

THE ADVISIOR

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SIOR®

EUROPEAN REGIONAL
CHAPTER

PRESIDENT'S LETTER

Dear colleagues,

I am delighted and deeply honoured to have been elected as the President of SIOR Europe, and I extend my sincerest gratitude for your support.

The past year has been incredibly eventful for SIOR Europe. We organized the highly successful Mind Your Own Business (MYOB) event in London in April, which focused on the intricacies of industrial open storage in collaboration with ANCOR. Additionally, we had a captivating session with pricing expert David Abbott. Our Next Gen session was enlightening as we explored the differences and shared valuable insights. On the second day, we had the pleasure of revisiting Battersea Power Station and witnessed its remarkable transformation since our last visit in 2017. This was followed by a Prospects and Sponsors Lunch hosted by SIOR Global at the prestigious Ivy Restaurant in London. We've included a selection of photos from all our events through 2024 at the end of this newsletter.

In May we headed to Amelia Island, Florida for the SIOR Global Spring Event, the second largest ever held. One key takeaway was that the headwinds in CRE are global. However, there is a glimmer of optimism that market conditions have improved in the last quarter of 2024 and will do so further into 2025. During this challenging and complex period, our clients rely on the expertise and guidance of real estate brokers, and there is no better source of advice than SIOR members. We are uniquely positioned to assist our clients in navigating this difficult market and maximizing any opportunities that may arise.

It was on Amelia Island that I officially assumed the role of President of the SIOR European Chapter for a two-year term. I would like to express my gratitude to my predecessor, Andy Smith, for his outstanding leadership over the past couple of years. I would also like to thank Matthew Leguen de Lacroix SIOR FRICS for his invaluable input and continued support. Special thanks go to our wonderful Director of Operations, Liana Toumazou, and particularly our Chapter Secretary, Michael Pain SIOR MRICS, and Treasurer, Nicola Mottershaw SIOR MRICS, who are the unsung heroes and the engine room behind SIOR Europe. I would also like to extend my thanks to all the Chairpersons of the various subcommittees for their vital contributions to the Chapter.

Throughout my presidency, my aim is to build upon the excellent work of my predecessors and foster the growth of the European Chapter with a focus on quality and expanding our coverage in

CHAPTER LEADERSHIP

President

Iain Finnegan
SIOR FSCSI FRICS
Finnegan Menton
Tel: +353 86 257 8384

Vice President

Tobias Schultheiß
SIOR FRICS,
Blackbird Real Estate GmbH
Tel: +49 172 656 45 37

Treasurer

Nicola Mottershaw
SIOR
Vail Williams
Tel: +44 7774 279 678

Secretary

Michael Pain
SIOR MRICS
Carter Jonas
Tel: +44 20 7016 0722

SIOR Global Team

Matthew Leguen de Lacroix
SIOR FRICS
Head of Business Development,
EMEA
Tel: +41 78 665 3081

Director of Operations

Liana Toumazou
SIOR Europe
liana@sioreurope.com
Tel: +357 99 540882

COMMITTEE CHAIRS

Admissions

Charles Tatham
SIOR MRICS,
Tatham Property Solutions
Tel: +33 6 09 53 83 54

Raffaella Cassese
SIOR

Target RE
Tel: +39 347 59 44 395

Sponsorship Chair

Tobias Schultheiß
SIOR FRICS,
Blackbird Real Estate GmbH
Tel: +49 172 656 45 37

Retention Chair

Christophe Wuyts
SIOR MRICS
Ceusters
Tel: +32 478 65 77 83

Immediate Past-President, Nominations Chair

Andrew M Smith
MBA SIOR FRICS
Carter Jonas
Tel: +44 7919 326 085

Next Generation

Tyler Michael Carl Smith MSc
SIOR Member Associate
Carter Jonas
Tel: +44 7836 246 049

Marketing & PR Chair

Represented by the Executive
Committee

Diversity & Inclusion

Maja Lavrič
MSc SIOR
Reconsult & Partners,
Tel: +386 41 335 935

Business Development

James Mulhall
SIOR MSCSI MRICS
Murphy Mulhall
Tel: +353 1 531 1040



PRESIDENT'S LETTER (CONTINUED)

underserved markets. Furthermore, I am committed to promoting diversity and inclusion, particularly by engaging the Next Gen in a meaningful way and supporting their journey towards membership as their careers progress. We have already made significant strides in this area, with nine real estate/investment students joining us at the Berlin Conference through full scholarships or partial contributions and support from the Chapter and the SIOR Foundation.

