

THE ADVISOR

EDITION N° 6, JUNE 2022



EUROPEAN REGIONAL
CHAPTER

PRESIDENT'S LETTER

Since our February newsletter was issued none of us could have imagined how the geopolitical landscape would change following the unprovoked Russian invasion and consequent war in Ukraine. Whilst primarily our thoughts, prayers and support are with the innocent people of Ukraine. Across the world we are all having to deal with the inevitable fallout from the war: a fast-moving refugee crisis, energy and food supply shortages, inflation and the consequent adjustment of central bank interest rate and quantitative easing adjustments. Set against a coming together of the Western World, through organisations such as NATO and combined relief provided by various charities.

I am heartened how across Europe and indeed globally SIOR members have risen to the challenges presented by the above. Be that through the provision of direct assistance to refugees or through providing financial support to various charity organisation appeals.

In our February newsletter I set out our key strategy and objectives for 2022. I am pleased to report that, despite all the challenges, our team has been particularly active supporting our clients and customers both within Europe and indeed representing SIOR Europe in the USA. Examples of our busy agenda are presented elsewhere in this Newsletter.



Our key focus though has been to ensure that our International European conference to be held in Dublin in July is a success. Once again, our team supported by our sponsors has risen to the challenge. We are looking forward to an action-packed week of educational, networking and social activities. We have a few remaining places so click on this link if you have not already registered and check out the agenda.

Hoping to see you all in Dublin.



Best regards,
Paul Danks, FRICS, SIOR.



The logo for TSL (Turner Smith & Lee) features a stylized graphic of overlapping triangles in blue, green, and white, followed by the acronym "TSL" in a large, bold, white sans-serif font.

Delivering Outstanding Construction Projects Throughout the UK, Europe and USA

3RD SIOR INTERNATIONAL EUROPEAN CONFERENCE, DUBLIN, JULY 2022

At the time of going to press, we are less than four weeks away from the 3rd SIOR International European Conference to be held in Dublin, Ireland from Wednesday, 13th to Friday 15th July 2022.

If you have not yet registered for the conference, time is of the essence. Almost all of the optional events – be it cycling, golf, whiskey tasting or visiting Microsoft's European Headquarters – are sold out, and there are only a very few dinner places left at the Gala Evening in Christchurch Cathedral, sponsored by TSL.

Herewith is the full agenda of the five days in Ireland, including two days of funding raising for Ukraine. Don't miss out – REGISTER NOW at www.sioreurope.com/dublin

DATE	TIME	EVENT
11th July - 12th July 2022	07:00 - 18:00	SIORide for SIOR Foundation Ukrainian Appeal, Dublin to Kilkenny (and back)
11th July - 12th July 2022	09:00 - 18:00	Sight seeing trip for SIORide
12th July 2022	12:00 - 20:00	SIORyder Cuip Match for SIOR Foundation
13th July 2022	09:00 - 12:30	Dublin Port Harbour Tour
	09:30 - 13:30	Site Visit of Microsoft's campus in Dublin
	14:00 - 17:00	Teeling Whiskey Distillery & Guinness Storehouse Tour
	17:30 - 19:30	Meet & Greet, sponsored by the Society of Chartered Surveyors Ireland
	20:00 - 22:30	IBG Dinner Party
14th July 2022	09:15 - 10:45	Opening General Session, Navigating an Uncertain World, sponsored by the SIOR Foundation
	10:45 - 11:00	Networking Break with Global Connections
	11:00 - 12:45	Interactive Panel – Opportunities in a World of Risk, moderated by Paul McNeive
	12:45 - 13:30	Networking Lunch with Global Connections
	13:30 - 14:45	Keynote - Virtual Real Estate and entering the Metaverse, sponsored by Addleshaw Goddard
	15:15 - 16:30	Interactive Panel – The Future of the Workplace
	15:30 - 17:00	Hot Topics Roundtable Meet-Ups - Drinks Reception & Prize Raffle
	19:30 - 23:00	Gala Evening sponsored by TSL, to be held at Christchurch Cathedral
	23:00 - 01:30	Late Night After-Gala Party, sponsored by Carter Jonas
15th July 2022	09:30 - 10:30	Friday morning Keynote - Small Steps To Success, sponsored by REDI Cincinnati
	10:45 - 12:00	Closing General Session - There is no Planet B... sponsored by CoStar
	13:00 - 18:00	Powerscourt House & Gardens Tour
	13:30 - 16:30	U2 Walking Tour & Musical Pub Crawl

NEW MEMBERS

We have the pleasure in announcing the following new designee and affiliate members of SIOR and welcome them into the European Chapter.



