



## SIOR INTERNATIONAL EUROPEAN CONFERENCE, LONDON, JUNE 2016

Note: Please refer to IAMC's programme for all IAMC events.

Download this app to find out how to get around London

<http://itunes.apple.com/gb/app/citymapper-london-transport/id469463298?mt=8>

### Wednesday, June 22, 2016

10.00 a.m. to 12.30 p.m. **SIOR Registration is open** in the lobby of the Grosvenor Square Marriott Hotel.

12.30 - 5.00 p.m. **SIOR Coca-Cola London Eye and Thames River Sightseeing Cruise ££**  
Optional event open to all members and partners of SIOR and IAMC significant others. Pre-registration required. **Note: this event is now full. Wait List Only.**

#### Coca-Cola London Eye

The Coca-Cola London Eye is one of the world's tallest observation wheels, with views over London from more than 442 feet (135 metres) in the air. Situated on the banks of the River Thames, it offers unrivalled panoramic vistas over London. Since opening at the turn of the century, the Coca-Cola London Eye has become an iconic landmark, up there with Tower Bridge, Big Ben, and the Tower of London. It has been used as a backdrop in countless films and is loved by Britons and visitors alike.

#### Thames River Sightseeing Cruise

The best way to see the sights and splendour of this great city is from the deck of a boat. Aboard the sightseeing cruise, you'll travel in comfort and style past London's world-famous landmarks. The boats have open upper decks for great sightseeing and comfortable lower saloons. Relax and enjoy the views, onboard commentary, light refreshments and full bar service (own expense) as London's famous sights glide by.

To include: Combined tickets to the Coca-Cola London Eye and Thames River sightseeing cruise  
Panoramic views of London from one of the world's tallest observation wheels  
Thames River sightseeing cruise  
Live commentary on-board

*Exclusions: Gratuities (optional) • Transfers not included.*

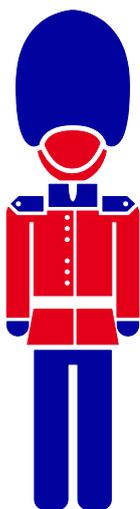
**Guests are free to make their own way to the meeting point from 1.00 pm until 1.30 pm at the latest.**

The **meeting point** is the **Pommery Champagne Bar**, located on the first floor of the County Hall Building overlooking the London Eye, accessed through the London Eye Ticket Office.

For full directions via tube, rail, bus, coach, car and boat please visit <https://www.londoneye.com/visitor-information/location-and-directions/>

Diana Lee Tucker, Michael Topp and Matthew Leguen de Lacroix will be meeting in the hotel lobby from 12.30pm to escort any guests to the London Eye, **leaving hotel at 12.45 pm**. Travel will be by London Underground at own expense. Minimum travel time is 20-minutes door-to-door via the Victoria Line from Bond Street to Westminster, including an 8-minute walk to London Eye Pier.

Leslie Hartley will be meeting you directly outside the Coca-Cola London Eye ticket office (or in the bar!) *Please note that refreshments are not included ☹* The tour commences at 2.00 pm. Guests are to make their own way back to the hotel.





**Wednesday, June 22, 2016 continued**

5:30 – 7.30 p.m. **SIOR Meet & Greet at the “Barley Mow”, 82 Duke Street, Mayfair, London, W1K 6JF**

Kindly sponsored by



A London public house (bar) opposite the Grosvenor Square Marriott Hotel.

Records show that an Inn was built on this site in the early 18th century. The current building was adopted as the Japanese Ambassador’s house and was linked to the embassy via an underground tunnel. Following the First World War, it returned to use as a public house. In his best-seller ‘Sunbirds’, Wilbur Smith mentions having a nice pint in the Barley Mow. The Barley Mow cannot fail to impress even the most discerning of pub lovers. Take a moment to enjoy a relaxed pint after pounding the pavements of nearby Oxford Street.

7 :30 pm to late **SIOR US / European Dine-Arounds ££**

Members of the European Regional Chapter will be hosting dinner in and around the West End of London for all registered SIOR delegates and their guests that have signed up in advance.

