

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

6 - 7 - 8 - 9  
**MARCH**  
**2012**

**Cannes**  
Palais des Festivals

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**▶ PROGRAMME OF  
CONFERENCES  
AND EVENTS**

# 60 CONFERENCES, 250 SPEAKERS

MIPIM offers an impressive selection of conference sessions and networking events. Find out what's in store for 2012.

## MEET SOME OF THIS YEAR'S SPEAKERS



**Joschka Fischer,**  
former Minister  
of Foreign Affairs  
of Germany



**Bernhard Berg,**  
Managing Director,  
IVG Institutional  
Funds GmbH



**Hauke Brede,**  
Chief Risk Officer,  
Allianz Real Estate  
GmbH



**Arson Cenk,**  
CEO, Rönensans Real  
Estate Investment



**Prof. Greg Clark,**  
Global Expert on  
Urban Development  
and Senior Fellow,  
ULI



**Jenny Dawe,**  
Leader,  
The City of Edinburgh  
Council



**Christian Delaire,**  
CEO,  
AEW Europe



**Philip Dunne,**  
President Prologis  
Europe, Prologis



**Jacqueline Faisant,**  
Chairman,  
BNP Paribas REIM



**Brian Field,**  
Adviser,  
European  
Investment Bank



**Warren Friend,**  
Managing Director,  
BlackRock



**Maurice Gauchot,**  
President, CBRE



**Henri Giscard  
d'Estaing,** CEO,  
Club Med



**Peter Hayes,**  
Head of European  
Investment Research,  
Pramerica Real  
Estate Investors



**Kim Herforth  
Nielsen,** Principal and  
Founder,  
3XN Architects



**Mateu Hernandez,**  
CEO,  
Barcelona Global



**Gilbert Isabella,**  
Deputy Mayor,  
City of Utrecht



**Frank Khoo,**  
Global Head of Asia,  
AXA REIM



**Christoph Kohlen,**  
Head of the Eco  
Commercial Building  
Program (BENELUX)  
Bayer



**Michael Kröeger,**  
Head International  
Real Estate Finance,  
Landesbank  
Hessen-Thüringen



**Frank Löwentraut,**  
Managing Partner,  
Avivre Consult GmbH



**See Lian Ong,**  
President,  
RICS



**Mark Roberts,**  
Managing Director,  
Global Head  
of Research,  
RREEF Real Estate



**Stefano Scalaria,**  
Managing Director,  
Agenzia del Demanio



**Olivier Seznec,**  
Chief Technology  
Officer,  
Cisco



**Hesham Shoukri,**  
CEO & Executive  
President,  
Rooya Group



**Jean-Michel Six,**  
Managing Director and  
Chief European  
Economist,  
Standard and Poor's



**Otis L. Spencer,**  
Managing Director,  
Co-Head Europe,  
Heitman

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# KNOWLEDGE & NETWORKING

## 100 ways to accelerate your business!

















Choose your theme and look out for the symbol!  
Prepare your schedule of conferences and events to attend throughout the 4 days. The symbols below will appear in the pages that follow.

