Casamor**, Vice President, Barcelona Urban Cluster -BUC
- **Alexandre Fernandes**, Head of Asset Management, Portugal & Spain, SONAE SIERRA
- **Luis Sanchez-Guerra Roig**, CEO, Ahorro Corporación Soluciones Inmobiliarias (SAREB)

- The road to recovery
- International real estate investors' vision regarding Spain and Portugal as sources of opportunity
- SAREB (Spanish 'bad bank')
- The situation of the office and retail sub-markets and their short-term and medium-term expectations



JUAN MANUEL ORTEGA



PAULO CARVALHO



TONI CASAMOR



ALEXANDRE FERNANDES



LUIS SANCHEZ-GUERRA ROIG

**14.30-15.30** **FIN** GAUDI ROOM, LEVEL 01

### THE REGULATION GAME: IMPLICATIONS OF BASEL III, AIFMD, SOLVENCY II FOR INVESTMENT AND FINANCING DEBT

CO-ORGANISER: **IPD**  
An MSCI Brand

MODERATOR:

- **Dr Peter Hobbs**, IPD Group Business Development Director, IPD

SPEAKERS:

- **Deborah Shire**, Global Head of Business Development, AXA Real Estate
- **Alexander Taft**, Managing Director, Structured Finance Europe, Invesco Real Estate
- **Jean-Roch Varon**, Global Real Estate Assurance Leader, Partner, ERNST & YOUNG
- Everyone now knows that financial regulation is important, but there is still little certainty about what the implications for real estate will be. So what are the most likely outcomes and where should we look for hidden dangers?
- Regulations are intended to reduce investor risk, but with the continuing uncertainty surrounding them is there a danger of unintended consequences?
- Which kinds of investor and investment structure are likely to be favoured by current and forthcoming regulation?
- Will there be many casualties in the fund management business amongst those who are unable to adapt to the new regulatory environment?
- Will investors bridge the European 'funding gap' by investing in debt? How is regulation likely to influence this possibility?



DR PETER HOBBS



DEBORAH SHIRE



ALEXANDER TAFT



JEAN-ROCH VARON

**GEO** Geographical focuses

**FIN** Finance & Investment

**INNO** Innovation

**LOG** Logistics

**CIT** Cities & Infrastructure

**HTL** Hotel, Tourism & Leisure

**SEG** Focus by segments

**TUR** Turkey, Country of Honour

**EVE** MIPIM Events

## THURSDAY 14 MARCH

**14.30-15.30** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### DOES BEING GREEN CREATE VALUE FOR END-USERS?

CO-ORGANISER: **ISA** 

**MODERATOR:**

- **Magali Saint-Donat**, Chef de Département, EDF - Direction Immobilier Groupe

**SPEAKERS:**

- **Peter Garré**, Managing Director, Bopro NV
- **Frank Privé**, Head of Property/Real Estate Department, L'Oréal
- **Martin Townsend**, Director of BREEAM, BRE Global Ltd
- A lot is now being written about the sustainability of real estate and its value to end users and occupiers.
- However what is the real evidence?
- How do you measure sustainability performance and value and what does this mean for occupiers.
- Do green buildings create long-term value?



MAGALI SAINT-DONAT

PETER GARRÉ

FRANK PRIVÉ

MARTIN TOWNSEND

**14.30-17.00** LOG LOGISTICS PAVILION, LEVEL 01

### LOGISTICS PITCHING SESSIONS

**14.30-15.00** Chapelle international multimodal Hub

ORGANISER: SOGARIS

**SPEAKER:**

- **Christophe Ripier**, Real Estate Director

**15.30-16.00** Barjane new Project

ORGANISER: BARJANE

**SPEAKER:**

- **Julien Mongoin**, Business Development Manager

**16.00-16.30** Multimodal Logistics Hub between East and West

ORGANISER: PORT OF TALLIN

**SPEAKER:**

- **Ahto Ader**, Business Manager

**16.30-17.00**

ORGANISER: INVEST IN TUSCANY

**SPEAKERS:**

- **Lorenzo Bacci**, Mayor of Collesalveti
- **Patrizia Lattarulo**, Research Manager IRPET
- **Francesco Messineo**, President Port of Carrara

**15.00-15.30** TUR TURKEY PAVILION, AGORA

### RETAIL REAL ESTATE IN TURKEY: A FAST-GROWING MARKET FOR INTERNATIONAL INVESTORS

**MODERATOR:**

- **Avi Alkaş**, Chairman, Jones Lang LaSalle Turkey and Chairman, Alkaş Danışmanlık

