

PROGRAMME OF CONFERENCES & NETWORKING EVENTS

AS OF 21/01/2014

CHANGE
PERSPECTIVES

11 - 14 MARCH
2014

Palais des festivals
Cannes, France
— mipim.com —



CHANGE PERSPECTIVES

IN MARCH 2014, WE WILL CELEBRATE MIPIM'S
25TH ANNIVERSARY,
25 YEARS OF INTERNATIONAL
REAL ESTATE.

AS THE WORLD CHANGES, THE REAL ESTATE
INDUSTRY IS ENTERING A NEW ERA AND
FACING MAJOR CONTEMPORARY
CHALLENGES
SUCH AS: THE SHIFT OF GEOGRAPHICAL
POWERS, 'ACCELERATION' OF TIME,
TENSIONS ON FINANCIAL MARKETS,
INCREASING EMPOWERMENT OF WORLD
CITIZENS AND GROWING ENVIRONMENTAL
REGULATIONS.

FROM THESE KEY ISSUES ARISES A COMMON
NEED FOR A PARADIGM SHIFT, NEW
GOVERNANCE MODELS, REACTIVE
STRATEGIES AND INNOVATIVE SOLUTIONS.

THERE HAS NEVER BEEN A BETTER MOMENT
TO GATHER TOGETHER

IN THE MIPIM ARENA TO DEFINE AND SHARE
NEW PERSPECTIVES FOR THE BUILT
ENVIRONMENT OF THE
COMING 25 YEARS.

PROGRAMME SPONSORS



LEARN FROM 200+ KEY INDUSTRY SPEAKERS & SHARE WITH YOUR PEERS

Discover the market trends, gain valuable insights from international experts and connect with peers

30+ PANELS OF EXPERTS

45 minutes of interactive debates with the audience dispensing a real-time snapshot of the market

10+ WORKSHOPS

30 to 90 minutes sessions, each starting with an expert overview followed by case studies offering concrete solutions

3 MASTERMINDS SESSIONS

3 CEO talks of 1 hour, each offering one of the liveliest discussions at MIPIM

14 TOPIC-BASED BREAKFASTS & LUNCHES

60 to 120 minutes of debate around a predetermined topic by handpicked professionals chaired by an industry expert

CONNECT & FIND BUSINESS PARTNERS

Establish new contacts, get tips from renowned experts and spark new partnerships through exclusive events

80+ PROJECT PRESENTATIONS

20 minutes sessions to let you discover promising projects

3 SPEED MATCHINGS

1-hour one-to-one networking events covering 'Logistics' and 'Hotel, Tourism & Leisure' topics. Save precious time, meet your future business partners and make deals.

THE MIPIM AWARDS CEREMONY

The annual rendez-vous to meet and discover the most innovative and outstanding real estate projects (on Thursday 13th March)

THE LEADERS' BREAKFAST

Private talk between a selection 80 CEOs and a keynote speaker (on Thursday 13th March)

2 INTERNATIONAL THOUGHT LEADERS' SUMMITS

► MAYORS' THINK TANK, the 6th edition of the closed-door event dedicated to mayors and top political decision makers (by invitation only)

► RE-INVEST SUMMIT, the 3rd edition of a closed-door event gathering the world's leading pension funds, sovereign wealth funds and other capital owners in the real estate industry (by invitation only)

NEW THIS YEAR !

New Countries of Honour | New formats | New industry focuses

3 COUNTRIES OF HONOUR

Brazil, Russia & Turkey



CITIES PRESENTATIONS

4 sessions of cities presenting 'Logistics' and 'Hotel, Tourism & Leisure' projects and opportunities

"THE BIG DEBATE"

A unique panel constituted of a lineup of international speakers who will share their vision for the built environment of the coming 25 years (on Thursday 13th March)

SPECIFIC PROGRAMMES PER ASSET CLASS

Mornings on Logistics | Daily sessions on Hotel, Tourism & Leisure | Healthcare afternoon

THE "INFRASTRUCTURE AFTERNOON"

An afternoon of debate around "Shaping the city of tomorrow" (on Wednesday 12th March)

TUESDAY 11 MARCH

BLUE ROOM	RED ROOM	ORANGE ROOM	GREEN ROOM
Re-Invest Summit [3rd Edition] <i>Global real estate: optimising portfolios by geography, sector and strategy.</i> EVENT Carlton Hotel <i>By invitation only</i> 08:00 - 12:30			
Japan Breakfast EVENT Majestic Hotel <i>Pre-registration required</i> 8:30 - 10:00			
Focus on Japan PANEL 10:30 - 11:30	Real estate investment market in Russia PANEL 11:00 - 12:30	Influence of digital and e-commerce on logistics real estate market and the supply chain WORKSHOP 11:30 - 13:00	Getting to zero today: how Zero Net Energy Buildings will define the next decade of development PANEL 11:30 - 12:30
Global emerging trends in real estate 2014 PANEL 11:30 - 12:30	RE-Invest Lunch EVENT Majestic Hotel <i>Pre-registration required</i> 13:00 - 14:30		
Asia Lunch EVENT Majestic Hotel <i>Pre-registration required</i> 13:00 - 14:30	China: is it still the investment haven it used to be? PANEL 14:30 - 15:30	Asset diversification: what does the market have to offer? WORKSHOP 14:30 - 15:30	Cities' transformation: urban regeneration strategies WORKSHOP 14:30 - 16:30
The digital revolution in CEE real estate PANEL 15:00 - 17:00	The global private equity real estate market PANEL 16:00 - 17:00	Cultural facilities and infrastructure: impact on social and economic behaviour PANEL 16:00 - 17:30	Insurance companies, pension funds and foreign wealth funds: competitors or partners? WORKSHOP 17:00 - 19:00
Just imagine: real estate 2030 PANEL 17:30 - 18:30			
MIPIM Opening Cocktail EVENT Carlton Hotel <i>Open to all participant</i> From 19:00			

WEDNESDAY 12 MARCH

BLUE ROOM	RED ROOM	ORANGE ROOM	GREEN ROOM	
UK Breakfast EVENT Carlton Hotel <i>Pre-registration required</i> 8:30 - 09:30	Russian Breakfast EVENT Palais des Festivals <i>Pre-registration required</i> 08:30 - 11:45	US Breakfast EVENT Deep Design Reception Lounge <i>Pre-registration required</i> 09:00 - 10:00	Mayors' Think Tank (6th Edition) <i>Autonomous city: the quest for new resources, from utopia to reality. Maximize use of available resource.</i> EVENT Majestic Hotel <i>By invitation only</i> 10:00 - 13:00	
Real estate investment into the USA PANEL 10:00 - 11:00	Masterminds Europe: Re-inventing Europe MASTERMINDS 10:00 - 11:30	Residential in Germany : assets for value PANEL 10:00 - 11:00		Workspace in transformation: which face of tomorrow's office? PANEL 10:00 - 11:00
Hotel, Tourism & Leisure PANEL 11:30-12:30	Investing in the Nordic countries: is it still a good choice? PANEL 12:00 - 13:00	Logistics and transportation hubs WORKSHOP 11:30 - 13:00		Financial impact of CRE and messaging to the C-suite PANEL 11:30 - 12:30
Mayors' Lunch : political leaders meet end-users and occupiers EVENT Majestic Hotel <i>By invitation only</i> 13:00 - 14:30				
Infrastructure vision +25 years ahead PANEL 14:30 - 15:00	Keynote Country of Honour: Turkey KEYNOTE 14:30 - 15:00	Driving future growth and new investment opportunities: the core cities and the knowledge economy PANEL 14:30 - 16:00	Retrofit strategy & smart buildings WORKSHOP 14:30 - 17:00	
Increasing housing supply and funding in hard times PANEL 15:00 - 16:00	Focus on Turkey PANEL 15:00 - 16:00	UK Afternoon: cities presentation PANEL 16:00 - 18:00	Challenges of reconverting industrial wastelands PANEL 17:30 - 18:30	
Cities on the move: the next step in multimodal transport PANEL 16:00 - 17:00	Rethinking asset allocation for long term investors: strategic and tactical real estate investment WORKSHOP 16:30 - 18:30			
Preparing utilities infrastructure of the future: responding to increasing needs in a constrained world PANEL 17:00 - 18:00				

