

THE ADVISIOR

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PRESIDENT'S LETTER

Since our last newsletter, we have had an eventful few months. After a long hiatus, it was a pleasure seeing so many familiar and new faces at our third international conference in Dublin in July. This successful event hosted members from across Europe and further afield. In total, more than 330 representatives from 19 countries took the opportunity to network, learn, share best practices, and do business over the course of three days.



As I pick up the reins from Paul Danks, I am pleased to have an opportunity to thank him for all he has done for our association. Paul served as President over a very challenging period. He responded to pressures, working tirelessly to keep things moving and strengthen connections. Under his guidance, our network is stronger than ever, and we have all benefitted from being part of this robust community. Thankfully, we will retain Paul's valuable experience as an SIOR leader and, of course, as Immediate Past President, as he has taken a role on our global board, now representing "International".

We also had the SIOR Global CREate 360 conference in Dallas at which there was a strong European attendance - a popular location in the US with over 1,000 attendees and some great speakers, including a past US Ambassador to Russia, Michael McFaul.

The climate in Europe remains a little fragile, we seem to jump from one crisis to another with energy challenges, inflation and changes in some governments. A crisis also represents an opportunity and as SIOs we are placed to read the market and support clients.

We are thankful as always to our sponsors who help support the Chapter. We enter 2023 with a different set of circumstances but with a revised five-year growth plan in place. Certainly, my aims are that we continue to reach further into Europe and certainly in some of our markets where we have limited or no representation to continue to expand the network. Our full programme of industry events will hopefully go ahead unhindered by a pandemic. Certainly, our two main events of the year in terms of Mind Your Own Business in April (Berlin) and September (Milan) become key for participation and cross selling opportunities.

I look forward to continuing the journey of growing on the Chapter's success and hopefully we will see you in London for our Christmas lunch on the 8th December.



Best regards,
Andrew Smith , FRICS, SIOR.

WHAT A CRAIC! READ ALL ABOUT THE 3RD SIOR INTERNATIONAL EUROPEAN CONFERENCE, DUBLIN, JULY 2022

The SIOR International European Conference took place from 13-15 July 2022, with over 340 delegates and guests from across Europe, the Middle-East, Asia the US and Canada. A long awaited, in-person conference, it was productive, collaborative, sociable and a lot of fun.

Here's a round-up of the event: For the full gallery of photos from the conference, visit sioreurope.com/Dublin/gallery

DAY ONE

Whenever we host a conference, we like to immerse ourselves in the host city and so we did the same this time in Dublin, especially on day one.

The day started with a Dublin Port tour – an educational industrial tour of the port and harbour.

Then it was time to visit the Microsoft Campus in Leopardstown, Dublin – home to 2,000 individuals spanning 71 different nationalities. This inspirational visit looked at how the premises empowers everyone within the organisation individually and collectively to drive the business forward.

Guinness Storehouse Tour and Teeling Whiskey Distillery were next – Ireland's number one tourist attraction and a must in our programme!

Last but not least, the Meet and Greet – the first key networking event of the conference, sponsored by the Society of Chartered Surveyors Ireland at the Conrad Hilton Hotel, the conference venue. This was the precursor to other events the same night, including the IBG dinner which attracted 100 guests and the TSL leadership dinner, another exceptional, well-attended event.



DAY TWO

David McWilliams, economist, broadcaster and author, was our first keynote speaker. He talked about rising inflation, the economic landscape and how we need to evolve. In our response to the current market, he celebrated different perspectives and ideas and warned against 'group think', where we surround ourselves with people who think like we do.

Next up was an interactive panel moderated by Paul McNeive and alongside David McWilliams, included panellists, Jackie Wild CEO of TSL Ltd and CEO of SmartParc & Kevin Nowlan, CEO of Hibernia REIT plc that looked at Opportunities in a World of Risk. Panellists spoke of acknowledging dramatic events and responding quickly to turn them into opportunities. There is the obvious need to address climate change, but key to this will be actions to ensure global food security & production, which is currently hugely inefficient and needs much better property solutions. The critical role of technology and data was also a key point raised as was the revolution that will come with taxonomy and our need to evolve our planning system and how we build as a result.