**SPEAKERS:**

- **Hulusi Belgü**, CEO, Multi Development Turkey
- **Andreas Hohlmann**, General Manager, ECE Turkey Project Management
- The experience of the International Investors in Turkey
- Opportunities and Pitfalls



AVI ALKAŞ

HULUSI BELGÜ

ANDREAS HOHLMANN

**15.00-16.00** HTL HOBAN ROOM, LEVEL 3

### MASTERMINDS HOTEL & TOURISM - PERSPECTIVES ON THE HOSPITALITY INDUSTRY

**15.00-15.15** Keynote introduction by

- **Stephen Joyce**, President & CEO, Choice Hotels International



STEPHEN JOYCE

**15.15-16.00** Panel discussion - Europe's Hotel Industry: navigating turbulent waters

**MODERATOR:**

- **Peter Grant**, Deputy Editor, The Wall Street Journal

**SPEAKERS:**

- **Rui Barros**, Senior Vice President and Managing Director, Wyndham Hotel Group
- **Stephen Joyce**, President & CEO, Choice Hotels International
- **Simon Vincent**, President, EMEA, Hilton Worldwide

The session will look at the challenges and opportunities in the hotel industry at a time that Europe is getting pounded by the financial crisis. Three industry leaders will speak on:

- The strategy their companies have been pursuing to maximize revenue when traditional sources of demand are under pressure.
- Whether or not they see the increasing willingness of banks to sell off distressed assets as an opportunity.
- Markets that are expected to see improvement or growing weakness in 2013.
- The growth of the boutique hotel market and how they plan to capitalize on it.

## THURSDAY 14 MARCH

Whether or not they see financing loosening up and whether they expect this to increase/decrease new development.



PETER GRANT RUI BARROS STEPHEN JOYCE SIMON VINCENT

**15.30-16.00** INNO EVE MIPIM INNOVATION FORUM, GARE MARITIME

### MEET THE END-USERS COCKTAIL

**15.45-17.15** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### VIEWS OF 6 STAKEHOLDERS - MANAGE INNOVATION FOR A BETTER RETURN ON INVESTMENT

#### MODERATOR

- **Prof. Norman Miller**, Professor, University of San Diego

#### SPEAKERS:

- **Ralph DiNola**, Principal, Green Building Services, Inc.
- **Meg Forbes**, Global Real Estate, MasterCard Worldwide
- **Kasper Guldager Jørgensen**, Partner of 3XN and Director of GXN, 3XN / GXN
- **Joakim Larsson**, Vice Mayor, City of Stockholm
- **Eric Lesueur**, Urban Development and New Services, Veolia Environnement
- What are the fundamentals to maximise the return of investment of a project?
- What is the role of the different stakeholders?
- How are the different stakeholders interacting together?
- How the real estate industry needs to push for more innovation?
- Was the strategy innovative (i.e. design, layout, materials, features, financing, more efficient operations or management systems, public-private partnerships)?
- Or was it simply good timing and following the latest technologies known to work with the best teams (designers, developers, leasing agents, property managers, etc.)?



PROF. NORMAN MILLER RALPH DINOLA MEG FORBES KASPER GULDAGER JØRGENSEN



JOAKIM LARSSON ERIC LESUEUR

**15.45-16.00** TUR TURKEY PAVILION, AGORA

### KEYNOTE ADDRESS

**Ahmet Haluk Karabel**, President of TOKI

**16.00-16.30** TUR TURKEY PAVILION, AGORA

### KEYNOTE ADDRESS BY

**Erdoğan Bayraktar**, Minister of Environment and Urban Planning of Turkey

### Urban Renewal in Turkey: Perspective on the Development of Real Estate Sector

He was born in "Of" District of Trabzon. After graduating from the Civil Engineering Department of the Istanbul State Academy of Engineering and Architecture, he received his Master's degree in Civil Engineering Major of Institute of Science and Technology of Istanbul University. He graduated from Bucharest University having prepared a thesis on construction contracts.

He worked as a contractor and housing cooperative manager in the private sector between 1973-1994. He worked as a deputy control chief for 14 months during his military service.

While attending the Istanbul Metropolitan Municipality and Eminönü Municipality Councils as a member from 1989 to 1999, he also served for 4.5 years as the General Manager of KIPTAŞ. Following 10 months of special training between 1999 and 2000 in the US, Bayraktar began working as General Manager of Metropol İmar A.Ş. (a company operating under Greater Municipality of Ankara) until 2001.