Following the success of the SIOR International Conference in Berlin, our attention is now focused on the next SIOR International to be held in Lisbon, Portugal in June 2026. It will be another exceptional event. As you may have seen elsewhere, we are forming a 'conference committee' and to this end, if you would like to volunteer, please contact Liana or Matthew. We are forming both sponsorship and programmes/education sub-committees and need contributors to both.

In conclusion, I am thrilled to collaborate closely with my friend and colleague Tobias Schultheiß, the Vice President of SIOR Europe. Together, we will strive to provide exemplary leadership. I will continue to showcase the accomplishments of SIOR European members on the global stage, approaching this task with enthusiasm, passion, and a touch of good humour. Once again, I express my heartfelt appreciation for your unwavering support, and I eagerly anticipate the opportunity to connect with as many of you as possible at our business and networking events throughout 2025, starting with the Chapter's ski weekend in Chamonix Mont-Blanc, France.

Merry Christmas and all the best for the New Year.



Best regards,

Iain Finnegan, SIOR, FRICS, FSCSI.

SIOR Europe Chapter President

4TH SIOR INTERNATIONAL CONFERENCE, BERLIN GERMANY

In partnership with SIOR Global, the conference was a resounding success! Held in Berlin, Germany at the Intercontinental Hotel, from 17th - 19th July 2024, pre-conference events included cycling (raising over €13,300 for the SIOR Foundation) and tennis. There followed three days of education, networking and entertainment, including keynote speakers, Mark Leonard, a geopolitical expert, and Dr. David Nott, author of the "War Doctor".

Feedback following the conference -

"It was a good broad mix of topics from real estate and non-related life issues; excellent hotel, good location and really good room area that it was hosted and very convenient, easy to use app and a nice broadly fresh spread of events." [General comment]

"Far and away the most inspiring and considerate speaker I can remember at an SIOR or any other conference. While it is difficult to take it all in, I think everyone that attended will use it to find the strength or courage to step up and help humanity while recalling David's devotion and unparalleled integrity." [David Nott Keynote Speaker]

"Fascinating and harrowing story, that reinforced the importance of risk taking, having resilience, and drive" [David Nott Keynote Speaker]

"Enjoyed having panellist from different countries giving different perspectives on what is happening. Western Europe is very different from Eastern Europe and that was great to hear them talk about the differences." [Pundits discuss Property]

"Everything was done very well. The topics were relevant. The speakers were very good. The schedule was great. The roundtable was engaging. The vibe of the entire conference was energizing. It was awesome to connect with like-minded brokers from around the world. I thought it was a great venue choice. The optional tours connected us with the city of Berlin and helped foster conversations amongst the group. The entire series of events were fun and engaging." [General comment]





INTERVIEW WITH PAST PRESIDENT ANDY SMITH SIOR, FRICS

What insights did you gain during your tenure as President of SIOR Europe?'

I had good insight into how the other global chapters operated and their initiatives of attracting members, stimulating member experience and how it works in the US. Attending the chapter leadership meetings and seeing how the other chapters worked.

Can you share any captivating antidotes from your experience?'

I am always impressed by every country who hosts the Mind Your Own Business events, their passion and enthusiasm. I saw that particularly in Milan with Raffaella/ Alberto's efforts and Ljubljana by Maša and Maja - it was incredible. We started a mini-Olympic event with each host proudly showcasing the best of their City/ Country and themselves. I was very impressed by their connections and just how powerful SIOR's are at the local levels - also as you step back you see how everyone was working together and genuinely enjoying and having fun as a group.

What achievement brought you the most satisfaction?'

Just getting things moving/ done - albeit market report, tenant & investment groups and calls, the next generation evolution and work with students. These are all really good milestones to keep improving and also have the members evolving and improving.

What was the most significant challenge you encountered?'

Personally, I not very comfortable with public speaking and in all honesty had to overcome the anxiety and fear of doing that. Still anxious, but I am getting more comfortable and using the fear as an ally.

What guidance do you offer to current members?'