The following restaurants have been booked with a table for ten or twelve people, including hosts. Note that dinner and beverages are at the expense of each person, not the host!

Table for twelve (two hosts)	Mews of Mayfair	<a href="http://www.mewsofmayfair.com">http://www.mewsofmayfair.com</a>
Table for ten (two hosts)	Langans Brasserie	<a href="http://langansbrasserie.com">http://langansbrasserie.com</a>
Table for twelve (three hosts)	Il Baretto	<a href="http://ilbaretto.co.uk">http://ilbaretto.co.uk</a>
Table for ten (two hosts)	Cecconi's	<a href="http://www.cecconis.co.uk">http://www.cecconis.co.uk</a>
Table for ten (two hosts)	Goodman of Mayfair	<a href="http://www.goodmanrestaurants.com/home">http://www.goodmanrestaurants.com/home</a>
Table for ten (two hosts)	Boudin Blanc	<a href="http://www.boudinblanc.co.uk">http://www.boudinblanc.co.uk</a>

Your hosts are, in no particular order, Andrew Smith and Frederic Schneider, Matthew Leguen de Lacroix and Renata Osiecka, Paul McDowell and Keith Martindale, William Bellman, Paul Danks and Geoff Kasselman and other fellow members of the European Regional Chapter.

Formal registration for the Dine-Arounds will be **via email** and on the day during morning registration, during the Coca-Cola London Eye / Cruise and during the CORFAC Meet and Greet at the Barley Mow. Ask Diana, Leslie, Keith, Matthew or Michael for more information.

**Note:** Italy play Ireland in the Euro2016 football/soccer tournament. If you would like to watch the game and dine with some Irish colleagues in a gastro-pub, please contact James Mulhall directly.



### Thursday, June 23, 2016

7 a.m. – 5 p.m. **Registration Open**

7.45 a.m. – 8.45 a.m. **Breakfast Opening Session Part One – Working the Room**

Buffet breakfast will be served in the Ballroom, including at **8.00 a.m.** a “Working the Room” demonstration by Will Kintish. **Please be down for breakfast on time!**

9:00 a.m.- 10.00 a.m. **Opening Session Part Two - Taking Your Networking From Stress To Success**

Become a more confident and effective networker to help you raise your profile and create more business opportunities.



Will Kintish, now an acknowledged leading UK authority on this subject, will demonstrate as such in an entertaining and motivational manner.

In today’s highly competitive world, being a confident and effective networker sets you apart from the crowd. You become more visible, always feel in control and will always create more career and business opportunities than the average. 99% of people dread this vital activity; this highly humorous presentation will help you overcome all your fears and concerns.

10:15 a.m. – 11.30 a.m. **Developer’s Panel Discussion and Q&A**

Moderator: Dr Louise Brooke-Smith, HonDTech, BSc(Hons), DipTP, FRICS, MRTPI  
Director - Brooke Smith Planning Consultants Ltd, RICS Immediate Past Global President



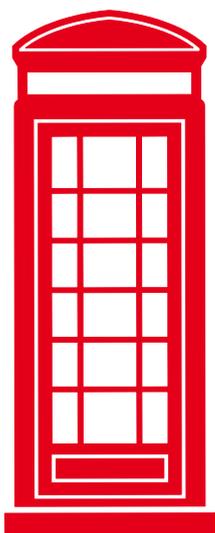
Panellists: Sir Stuart Lipton, Partner, Lipton Rogers Developments LLP  
At the forefront of innovation, place-making, planning and industry leadership, and at the centre of creating a large proportion of London’s most iconic developments. Lipton Rogers Developments LLP is a real estate development business focused on major projects in and around Central London.

Joseph Ghazal, Managing Director, Head of Capital Deployment Europe, Prologis  
Prologis is the global leader in industrial logistics real estate across the Americas, Europe and Asia. Prologis creates value by developing and managing a world-class portfolio of high-quality logistics and distribution facilities, serving customers and investors as an integral part of the global supply chain.