Bayraktar studied Foreign Language and Construction Technologies in the US for 10 months between 1999 and 2000. He attended miscellaneous trainings and seminars on housing, work place, cooperative and real estate systems in various countries of Europe. Bayraktar served as General Manager of Metropol İmar A.Ş. in years 2000-2001.

Between December 2002 and March 2011, he held the offices of President of Prime Ministry Housing Development Administration (TOKİ) and Chairman of the Board of Directors of Emlak Konut Real Estate Investment Trust. During that period;

Housing development constructions were initiated in 81 provinces, 800 districts, 1.900 construction sites totaling to 500 thousand houses and social facilities, and approximately 350 thousand of the same were completed.

He was awarded the royal order by the Royal Family of Spain due to his "Housing Production for Low-Income Group".

He also received awards for "Housing Supply to Low-Income Group" and "Entrepreneurship and Real Estate Development" respectively from Barcelona Meeting Point (BMP) and EIRE (Italy, Milan Real Estate Organization), the leading Real Estate Organization of the world.

## THURSDAY 14 MARCH

His books named "Slums and Urban Renewal" and "Housing as a Human Right: Planned Urbanization and Housing Development Mobilization of TOK " were published respectively in May 2006 by Ekonomik Ara tirmalar Merkezi Publishing House and in November 2007 by Boyut Publishing House.

Further to his participation in several national and international conferences, he taught classes and lectured seminars in universities on urban development, real estate development and finance, construction sector, housing policies and TOK implementations. He was elected a member of the Board of Trustees of Istanbul Fatih Sultan Mehmet University in April 2010.

He was conferred upon the title of honorary PhD by Gazi University Faculty of Engineering and Architecture on 1 June 2010 due to his "accumulated knowledge on housing development, efforts on housing production and works of slum prevention, urban development and renewal".

He was awarded the title of Honorary PhD by Kocaeli University in February 2011 due to "his contributions to prevention of slum formation and urban transformation practices".

Erdoğan Bayraktar, who was elected an AK Party member of the Parliament from Trabzon in the general elections on 12 June 2011, currently holds office as the Minister of Environment and Urbanization.

Erdoğan Bayraktar is married with 5 children.



ERDOĞAN  
BAYRAKTAR

**16.00-17.00 HTL** HOBAN ROOM, LEVEL 3

### HIGH EXPECTATIONS FOR LOW BUDGET HOTELS

CO-ORGANISER: **PKF**  
hotelsexperts

MODERATOR:

- **Michael Widmann**, Managing Partner, PKF hotelsexperts

SPEAKERS:

- **Ian Biglands**, Director of Development, B&B Hotels GmbH
- **Jasper Muller**, Director of Acquisition & Investment, citizenM hotels
- **Philippe Weyland**, Managing Director, Motel One
- Upcoming trends: from hostels to lifestyle economy hotels
- Interesting insights: investment costs & profitability of budget hotels
- New concepts: successful hotel development from an operator's point of view

It is the worst kept secret of the hospitality sector that budget hotels usually generate the highest level of profits of all hotel types. In the last couple of years, many new concepts have been created in this field - from hostels to lifestyle economy hotels. Some "new" brands have gained international recognition (easyhotel, citizenM) alongside the more established brands like ibis budget (formerly Etap) and B&B.

The rapid growth of Motel One in Germany and beyond has convinced even the more conservative German investment funds that there is money to be made in the budget sector.

From a guest's point of view, modern budget hotels combine the best of two worlds: reasonable prices and lifestyle experience. It sounds like a simple enough formula, yet not many hotel groups seem to master it. The panel discussion will focus on the secrets of success in this sector - from an operator's point of view, but also from the investor's angle.



MICHAEL  
WIDMANN

IAN BIGLANDS

JASPER MULLER

PHILIPPE WEYLAND

**16.00-17.00 GEO** GAUDI ROOM, LEVEL 01

### CHILE: THE STRATEGIC PLATFORM

CO-ORGANISER: **Aoa** pro|CHILE

MODERATOR:

- **Pablo Larrain**, Partner, BL Arquitectos

SPEAKERS:

- **Yves Besançon**, President, Architects Offices Association AOA
- **Pablo Montt**, Director ProChile France, ProChile

The conference stands out as Chile is a strategic platform in Latin America from the economic point of view, emphasizing the safety aspects of investments, the legal views that favor safe investments, like GDP that brings it to the developed countries and consistently high growth rate registered by the country, providing great security for real estate investors.