Just to enjoy the experience; 'what you put in is what you will get out'. Getting involved with the magazine articles/ events / committees - any contribution you can make you will find you can add value and get reward in many ways.

What are your ambitions for the chapter's future?'

Ultimately to continue to have depth across Europe with continued growth in the other large markets, France and Germany, and to see that evolve and continued growth in the youth and supporting that with member associates to bring through future leaders. We are all leaders ultimately in our businesses and in life and whilst a President just sets the altitude and direction, we are all capable of continuing and driving it, which I am sure we will do.



Andrew M Smith MBA SIOR FRICS
Immediate Past-President,
Carter Jonas

AGM UPDATE - NEW EXECUTIVE COMMITTEE FROM MAY 2024



The SIOR European Chapter held its AGM on Thursday 16th May 2024. The virtual meeting was convened by the Secretary Michael Pain and coincided with the handover to the new Executive Committee as was approved at the previous AGM in September 2023. Its tenure will last April 2026 and formally introduced:

- President: Iain Finnegan SIOR FRICS
- Vice President: Tobias Schultheiß SIOR FRICS
- Treasurer: Nicola Mottershaw SIOR MRICS
- Secretary: Michael Pain SIOR MRICS

The meeting was open to all members who registered following the Chapter's invitation. During the AGM members had the opportunity to receive reports from the outgoing President Andrew Smith and Treasurer Nicola Mottershaw as well as listen to the new President's vision and inspiration.

You may find all relevant files [here](#).



Please mark your calendars for the 2025 AGM virtual meeting which is taking place on 15th May 2025. For more information and to register visit our [website](#).

NEW MEMBERS

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

Designee Members

SIOR Designee status applies to individual professionals in the CRE space who are full time practitioners.



Geoffroy Albanel, SIOR, MRICS.

Office and Industrial Specialist, France

Geoffroy, founder and CEO of OREFA, is Senior Advisor for investors in France and Western Europe for office, industrial, retail and hospitality real estate. He also advises property developers in France. The projects he works on are mainly investments and asset sales. He has more than twenty years of experience in commercial real estate and also worked with fund and asset management and structured financing. During his career, he had the opportunity to advise property owners in their sales and acquisitions strategies for various scale operations in France and Europe. He has worked for the Credit Agricole Group and STAM Europe. Geoffroy has a Master of Finance, an EMBA from HEC Paris and is also a mediator in commercial litigations.



Christophe Audoux, SIOR, MRICS.

Industrial & Office Specialist, France

Christophe is a Chartered Surveyor and a co-partner associate of REDIA CONSEILS, based in Paris. He oversees office, industrial and retail investments & occupiers in the French market (Paris and the regions). He has more than 25 years of experience in CRE: he previously worked with Auguste-Thouard, King Sturge and JLL. He supports a large type of clients: private, foncières, French SCPI, funds, asset-managers, developers and local government. Christophe holds a Master II in Real Estate Engineering (Marne-La-Vallée University), and he is a graduate in the art market (from the Drouot auctioneering school). Since 2010 he is part of the supervisory Board of SCPI RENOVALOR 1 (Residential Assets).



Frank Bruen, SIOR, FRICS.

Industrial Specialist, Austria

Frank is a Fellow of RICS and has more than 30 years of experience in the real estate industry in Austria and Germany. He has a deep insight in the field of investments and asset management of commercial and residential property and advises clients as dedicated consultant and interim manager. Frank is the founding chair of the Austrian Real Estate Asset Management Association and heads the Vienna Research Forum, which publishes details of the Vienna office stock and the quarterly turnover as well as the logistics/industry stock and turnover within the greater Vienna area every half year.



Sophie Carliez, SIOR, MRICS.

Office Specialist, Switzerland

After more than 22 years of experience in senior positions at the world's leading commercial real estate advisory firms in French-speaking Switzerland (BNP Paribas Immobilier, Cushman & Wakefield, Deloitte and JLL), Sophie Carliez- MRICS created KREA in January 2024.

With well-known and recognized expertise in commercial real estate in French-speaking Switzerland, Sophie provides her clients with her in-depth knowledge of the commercial space market in the canton of Geneva and the needs of users. The large-scale transactions to which she has contributed throughout her career have given her access to a very large network of private and institutional owners.