THURSDAY 13 MARCH

BLUE ROOM	RED ROOM	ORANGE ROOM	GREEN ROOM
<div>Leaders' Breakfast</div> <div>EVENT Majestic Hotel <i>Pre-registration required</i></div> <div>8:00 - 09:30</div>	<div>Hotel, Tourism & Leisure Breakfast</div> <div>EVENT Deep Design Reception Lounge <i>Pre-registration required</i></div> <div>09:00 - 10:00</div>		
<div>The Big Debate: Change Perspectives?</div> <div>PANEL Grand Auditorium 10:00 - 11:30</div>			
<div>Brazil's expansion: after 2013 economical context changes, what situation? What opportunities?</div> <div>PANEL</div> <div>11:30 12:30</div>	<div>Italian real estate: new supply, new demand</div> <div>PANEL</div> <div>11:30 - 12:30</div>	<div>Logistics and property: drivers and booming places</div> <div>WORKSHOP</div> <div>11:30 - 13:00</div>	<div>Masterminds Architecture: Flexible and adaptable architecture</div> <div>MASTERMINDS</div> <div>11:30 - 13:00</div>
<div>Brazilian Lunch</div> <div>EVENT Majestic Hotel <i>Pre-registration required</i> 13:00 - 14:30</div>			
<div>Learning from the crisis and looking to the future – property lending: overcoming challenges to create opportunity</div> <div>PANEL</div> <div>14:30 - 15:30</div>	<div>Energy transition & real estate: a smarter Europe</div> <div>PANEL</div> <div>14:30 - 15:30</div>	<div>Global healthcare real estate: the boom market of the next decades</div> <div>PANEL</div> <div>14:30 - 15:30</div>	<div>Smart mobility</div> <div>WORKSHOP</div> <div>14:30 - 16:00</div>
<div>Masterminds Hotel, Tourism & Leisure</div> <div>MASTERMINDS</div> <div>16:00 - 17:00</div>	<div>Rebuilding the market: the role of "bad banks" in revitalising the real estate investment market in Europe</div> <div>PANEL</div> <div>16:00 - 18:00</div>	<div>Workplace and space management: paying strategies</div> <div>WORKSHOP</div> <div>16:00 - 17:30</div>	
<div>Global hotel & hospitality market: trends and foresight</div> <div>WORKSHOP</div> <div>17:00 - 18:30</div>			
<div>MIPIM Awards Ceremony</div> <div>EVENT Grand Auditorium <i>Open to all participant</i> From 19:00</div>			

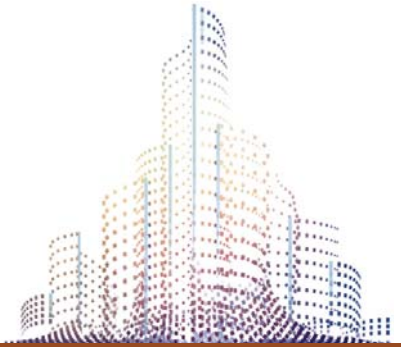
FRIDAY 14 MARCH

BLUE ROOM	RED ROOM	ORANGE ROOM	GREEN ROOM
MIPIM Wrap-up <i>The must-attend conference!</i> PANEL 10:00 - 11:00			
Ten must-have innovative solutions PANEL 11:30 - 12:30			

CONFERENCE ROOMS



AT-A-GLANCE PROGRAMME



TUESDAY 11 MARCH

MORNING

08:00 12:30 RE-Invest Summit [3rd Edition]

Global real estate: optimising portfolios by geography, sector and strategy

FINANCE & INVESTMENT | SUMMIT | CARLTON HOTEL

By invitation only

Platinum Sponsor: AXA Real Estate

Gold Sponsor: Aberdeen Asset Management

Research Partner: KPMG

Industry Partner: IP Real Estate

08:30 10:00 Japan Breakfast

GEOGRAPHICAL FOCUS | EVENT | MAJESTIC HOTEL

Pre-registration required

10:30 11:30 Focus on Japan

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

11:00 12:30 Real estate investment market in Russia

GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3

Co-organiser: Kommersant

11:00 13:00 Hotel, Tourism & Leisure: solution pitchings

ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

11:30 12:30 Global emerging trends in real estate 2014

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

Co-organiser: Urban Land Institute

11:30 12:30 Getting to zero today: how zero net energy buildings will define the next decade of development

INNOVATION | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

Co-organiser: New Buildings Institute

11:30 13:00 Influence of digital and e-commerce on logistics real estate market and the supply chain

Overview followed by 2 case studies

ASSET CLASS | WORKSHOP | ORANGE ROOM | LEVEL -1

11:30-12:00: Overview by experts

12:00-12:30: Case study 1

12:30-13:00: Case study 2

AFTERNOON

13:00 14:30 Asian Lunch

GEOGRAPHICAL FOCUS | EVENT | MAJESTIC HOTEL

Pre-registration required

13:00 14:30 Investors Lunch

FINANCE & INVESTMENT | EVENT | MAJESTIC HOTEL

By invitation only

14:00 16:00 Cities present logistics projects and opportunities

CITIES | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

14:00 17:00 Hotel, Tourism & Leisure : project presentations

ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

Co-organiser: PKF Hotelexperts

14:30 15:30 Asset diversification: pushing the boundaries to incorporate infrastructure and debt

ASSET CLASS | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser: IPD

14:30 15:30 China: is it still the investment haven it used to be?

GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3

Sponsor & Co-organiser: Cushman & Wakefield

14:30 16:30 Cities' transformation: urban regeneration strategies

Overview followed by 3 case studies

INNOVATION | WORKSHOP | GREEN ROOM | MIPIM INNOVATION FORUM

14:30-15:00: Overview by experts

15:00-15:30: The UK Capital for Innovation

Sponsor: Derby

15:30-16:00: Case study 2

16:00-16:30: Case study 3

15:00 17:00 The digital revolution in CEE Real Estate: Retail or logistics?

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

Co-organiser: CEEQA

16:00 17:00 The global private equity real estate market

FINANCE & INVESTMENT | PANEL | RED ROOM | LEVEL 3

Co-organiser: PERE Magazine

16:00 17:30 Cultural facilities and infrastructure: impact on social and economic behaviour

CITIES | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser: RDI

16:00 18:00 Logistics: solution pitchings

Followed by a cocktail

ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

17:00 18:00 Cities present Hotel, Tourism & Leisure projects and opportunities

Followed by a cocktail

CITIES | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

17:00 18:30 Insurance companies, pension funds and sovereign wealth funds: competitors or partners?

FINANCE & INVESTMENT | INVESTMENT PANEL | GREEN ROOM | LEVEL -1

Sponsor: Allianz

17:30 18:30 Just imagine: real estate in 2030

GLOBAL REAL ESTATE | PANEL | RED ROOM | LEVEL 3

Co-organiser: RICS (The Royal Institution of Chartered Surveyors)

19:30 23:00 MIPIM Opening Cocktail

Celebrate MIPIM's 25th anniversary and meet your peers in a convivial environment.

EVENT | CARLTON HOTEL

Open to all MIPIM participants

WEDNESDAY 12 MARCH

MORNING

**08:30
09:30** **UK Breakfast**
GEOGRAPHICAL FOCUS | EVENT | CARLTON HOTEL
Pre-registration required

**08:30
11:45** **Russian Breakfast**
GEOGRAPHICAL FOCUS | EVENT | PALAIS DES FESTIVALS
Pre-registration required

**09:00
10:00** **US Breakfast**
GEOGRAPHICAL FOCUS | EVENT | DEEP DESIGN
RECEPTION LOUNGE | LEVEL 3
Pre-registration required

**10:00
11:00** **Residential in Germany: assets for value**
GEOGRAPHICAL FOCUS | PANEL | ORANGE ROOM | LEVEL -1
Co-organiser: Heuer Dialog GmbH

**10:00
11:00** **Logistics: solution pitchings**
ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS
PITCHING AREA | LEVEL -1

**10:00
11:00** **Speed matching: hotel groups meet developers & investors in one-to-one targeted meetings**
ASSET CLASS | SPEED MATCHING | HTL PITCHING AREA | LEVEL 3

**10:00
11:00** **Real estate investment into the USA**
GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3
Co-organiser: New York University, Schack Institute of Real Estate

**10:00
11:00** **Workspace in transformation: which face for tomorrow's office?**
INNOVATION | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

**10:00
11:30** **Masterminds Europe: Re-inventing Europe**
GLOBAL REAL ESTATE | MASTERMINDS | RED ROOM | LEVEL 3

**10:00
13:00** **Mayors' Think Tank [6th Edition]**
Autonomous cities: the quest for new resources, from utopia to reality.
How to maximise use of available resources?
CITIES | SUMMIT | MAJESTIC HOTEL
By invitation only
In partnership with BPF
CEMR
EUROCITIES
INTA
OECD
In collaboration with UNEP