YOU ARE INTERESTED IN	Learning	 Networking	Project Insights
 <b>Germany</b> Country of Honour	<ul style="list-style-type: none"> <li>▷ 2 panel sessions</li> <li>▷ Keynote address: Joschka Fischer, Former Minister of Foreign Affairs of Germany</li> </ul>	<ul style="list-style-type: none"> <li>▷ Opening cocktail</li> </ul>	<ul style="list-style-type: none"> <li>▷ Investor Quest – Germany</li> <li>▷ Awards special prize</li> <li>▷ German stands</li> </ul>
 <b>Territories' opportunities</b>	<ul style="list-style-type: none"> <li>▷ 19 panel sessions</li> </ul>	<ul style="list-style-type: none"> <li>▷ Japan Breakfast* &amp; Asia Lunch*</li> <li>▷ Belgium Breakfast* <b>NEW</b></li> <li>▷ Spanish Lunch* <b>NEW</b></li> <li>▷ 1 Link-In: Netherlands <b>NEW</b></li> </ul>	<ul style="list-style-type: none"> <li>▷ National Pavilions &amp; worldwide exhibition</li> </ul>
 <b>Cities, Infrastructure &amp; Sports</b>	<ul style="list-style-type: none"> <li>▷ Keynote address: top City Mayors</li> <li>▷ 2 panel sessions</li> <li>▷ Sports Seminar <b>NEW</b></li> </ul>	<ul style="list-style-type: none"> <li>▷ Mayors' Think Tank*</li> <li>▷ Mayors' Lunch: Political leaders meet end-users*</li> <li>▷ Sports Seminar cocktail <b>NEW</b></li> </ul>	<ul style="list-style-type: none"> <li>▷ Cities' stands</li> </ul>
 <b>Finance &amp; Investment</b> Investors' Programme	<ul style="list-style-type: none"> <li>▷ 10 panel sessions</li> <li>▷ Double Keynote address: Standard &amp; Poor's / IVG Institutional Funds</li> <li>▷ MIPIM Wrap-Up session</li> </ul>	<ul style="list-style-type: none"> <li>▷ RE-Invest Summit* <b>NEW</b></li> <li>▷ Investors' Lunch* <b>NEW</b></li> <li>▷ 2 Investors' Power Meetings* <b>NEW</b></li> <li>▷ 1 Link-In: End-users <b>NEW</b></li> </ul>	<ul style="list-style-type: none"> <li>▷ Exhibiting investors and advisers</li> </ul>
 <b>Building Innovation</b> <b>NEW 2012</b>	<ul style="list-style-type: none"> <li>▷ 4 panel sessions</li> <li>▷ "Dialogues between..." every morning over 4 days</li> </ul>	<ul style="list-style-type: none"> <li>▷ Dedicated Pavilion in the expo</li> <li>▷ Daily afternoon cocktails</li> </ul>	<ul style="list-style-type: none"> <li>▷ Demo-Stores on the Building Innovation Pavilion</li> </ul>
 <b>Industrial &amp; logistics</b> <b>NEW 2012</b>	<ul style="list-style-type: none"> <li>▷ 3 panel sessions</li> </ul>	<ul style="list-style-type: none"> <li>▷ A dedicated lounge</li> <li>▷ 3 Link-In: Industrial &amp; logistics</li> <li>▷ Daily afternoon cocktails</li> </ul>	<ul style="list-style-type: none"> <li>▷ 3 afternoons of pitching sessions</li> <li>▷ Awards dedicated category</li> </ul>
 <b>Hotel, Tourism &amp; Leisure</b>	<ul style="list-style-type: none"> <li>▷ 2 panel sessions</li> </ul>	<ul style="list-style-type: none"> <li>▷ A dedicated HTL lounge</li> <li>▷ Daily HTL Cocktail Receptions</li> <li>▷ HTL Power Meetings</li> <li>▷ Hotel &amp; Tourism Lunch*</li> </ul>	<ul style="list-style-type: none"> <li>▷ 50+ HTL Presentations over 3 days</li> <li>▷ Awards dedicated category</li> </ul>
 <b>Focus by sectors</b>	<ul style="list-style-type: none"> <li>▷ Retail property: 2 sessions</li> <li>▷ Affordable housing: 1 session</li> <li>▷ Mature housing: 1 session</li> <li>▷ Healthcare property: 1 session</li> </ul>		<ul style="list-style-type: none"> <li>▷ Awards dedicated categories:               <ul style="list-style-type: none"> <li>- Best shopping centres <b>NEW</b></li> <li>- Best residential projects</li> </ul> </li> </ul>

\*By invitation only

## YOUR WEEK IN BRIEF

### TUESDAY 6 MARCH

8.30 9.30	<b>Japan Breakfast</b> By invitation only	 
9.30 12.30	<b>RE-Invest - The MIPIM real estate investors' Summit</b> "What is the future of fund management and is there a need for a new model?" By invitation only, followed by lunch In partnership with IPE and KPMG	
10.00 11.00	<b>Asia: Business hub of choice</b> Co-organiser: fDi Intelligence	 
10.00 11.00	<b>Turkey's REIT sector: an iceberg in Europe</b> Co-organiser: Reidin	
10.00 11.00	<b>Markets, malls and mainstreets - where is the future of European retail investment</b> Co-organiser: IPD	
10.00 11.00	<b>France: how to refurbish the existing stock?</b> Co-organiser: Les Echos	
10.00 12.30	<b>Building Innovation: dialogues between...</b>	
11.00 13.00	<b>HTL Presentations</b> "Tourism and leisure projects"	
11.30 12.30	<b>China: investment diversification</b> Co-organiser: Cushman & Wakefield	 
11.30 12.30	<b>Russian real estate market in 2012: highlights and forecasts</b> Co-organiser: Vedomosti	
11.30 12.30	<b>Trends and evolution of the logistics real estate market</b> Co-organiser: SITL EUROPE	
12.30 13.00	<b>Link-In Industrial &amp; Logistics</b> "Meet the key players"	
11.30 12.30	<b>Finance &amp; investment</b>	