With her strong roots in the local market, Sophie is surrounded by a network of legal, marketing, communication and architectural skills allowing her to meet all needs, even the most specific. Her desire is to offer her customers a personalized service based on both her expertise and knowledge of the French-speaking Swiss market, by favoring the creativity and flexibility of an independent structure entirely dedicated to her customers.





Eiliv Christensen SIOR.
Industrial & Office Specialist, Norway.

Following a long career in property management and brokerage, Eiliv founded Tiger Eiendomskompetanse AS, in 2000. He specializes in CRE sales, acquisitions, development projects, lettings, consultancy etc. on behalf of clients. The company was in the franchise associated with RE/MAX for five years before joining, at the end of 2005, a more dedicated network of business brokerage and consulting in commercial property – NAI Global. Since early 2017 Eiliv's company's trades as Tiger Property Consultants, securing investment opportunities for private investors and family offices. The offerings span a wide spectrum of options, encompassing greenfield projects as well as value-add investments, catering to a diverse range of investment preferences and strategies."



Paulo Duarte Sardinheiro, CPA, SIOR.
Industrial Specialist, Portugal.

Paulo has 20 years of professional experience, holds a master's degree in real estate management & performance (ISEG) and a major in real estate investments (ISCTE) and in 'private equity markets' (Oxford/Saïd Business School). Co-founder and managing director of Blackoak, a commercial real estate brokerage firm headquartered in Lisbon, he drives corporate and private brokerage services, advisory services, club deals structures and management.

Blackoak focuses primarily on residential developments and the dynamic hospitality sector. Furthermore, they are strong in industrial & logistics developments. They consistently leverage and deepen their expertise in identifying and securing investment opportunities for private investors and family offices. The offerings span a wide spectrum of options, encompassing greenfield projects as well as value-add investments, catering to a diverse range of investment preferences and strategies."



Marcin Kasner SIOR
Industrial Specialist, Poland

Marcin is a real estate advisor, consultant and independent developer successfully operating throughout the Polish market for the last 20 years. He specialises in identifying and procuring development sites for all property sectors with a specific focus on residential, data centre and industrial related projects. Key skills include finding optimally located sites for clients and procuring authorisations, such as planning and utility connections through to building permits. Specialist skills include negotiating best terms and conditions with public authorities. He acts for a broad range of clients including global companies requiring new build-to-suit facilities and operations. Marcin has concluded many large-scale transactions resulting in new distribution centres, production facilities and residential developments. From the development side he also offers a unique service of securing sites through his own development company on behalf of clients until all required permits to build are secured. He is keen to work with new investors and funding partners within the Polish Market. Marcin is fluent both in English and German languages.



René Klotz, SIOR, MRICS.
Industrial & Office Specialist, The Netherlands.

René has been active as an office and industrial specialist for decades. He has been self-employed for 30 years and operates in the heart of the Southern Netherlands. René is a member of RICS and a member of the Royal Dutch Cooperative Association of Real Estate Agents and Appraisers NVM U.A., where he served as the national chairman of the commercial property sector for several years. The region in which René works serves as an innovation engine for the high-tech, manufacturing, and knowledge industries. Its advantageous position between the Randstad and key European markets, as well as its central location between the ports of Antwerp and Rotterdam and Germany's Ruhr area, makes Southern Netherlands a crucial link in (inter)national trade and production chains.





Uwe Mortag SIOR.
Office Specialist, Germany

Uwe Mortag provides advisory and brokerage services, including tenant and landlord representation, acquisition and letting and as well sale and leaseback transactions. With extensive experience in commercial real estate, he leverages his expertise to understand clients' unique cultures, challenges, and goals, delivering tailored solutions that align with sound business principles. Uwe serves a diverse range of clients across commercial and industrial sectors. Based in Cologne, Uwe has a proven track record in office and logistics transactions (letting and sales) for both local and international clients. His deep understanding of commercial real estate dynamics enables him to create value and build lasting partnerships with his clients.



Stefan Weyrauch SIOR.
Industrial Specialist, Germany.

Since August 2015, Stefan has been serving as an industrial and logistics real estate agent at NAI apollo, where he began his journey and has been leading the I&L business since 2023. With a background of studying and working for two years in the USA and five years in Switzerland, he is currently based in Frankfurt, Germany.