**11:30
12:30** **Hotel, Tourism & Leisure**
ASSET CLASS | PANEL | BLUE ROOM | LEVEL 3
Co-organiser: PKF Hotelexperts

**11:30
12:30** **Financial impact of CRE: how to influence the C-suite and business strategy**
GLOBAL REAL ESTATE | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM
Co-organiser: CoreNet Global

**11:30
13:00** **Logistics and transport hubs**
Overview followed by 2 case studies
ASSET CLASS | WORKSHOP | ORANGE ROOM | LEVEL -1
11:30-12:00: Overview by experts
12:00-12:30: Case study 1
12:30-13:00: Case study 2

AFTERNOON

**12:00
13:00** **Investing in the Nordic countries: is it still a good choice?**
GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3
Co-organiser: Fastighetsnytt

**13:00
14:30** **Mayors' Lunch**
Political leaders meet end-users and occupiers.
CITIES | EVENT | MAJESTIC HOTEL
By invitation only

**14:00
18:00** **Hotel, Tourism & Leisure : project presentations**
Followed by a cocktail
ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3
Co-organiser: PKF Hotelexperts

**14:30
15:00** **Infrastructure vision +25 years ahead**
CITIES | PANEL | RED ROOM | LEVEL 3

**14:30
15:00** **Country of Honour: Turkey**
GEOGRAPHICAL FOCUS | KEYNOTE ADDRESS | BLUE ROOM | LEVEL 3

**14:30
16:00** **Driving future growth and new investment opportunities: the core cities and the impact of the knowledge economy**
First part of the UK Afternoon
CITIES | PANEL | ORANGE ROOM | LEVEL -1
Co-organiser: GVA

**14:30
17:00** **Retrofit strategy and smart buildings: towards high-performance buildings**
Overview followed by 4 case studies
INNOVATION | WORKSHOP | GREEN ROOM | MIPIM INNOVATION FORUM
14:30-15:00: Overview by experts
15:00-15:30: Smart Innovation for sustainable buildings
Sponsor: 3M
15:30-16:00: Opportunities to participate in European construction project BuildTog
Sponsor: BASF
16:00-16:30: Case study 3
16:30-17:00: Case study 4

**15:00
16:00** **Increasing housing supply and funding in hard times**
CITIES | PANEL | RED ROOM | LEVEL 3
Co-organiser: INTA

**15:00
16:00** **Speed matching: end-users meet developers in one-to-one targeted meetings**
ASSET CLASS | SPEED MATCHING | LOGISTICS PITCHING AREA | LEVEL -1

**15:00
16:00** **Turkey - Istanbul: the international financial center and hub**
GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

**16:00
17:00** **Cities on the move: the next step in multimodal transport**
CITIES | PANEL | RED ROOM | LEVEL 3
Co-organiser: World Infrastructure News

MIPIM 2014

programme at-a-glance

16:00
17:00

Speed matching: investors meet developers in one-to-one targeted meetings

Followed by a cocktail

ASSET CLASS | SPEED MATCHING | LOGISTICS PITCHING AREA | LEVEL -1

16:00
18:00

UK Afternoon : cities presentation

CITIES | PANEL | ORANGE ROOM | LEVEL -1

16:00-16:30: HS2 – Keeping UK growth on track?

16:30-17:00: City presentation 2

17:00-17:30: City presentation 3

17:30-18:00: Question time

16:30
18:30

Rethinking asset allocation for long term investors: strategic and tactical real estate investment

FINANCE & INVESTMENT | WORKSHOP | BLUE ROOM | LEVEL 3

By registration only

Sponsor: Amundi

17:00
18:00

Preparing utilities infrastructure of the future: responding to increasing needs in a constrained world

CITIES | PANEL | RED ROOM | LEVEL 3

Co-organiser: UNEP

17:30
18:30

Challenges of reconvertng industrial wastelands

GLOBAL REAL ESTATE | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

Co-organiser: ADI

19:00
23:00

25 Years Anniversary Concert

EVENT | CARLTON HOTEL

MIPIM 2014

programme at-a-glance

THURSDAY 13 MARCH

MORNING

08:00 09:30 **Leaders' Breakfast**

Private talk between a selection of 80 CEOs and a keynote speaker

GLOBAL REAL ESTATE | EVENT | SALON DIANE | MAJESTIC HOTEL

Pre-registration required

09:00 10:00 **Hotel, Tourism & Leisure Breakfast**

ASSET CLASS | EVENT | DEEP DESIGN RECEPTION LOUNGE | LEVEL 3

Pre-registration required

10:00 11:00 **Functionnal diversity: shared buildings and spaces**

INNOVATION | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

In association with ESSEC Business School, Chair of Real Estate and Sustainable Development

10:00 11:00 **Logistics: solution pitchings**

ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

10:00 11:30 **The Big Debate: Change perspectives?**

A unique panel of international industry experts share their vision for the built environment of the 25 years to come.

GLOBAL REAL ESTATE | PANEL | GRAND AUDITORIUM | LEVEL 1

10:00 12:00 **Cities present Hotel, Tourism & Leisure projects and opportunities**

CITIES | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

11:30 12:30 **Brazil's expansion: after 2013 economical context changes, what situation? What opportunities? Brazilian leaders respond to the international community**

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

Sponsor: Siqueira Castro

11:30 12:30 **Italian real estate: new supply, new demand**

GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3

Sponsor: IDEA FIMIT

Co-organiser: Chiomenti Studio Legale

11:30 13:00 **Masterminds Architecture: Flexible and adaptable architecture**

INNOVATION | MASTERMINDS | GREEN ROOM | MIPIM INNOVATION FORUM

Co-organiser: Lordculture

11:30 13:00 **Logistics and property: drivers and booming places**

Overview followed by 2 case studies

ASSET CLASS | WORKSHOP | ORANGE ROOM | LEVEL -1

11:30-12:00: Overview by experts

12:00-12:30: Built to suit with land to grow

Sponsor: CTP

12:30-13:00: Case study 2

AFTERNOON

13:00 14:30 **Brazilian Lunch**

GEOGRAPHICAL FOCUS | EVENT | MAJESTIC HOTEL

Pre-registration required

13:00 15:00 **Italian Lunch**

GEOGRAPHICAL FOCUS | EVENT | DEEP DESIGN RECEPTION LOUNGE | LEVEL 3

Pre-registration required

14:00 16:00 **Hotel, Tourism & Leisure: solution pitchings**

ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

14:00 16:00 **Cities present logistics projects and opportunities**

CITIES | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

14:30 15:30 **Energy transition & real estate: a smarter Europe**

CITIES | PANEL | BLUE ROOM | LEVEL 3

Co-organiser: Chambre Franco-Allemande de Commerce et d'Industrie

14:30 15:30 **Global healthcare real estate: the boom market of the next decades**

ASSET CLASS | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser: Your Care Consult

14:30 15:30 **Learning from the crisis and looking to the future – property lending: overcoming challenges to create opportunity**

FINANCE & INVESTMENT | PANEL | BLUE ROOM | LEVEL 3

Co-organiser: Loan Market Association

14:30 16:00 **Smart mobility**

Overview followed by 2 case studies

INNOVATION | WORKSHOP | GREEN ROOM | MIPIM INNOVATION FORUM

14:30-15:00: Overview by experts

15:00-15:30: Case study 1

15:30-16:00: Case study 2

16:00 17:00 **Masterminds Hotel, Tourism & Leisure**

CEOs share their vision of the industry

ASSET CLASS | MASTERMINDS | BLUE ROOM | LEVEL 3

16:00 17:30 **Workplace and space management: paying strategies**

Overview followed by 2 case studies

INNOVATION | WORKSHOP | GREEN ROOM | MIPIM INNOVATION FORUM

16:00-16:30: Overview by experts

16:30-17:00: Case study 1

17:00-17:30: Case study 2

16:00 18:00 **Rebuilding the market: the role of “bad banks” in revitalising the real estate investment market in Europe**

Followed by a cocktail

FINANCE & INVESTMENT | PANEL | RED ROOM | LEVEL 3

Co-organiser: American Bar Association, International Section

16:00 18:00 **Logistics: solution pitchings**

Followed by a cocktail

ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

MIPIM 2014

programme at-a-glance

17:00
18:30

Global hotel & hospitality market: trends and foresight

Overview followed by 2 case studies

ASSET CLASS | WORKSHOP | BLUE ROOM | LEVEL 3

Co-organiser: Jones Lang LaSalle Hotels

18:15
19:00

25th Anniversary Cocktail

EVENT | GRAND AUDITORIUM FOYER | LEVEL 1

Open to all MIPIM participants

19:00
20:00

MIPIM Awards Ceremony

Discover and celebrate the most outstanding real estate projects worldwide.