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13.00 14.30	<b>Asia Lunch</b> By invitation only	 
13.00 14.30	<b>Investors' Lunch</b> By invitation only Sponsored by IDEA FIMIT	
14.00 17.00	<b>HTL Presentations</b> "Tourism and leisure projects"	
14.30 15.30	<b>Infrastructure: building the network</b>	
14.30 15.30	<b>More to come from Poland's investment market</b> Co-organiser: Cij Sponsored by Cushman & Wakefield	
14.30 15.30	<b>UK: still the favourite destination for international investors?</b> Co-organiser: IPD	
14.30 15.30	<b>Challenges facing medium size European cities</b> Co-organiser: Property EU	
15.00 17.00	<b>Industrial &amp; Logistics pitching sessions</b> Southern Europe	
17.00 18.00	<b>Industrial &amp; Logistics Cocktail</b>	
15.00 16.00	<b>Investors' Power Meetings: Indirect investment</b> Pre-registration required	
16.00 17.00	<b>German local authorities: cooperation models with investors and private partners</b> Co-organiser: ZIA	
16.00 17.00	<b>CEE investment: where is the finance coming from and under what conditions?</b> Co-organiser: Europa Property	
16.00 17.00	<b>Are we too broke for sustainability?</b> Co-organiser: BPF	
16.00 17.00	<b>Surviving in a challenging climate: getting to grips with investment risks</b> Co-organiser: IPD	
16.30 17.30	<b>Investors' Power Meetings: Direct investment</b> Pre-registration required	
17.00 18.00	<b>Hotel, Tourism &amp; Leisure</b> Cocktail reception	
19.30	<b>MIPIM Opening Cocktail</b>	

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## WEDNESDAY 7 MARCH

8.00 9.30	<b>Belgium breakfast</b> By invitation only	 
10.00 13.00	<b>HTL Presentations "Resort projects"</b>	
10.00 11.00	<b>Retail global expansion: a portfolio of opportunities</b> Co-organiser: RLI	
10.00 11.00	<b>More than Core - what international investors are looking for in Germany</b> Co-organiser: Immobilien Manager Sponsored by Aberdeen Asset Management	 
10.00 11.00	<b>Belgium : how to leverage urban development through innovation &amp; culture</b>	
10.00 11.00	<b>MENA: what's hot in the region?</b> Co-organiser: EKARUNA	
10.00 12.30	<b>Building Innovation: dialogues between...</b>	
11.00 13.00	<b>Mayors' Think Tank Towards better infrastructure: challenges, opportunities and perspectives</b> By invitation only Sponsored by GDF Suez	 
11.30 12.30	<b>Private Equity: European distressed investing</b> Co-organiser: PERE	
11.30 12.30	<b>Investor Quest - Germany</b>	 
11.30 12.30	<b>Sustainable property investment: does good mean good value?</b> Co-organiser: IPD	
11.30 12.30	<b>Urban logistics: the next challenge of megacities?</b>	
12.30 13.00	<b>Link-In Industrial &amp; Logistics Meet the key players</b>	
13.00 14.30	<b>Mayors' Lunch: Political leaders meet end-users</b> Sponsored by GDF Suez By invitation only	
14.00 17.00	<b>HTL Presentations "Luxury &amp; boutique hotels"</b>	
14.30 14.40	<b>Sports Seminar Introduction: sports and urban development, what is the connection?</b>	
14.45 15.15	<b>Keynote address by a representative of sports universe or a political leader</b>	