Over the past seven years, he has successfully facilitated transactions totalling more than 3.8 million euros and completed over 100 deals. As of early 2024, Stefan became a shareholder in the company. His expertise encompasses both letting and investment for logistics and industrial sites throughout Germany.



Bartłomiej Zagrodnik, SIOR, CCIM, MRICS
Industrial & Office Specialist, Poland

Bartłomiej is the Managing Partner and founder of Walter Herz, a leading advisory company in commercial real estate. With 13 years of experience, he is valued for his extensive market knowledge, strategic vision, and ability to drive organizational growth. Under Bartłomiej's leadership, Walter Herz has evolved into a dynamic and innovative firm, consistently delivering strategic solutions to tenants, investors, and property owners across Poland. In 2016, he launched Poland's first Tenant Academy, an initiative supporting tenant education and engagement. His leadership has led to multiple industry recognitions, including CIJ Awards for the Best Advisory Agency in Poland (2022, 2023) and HOF Awards for the Best Agency in CEE Europe. A CCIM designee and member of RICS, Bartłomiej combines expertise, passion, and a focus on building long-term relationships to deliver innovative solutions in the dynamic commercial real estate market.

Member Associate

Intended for those early in their career with at least one year of experience, Member Associates benefit from professional development, early career resources, mentorship, networking with industry leaders, and opportunities to build business. We encourage Member Associates to work towards 'Designee' status.



Tyler Michael Carl Smith MSc
Member Associate, UK.

Tyler was one of the students that won a place to the SIOR International conference in Dublin, July 2022 as part of the SIOR Foundation Real Estate Experience Programme, run in partnership with the Chapter. He subsequently was offered an employment as a graduate surveyor at Carter Jonas LLP's London headquarters. Tyler engages in a wide array of commercial real estate matters. Currently, he is focused on the industrial & logistics sector and CRE, where his work involves providing consultancy and agency services both in the United Kingdom and internationally, handling multiple aspects of landlord and tenant relations for a range of clients. Tyler is actively working alongside European Regional Chapter leaders to promote the Chapter's Next Gen initiative.

Affiliate Members

Affiliate status is available as company memberships for organizations which do not engage in third-party brokerage but are involved in industrial or office real estate in corporate real estate services and industrial or office development.



Sophie Eastwood
Holistic, a strategic communications consultancy for real estate, architecture, and the built environment, UK.

Sophie is the founder and managing director of Holistic Group, incorporating Holistic as well as market research firm Holistic Insight. With over 20 years' experience in strategic communications for the built environment, Sophie helps businesses raise profile, promote their business, and grow their market share. PR and marketing strategies cover all aspects of communications from marketing content, media relations, thought leadership and digital, for clients across the built environment. The research business helps with everything from client satisfaction and market surveys to employee engagement surveys and EDI – its purpose is to deliver the insights into the stakeholders that matter most to businesses, to drive their success. Sophie is also on the board of Young Entrepreneurs in Property [YEP], a 6,000-strong network for young professionals in real estate in the UK.related issues at X Project.



SIOR – A TRULY GLOBAL ORGANIZATION

You will know that the fourth pillar of SIOR's five-year strategic plan is "Being a true global organization." The European Chapter grows from strength to strength every month, with new designees, member associates (the next generation of SIORs) and representatives from companies eager to benefit from their links with SIORs around Europe and further afield.

SIOR Global's attendance at MIPIM demonstrates that we are global; it is "the world's leading real estate event providing unique access to global capital and concrete solutions to make assets more sustainable in a rapidly changing world." SIOR members can benefit from a substantial discount (valid until 15th January 2025) on the MIPIM pass, and this is only one reason for joining the association. Our presence at Expo Real underlines our commitment to International affairs.

Many of you will know that I have a "pied à terre" in Chamonix Mont-Blanc, France so what better reason to organise the Chapter's ski weekend. It's very relaxed, for snowboarders, skiers or spa visitors, for extreme skiers or beginners alike. The next event is from 23rd January 2025, with some arriving already on the 20th! Get it touch now if you would like to join members and friends from across Europe and the USA. The event helps strengthen our relationship with members across the Atlantic. Aaron Barnard SIOR, SIOR's Global Vice President, will be in attendance, ticking off a bucket list ski trip!