EVENT | GRAND AUDITORIUM | LEVEL 1

FRIDAY 14 MARCH

MORNING

10:00
11:00

MIPIM Wrap-Up

The “must-attend” conference!

A summary of the content of conferences & events of MIPIM 2014 providing a sharp perspective of the industry’s outlook.

GLOBAL REAL ESTATE | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

In association with: Wisconsin School of Business

11:30
12:30

Ten must-have innovative solutions

INNOVATION | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

DETAILED PROGRAMME



MONDAY 10 MARCH

AFTERNOON

17:30
22:00

RE-Invest Summit [3rd Edition]

FINANCE & INVESTMENT | SUMMIT | CARLTON HOTEL

By invitation only

Platinum Sponsor:



Gold Sponsor:



Research Partner:



Industry Partner:



17:30-18:00: Welcome note & Introduction to the Summit

18:00-18:30: Keynote presentation

Keynote:

Timothy Johnson, Design Partner, NBBJ

18:30-19:00: Presentation of the results of the IP Real Estate Research

Speaker

Richard Lowe, Editor, IP Real Estate

19:00-22:00: Cocktail & Networking Dinner



Timothy Johnson



Richard Lowe

TUESDAY 11 MARCH

MORNING

08:00
12:30

RE-Invest Summit [3rd Edition] Global real estate: optimising portfolios by geography, sector and strategy


FINANCE & INVESTMENT | SUMMIT | CARLTON HOTEL

By invitation only

Platinum Sponsor:  **AXA Real Estate**
An AXA Investment Managers Company

Gold Sponsor:  **Aberdeen**

Research Partner:  **KPMG**
cutting through complexity

Industry Partner:  **IP REAL ESTATE**

Master of Ceremony:

Malcolm Frodsham, Director, Real Estate Strategies

Roundtable moderators:

Sven Andersen, Partner, KPMG

Riccardo Dallolio, Sector Head of Alternatives and Special Situations, AXA Real Estate

Dietrich Heidtmann, Global Head of Investor Relations & Capital Markets, AXA Real Estate

Richard Lowe, Editor, IP Real Estate

Pertti Vanhanen, Global Head of Property Division, Aberdeen Asset Management

Richard White, Partner + UK Head of Real Estate, KPMG

Geography: global diversification, emerging markets, currency risks

Where are the best opportunities today globally? Has much of the opportunity in the US now passed? Should opportunistic investors shift their focus to Southern Europe? Should emerging markets play a larger part in global portfolios? Can investors achieve effective diversification by targeting the world's biggest markets or do they need to target underlying economic drivers of return?

Sector: The case for alternative property types

Is there a greater need for alternative property types, such as those driven by demographic trends like housing, retirement homes and healthcare. Online and manufacturing technology is causing fundamental changes in the retail and industrial sectors. Do investors need to reassess the types of property they invest in and adjust their portfolios to reflect the bigger picture?

Strategy: From core to opportunistic, from equity to debt

Should investors focus on unleveraged core real estate or is there a place for higher-returning strategies. What does opportunistic mean in today's market? Global lending markets for real estate are undergoing a structural shift and there is a long-term opportunity for institutional investors to

fill gaps left by bank lenders and a pared down CMBS market. Should investors be investing across all 'quadrants', including listed markets and debt financing?



Malcolm Frodsham Riccardo Dallolio Dietrich Heidtmann Richard Lowe



Pertti Vanhanen

08:30
10:00

Japan Breakfast

GEOGRAPHICAL FOCUS | EVENT | MAJESTIC HOTEL

Pre-registration required

10:30
11:30

Focus on Japan

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

Speaker:

François Trausch, CEO - Asia Pacific, GE Capital Real Estate

11:00
12:30

Real estate investment market in Russia

GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3



Co-organisier:

Коммерсантъ

Key trends: *Due to the number of the initiatives of the Russian State, it has recently become a strong player of the property market, what does it mean for the rest of the players.*

Strategic options: *What key support can the state provide and alliances create and how to benefit from these opportunities.*

Market intelligence: *What are the most sustainable and risky segments of real estate market from the point of portfolio and strategic investor*

Smart indicators: *What are the new social and technological trends that already re-shape some key segments of the market.*

Best practices: *What are the most successful cases of institutional and private investors bridging the gap between challenges and opportunities of real estate market growth.*

11:00
13:00

Hotel, Tourism & Leisure: solution pitchings

ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

11:30
12:30

Global emerging trends in real estate 2014

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

Co-organiser: *Urban Land Institute*

11:30
12:30

Getting to zero today: how zero net energy buildings will define the next decade of development

INNOVATION | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

Co-organiser:



Moderator:

Ralph DiNola, Executive Director, New Buildings Institute

Speakers:

Steven Borncamp, Managing Director - Europe, International Living Future Institute

Kasper Guldager Jørgensen, Architect MAA, Partner 3XN and Director GXN, 3XN architects

Zero Net Energy (ZNE) has unprecedented potential to transform the way buildings use energy. This ultra-efficiency goal is one that owners can define, design teams can reach for and occupants desire. An increasing number of new and existing buildings are meeting this standard, raising confidence that a ZNE goal is realistic given current building technologies and design approaches.

ZNE buildings use no more energy over the course of the year than they produce from on-site renewable sources. Additionally, zero net energy-capable buildings achieve energy performance similar to ZNEs by do not have sufficient on-site power generation. New Buildings Institute has been tracking the number, cost and features of ZNE and ZNE-capable buildings in the United States in recent years. ZNE building are not only feasible, international examples demonstrate that they can be constructed for incremental costs in line with incremental costs for typical green buildings.

This session will engage the audience on four different perspectives of what it takes to create a ZNE building. A panel including an owner, architect, engineer and city official (policymaker) will consider the counterintuitive notion that net zero goals may not need to cost more; the essential requirement of an integrated design process to achieve extraordinary energy performance and keeping costs in line; why only a few building and owner types have undertaken net zero to date, and opportunities to bring this practice to scale. Finally, the session will present the critical relationship between the policies that govern commercial building construction and successful achievement of the ZNE goal.



Ralph DiNola



Steven Borncamp



Kasper Guldager Jørgensen, Architect MAA

11:30
13:00

Influence of digital and e-commerce on logistics real estate market and the supply chain

Overview followed by 2 case studies

ASSET CLASS | WORKSHOP | ORANGE ROOM | LEVEL -1

- What are the different types of logistics facilities?
- What are the new models to service online growth?
- What are the new requirements?
- What does e-commerce mean for investors? For occupiers? For developers? What is the real impact on them?

11:30-12:00: Overview by experts

Facilitator:

Rob Coston, Editor, Logistics Business Magazine

Experts:

Mari van Kuijk, Managing Director & Partner, Groenewout

12:00-12:30: Case study 1

12:30-13:00: Case study 2



Rob Coston



Mari van Kuijk

AFTERNOON

13:00
14:30

Asian Lunch

GEOGRAPHICAL FOCUS | EVENT | MAJESTIC HOTEL

Pre-registration required

13:00
14:30

Investors Lunch

FINANCE & INVESTMENT | EVENT | MAJESTIC HOTEL

By invitation only

14:00
16:00

Cities present logistics projects and opportunities

CITIES | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

14:00
17:00

Hotel, Tourism & Leisure : project presentations

ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

Co-organiser:



14:30
15:30

Asset diversification: pushing the boundaries to incorporate infrastructure and debt

ASSET CLASS | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser:



Moderator:

Laurent Ternisien, Managing Director, IPD

- With investors increasingly on the look out for secure long-term income, alternative property real estate types are moving towards the mainstream.
- IPD will open this session with a Europe-wide survey of performance, investment trends and pricing for the alternative investment sectors.
- Infrastructure and real estate debt have previously been beyond the margin for most European institutions, but are now attracting a great deal of interest.
- What are the main features of these investments? How can we expect them to perform in the future? How is this likely to differ from the traditional sectors?
- Geographical differences: which are the deepest European markets, and do they offer potential for growth?
- Means of access: which vehicles should investors consider in targeting infrastructure and debt? How do Pan-European funds compare to national market funds?



Laurent Ternisien

14:30
15:30

China: is it still the investment haven it used to be?

GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3

Sponsor & Co-organiser:



14:30
16:30

Cities' transformation: urban regeneration strategies Overview followed by 3 case studies

INNOVATION | WORKSHOP | GREEN ROOM | MIPIM INNOVATION FORUM

14:30-15:00: Overview by experts

Experts:

Paul Reynolds, Chairman, Urban Design Group

Dr Laurent Schmitt, Vice President Innovation & Strategy, Alstom Grid

15:00-15:30: The UK Capital for Innovation

Sponsor: Derby

15:30-16:00: Case study 2

16:00-16:30: Case study 3



Paul Reynolds



Dr Laurent Schmitt

15:00
17:00

The digital revolution in CEE Real Estate: Retail or logistics?

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

Co-organiser:



16:00
17:00

The global private equity real estate market

FINANCE & INVESTMENT | PANEL | RED ROOM | LEVEL 3

Co-organiser:



Moderator:

Jonathan Brasse, Editor, PERE

Speaker:

Simon Blaxland, Executive Director - Head of Investments Private Equity Funds, AEW Europe

- How has the global macroeconomic situation changed over the past 12 months and how has that impacted PERE funds?
- Which locations and asset types/ investment opportunities are most appealing right now for PERE funds and investors?
- Which notable transactions have occurred in the past 12 months?
- Is development activity increasing or decreasing and what are the risks/ benefits of pursuing such a strategy?
- How available has financing been from traditional lenders? Are terms still competitive? Have alternative debt sources become an even bigger part of the finance picture?
- What is the current outlook for the fundraising environment? Are there too many funds currently chasing capital?



Jonathan Brasse



Simon Blaxland

16:00
17:30

Cultural facilities and infrastructure: impact on social and economic behaviour

CITIES | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser:

RDI

Moderator:

Dr Beatriz Garcia, Head of Research, Institute of Cultural Capital, University of Liverpool

Speakers:

Juan Ignacio Vidarte, Director General, Guggenheim Museum Bilbao and Deputy Director & Chief Officer for Global Strategies, Guggenheim Museum Bilbao

Sergey Kuznetsov, Chief Architect of Moscow, Committee for Architecture and Urban Development of Moscow

Dmitry Aksenov, BoD Chairman, RDI Group



Dr Beatriz Garcia



Juan Ignacio Vidarte



Sergey Kuznetsov



Dmitry Aksenov

16:00
18:00

Logistics: solution pitchings Followed by a cocktail

ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

17:00
18:00

Cities present Hotel, Tourism & Leisure projects and opportunities Followed by a cocktail

CITIES | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

17:00
18:30

Insurance companies, pension funds and sovereign wealth funds: competitors or partners?

FINANCE & INVESTMENT | INVESTMENT PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

Sponsor:

Allianz

Keynote:

Olivier Piani, CEO, Allianz Real Estate GMBH

Speakers:

Dr. Frank Billand, Member of the Management Board, Union Investment Real Estate GMBH

Antoine Castro, Managing Director, Quantum Global Real Estate

Over the last years we have been witnessing an increase in the real estate allocations of sovereign wealth funds and new players entering the market. With total assets estimated at 5.13 tn USD (as of October 2013) they represent a growing source of capital competing for real estate assets, a source of capital that cannot be ignored. Topics that will be discussed are:

- SWFs - how much do they invest in real estate and in which real estate conduits do they invest?
- Investment Strategy – are we looking for the same?
- Will SWF real estate capital keep growing?
- Are we competing for the same product or could we be potential like-minded JV partners?
- Implications for the real estate investment market and insurance money in real estate



Dr. Frank Billand



Antoine Castro

17:30
18:30

Just imagine: real estate in 2030

GLOBAL REAL ESTATE | PANEL | RED ROOM | LEVEL 3

Co-organiser:



Moderator:

Sean Tompkins, Chief Executive Officer, RICS (The Royal Institution of Chartered Surveyors)

Speakers:

Michael Newey, President, RICS (The Royal Institution of Chartered Surveyors)

Steven Norris, Chairman, BNP Paribas Real Estate UK

Markus Reinert FRICS, Partner, EMEA Head of Property & Asset Management and Investor Services, Cushman & Wakefield LLP

Neil Singer, Senior Partner, Singer Vielle

Hugh Kelly, Clinical Professor of Real Estate, New York University Schack Institute

We all have a stake in the future of the real estate and built environment profession. RICS is leading a programme of work to look at the world in 2030, which aims to offer clear recommendations on how businesses can plan now to maximise future opportunities and mitigate unforeseen risks.

We are establishing a dialogue with those involved in real estate and the built environment, and those affected by it. We want to inspire original, insightful and focused thinking about what we should start doing NOW to ensure that in 2030 the physical world and the markets underpinning it are in a vibrant and sustainable state.



Sean Tompkins



Michael Newey



Steven Norris



Markus Reinert
FRICS



Neil Singer



Hugh Kelly

19:30
23:00

MIPIIM Opening Cocktail

Celebrate MIPIIM's 25th anniversary and meet your peers in a convivial environment.

EVENT | CARLTON HOTEL

Open to all MIPIIM participants

WEDNESDAY 12 MARCH

MORNING

08:30
09:30

UK Breakfast

GEOGRAPHICAL FOCUS | EVENT | CARLTON HOTEL

Pre-registration required

08:30
11:45

Russian Breakfast

GEOGRAPHICAL FOCUS | EVENT | PALAIS DES FESTIVALS

Pre-registration required

09:00
10:00

US Breakfast

GEOGRAPHICAL FOCUS | EVENT | DEEP DESIGN RECEPTION LOUNGE | LEVEL 3

Pre-registration required

10:00
11:00

Residential in Germany: assets for value

GEOGRAPHICAL FOCUS | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser:



Speakers:

Douglas Edwards, Managing Director, CORPUS SIREO Investment Management SARL

Rolf Buch, CEO, Deutsche Annington Immobilien SE

Matthias Leube, Head of Real Estate Germany & Regional Head of Asset Management, AXA Real Estate

Dr. Marcus Cieleback, Group Head of Research, PATRIZIA Immobilien AG

- Direct or indirect? Which is more effective for return demands in the long term?
- Get into the metropolises! Is it already too late to purchase?
- Does the new German Federal Government defeat the plans of the stockholders?



Douglas Edwards



Rolf Buch



Matthias Leube



Dr. Marcus Cieleback

10:00
11:00

Logistics: solution pitchings

ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

10:00
11:00

Speed matching: hotel groups meet developers & investors in one-to-one targeted meetings

ASSET CLASS | SPEED MATCHING | HTL PITCHING AREA | LEVEL 3

10:00
11:00

Real estate investment into the USA

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

Co-organiser:



NEW YORK UNIVERSITY

Moderator:

Rosemary Scanlon, Divisional Dean, New York University Schack Institute of Real Estate, New York University

Speakers:

James Fetgatter, Chief Executive, AFIRE

Victor Kaminoff, Director, Architectural & Luxury Homes, Hilton & Hyland, Christie's International Real Estate

James Kuhn, President, Newmark Grubb Knight Frank

- Latest data on capital flows into the US: how much and from where?
- Locations and property types attractive to offshore investors.
- Reductions in Taxation on US Investments
- Local Partnership Structures for Investors into the US



James Fetgatter



Victor Kaminoff



James Kuhn

10:00
11:00

Workspace in transformation: which face for tomorrow's office?

INNOVATION | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

Speakers:

Philippe Chiambaretta, Architect, Philippe Chiambaretta / PCA

Isabelle de Ponfilly, General Manager, Vitra

Dr Jan-Peter Kastelein, Partner, YNNO



Philippe Chiambaretta



Isabelle de Ponfilly



Dr Jan-Peter Kastelein

10:00
11:30

Masterminds Europe: Re-inventing Europe

GLOBAL REAL ESTATE | MASTERMINDS | RED ROOM | LEVEL 3

Speakers:

Sean Tompkins, Chief Executive Officer, RICS (The Royal Institution of Chartered Surveyors)

Gérard Mestrallet, Chairman and Chief Executive Officer, GDF SUEZ

Stéphane Distinguin, CEO & Founder, FaberNovel

Alderman Sir Michael Bear, Chairman, Regeneration Investment Organisation



Sean Tompkins



Gérard Mestrallet



Stéphane Distinguin



Alderman Sir Michael Bear

10:00
13:00

Mayors' Think Tank [6th Edition]

Autonomous cities: the quest for new resources, from utopia to reality.

How to maximise use of available resources?