Robert Dobrzycki, CEO Europe, Panattoni Europe  
Panattoni Europe provides full-service commercial real estate property solutions. Their expertise encompasses all sectors of the commercial property market, with a particular focus in assisting clients with their specific requirements.

Mike Sales, Managing Director & CIO, Head of TH Real Estate, TIAA Henderson Real Estate Limited  
TH Real Estate is an established investment management company, specialising in real estate equity and debt investment worldwide. With a dedicated global presence including offices across Asia, Europe and the US, they manage c.\$89 bn of real estate assets across c.50 funds and mandates.

Come to this insightful and lively panel discussion with four of Europe’s leading institutional project developers and owners. Our panel of experts will discuss timely topics with Q&A.





Thursday, June 23, 2016 continued

11.40  
a.m. –  
12.40  
p.m.

**Concurrent Education Sessions:**

**LinkedIn Master Class** by Will Kintish

Since 2000 Will has established himself as a leading UK provider of professional development training, having presented to over 80,000 people Europe-wide. *'I've been Kintished'* seems to have been taken on as a phrase well-known to people who have heard his presentations.

**International Property Measurement Standards (Offices)**

by Kenneth Creighton, Director of Professional Standards, RICS.

Ken Creighton directs RICS' contribution to the development of international standards. He also oversees our education and qualification standards and the technical standards developed in RICS' 17 professional groups. Responsibilities include working with leading industry bodies to create and develop international standards, managing the development of technical guidance and policy through RICS' 17 professional group boards and setting and maintaining RICS' membership standards and competencies through their Membership and Education Standards boards.

**Global Location Trends, 2016** report to be launched by IBM

Moderator: James Chavez, President & CEO, South Carolina Power Team

Panellists: Roel Spee, Global Leader, IBM-Plant Location International  
Colleen Caravati, Director of Corporate Real Estate, Corning Inc.  
Alan Carswell, Director of Real Estate, Stanley Black & Decker, Inc.

Takeaways: *Key dynamics that are currently impacting location strategies*

This session will be the official launch of IBM's 2016 Global Location Trends report, and will provide an update on the latest trends in corporate location decisions around the world. A panel of international corporate location decision makers will discuss key dynamics that are currently impacting location strategies.

12:45  
a.m.-1.45  
p.m.

**Networking lunch, in the presence of the Mexican Ambassador,**

Kindly sponsored by



**Thursday, June 23, 2016 continued**2 p.m. – **Opening General Session: Speaker: Martin WOLF**

3.30

p.m.

**Kindly sponsored by****SIOR**

FOUNDATION

Patricia Loveall, SIOR Foundation President, will introduce Martin Wolf, Chief Economics Commentator, Financial Times. An authority on globalisation and financial crises. Martin Wolf's unique perspective and experience gives him an unparalleled voice on European and global economies. He can speak with authority about the economic relationships underlying our complex financial systems, what we can learn from them, and what lies ahead for Europe, the US, and the rest of the world.

Martin Wolf is Associate Editor and Chief Economics Commentator at the Financial Times, London, writing a weekly column on the world economy and a fortnightly column on the UK. For his "services to financial journalism", Martin was awarded the CBE (Commander of the British Empire) in 2000. Martin brings considerable practical experience to his writings. He was a member of the UK government's Independent Commission on Banking between June 2010 and September 2011. Previously, he was a senior economist for ten years at the World Bank's division of international trade. He has been a Forum Fellow at the World Economic Forum in Davos since 1999, where he has served as a moderator, and is a member of its International Media Council. He was Director of Studies at the Trade Policy Research Centre, London, and has advised governments and international organisations on trade and economic integration. Martin is the author of several books and numerous articles on global economics and political economy.

3.30

p.m. –

4.00

p.m..

**Afternoon Tea Networking Break.****Kindly sponsored by****LOGISTIC  
PARKS**

4.00

p.m. –

5.00

p.m.