As mentioned elsewhere in this newsletter, the next SIOR International conference will be held in Lisbon, and this following a vote of those that attended the event in Berlin last July. My colleagues at SIOR HQ, Liana and I are behind the scenes procuring the host hotel and appointing a 'Destination Management Company.' Lisbon is "an historical city full of stories to tell, where the sun shines 290 days a year and the temperature rarely drops below 15°C." Our SIOR member in Portugal, Paulo Duarte Sardinheiro of Blackoak is our man on the ground and we have already scheduled a visit and a "Mind Your Own Business" event in the first week of April 2025. Those attending will have a chance to star in the promotional video for the conference which will be shown at the SIOR Spring Event in Las Vegas! To get involved, drop me a line now.

As a Designee member of SIOR for over fifteen years, I volunteered a decade ago to join the SIOR Foundation as a trustee and was subsequently confirmed therein. Earlier this year the Foundation awarded a grant to the Kyiv School of Development in Ukraine to educate real estate students about how to rebuild damaged property. To read more about this initiative, look for the press release on the Chapter's website. My trip to Ukraine in September 2023 has had results, with several real estate professionals in Europe wishing to get involved in creating a hub of expertise in the country. Contact me to find out more.

The International Real Estate Challenge 2025 has also been favoured with an SIOR Foundation grant to encourage students across Europe to participate in this competition run by Milan Polytechnic. A dozen universities and circa 50 of their students will meet in Milan in early January and teams will then be dispatched to different cities around Europe to analyse and solve a real estate challenge. Our members have previously met past participants of the IREC and were suitably impressed, hence the initiative for the Foundation and SIOR to get involved to promote SIOR to the Next Gen. Raffaella Cassese SIOR, Tyler Smith and I will meet the organisers and students in Milan in January and I will make up part of the jury to pick the winning team!

Matthew Leguen de Lacroix SIOR FRICS
SIOR - Head of Business Development,
EMEA.



EUROPEAN CHAPTER MEMBERS' ENGAGEMENT

EUROPEAN REGIONAL CHAPTER MONTHLY MEETINGS & MEMBER ENGAGEMENT.

Did you know that your Chapter Executive Committee and the wider European board meet every month on Teams, on the first Monday of the month? You can access the minutes of all the meetings through the European Chapter section on MySIOR or you may contact Liana Toumazou liana@sioreurope.com for a copy.

INVESTMENT GROUP

The group meets every first Wednesday of every month at 11:00am CET. The group aims for a better understanding of the various local markets across Europe and the Americas, but crucially to identify possible investment deals, which are often off-market and to ensure that investors' requirements turn into deals.

TENANT REP GROUP

The group meets every third Wednesday of each month, 12:30 pm CET with the objective of creating a focussed business development forum and maximising information sharing as well as developing cross border market insights.

Contact us at admin@sioreurope.com if you wish to receive a Teams invite.

"APÉRO" DRINKS MEETINGS

New year, new day, new app!
You are cordially invited to the SIOR Europe Virtual Networking Apéro. The meeting is open to members and non-members and takes place in a relaxed end of day atmosphere with an open agenda – business and leisure. Registration is not required, and all are welcome.

We are changing our link and dates for this event, following members' requests. We are moving our virtual drinks to every fourth Wednesday of each month from 18:00 to 19:00 CET and we will be sending you a Teams series of invitations. Please remove all previous Thursday Zoom meetings from your calendars to make way for the new monthly Wednesday! Pick your drink and log in using link and password as below:

Meeting ID: 385 512 479 766
Passcode: Se9wc2BB

MORE VOLUNTEERING OPPORTUNITIES AT SIOR

INTERNATIONAL CONFERENCE, LISBON PORTUGAL 24TH - 26TH JUNE 2026

In partnership with SIOR Global, the next conference to be held in Europe will take place in Lisbon. The European Chapter is seeking conference committee volunteers for the two sub-committees: the programme of events and sponsorship. If you are interested in helping, whether your leaning is towards education & fun or cash, please contact [Matthew Leguen de Lacroix](mailto:Matthew.Leguen.de.Lacroix@sior.com). There will initially be one one-hour video call a month and some homework between calls.