14.30 15.30	<b>Keynote address: how is property placed to meet investors' needs and expectations?</b> Co-organiser: IPD	
14.30 15.30	<b>Corporate occupiers' changing demands and how the real estate sector can take advantage of these trends</b> Co-organiser: RICS	
15.00 17.00	<b>Industrial &amp; Logistics pitching sessions Northern Europe</b>	
17.00 18.00	<b>Industrial &amp; Logistics Cocktail</b>	
15.00 16.00	<b>Latin America: a new Eldorado for tourism?</b>	
15.30 16.30	<b>How have cities used sports to drive urban development?</b>	
16.00 17.00	<b>Brazil: time of opportunity</b> Co-organiser: Vida Imobiliaria	
16.00 17.00	<b>Where in the World? Global cities for global investors</b> Co-organiser: IPD	
16.00 17.00	<b>Sustainable strategies for occupiers- keeping costs down whilst remaining environmentally sound</b> Co-organiser: ISA	
17.00 17.30	<b>Link-In End-Users "Meet the key players"</b>	
16.45 17.45	<b>Looking forward: sports events and urban development in the next 10 years</b>	
17.45 18.00	<b>Sports Seminar Conclusion: future of sports and urban development</b>	
17.00 18.00	<b>Hotel, Tourism &amp; Leisure Cocktail reception</b>	 
17.30 18.30	<b>Keynote address by top city leaders</b>	
17.30 18.30	<b>The USA in 2012 - a perfect storm of investment factors</b> Co-organiser: RCA	
17.30 18.30	<b>South Africa: a stable market among emerging countries?</b> Co-organiser: Liberty Properties	
18.00 18.30	<b>Sports Seminar Cocktail</b>	 

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## THURSDAY 8 MARCH

10.00 13.00	HTL Presentations "Budget & niche hotels"	
10.00 11.00	Keynote address on Global Economics & the Euro zone <b>Joschka Fischer</b> , former Minister of Foreign Affairs of Germany	 
10.00 12.30	Building Innovation: dialogues between...	
11.30 12.30	Valorisation of Italian public real estate assets: an invitation to invest Co-organiser : Chiomenti Studio Legale Followed by a networking cocktail offered by Chiomenti Studio Legale	
11.30 12.30	The Spanish real estate market in 2012: time to act Co-organiser: Aguirre & Newman	
11.30 12.30	Keynote address by architects on "Building Innovation" Co-organiser: Lord Culture	
11.30 12.30	Harbour logistics and river transport: a major issue	
12.30 13.00	Link-In Industrial & Logistics "Meet the key players"	
13.00 14.00	Hotel & Tourism Lunch By invitation only	 
13.00 14.00	Spanish Lunch By invitation only	 
14.30 15.30	More affordable homes: design and build, finance and deliver Co-organiser: UK Regeneration	
14.30 15.30	The Netherlands: hot spots, hot segments	
15.30 16.00	Link-In The Netherlands "Meet the key players"	
14.30 15.30	Energy efficiency: new & refurbished projects	
15.00 17.00	Industrial & Logistics pitching sessions Central & Eastern Europe Co-organiser: Eurobuild	
17.00 18.00	Industrial & Logistics Cocktail	

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15.00 16.00	The future of hotel development - key success factors for new hotel projects and the growth of hotel groups Co-organiser: PKF hotelexperts	
16.00 17.00	More homes: changing lifestyles and consumer needs Co-organiser: UK Regeneration	
16.00 17.00	Humanising the building: combining technical innovations with users' needs Co-organiser: Be Citizen	
16.00 17.00	The Commercial Real Estate Finance Markets - Recovery or Retreat? Co-organiser: CREFC	
16.00 17.00	Hotels: "the asset light" strategy Co-organiser: JLL Hotels	
17.00 18.00	Hotel, Tourism & Leisure Cocktail reception	 
17.15 18.00	Hotel, Tourism & Leisure Power Meetings	
17.30 18.30	Healthcare real estate: a safe investment in an uncertain economy? Co-organiser: Your Care Consult Sponsored by ICADE	
17.30 18.30	Connect the building to its urban environment	
17.30 18.30	AIFM Directive: the next revolution for the RE industry? Co-organiser: Juripim	
18.30 19.30	MIPIM Awards Red Carpet and cocktail	
19.30 20.30	MIPIM Awards Ceremony	

## FRIDAY 9 MARCH

10.00 12.30	Building Innovation: dialogues between...	
10.30 11.30	Wrap-Up In partnership with: Wisconsin School of Business	

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