**Concurrent Education Sessions****Doing Business In Europe**

by Enrique KATSINIS, SIOR, Ferran, Spain and assisted by Paul DANKS, FRICS, SIOR, Newmark Grubb Knight Frank-Global Corporate Services, London.

The "nuts and bolts" of doing deals in Europe will be considered by this panel of experts from the world of occupier services, agency, legal and fiscal fields.

- Jason Hickey of Hickey Associates
- Geoff Kasselmann of Newmark Grubb Knight Frank
- Shahriyar Rahmati of Operations Advisors Group, (OAG), Advisor to Comvest Partners
- Ian Campbell of Rolls-Royce plc
- Ravi Goonesena of Shakespeare Martineau

**The Evolving Global Supply Chain And E-Commerce: It's Impact On Industrial Real Estate**

This discussion, led by Richard Thompson and Kris Bjorson of JLL, will focus on supply chain "basics and beyond" as well as discuss the impact eCommerce is having on industrial real estate.

Given the critical link between supply chain and industrial real estate, it is important for real estate professionals to have a deeper understanding for key trends. Industrial real estate assets -- plants, warehouses, distribution centres -- are what pins corporate supply chains to the ground.



**Thursday, June 23, 2016 continued**

5.00 –  
5.45  
p.m.

**Brews, Bubbles and Bites**

Grab a drink and a bite before you head up to get dressed for the gala or stop by before you head to the bus. Come and join us in the Chester Eaton section of the ballroom for a glass or two of England’s finest sparkling “Chapel Down” (if we did not know better one might call it Champagne!), a lively refreshing mousse, good depth, crisp fruit with ripe red apples, peach and light tropical fruit aromas.

**The “Brews, Bubbles and Bites” is kindly sponsored by**



5.45  
p.m.

**London Red Route Master Bus departure** from The Grosvenor Square Marriott Hotel to Gala venue. Minimum 20-minute transfer time.

**Transport kindly sponsored by**



Second and third bus to depart at 6.00 pm

6:30 -  
10.15  
p.m.

**The Gala Evening at The Tower of London**

Open to all SIOR and IAMC registered members and guests. Join us for a party you don't want to miss!

SIOR are very pleased to invite you to Her Majesty’s Tower of London, one of England’s historic Royal Palaces for a gala cocktail reception including an inspection of the Crown Jewels!

**The evening’s bar is kindly sponsored by**



Music will be provided by the **George Philips Jazz Trio**, a group of young musicians centred around the sax talents of George Philips, who performs alongside a bass and keyboard. Dressed in slick black from head to toe, they bring an ambiance of cool sophistication to our evening. George has worked with a wide variety of artists including Charlotte Church, McFly, Corneille, Josh Ritter, Jane McDonald, Paul Potts and Leon Jackson. They have appeared at Ronnie Scott’s, The 606 Club and on Britain’s Got Talent and Later with Jools Holland. .

Established by William Conqueror in 1066 to keep hostile Londoners at bay, the mighty Tower of London has been the scene of Britain’s most dramatic, fascinating and surprising history. On 23<sup>rd</sup> June 2016 it will play host to the first SIOR International European Conference!

Guests will arrive at the West Gate of the Tower. We will be met by a Yeoman Warder and escorted to the Jewel House for a private viewing of the spectacular Crown Jewels, revealing these priceless treasures like never before. The Crown Jewels, part of the Royal Collection and still regularly used by The Queen, include some of the most extraordinary diamonds in the world.

The King’s Great Hall on the first floor of the White Tower will be the venue for the gala evening reception – it is a truly special space and a magnificent experience at night. An added bonus in the White Tower is that guests can also view the Line of Kings, the world’s longest-running visitor attraction, featuring figures of armoured kings, displayed with life-sized carved wooden horses. The White Tower is the oldest part of the Tower, built to strike fear and submission into the unruly citizens of London



**Thursday, June 23, 2016 continued**

10:30  
p.m.-  
03.00  
a.m.