SIOR GLOBAL

You may find many more opportunities to volunteer at the SIOR Volunteer Manager page by accessing My SIOR (newly launched). <https://my.sior.com/home>

NEXT GEN FIRE SIDE CHAT DURING LONDON EVENT. WHAT DID WE FIND OUT?

LED BY TYLER SMITH MSc AND JAMES MULHALL SIOR MRICS MSCSI

SIOR NEXT GEN HOSTED A PANEL DISCUSSION IN FRONT OF 35 MEMBERS ACROSS 13 COUNTRIES AT THE MIND YOUR OWN BUSINESS EVENT HELD IN LONDON. WHAT DID WE LEARN?

Based on the insights shared by the selected panellists, the commitment to career success remains as robust today as before, even though we confront different challenges in today's landscape. Key themes of discussion included transparency and collaboration, with an emphasis on a willingness to learn. Client and peer networking continues to be the foundation of the industry and must not be ignored. The panel believed that intergenerational unity within our sector is essential for bolstering productivity and



adeptly navigating these emerging challenges. Only through such measures, can our industry truly be collaborative.

Since the meeting in London, Tyler Smith has concluded the first draft of a SIOR Europe Mentorship guide for a European SIOR's mentorship program. The program aims to connect mentees with experienced professionals who provide valuable insights, guidance, and support tailored to the unique challenges and opportunities in this field.

WHO IS WHO? EXISTING AND NEW ROLES FOR SIOR EUROPEAN MEMBERS:

SIOR Global, Board of Directors

Congratulations to our European member Paul Danks, SIOR, FRICS who was re-appointed to serve another two-year term as

SIOR's International Representative from October 2024 through to September 2026. Lead the way Paul!

Paul noted:

"I am delighted to have been re-elected to serve on the SIOR Board of Directors as International Representative. To grow Internationally is one of the major initiatives of the SIOR 5 -Year Strategic plan. Working together with the Global Board, our newly appointed European Regional Director, Chris Aquilina and Matthew Leguen de Lacroix, SIOR Head of Business Development, EMEA, we will continue to drive forward the growth and influence of SIOR members with our clients, and sponsors across Europe."

Members of SIOR are some of the most respected, knowledgeable, experienced, and successful commercial real estate consultants and brokers in the world. We are always moving forward to ensure that our members have access to intelligence on markets and matters that impact upon their clients investment in and utilisation of real estate. On subjects such as AI, proposing actions to ensure real estate is sustainable we seek to ensure our 3900 members across 50 countries are the best informed in the market "

REGIONAL DIRECTOR, A NEW POSITION FOR THE EUROPEAN CHAPTER

As SIOR Europe is growing from strength to strength and in recognition of the increasing impact of the European Chapter a new position opened in the SIOR leadership for our members, and Christopher Aquilina SIOR MRICS was elected to serve as the Regional Director for a two-year term from October this year. Congratulations to Chris!

Chris noted:

'I was delighted to be appointed to the position of Regional Director for Europe at the Spring conference in Amelia Island. Although I don't officially take up the position until the Fall conference I will be throwing myself into this newly created role with immediate effect. The appointment is a great privilege and I am looking forward to serving the members of the European Chapter. I intend to use this opportunity to promote the European SIORs to our North American counterparts and generally raise the profile of the international members. We are fortunate to have excellent leadership within the European Chapter and I will be working closely with our new President, Iain Finnegan, to fly the flag for Europe as well as Paul Danks who is to serve another two years on the SIOR Board as the international representative. The European Chapter is full of talent and we fully intend to 'bang the drum'!

EUROPEAN ADMISSIONS CO-CHAIRS

Charles Tatham SIOR MRICS and Raffaella Cassese SIOR have been appointed by the Chapter's Executive Committee to conduct interviews with membership applicants in the European Region. They review all the applications in the admissions process and give feedback as appropriate to the membership team at HQ. As our membership grows, so does their workload! Thanks to Michael Pain who has now stepped down from this rewarding appointment.