James R. Scott, Director of the MIT CRE Real Estate Technology guided us through the metaverse, which he termed the next iteration of the internet. He stressed that real and virtual worlds co-exist rather than being independent of each other. And that we need to seriously consider the digital rights of owners and tenants in leasing contracts.

Then, another panel discussion, moderated by Paul Danks, President of SIOR Europe and including panellists James R. Scott, Claire Penny, Director of Global Partnerships at Invicara



and Katie Whipp, Head of Deepki UK & Ireland this time on the Future of the Workplace. The three-day week in the office is here to stay, so we need to consider how we repurpose our empty office buildings to provide much-needed homes and bring life back into our cities. Plus, to make our workplaces and indeed all types of buildings more sustainable, we need accessible, centralised data to improve performance.

The last educational event of the day was a series of round table discussions focused on the logistics and office sectors, as well as the European property market, diversity and inclusion and attracting the next generation of real estate professionals.

We rounded off the day with a spectacular gala reception and dinner at Christchurch Cathedral, lit with candles and a light show, a choir and music from the amazing Irish singer Tommy Fleming.

DAY THREE

We started with Paul McNeive, motivational speaker and business development expert, who urged us to visualise our goals and take small steps, every day, to reach them.

And finally, Mike Berners-Lee, sustainability expert at Small World Consulting gave a talk called 'There is no Planet B'. He talked about the need to look at climate change holistically and tackle everything together, not one issue at a time. Humans use 59 kWh per person per day and a lot of this comes from our built environment, so our sector has a key role to play.

The three-day conference programme was the main event but pre-conference, we hosted a 245 kilometre cycle ride from Dublin to Kilkenny (and back) and a SIOR Europe "Ryder Cup" which together raised circa €40,000 which will go to the Ukraine Appeal and the SIOR Foundation, to support young people from the Ukraine interested in a career in the property sector. Overall, a brilliant SIOR International European Conference once again.

That's a wrap!



NEW MEMBERS

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



Bas Alink - Industrial & Office Specialist, Netherlands.

Bas is one of the founders of NAI Netherlands which is a member of NAI Global with well over 5,100 brokers worldwide and hundreds of offices across dozens of countries. Within NAI Netherlands, Bas is responsible for its national and international clients. He is very experienced with tenant representation and leasing throughout the country and advises private and institutional investors on real estate investments and sales.

NEW MEMBERS (continued)



Kevin Hogg - Company Affiliate, Impact Digital Marketing Agency.

Kevin Hogg is the MD of Impact Digital Marketing Agency - a full service creative design agency. Kevin is a "hands on" creative, managing a team of highly skilled designers, copywriters, web designers and photographers in the UK, Europe and Asia. We have worked with a number of SIOR members in the UK for many years producing marketing materials for the disposal of commercial property as well as websites for the National Grid Property Portfolio, Severn Trent Property and SGN Property. We have also built and manage several agent websites.

We have worked directly for SIOR Europe since 2016, producing the James Bond Film - London 2016, The Chopin Film - Warsaw 2018 and the "You Too" films for Dublin 2022. We also built and help maintain the SIOR Europe website and some of the marketing material.



Lucas Mouradian - Office Specialist, France.

At 26 years-old, Lucas has become one of the youngest SIOR designees.

After a recent experience at CBRE Capital Markets in the Investment Properties department, where he achieved a personal track record of more than €1bn of closed deals, he joined his family business INVENTIS CAPITAL in September 2022. INVENTIS CAPITAL is a real estate consulting firm advising owners and investors (both institutional and HNI) on their real estate acquisitions and disposals in France and other countries in Western Europe. The company also invests on its own behalf with the help of its banking partners, with a value add approach and a focus on the Paris Region.

Lucas is also responsible for the real estate division of LILI MARGO SAS, a French natural skin care implanted in 17 countries worldwide. Lucas previously worked at AXA Banque in real estate financing and in the investment team at BNP Paribas REIM. He has two master degrees: one in Corporate Finance from Paris School of Business, and the other in Real Estate Strategy from «Université Paris 1 Panthéon Sorbonne». He also holds a BA in Business Management from Westminster University.



Matt Swash - Office Specialist, England.

Matt is a Senior Director and Owner of NAI UK having previously been Head of JLL's South East Tenant Representation team in the UK.

At NAI UK, Matt specialises in delivering office and laboratory projects across London and the South East. Matt also has extensive experience in global transaction management and more traditional real estate consulting, having worked on JLL's Chicago International Desk in 2017.