Martin Greiner - Industrial & Office Specialist, Switzerland.

Dr. Martin Greiner is Head of Investment Advisory and Deputy CEO at SPGI Zurich in Switzerland, responsible for CRE transactions and consulting. Previously, he was buy-side manager for an investment foundation in Zurich, after twelve years in Berlin with different specialist and director positions in valuations and advisory at global CRE services firms. Martin is Fellow of the Royal Institution of Chartered Surveyors (FRICS) as well as CFA Charterholder. He lectures at Technical University of Berlin and Lucerne University on international real estate markets and valuation methods.



Solly Gubbay - Industrial Specialist, France.

Solly Gubbay is founder and managing partner of Solly Gubbay Consultants (SGC) specialising in investment transactions, tenant representation and asset management. Prior to SGC, Solly was Director of the Investment department at BNP Paribas Real Estate in Paris for several years. Throughout his career, Solly has advised on billions of Euros of capital market transactions in every asset class and on over 200 000 m² of commercial space for tenants in the French market. Solly holds a BSc (Econ) from the London School of Economics and is a Chartered Surveyor regularly sitting on candidate juries as an assessor.



Catherine Leheureux - Office Specialist, Belgium.

Strong of nearly 15 years' experience as real estate actor, Catherine joined Ceusters in 2020 (having worked at BNP Paribas Real Estate for over 14 years) in order to develop the Brussels office market. Ceusters is a well-known Belgian company active in the real estate sector since 1943 and was eager to reinforce its presence in Brussels. The result is an efficient, transparent and trustful relationship between clients, Ceusters and its team.



Hans Van Luijken - Primary Delegate, Affiliate Member, Flexiparks, Austria.

Hans A. van Luijken is co-owner of Flexiparks Group with Sebastian Scheufele SIOR. Flexiparks is a niche developer of small business units in Austria and has started development of their first project in Vienna and are working on further expansion in Austria and in the coming years in Germany.

During the last 20 years Hans has built warehouse and distribution centres in Central Europe (Poland, the Czech Republic, Hungary, Slovakia and Ukraine) and has, as managing partner, built up the Central European activities of Prologis, Parkridge and Mountpark. Hans was instrumental in the development of 27 logistics parks within the region with a total of more than 2 million sq m of warehousing and logistics space and the purchase of strategic land for the development of a further 3 million sq m across the region.

His areas of activity included land acquisitions, planning, construction, leasing and asset management for the portfolios he has created during his career. Hans holds a MSc in Real Estate from the University of Amsterdam and is a Chartered Surveyor and a Certified Commercial Investment Member (CCIM).



Petr Narwa - Office Specialist, Czech Republic.

Petr has vast experience in commercial real estate comprising various real estate companies and takes care of high-end transaction management for both sales and leasing. His main specialisation is corporate advisory for both tenants and end-users in the industrial and office segment, however, his experience also covers investment transactions (property sales/disposals, sale & leaseback, built-to-own projects structuring). Petr is a certified valuer.



Luke Wild - Office Specialist, Great Britain.

Luke specialises in advising corporate office occupiers throughout Central London. His career has spanned both niche practice in the City of London and large firm in the West End, with transactions of up to 10,000 sq m, and clients including blue chip companies and government bodies such as Sony, The Hitachi Group, Warner Bros, The United Nations and The National Crime Agency, as well as educational bodies, charities and SME's across all sectors.