**Late Night Bar at “The Loop”**

SIOR are very pleased to invite you “The Loop” - located in-between London's famous Oxford, Regent & New Bond Streets The Loop Bar is three floors of pure partying. Join us for an after party you don't want to miss – **another free bar!** Last orders at 2.30 a.m or earlier if the cash runs out... ☺

Open to all SIOR and IAMC members and guests who have attended the Gala Evening. Delegates will be dropped off on the return journey although all the “party poopers” can stay on the bus, courtesy of Red Rock Developments, and return to the Grosvenor Square Marriott hotel.

**The Loop bar is kindly sponsored by**



**Friday, June 24, 2016**

8-9 a.m.

**Buffet Breakfast**

9:15 –  
10.30  
a.m.

**Good Morning London**

**Investor’s Panel Discussion and Q&A** sponsored by



*Moderator:* Richard Divall, Colliers International, Head of Cross Border Capital Markets, this high-level panel discussion will include panellists from the world of institutional and traditional investors working in the European market, including keynote speech on macro European offices and logistics markets.

*Panellists:* Alistair Dixon, Chairman, Azimuth Global Partners  
Alistair is Chairman and Founding Partner of Azimuth Global Partners. He has over thirty years of experience in investment banking, private equity and real estate markets. Alistair has been directly involved in transactions totalling US\$ 14 billion.

Jonathan Baines, Consultant, CORFAC – Farebrother  
With more than 35 years of experience, Jon has invested in and/or advised on more than £4bn of commercial property transactions across the UK and Europe. Jon began his career in 1981 at Healey & Baker in London, in 1989, he opened and led Cushman & Wakefield’s Spanish operation returning to London in 1995 as an Equity Partner. In 1998, Jon joined the Government of Singapore Investment Corporation as Head of European Real Estate. Since 2001, Jon has worked in niche London investment and development focusing on Central London, regional UK and European markets for Sovereign Wealth Funds, global institutions and Family Offices. Most recently he is advising Farebrother and CORFAC International on their pan European expansion.



**Friday, June 24, 2016 continued**

**Investor's Panel Discussion (continued)**

Philip La Pierre, Head of Investment Management Europe, Union Investment Real Estate  
Union Investment is a leading international property investment company specialising in open-ended real estate funds for private and institutional investors. Philip has a background as a lawyer. After several years as Investment Manager at Credit Suisse he was Head of Transactions Germany for ING Real Estate till 2009. In 2009 he started for the Union Investment Real Estate Company in Hamburg

10:45-12 noon **Closing General Session:**



**Speaker:** John "Smarty" SMART  
Program Director, Internet of Things,  
Facilities & Real Estate Offerings, IBM Analytics

**From Hype to Here, the Internet of Things is changing Everything**

This session will focus upon the challenges and opportunities related to IoT and the impact that IoT has upon the real estate market and services we deliver. We will introduce a new Cognitive IoT that enables us to learn from, and infuse intelligence into, the physical world to transform business and enhance the human experience.

Innovative organisations are putting Internet of Things to work to achieve real outcomes around boosting operating efficiencies, transforming the customer experience, and disrupting their industry. Pay attention to this Internet of Things explosion or else your company could be Uber-ized.

12 noon – 1.00 pm **Networking lunch with be served in the ballroom.**

For those participating on the optional, off-site events to King's Cross and London Gateway, please take your pack (or box) lunch with you from the designated area in the ballroom.



**Friday, June 24, 2016 continued****12.30 p.m. – 5 p.m. Concurrent Optional Event for Office Specialists: Visit and Tour of King's Cross (£)**12.30 p.m. –  
5 p.m.

Participants will leave the Grosvenor Square Marriott by coach  
Picnic box lunch to eat in the bus on the way to the optional event

Since 2001, Argent has planned, managed and delivered the regeneration of King's Cross - one of the most significant urban development projects in the UK. Argent's tagline is "People who make places for people"

King's Cross is the largest mixed use development in single ownership to be developed in central London for over 150 years. The 67 acre site has a rich history and a unique setting – and it is adjacent to the best connected transport hub in London. What is emerging here is a vibrant new city quarter of offices, homes, community facilities, schools, a world-renowned university as well as a host of shops, restaurants, bars and cultural venues.