CITIES | SUMMIT | MAJESTIC HOTEL

By invitation only

In partnership with



In collaboration with



Content expert:

Prof. Greg Clark, Principal, The Business of Cities Limited

General overview:

Prof. John Macomber, Professor, Harvard Business School

Roundtable moderators:

Dr Arab Hoballah, Chief SCP, UNEP

Prof. John Macomber, Professor, Harvard Business School

Liz Peace, Chief Executive, British Property Federation

Michel Sudarskis, Secretary General, INTA

Dr William Tompson, Head of the Urban Development Programme, Organisation for Economic Co-operation and Development (OECD)

Frédéric Vallier, Secretary General, Council of European Municipalities and Regions (CEMR)

Inspirational keynote address:

Scott Burnham, Director, Scott Burnham Studio



Prof. Greg Clark



Prof. John Macomber



Dr Arab Hoballah



Liz Peace



Michel Sudarskis



Dr William Tompson



Scott Burnham

11:30
12:30

Hotel, Tourism & Leisure

ASSET CLASS | PANEL | BLUE ROOM | LEVEL 3

Co-organiser:



Moderator:

Michael Widmann, Managing partner, PKF Hotelexperts



Michael Widmann

11:30
12:30

Financial impact of CRE: how to influence the C-suite and business strategy

GLOBAL REAL ESTATE | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

Co-organiser:



Speakers:

Scott McMillan, Division Chief - International Real Estate, Capital Projects and Facilities, International Monetary Fund

Jane Hamilton, Consultant, Hamilton Corporate Real Estate Advisory

How can Corporate Real Estate Executives align their efforts to create outcomes that support core business strategies developed by C-Suite leadership? By gaining a broader understanding of the business that they represent, the objectives of that business, a shift in focus from purely real estate related matters will enable the full value of the assets and non-financial benefits arising from CRE to be fully leveraged; Executives can adopt a stronger and focused position as valued strategic partner for the board and fully deploy the business strategy.

MIPIM 2014

detailed programme



Scott McMillan



Jane Hamilton

11:30
13:00

Logistics and transport hubs Overview followed by 2 case studies

ASSET CLASS | WORKSHOP | ORANGE ROOM | LEVEL -1

- High quality multi-modal infrastructure
- Transportation infrastructure and sustainable supply chain

11:30-12:00: Overview by experts

Facilitator:

Rob Coston, Editor, Logistics Business Magazine

12:00-12:30: Case study 1

12:30-13:00: Case study 2



Rob Coston

AFTERNOON

12:00
13:00

Investing in the Nordic countries: is it still a good choice?

GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3

Co-organiser:

FastighetsNYTT

Moderator:

Håvard Bjørå, Vice President, IPD

Speakers:

Zsolt Kohalmi, Head of European Acquisitions, Starwood Capital Europe Advisers, LLP

Anneli Jansson, Director, Nordics, Grosvenor Fund Management Europe

Laurent Jacquemin, European Head of Transactions, AXA Real Estate

Tor Borg, Chief Economist, SBAB Bank

- A macroeconomic view on Sweden and the Nordic countries
- The real estate market: Investments opportunities, transactions and yields
- Special Focus: Nordic Retail - Mature customers, evolving e-commerce and a lot of new projects, new opportunities or saturated market?
- Our reason to invest in the Nordics



Zsolt Kohalmi



Anneli Jansson



Laurent Jacquemin



Tor Borg

13:00
14:30

Mayors' Lunch

Political leaders meet end-users and occupiers.

CITIES | EVENT | MAJESTIC HOTEL

By invitation only

14:00
18:00

Hotel, Tourism & Leisure : project presentations Followed by a cocktail

ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

Co-organiser:



14:30
15:00

Infrastructure vision +25 years ahead

CITIES | PANEL | RED ROOM | LEVEL 3

Moderator:

Prof. John Macomber, Professor, Harvard Business School

Keynote:

Scott Burnham, Director, Scott Burnham Studio



Prof. John Macomber



Scott Burnham

14:30
15:00

Country of Honour: Turkey

GEOGRAPHICAL FOCUS | KEYNOTE ADDRESS | BLUE ROOM | LEVEL 3



14:30
16:00

Driving future growth and new investment opportunities: the core cities and the impact of the knowledge economy

First part of the UK Afternoon

CITIES | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser:



Moderator:

Prof. Greg Clark, Principal, The Business of Cities Limited

Speakers:

Carl Potter, Senior Director, GVA

Fiona Fletcher-Smith, Executive Director - Development, Enterprise & Environment, Greater London Authority

Tom Riordan, Chief Executive, Leeds City Council

- What's the regional economic outlook looking like for each city
- What are the main sectors that are driving growth
- Where might new prime locations be
- What new products might be brought forward for new investment by each city to satisfy this growth from an economic and social perspective



Prof. Greg Clark



Carl Potter



Fiona Fletcher-Smith



Tom Riordan

14:30
17:00

Retrofit strategy and smart buildings: towards high-performance buildings

Overview followed by 4 case studies

INNOVATION | WORKSHOP | GREEN ROOM | MIPIM INNOVATION FORUM

14:30-15:00: Overview by experts

Expert:

Ralph DiNola, Executive Director, New Buildings Institute

15:00-15:30: Smart Innovation for sustainable buildings

Sponsor:



- Building & sustainability - the 3M story
- Significant energy savings with window films in buildings: a case study in Finland
- Introduction to the latest innovations for energy efficient buildings

Speakers

David Cox, European Business Development Manager, 3M

15:30-16:00: Opportunities to participate in European construction project BuildTog

Sponsor: BASF



- BASF together with A/NM/A and LUWOGÉ consult is partnering the research and construction project BuildTog, initiated by the European Housing Network EURHONET.
- The BuildTog methodology: Local adaptation and quality management of a common design in Passive House standard.
- New applications: bringing technological knowledge and innovative building solutions to the markets.
- The BuildTog project is calling for new members: project owners, architects, industrials and energy efficiency experts are welcome. www.buildtog.eu

Speakers:

Henrik Meyer-Hoffmann, Architect & Market Developer, BASF

Nicolas Michelin, Architect & Urban Designer, ANMA Agence Nicolas Michelin & Associés

Jean-Denis Mège, Promoter / Head of Topic Group Energy Savings, EURHONET

Thilo Cunz, Architect - Senior Manager International, LUWOGÉ consult

16:00-16:30: Case study 3

16:30-17:00: Case study 4



Ralph DiNola



David Cox



Henrik Meyer-Hoffmann



Nicolas Michelin



Thilo Cunz

15:00
16:00

Increasing housing supply and funding in hard times

CITIES | PANEL | RED ROOM | LEVEL 3

Co-organiser:



Moderator:

Michel Sudarskis, Secretary General, INTA

Speakers:

Angelica Salvi Del Pero, Economist, OECD

Hannu Penttilä, Mayor Responsible for City Planning and Real Estate, City of Helsinki

Mark Reynolds, Chief Executive Officer, MACE

Availability of funding

- Who takes responsibility, in the face of significantly increased financial risks, to shape a better market and to help create a new (ownership or rental) market that will meet the needs of affordability of lower and middle-income households with better quality and choice?

- How the State, the private investors, the independent housing associations, sitting between the private and public sectors, can design other forms of funding such as housing cooperatives, Charity trusts, Social Equity Funds, ...?

Sufficient land supply with planning permission

- How to introduce more flexibility and more certainty in planning process while allowing for innovation and a fast treatment of the building applications?

- Between environmental pressures that encourage urban "green" projects with rigorous standards, and a growing suburbanization that pushes land price higher, is it realistic to expect to build the volume of housing needed?

Rent and asset management flexibility

- The foreseeable future supply growth will come most likely through the market rented sector (MRS). A large scale, well-managed MRS has the potential to offer real flexibility for tenants and support stronger social and workforce mobility. Should MRS providers be major players in a new market future, as the sector face several challenges: it is the most expensive tenure type in weekly costs, tenure can be insecure and often short, and management and maintenance quality is variable?

- How far can the private housing sector go in accepting responsibilities traditionally assigned to the public authority such as provision of public space and infrastructure, schools and even commercial premises?



Michel Sudarskis



Angelica Salvi Del Pero



Mark Reynolds

15:00
16:00

Speed matching: end-users meet developers in one-to-one targeted meetings

ASSET CLASS | SPEED MATCHING | LOGISTICS PITCHING AREA | LEVEL -1

15:00
16:00

Turkey - Istanbul: the international financial center and hub

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3



Moderator:

Peter Grant, Deputy Editor, The Wall Street Journal

This session will highlight how Istanbul, the center of the Turkish economy, has the capacity to become an international financial center offering advantageous business opportunities.