Luke is now a Partner at Mallam Property Advisors. He excels in advising on all aspects of the rapidly evolving London office market and extracting maximum value out of real estate transactions on behalf of his clients.



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Dublin

3RD SIOR INTERNATIONAL
EUROPEAN CONFERENCE

13TH - 15TH JULY 2022

OPTIONAL SOCIAL EVENTS

ALL OPTIONAL EVENTS ARE OPEN TO ALL CONFERENCE ATTENDEES, GUESTS, AND FRIENDS.

MONDAY, 11 JULY - TUESDAY, 12 JULY



SIORide – A two-day bike ride from Dublin to Kilkenny and back. Those non-riders wishing to sight-see are welcome to join the support team. Ride supports the SIOR Foundation.

TUESDAY, 12 JULY

SIORyder Cup Golf Tournament – Full day event at the Championship East Course of the Powerscourt Golf Club. Tournament supports the SIOR Foundation.



SATURDAY, 16 JULY - THURSDAY, 21 JULY



Optional tour: Castles, pubs and golf – A luxurious trip around the Emerald Isle including a stay at Adare Manor Castle Hotel.

Availability is limited.

A WARM
WELCOME
AWAITS
YOU IN
IRELAND
NEXT
SUMMER!

Learn about the opportunities that await you in markets across the globe and make those critical connections to expand your business around the world. SIOR's International European Conference combines the benefits of engaging with fellow SIORs, industry professionals, and sponsors with a robust educational program and lively social events.

- Tours of Dublin Port and Microsoft's HQ.
- The Teeling Whiskey Distillery & Guinness Storehouse.
- Powerscourt House & Gardens.
- U2 Walking Tour & Musical Pub Crawl.
- Sponsored "Meet & Greet" and dine-around.
- Gala evening at Christchurch Cathedral.

REGISTER NOW
WWW.SIOREUROPE.COM/DUBLIN

PLATINUM SPONSOR



GOLD & GALA SPONSOR



MIND YOUR OWN BUSINESS in Amsterdam, September 2022



WHAT IS MIND YOUR OWN BUSINESS?

MYOB is a one-day conference open to all SIOR members. It is an event focused on business generation, sharing connections, opportunities and best practice. We welcome between 20-30 members at each meeting.

As a group of like-minded, best-in-class consultants, we benefit from each other's expertise across the globe in the office and industrial market. This is our platform to optimise that benefit and do more business together as a group, which is one of the foundations of SIOR membership.

We incorporate a site tour where we can learn and see best practice in action. We finish the day with networking, which is opened out to industry professionals considering joining the SIOR network.

Your checklist for the next event:

This is a conference that demands active participation and interaction – we call on everyone for their contribution to ensure that we all get the most out of our day together.

Before:

- Take some time to review your existing work, pipeline and opportunities on the horizon
- Research the list of members attending
- Identify where working alongside a fellow member would benefit you; identify members who are well placed to help

- Make a note of members working on projects that interest you, where you could add value
- Come prepared to share your black book: consider clients and contacts that might be useful to others attending

During:

- Actively participate and engage in the event – we want lots of discussion and dialogue
- Share live business opportunities
- Talk about future opportunities
- Provide introductions to your network, and others will do the same
- Make a note of any actions you've agreed

Afterwards:

- Keep us posted on the progress of any opportunities
- We're keen to hear your success stories, where you've pitched or worked with members on projects so we can track outcomes and value added

Together we realise the potential of our individual businesses as well as our SIOR membership.

**SEE YOU IN AMSTERDAM ON
WEDNESDAY 14TH AND THURSDAY 15TH SEPTEMBER.**

NEWS IN BRIEF

SIOR IS ATTENDING...

2022 CORENET GLOBAL SUMMIT EMEA



13th – 15th September 2022,
Amsterdam.

Since March of 2020, when the COVID-19 pandemic first hit globally, comfort zones, our understanding of the world, how we live in it, how we work in it, and how we do business, have all been pulled apart. But now it's time to put it back together.

SIOR is a Ruby Sponsor at the CoreNet Global Summit. If you are attending please inform us!

Contact events@sioreurope.com for more details.