Matt is a Member of the Royal Institution of Chartered Surveyors (MRICS) and recently advised HM Government on a 'top 5' UK transaction from the past decade; a 330,000 sq ft office pre-let in Greater



Armin Voellnagel - Office Specialist, Germany.

Armin is a partner at Blackbird Real Estate GmbH, Königstein since 2013 and responsible for the nationwide brokerage of commercial real estate. He advises wealthy families, professional private investors and institutional investors on real estate purchases & sales and advises as well as on strategic real estate decisions. The focus is on the office and logistics asset classes, but he has also experience in brokering light industrial, hotel & residential buildings. Armin is a professional member of the RICS since 2018.

GET ENGAGED WITH YOUR SIOR EUROPEAN CHAPTER: Diversity & Inclusion and Next Generation!

As the new Executive Committee take over the Chapter reins, we are pleased to announce two changes in the Chapter's sub-committees.

DIVERSITY & INCLUSION

Renata Osiecka, assisted by Joanna Kowalewska, have been taking the Chapter's Diversity and Inclusion committee from strength to strength. During their chairmanship they developed an action plan with a number of goals and directives on how to go about it:

GOALS:

- Positioning SIOR European Chapter in line with diversity, equity and inclusion in commercial real estate
- Increase number of women joining SIOR ERC
- Develop a pro-active relationship with SIOR HQ to share same values/ initiatives/ materials in D&I aspect
- Grow cooperation between members in Europe
- Prepare webinars
- Include side sessions of D&I discussions during the SIOR Europe events and conferences

HOW:

- Promote SIOR as a dynamic organisation and develop brand awareness across Europe – cooperation with SIOR marketing & PR team, and with SIOR HQ/USA
- Form Alliances with other organisations that support the achievement of our goal, like CREW, RICS, PwC
- Form cooperation with SIOR ERC Young Professionals and with SIOR Students Foundation

The D&I committee organised and participated at several webinars all of which are available on the SIOR Europe YouTube channel. Contact admin@sioreurope.com if you would like the links to view. SIOR collaborated with CREW, Commercial Real Estate for Women, at a number of events.

The topics included Driving Diversity Through Adversity (in cooperation and sponsored by Gerald Eve); Young Voices In Real Estate, ESG Climate Change And Sustainability In Commercial Real Estate and Celebrating International Women's Day.



As of November, one of our newest members, Maja Lavric, assisted by Masa Zlajpah, both of RE Consult (Slovenia) have taken on the challenge of chairing the D&I committee.

They are keen to appoint some additional members to the sub-committee – please email admin@sioreurope.com or contact Maja directly at maja.lavric@reconsult.si



NEXT GENERATION

Usually referred to as the "Young Professionals" at SIOR HQ, we've decided to revamp our YP committee under the "Next Generation" and we are very pleased to announce that the Executive Committee has appointed Anders Horwood SIOR Member Associate MRICS as the new chairman. Anders is also keen to appoint some members to his sub-committee – so if you are under 45 years old and keen to be seen as part of the "Next Generation" please email admin@sioreurope.com or contact Anders directly at anders.horwood@carterjonas.co.uk

EVENTS IN 2022

SIOR Global at CoreNet Global Real Estate Summit, Amsterdam, September 2022



Mind Your Own Business, the Chapter's latest business generation event in Amsterdam, September 2022



Robert Thornburgh SIOR CEO attended Expo Real, Munich with members from across Europe & Asia. SIOR Global was co-exhibitor at the International Investor's Lounge. Members, sponsors and prospects enjoyed a dinner together; a members-only dinner was sponsored by Blackbird Real Estate GmbH.



NEWS IN BRIEF

SIOR IS ATTENDING...

PAI [Property Agents Independent] AGM & Cocktail Party



16th November 2022, London.

SIOR Europe Chapter leadership have been invited to attend PAI's event, to be held at the Royal Institute of British Architects.

Property Agents Independent comprises 31 real estate organisations and businesses and is the UK's largest connected network across Scotland, England, Northern Ireland and Wales.

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.

The MIPIM Pass for our members is €650!

Contact events@sioreurope.com for the latest information.