When complete, there will be 50 new and refurbished buildings set in an exciting and inspiring network of new streets, squares, parks and public space. More than 20 historic buildings and structures are being creatively restored and given new uses – this is a big part of what makes King's Cross special and unique.

Internet giant Google UK is building its UK headquarters here in a landmark building which pushes the boundaries of sustainable workplace design. In fact, every office building at King's Cross is designed with environmental sustainability at its core. Google UK is joined by PRS for Music, BNP Paribas Real Estate and the London Borough of Camden – whose headquarter building is one of the first in London to be awarded a BREEAM "Outstanding" rating. King's Cross is firmly established as one of the most exciting and interesting locations in Central London.

**12.30 – 5 p.m. Concurrent Optional Event for Industrial Specialists: Visit and Tour of London's Gateway (£)**12.30 –  
5 p.m.

Participants will leave the Grosvenor Square Marriott by coach.

On the doorstep of London, with unrivalled deep-water access, road and rail links to the whole of the UK, London Gateway is a newly built, state-of-the-art, highly automated deep-sea container port. London Gateway is uniquely combined with Europe's largest logistics park, offering a portcentric solution that provides the ideal location, facilities, connectivity, speed, efficiency and reliability that today's shippers need for their supply chains.

In short, London Gateway provides the most efficient link between deep-sea shipping and the largest consumer markets in the UK.

As well as being on the doorstep of London and the South East, London Gateway is better placed to serve destinations much further afield, enabling shippers from across the UK to make substantial savings – by reducing delivery times, haulage costs, fuel consumption and carbon emissions. London Gateway provides excellent accessibility, with the UK's best tidal access; road connections to the North, South, East and West via an eight-lane highway; and the UK's largest port rail terminal with hi-cube access to the country's major rail hubs. More than 30% of London Gateway port traffic is expected to go by rail.

In addition, shippers will have access to London Gateway's 9 million square foot logistics park, Europe's largest consumer market and existing distribution hubs in the UK's Midlands. With brand new state-of-the-art infrastructure and equipment, London Gateway will bring greater reliability to supply chains.



**Friday, June 24, 2016 continued**

5 :00- **Independent Brokers Group Reception**  
6 :30

p.m. British GQ recently named The Punchbowl as one of the UK's best pubs and so this is where the Independent Brokers Group will be meeting for their first International reception.

<http://www.punchbowlondon.com/>

Please join the Independent Brokers Group for complementary drinks and canapes at The Punchbowl. Located just a five-minute walk from the Marriott Grosvenor the Punchbowl will be a great opportunity to wind down after the conference enjoy a few drinks and further expand your Global SIOR network.

**Sponsored by:**



Represented by  
Felix Tejada, SIOR



Represented by  
Chris Perry, SIOR



Represented by  
Matt D'Orsay, SIOR

*\*Note: Capacity is limited. Registration required.*

6:00 **Luggage Room Cocktail Bar ££**  
p.m.-  
close.

If you have been allowed out of the Tower of London after Thursday's gale evening and have since enjoyed the restaurants, bars and nightlife of London, head back into the hotel for a drink in the art-deco style Luggage Room Cocktail Bar before you head off for the weekend.

Join members and friends for drinks in The Luggage Room. Tucked away in the corner of Grosvenor Square, The Luggage Room draws on the spirit of the Roaring Twenties. It's an intimate London cocktail bar, effortlessly oozing style and decadence. Amid the fine liquor displays, handmade wine cabinets and period curiosities, you can watch cobblers create cups and punches while enjoying cocktails and conversation.

Bookings for tables in the Luggage Room can be made via their website: [www.luggageroom.co.uk](http://www.luggageroom.co.uk)

Please note that guests are recommended to book tables as it is likely to be busy and there is no standing room in the bar. Tables are kept for 15 minutes from their reservation time after which they will be given away. The bar tends to be open until around 1.00 a.m.

*\*Please note all programs and events are subject to change*