PABLO LARRAIN

YVES BESANÇON

PABLO MONTT

**16.00-17.30 SEG** AUDITORIUM A, LEVEL 3

### INVESTING IN RESIDENTIAL AND SOCIAL HOUSING

CO-ORGANISER: **IPD**  
An MSCI Brand

MODERATOR:

- **Laurent Ternisien**, IPD Group Managing Director, IPD

SPEAKERS:

- **Alan Collett**, President, RICS
- **Stéphane Imowicz**, CEO, Crédit Foncier Immobilier
- **Fernando Silveira**, Advisor to the Vice President, Caixa Econômica Federal

## THURSDAY 14 MARCH

- What kind of performance can we expect from residential property investments?
- Assessing the drivers of residential investment returns: demographics, household size and wealth. How are the trends shifting in the wake of the financial crisis?
- Patterns of residential investment vary greatly cross-border. But is this because of local conditions or traditional practice? Does the status quo need to be re-appraised?
- Market renting and social renting: are these different animals, and if so which is suitable for each type of investor? What is the correct institutional allocation to residential?
- Developing the right vehicles for residential investment: how can the management burden best be carried?



LAURENT TERNISIEN



ALAN COLLETT



STÉPHANE IMOWICZ

Photo credit: Armand Florin

**17.00-17.30** HTL TUR TURKEY PAVILION, AGORA

### HOTEL DEVELOPMENTS AND INVESTMENTS IN TURKEY: YOUR MAJOR DESTINATION

CO-ORGANISER:  REImonitor  
Real Estate Investment

MODERATOR:

- **Selim Elhadeif**, Partner- Head of Advisory Services, Ernst & Young

SPEAKERS:

- **Anthony Mehran Khoi**, President, Aerium Turkey
- **Murat Yilmaz**, Senior Director Development & Acquisition EAME, Starwood Hotels & Resorts

The hotel/hospitality market is growing rapidly where recent figures reveal ADR growth of 34% and RevPAR of 29 % for the hotel market in Turkey for 2011. By 2023, the 100th anniversary of the Turkish Republic, around 70 million tourist arrivals to Turkey are expected (2011: around 36 million).

- Is the Istanbul city hotel market already saturated?
- Are secondary cities and coastal developments an opportunity?
- Local versus international operators, are there any differences?
- Returns of hotel investment – what can international investors expect in Turkey?
- Returns of hotel investments and what international investors can expect in Turkey.



SELIM ELHADEF



ANTHONY MEHRAN KHOI



MURAT YILMAZ

**17.00** HTL EVE HTL LOUNGE, LEVEL 3

### HTL COCKTAIL RECEPTION

**17.00** LOG EVE LOGISTICS PAVILION, LEVEL 01

### LOGISTICS COCKTAIL RECEPTION

**17.00-18.00** EVE AGORA ROOM, LEVEL 01 - AISLE 01-03

### MIPIM FINAL PRESS CONFERENCE

**17.15-18.00** HTL EVE HTL LOUNGE, LEVEL 3

### HTL POWER MEETINGS

CO-ORGANISER:  PKF  
Hotelsports

Power Meetings is the ultimate face-to-face networking experience to help accelerate business. In this session, hospitality professionals meet with each other for a series of fast and efficient speed meetings.

Check for availability at the HTL Lounge desk.

**17.30-18.30** FIN HOBAN ROOM, LEVEL 3

### OPPORTUNITIES IN COMMERCIAL REAL ESTATE FINANCE – U.S AND EUROPEAN PERSPECTIVES

CO-ORGANISER:  CRE Finance Council  
The Voice of Commercial Real Estate Finance

MODERATOR:

- **Stephen Renna**, CEO, CRE Finance Council

SPEAKERS:

- **Faisal Ashraf**, Head of Real Estate Capital Markets, Credit Suisse
- **Matthew Bornstein**, Head of Capital Markets Trading US, Deutsche Bank Securities Inc.
- **James McCaffrey**, Senior Managing Director, Eastdil Secured, LLC
- **Paul Vanderslice**, Managing Director, Citigroup Global Markets Inc.

This panel will provide insight into the opportunities for lenders, investors and servicers in the U.S. and European commercial real estate finance markets. Industry leaders will address the following questions and more:

- What are the greatest opportunities for the commercial real estate finance space? Where do investors find yield?
- How strong will balance sheet and CMBS lending be in 2013? Who is lending? Where and why?
- How will Euro based lending evolve? Is there clarity on coming bank regulations and how will they shape activity?
- Is Euro CMBS coming back? How will bank regulations shape activity?