Peter Grant

16:00
17:00

Cities on the move: the next step in multimodal transport

CITIES | PANEL | RED ROOM | LEVEL 3

Co-organiser: World Infrastructure News

- Exploring the future mobility of our cities
- How can we move an ever increasing number of people?
- How can we enhance the experience for the travellers?
- Integrated transport networks and transport hubs
- Impact of new technologies and smart solutions

16:00
17:00

Speed matching: investors meet developers in one-to-one targeted meetings

Followed by a cocktail

ASSET CLASS | SPEED MATCHING | LOGISTICS PITCHING AREA | LEVEL -1

16:00
18:00

UK Afternoon : cities presentation

CITIES | PANEL | ORANGE ROOM | LEVEL -1

16:00-16:30: HS2 – Keeping UK growth on track?

HS2 will enable high-speed rail to transform and rebalance the UK economy. It will increase rail capacity, bring many of the UK's greatest cities even closer together and show the world that the UK is dedicated to investing in its future.

- Will HS2 make a difference to planning and development in the UK?
- Does opposition to the project threaten to stifle economic growth?
- Without pioneering schemes such as HS2, would the UK face being left behind in the global race for investment?

Experts on HS2 will be debating the real impact of the scheme on urban planning, business development and inward investment.

16:30-17:00: City presentation 2

17:00-17:30: City presentation 3

17:30-18:00: Question time

16:30
18:30

Rethinking asset allocation for long term investors: strategic and tactical real estate investment

FINANCE & INVESTMENT | WORKSHOP | BLUE ROOM | LEVEL 3

By registration only

Sponsor:



Part 1 – STRATEGIC ALLOCATION – 30 minutes

1. The global real estate economical situation and context in Europe and in the world

- Economic growth
- Real estate recovery in the USA
- The real estate economical situation in Europe: France, Germany, Italy, Spain and Holland
- Current inflation debate, inflation targeting: what is the impact on assets such as real estate?
- Interest rates increase: what is the impact on real estate?

2. Looking at the past, present and future role of real estate within a long term investor asset allocation strategy

- The weight of real estate in households' financial wealth
- The weight of real estate in French, European and International investors' portfolios
- The evolution of asset allocation over the last 30 years
- The evolution of the weight and the role of real estate in asset allocation
- How to present asset allocation: by asset class, by risk profiles...?

3. Real Estate key characteristics

- A tool to hedge against inflation
- A diversification tool
- An asset which is different from equities (liquidity and performance) and bonds (no hedge against inflation)
- Real estate and the leverage

+ 10 minutes questions & answers

Part 2 – TACTICAL ALLOCATION – 60 minutes

1. Is real estate allocation only a matter of Conviction & Intuition or also a matter of Model & Computation?

Asset allocation models utilized in most asset classes could also find their application with Real Estate. Often we only use models to identify a target real estate allocation within a global Asset Allocation, but these models could also help identifying the correct mix of real assets (geographies, sectors...) within the target real estate allocation.

2. Sky is not the limit for investing in European real estate assets

How is it possible for large investors to adapt their sizeable amount of cash to the limited number of real estate opportunities around the world, and in Europe particularly? How can one spend billions when only millions are for sale or investment grade?

3. Direct investments, indirect fund selection, global mandate and other formats used by large international investors to deploy their equity in Europe

+ 20 minutes questions & answers

Speaker:

Prof. Amin Rajan, CEO, CREATE-Research



Prof. Amin Rajan

17:00
18:00

Preparing utilities infrastructure of the future: responding to increasing needs in a constrained world

CITIES | PANEL | RED ROOM | LEVEL 3

Co-organiser:



Moderator:

Dr Arab Hoballah, Chief SCP, UNEP

- Challenges for long term urban planning
- Opportunities for achieving a good balance in urban investment on economy, society and environment
- Challenges and opportunities for resource efficiency
- Understanding demand drivers and controlling supply systems
- Service providers for changing urban lifestyles
- Alternative finance and market mechanisms



Dr Arab Hoballah

17:30
18:30

Challenges of reconverting industrial wastelands

GLOBAL REAL ESTATE | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

Co-organiser: ADI

Speaker:

Sigrid Duhamel, Group Corporate Real Estate Director, PSA Peugeot Citroën



Sigrid Duhamel

19:00
23:00

25 Years Anniversary Concert

EVENT | CARLTON HOTEL

THURSDAY 13 MARCH

MORNING

08:00
09:30

Leaders' Breakfast

Private talk between a selection of 80 CEOs and a keynote speaker

GLOBAL REAL ESTATE | EVENT | SALON DIANE | MAJESTIC HOTEL

Pre-registration required

Moderator:

Courtney Fingar, Editor, fDi Magazine

Keynote:

Antonio Tajani, European Commission Vice-President and Commissioner in charge of Industry and Entrepreneurship, European Commission



Antonio Tajani

09:00
10:00

Hotel, Tourism & Leisure Breakfast

ASSET CLASS | EVENT | DEEP DESIGN RECEPTION LOUNGE | LEVEL 3

Pre-registration required

10:00
11:00

Functionnal diversity: shared buildings and spaces

INNOVATION | PANEL | GREEN ROOM | MIPIIM INNOVATION FORUM

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

Speaker:

Christian Cléret, CEO, Poste Immo



Prof. Ingrid Nappi-Choulet



Christian Cléret

10:00
11:00

Logistics: solution pitchings

ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

10:00
11:30

The Big Debate: Change perspectives?

A unique panel of international industry experts share their vision for the built environment of the 25 years to come.

GLOBAL REAL ESTATE | PANEL | GRAND AUDITORIUM | LEVEL 1

Speakers:

Antonio Tajani, European Commission Vice-President and Commissioner in charge of Industry and Entrepreneurship, European Commission

Prof. Carlo Ratti, Director, MIT Senseable City Lab & Partner, Carlo Ratti Associati, Carlo Ratti Associati

Speaker:

Robert Booth, Chief Executive Officer, Emaar Dubai Real Estate



Antonio Tajani



Robert Booth

10:00
12:00

Cities present Hotel, Tourism & Leisure projects and opportunities

CITIES | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

11:30
12:30

Brazil's expansion: after 2013 economical context changes, what situation? What opportunities? Brazilian leaders respond to the international community

GEOGRAPHICAL FOCUS | PANEL | BLUE ROOM | LEVEL 3

SIMULTANEOUS TRANSLATION IN PORTUGUESE-ENGLISH



Sponsor:



Moderator:

Peter Grant, Deputy Editor, The Wall Street Journal

Speakers:

Anthony Armstrong-Emery, President, EcoHouse Group

Dra. Mariana Spoto Cobra, Partner, Siqueira Castro Advogados



Peter Grant



Anthony Armstrong-Emery



Dra. Mariana Spoto Cobra

11:30
12:30

Italian real estate: new supply, new demand

GEOGRAPHICAL FOCUS | PANEL | RED ROOM | LEVEL 3

Sponsor:



Co-organisier:



Moderator:

Dr. Evelina Marchesini, Journalist, Special Reporter and Real Estate Chief Editor, Il Sole 24 Ore SPA

Introduction:

Prof. Andrea Boltho, Emeritus Fellow, Magdalen College, University of Oxford

Speakers:

Dr. Aldo Mazzocco, CEO, Beni Stabili SIIQ

Massimo Brunelli, CEO, IDeA FIMIT sgr

Dr. Piero Fassino, Sindaco Comune Torino, Comune di Torino



Dr. Evelina Marchesini



Prof. Andrea Boltho



Dr. Aldo Mazzocco



Massimo Brunelli

11:30
13:00

Masterminds Architecture: Flexible and adaptable architecture

INNOVATION | MASTERMINDS | GREEN ROOM | MIPIM INNOVATION FORUM

Co-organisier:



Speakers:

Mette Kynne Frandsen, CEO & Partner, Henning Larsen Architects

Dominique Perrault, Architecte DPL - Urbaniste SFU, Dominique Perrault Architecture

Auguste van Oppen, Msc, Architect / Partner, O+A strategies and architecture

Since the beginning of the 20th century and more specifically since the 50s-60s, architects started to be interested about the issues of flexibility, modularity and mobility.

Contrarily of the traditional occidental vision of architecture based on the idea of durability; modularity and flexibility in architecture question this static position.

- What are the main changes introduced by the notion of flexibility in architecture?
- What are the impacts of flexible and modular architecture in terms of sustainability, economics, planning, prefabrication and use?
- What are the visible differences of this type of architecture in terms of design and methodology of work?
- Beyond the theoretical research on the issue, concretely, what is the importance given today to the flexibility and modularity in architecture projects?