UPCOMING EVENTS

PRE-CHRISTMAS CHAPTER LUNCH (AND VISIT OF CHURCHILL WAR ROOMS)



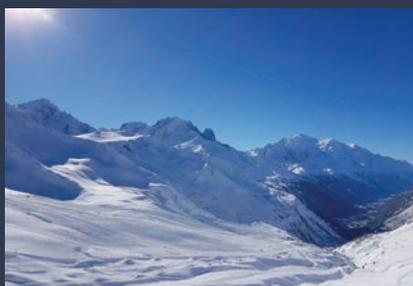
Thursday, 8th December 2022

Join Chapter members and special guests in London for our annual pre-Christmas visit and luncheon with guest speaker, Bill Blain, author of "The Morning Porridge". The lunch venue is the prestigious "In and Out" a private members club located in St James's Square.

Book your place now at www.sioreurope.com/upcoming-events

INAUGURAL SKI TRIP

Photo credit: OT Chamonix Mont-Blanc



26th – 29th January 2023

This is a SIOR Europe Networking event where members, guests and family are welcome.

The venue is Chamonix Mont-Blanc, France, the capital of skiing and mountaineering. Rooms are still available in the Pointe Isabelle Hotel – contact events@sioreurope.com for further details

Thursday 17th November,
17:00 GMT, 18:00 CET

(and every third Thursday of the month)

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

[Link for Zoom meeting](#)

WIN WINE



If you are reading this and have not entered your **2022 transaction deals** please do so before 31st January 2023.

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

Go to sior.com / Transactions & Data / Submit Transaction

Deals do NOT have to be with another SIOR. Enter all your deals!

The winner will be announced at a future Chapter event in the New Year.

SAVE THE DATES in 2023

30 th – 31 st March	Mind Your Own Business Chapter event in Berlin, Germany
26 th – 29 th April	SIOR Global Spring Conference, Montréal, Quebec, Canada
25 th – 26 th May	Chapter event with an emphasis on diversity, inclusion and emerging leaders.

For the latest information on SIOR events, please refer to www.sioreurope.com/upcoming-events



SIOR®

EUROPEAN REGIONAL
CHAPTER

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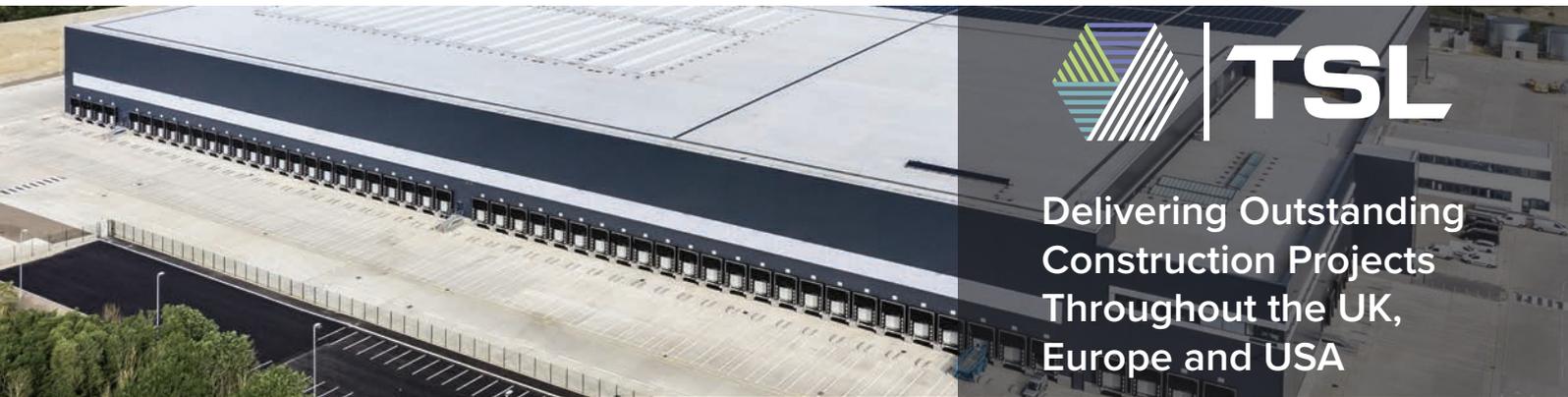
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Diversity & Inclusion

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Delivering Outstanding
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