EXPO REAL 22



4th – 6th October 2022,
Munich.

SIOR is again participating as a joint exhibitor on the International Investors Lounge stand.

SIOR members will be eligible for a reduced-price entry (subject to payment in advance).

Keep an eye on your inbox for further details nearer the time, including a members & recruitment dinner in the presence of SIOR CEO, Robert Thornburgh SIOR FRICS.

SIOR CREATE 360



Thursday 20th – Saturday 22nd October 2022, Dallas, Texas.

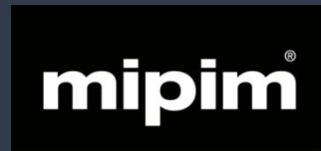
Where Ideas Become Opportunities

When you connect with other top commercial real estate professionals from around the world, you create greater possibilities—possibilities that advance your business goals. CREATE 360 brings leaders from every facet of industrial and office commercial real estate and across the globe together to share tactical knowledge, hear different perspectives on emerging market trends and form strong relationships that facilitate business deals.

Did you know that as an International member of SIOR your first conference is free of charge?

Find out more and register online
<https://sior.com/SIORconferences/create-360/registration>

MIPIM 2023



Tues 14th – Fri 17th March 2023

Join the world's leading real estate event!

Meet the most influential players of the international real estate industry in four days.

SIOR's global leadership will be in strong attendance and members will be able to benefit from our stand P-1.J50

Substantial discounts are available for SIOR members **providing registration occurs before 31st December 2022**.

Contact events@sioreurope.com for the latest information.

UPCOMING EVENTS

3RD SIOR INTERNATIONAL EUROPEAN CONFERENCE DUBLIN, JULY 2022



Monday 11th to Friday 15th July 2022

It's been nearly four years in the making, and you've read all about it elsewhere in this newsletter. We're weeks away from our third conference. You will be sure to enjoy the craic

Be sure to register now at www.sioreurope.com/dublin

Thursday 21st July, 17:00 BST, 18:00 CEST

(and every third Thursday of the month)

Monthly virtual networking & drinks via Zoom. Registration is not required

MIND YOUR OWN BUSINESS CHAPTER EVENT



Wednesday 14th September (evening) and Thursday, 15th September 2022

Mind Your Own Business! Continuing our theme of business development for our members, join members and privileged guests in Amsterdam, Holland for a day of thought leadership, business generation and best practice.

An evening cocktail reception and dinner at a funky bar/restaurant is planned for the Wednesday evening.

Details in due course, check out the website at www.sioreurope.com/upcoming-events

WIN WINE



If you are reading this and have not entered your 2021 transaction deals before the 30th June Chapter deadline, shame on you!

It only takes a few minutes to complete the information online.

Go to [sior.com / Transactions & Data / Submit Transaction](http://sior.com/Transactions & Data / Submit Transaction)

The winner will be announced during the conference in Dublin and the winner welcomed on-stage.

PRE-CHRISTMAS CHAPTER LUNCH



Thursday, 1st December 2022

Join Chapter members and special guests in London for our annual pre-Christmas site visit and luncheon with guest speaker.

The venue is the prestigious "In and Out" a private members club located in St James's Square.

Details in due course at www.sioreurope.com/upcoming-events



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SIOR EUROPE'S EXECUTIVE COMMITTEE

The Chapter's AGM in January 2022 witnessed the election of a president, vice-president, treasurer and secretary for a two-year commitment from October 2022.

They will become the new Executive Committee of the European Chapter. Congratulations to all.

- Andrew Smith, SIOR FRICS was elected uncontested as Chapter President for the period from October 2022 to September 2024.
- Iain Finnegan SIOR FRICS was elected as Chapter Vice-President for the period from October 2022 to September 2024.
- Michael Pain SIOR MRICS was elected uncontested as Chapter Secretary for the period from October 2022 to September 2024.
- Nicola Mottershaw SIOR FRICS was elected uncontested as Chapter Treasurer for the period from October 2022 to September 2024.

CHAPTER LEADERSHIP

President

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Director, Administrator

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