STEPHEN RENNA



FAISAL ASHRAF



MATTHEW BORNSTEIN



PAUL VANDERSLICE

## THURSDAY 14 MARCH

**17.30-18.30** FIN GAUDI ROOM, LEVEL 01

### THE IMPORTANCE OF RETAIL IN MEGA MIXED-USE PROJECTS

CO-ORGANISER: 

MODERATOR:

- **Jayne Rafter**, Publisher & Joint MD, RLI C/O Paramount Publications Ltd.

SPEAKERS:

- **Mehmet Even**, Executive Vice President, Zorlu Property Group
- **Carl Francis**, Director, Benoy
- **Anthony Mehran Khoi**, President, AERIUM Turkey
- **Jeremy Simmons**, Back to front - Owner, Berkeley Simmons Leisure Ltd

The past 20 years have witnessed a new trend in the retail development industry towards the creation of large, open air or retail projects, which often include more pedestrian friendly urban designs, dining and entertainment venues and a mix of uses. While these projects go by many different names - lifestyle centres, urban entertainment centres, mixed use projects and more...what typifies them all is their professed interest to create a 'space'.

People are now looking for the complete set of values in terms of a place for their child to go to school, a place to do their shopping, a place where they can spend their leisure time. The city is getting bigger, it's getting broader, it's getting busier people increasingly want to do everything in one location. Within this session we will take a look at the advantages of incorporating Retail into Mega Mixed-Use projects.

How it enables Developers to maximise return on investments... although Retail brings the lowest return of all the sectors; what happens is, it is a catalyst for driving success within a project.

How it creates an evolution of culture and demographics, with a population explosion and the increasing spending power of residents, "The shopping centre has become the social hub".

Developers insist that wherever you build malls, communities and tourists will follow. We will take a look at how it encourages a rise in the travel sector due to greater capacity and infrastructure, creating a varied retail and restaurant mix allowing the project to become a hotspot for shopping and hospitality.



JAYNE RAFTER



MEHMET EVEN



CARL FRANCIS



ANTHONY MEHRAN KHOI



JEREMY SIMMONS

**19.00-19.30** EVE GRAND AUDITORIUM, LEVEL 1'S ENTRANCE & FOYER, LEVEL 1

### MIPIM AWARDS RED CARPET & COCKTAIL

**19.30-20.30** EVE GRAND AUDITORIUM, LEVEL 1, LEVEL 1

### MIPIM AWARDS PRIZE-GIVING CEREMONY

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بيت التمويل الكويتي  
Kuwait Finance House



**GEO** Geographical focuses

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**TUR** Turkey, Country of Honour

**EVE** MIPIM Events



## FRIDAY 15 MARCH

**10.30-11.30** FIN MIPIM INNOVATION FORUM, GARE MARITIME

### MIPIM WRAP-UP: PAINTING THE BIG PICTURE



**SPEAKERS:**

- **Dr. Mahdi Mokrane**, Head of Research & Strategy, AEW Europe
- **François Ortalo-Magné**, Albert O. Nicholas Dean, Wisconsin School of Business

After several days at MIPIM focusing on your own business priorities, are you leaving MIPIM with a clear view of the big picture trends in the industry?

We bring you the experts, including Professor Ortalo-Magné and his team from the Wisconsin School of Business, Mahdi Mokrane, Head of Research and Strategy at AEW Europe and, most of all, you, the participants at MIPIM, to provide a sharp perspective on the viewpoints coming from MIPIM this year.

Applying their own research and expert market perspective to the insights gained from MIPIM participants, from every conference session, participant surveys, and even from behind the scenes discussions at closed-door events, they will summarize the big picture story.

New this year, we will use audience polling to get the immediate feedback and reactions of those attending this exciting and dynamic wrap-up event, so that you can help paint the big picture from this year's conference.



DR. MAHDI MOKRANE



FRANÇOIS ORTALO-MAGNÉ

**11.45-12.30** INNO MIPIM INNOVATION FORUM, GARE MARITIME

### TEN GOLDEN RULES TO INCREASE THE VALUE OF THE PROPERTY ASSET

**FACILITATOR:**

- **Peter Woodward**, Director, Quest Associates Ltd



PETER WOODWARD

**SPEAKER:**

- **Erik Sonden**, Senior Adviser, Ernst & Young



ERIK SONDEN



Photo credit: Image & Co