Mette Kynne Frandsen



Dominique Perrault



Auguste van Oppen, Msc

11:30
13:00

Logistics and property: drivers and booming places

Overview followed by 2 case studies

ASSET CLASS | WORKSHOP | ORANGE ROOM | LEVEL -1

- What are the future key trends? And the booming places in terms of geography?
- What are the new needs of occupiers?
- What are the impacts of technology and innovation?
- Optimisation and resources mutualisation: risks and costs split

11:30-12:00: Overview by experts

Facilitator:

Rob Coston, Editor, Logistics Business Magazine

Expert:

Mike Hillis, SIOR, CCIM, President, SIOR - Society of Industrial & Office Realtors

12:00-12:30: Built to suit with land to grow

Sponsor: CTP

Presentation will be about trends and requirements for industrial property in central Europe. Much more than just logistics. From assembly and warehousing to R&D and pan-European distribution. High-tech manufacturing, e-commerce, trends and developments and the future of the region by CTP, one of central Europe largest industrial property owner / developer with a look into the future.

Speaker:

Remon Vos, CEO, CTP

12:30-13:00: Case study 2



Rob Coston



Mike Hillis



Remon Vos

AFTERNOON

13:00
14:30

Brazilian Lunch

GEOGRAPHICAL FOCUS | EVENT | MAJESTIC HOTEL

Pre-registration required

13:00
15:00

Italian Lunch

GEOGRAPHICAL FOCUS | EVENT | DEEP DESIGN RECEPTION LOUNGE | LEVEL 3

Pre-registration required

14:00
16:00

Hotel, Tourism & Leisure: solution pitchings

ASSET CLASS | PROJECT PRESENTATIONS | HTL PITCHING AREA | LEVEL 3

14:00
16:00

Cities present logistics projects and opportunities

CITIES | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

14:30
15:30

Energy transition & real estate: a smarter Europe

CITIES | PANEL | BLUE ROOM | LEVEL 3
SIMULTANEOUS TRANSLATION IN GERMAN-ENGLISH

Co-organiser: Chambre Franco-Allemande de Commerce et d'Industrie

14:30
15:30

Global healthcare real estate: the boom market of the next decades

ASSET CLASS | PANEL | ORANGE ROOM | LEVEL -1

Co-organiser:



Moderator:

Stephane Pichon, Managing Partner, Your Care Consult

Driven by strong increase in demand : Obamacare in the US, equipment building in emerging countries - there are today about 25M elderly people in Brazil, 65M in India, 200M in China - and aging population in Europe, healthcare real estate is booming across the world. With actual initiatives of Western operators in China, confirmed interest from global investors in European assets, emerging care industry in Brazil, Russia and Turkey, tremendous opportunities are up for grabs for all real estate actors:

- regions and cities to meet the needs of their citizens
- developers, lending banks, architects, builders to develop these equipment
- investors to secure long term cash-flows from these assets

The panel will discuss these global trends and opportunities and more importantly what it means for your business and how you can tap into this market in 2014.



Stephane Pichon

14:30
15:30

Learning from the crisis and looking to the future – property lending: overcoming challenges to create opportunity

FINANCE & INVESTMENT | PANEL | BLUE ROOM | LEVEL 3

Co-organiser:



Introduction:

Gemma Haley, Associate Director, Loan Market Association

Moderator:

Amelia Slocombe, Associate Director, Loan Market Association

Speakers:

Peter Jark, Partner, DLA Piper UK LLP

Damian Perry, Partner, Clifford Chance LLP

Established real estate investors will be only too aware of the challenges of real estate lending and the importance of understanding lessons learnt from the past and applying them to the opportunities of the future. This panel, moderated by the Loan Market Association, will ask senior real estate professionals how the financial crisis brought these challenges to the fore, the lessons that may be learnt going forward and their applicability in the current lending environment. Potential topics for discussion will include:

- Changing lending practices: applying lessons of the past to the opportunities of the future
- How to identify opportunity in a cautious lending environment
- Key legal considerations for cross-border loans: local law, insolvency and security enforcement – traps for the uninitiated
- The need for thorough commercial and legal due diligence and the benefits of standardised documentation
- Intercreditor considerations: how junior and subordinated lenders can best protect their interests



Gemma Haley



Amelia Slocombe



Peter Jark



Damian Perry

14:30
16:00

Smart mobility Overview followed by 2 case studies

INNOVATION | WORKSHOP | GREEN ROOM | MIPIM INNOVATION FORUM

14:30-15:00: Overview by experts

Expert:

Paul Bois, Project Director, FABERNOVEL

15:00-15:30: Case study 1

15:30-16:00: Case study 2



Paul Bois

**16:00
17:00**

Masterminds Hotel, Tourism & Leisure CEOs share their vision of the industry

ASSET CLASS | MASTERMINDS | BLUE ROOM | LEVEL 3

**16:00
17:30**

Workplace and space management: paying strategies Overview followed by 2 case studies

INNOVATION | WORKSHOP | GREEN ROOM | MIPIIM INNOVATION FORUM

16:00-16:30: Overview by experts

Expert:

Prof. Dr Norm Miller, Professor and Editor, University of San Diego

16:30-17:00: Case study 1

17:00-17:30: Case study 2



Prof. Dr Norm Miller

**16:00
18:00**

Rebuilding the market: the role of “bad banks” in revitalising the real estate investment market in Europe Followed by a cocktail

FINANCE & INVESTMENT | PANEL | RED ROOM | LEVEL 3

Co-organiser:



Masters of Ceremony:

Neil Callanan, Reporter, Bloomberg

Avv. Alessandra Tarissi De Jacobis, Co-Chair Cross Border Real Estate Committee ABA SIL, Cocuzza & Associati

Moderators:

Dr Duarte de Athayde, Partner, Abreu Advogados

Anders Forkman, Partner, Vinge

Gerard F. Hernandez-Colet, Partner, Cuatrecasas, Gonçalves Pereira

Terry A. Selzer, Head of Cross Border Transactions, Husen Advokater

Speakers:

Matteo Cidonio, Managing Partner, GWM Capital Advisors LLP

Joseph Philip Forte, Partner, DLA Piper

Ronnie Hanna, Head of Asset Recovery, National Asset Management Agency

Evan Z. Lazar, Co-Chairman Real Estate, Dentons

This seminar will focus on the challenges, process and legal risks of different players in revitalizing the European real estate investment market.

- Will bad banks help revitalize the European real estate market?
- What has been the problems and success of “bad banks” in Ireland, Spain and France?
- What has been the experience of private investors with dealing with these “bad banks”?
- What are the legal risks and key issues that investors should be aware of?

Part I will focus on national “bad banks” that are taking over and selling distressed properties

- How these “bad banks” operate?
- What kind of real estate assets are they offering, or will they offer, to investors and under what terms?
- What investors are looking for from these banks; and What legal risks that investors must be aware of?

Part II will focus on European Long-term Investment Funds (ELTIF), Real Estate Investment Trusts (REIT) and the application of the Alternative Investment Fund Managing Directors directive (AIFMD).



Neil Callanan



Avv. Alessandra Tarissi De Jacobis



Dr Duarte de Athayde



Anders Forkman



Gerard F. Hernandez-Colet



Terry A. Selzer



Joseph Philip Forte



Ronnie Hanna



Evan Z. Lazar

**16:00
18:00**

Logistics: solution pitchings Followed by a cocktail

ASSET CLASS | PROJECT PRESENTATIONS | LOGISTICS PITCHING AREA | LEVEL -1

**17:00
18:30**

Conversion of historical and office buildings into hotels Overview followed by 2 case studies

ASSET CLASS | WORKSHOP | BLUE ROOM | LEVEL 3

Co-organiser: Jones Lang LaSalle Hotels



MIPIM 2014

detailed programme

18:15
19:00

25th Anniversary Cocktail

EVENT | GRAND AUDITORIUM FOYER | LEVEL 1

Open to all MIPIM participants

19:00
20:00

MIPIM Awards Ceremony

Discover and celebrate the most
outstanding real estate projects worldwide.

EVENT | GRAND AUDITORIUM | LEVEL 1

FRIDAY 14 MARCH

MORNING

10:00
11:00

MIPIM Wrap-Up

The “must-attend” conference!

A summary of the content of conferences & events of MIPIM 2014 providing a sharp perspective of the industry’s outlook.

GLOBAL REAL ESTATE | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

In association with:



Speaker:

Erwan Quintin, Professor, Wisconsin School of Business



@Erwan Quintin

11:30
12:30

Ten must-have innovative solutions

INNOVATION | PANEL | GREEN ROOM | MIPIM INNOVATION FORUM

MIPIM'S KEY FIGURES



MIPIM IS THE UNIQUE EVENT GATHERING THE ENTIRE PROPERTY VALUE CHAIN FROM ALL GEOGRAPHIES AND ALL REAL ESTATE SECTORS:



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