SIOR EUROPE PUBLIC RELATIONS

SIOR and its leadership in the news led by Holistic Group. Read in the annual report here

[Link to PR report 2024](#)

NEWS FROM SIOR HQ



Kelly Miller
EVP, Membership Experience
SIOR Global

Promoting opportunities for members:

New for SIORs! Have you seen the highlighted deals on SIOR's global social media. Now you can create one yourself and highlight it. Check out the customizable templates here:

<https://www.sior.com/current-members/marketing-toolkit/pressandsocial>

If you have any questions on how to create this please contact media@sior.com

Also as a reminder, SIOR collects and promotes all transactions completed by current members. To submit your deals click here:

<https://www.sior.com/current-members/m2m/report-transaction>

If you have any questions please reach out to membership@sior.com

Here are some examples of submitted transactions by European members.

JUST CLOSED

€50,000,000 Industrial Sale

31.6 hectares / 78 acres | Lanaken, Belgium

Andrew Smith, SIOR, FRICS, Carter Jonas, UK

Frederic Schneider, SIOR, Carter Jonas, Luxembourg

Christophe Wuyts, SIOR, MRICS, Ceusters, Belgium

JUST CLOSED

GBP 58,461,000 Office Lease acq'n

3,940 sq m / 42,400 sq ft | London, UK

Nick McCalmont-Woods, SIOR, MRICS, McCalmont-Woods

JUST CLOSED

€1,000,000 Office Lease Acquisition

485 sq m / 5,000 sq ft | Cork, Ireland

Iain Finnegan, SIOR, FSCIS, FRICS, Finnegan Menton, Ireland

Andrew Smith, SIOR, FRICS, Carter Jonas, UK

JUST CLOSED

€68,500,000 Industrial Lease Acquisition

72,000 sq m / 773,000 sq ft | Genk, Belgium

David O'Neill, SIOR, MCR, Hanna Commercial, Cleveland, Ohio, USA

Christophe Wuyts, SIOR, MRICS, Ceusters, Belgium

Congratulations to Kelly Miller on her promotion to Executive Vice-President, Membership Experience, during the latest restructuring at HQ. Under this new title, Kelly will oversee membership as well as meetings and events. All of us at SIOR Europe wish her the best and are looking forward to working closely with her.

SIOR EUROPEAN CHAPTER 2024 EVENT HIGHLIGHTS

MIND YOUR OWN BUSINESS EVENT SERIES .

Mind Your Own Business events have become the flagship of business generation and market insight events in Europe. They take place in different locations across Europe and include a focus on understanding the host markets. They are supported on the ground by volunteering local members and are often followed by networking leisure events and tour highlights. The business meetings are open to members and those in the admissions process, guests and partners are welcome to the social events.

SIOR EUROPE NETWORKING SKI WEEKEND, CHAMONIX MONT-BLANC, FRANCE 25TH - 28TH JANUARY, 2024



SIOR INFLUENCERS' RECEPTION AT MIPIM 2024, CANNES, FRANCE



NETWORKING WITH ST CATHERINE'S COLLEGE ECONOMICS SOCIETY & CARTER JONAS, LONDON, UK 23RD APRIL 2024



ALWAYS MOVING FORWARD

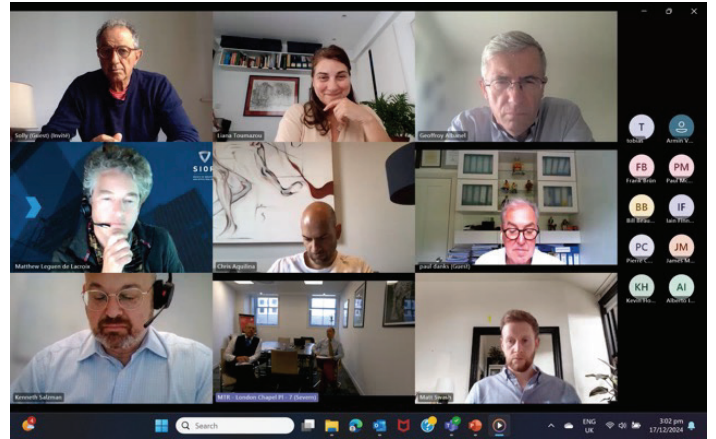
MIND YOUR OWN BUSINESS, LONDON, UK
25TH- 26TH APRIL 2024



SIOR LONDON LUNCHEON AT THE IVY,
LONDON, UK 26TH APRIL 2024



AGM-VIRTUAL MEETING
16TH MAY 2024



SIOR FALL EVENT, HOLLYWOOD, LOS ANGELES, USA
15TH- 18TH OCTOBER 2024



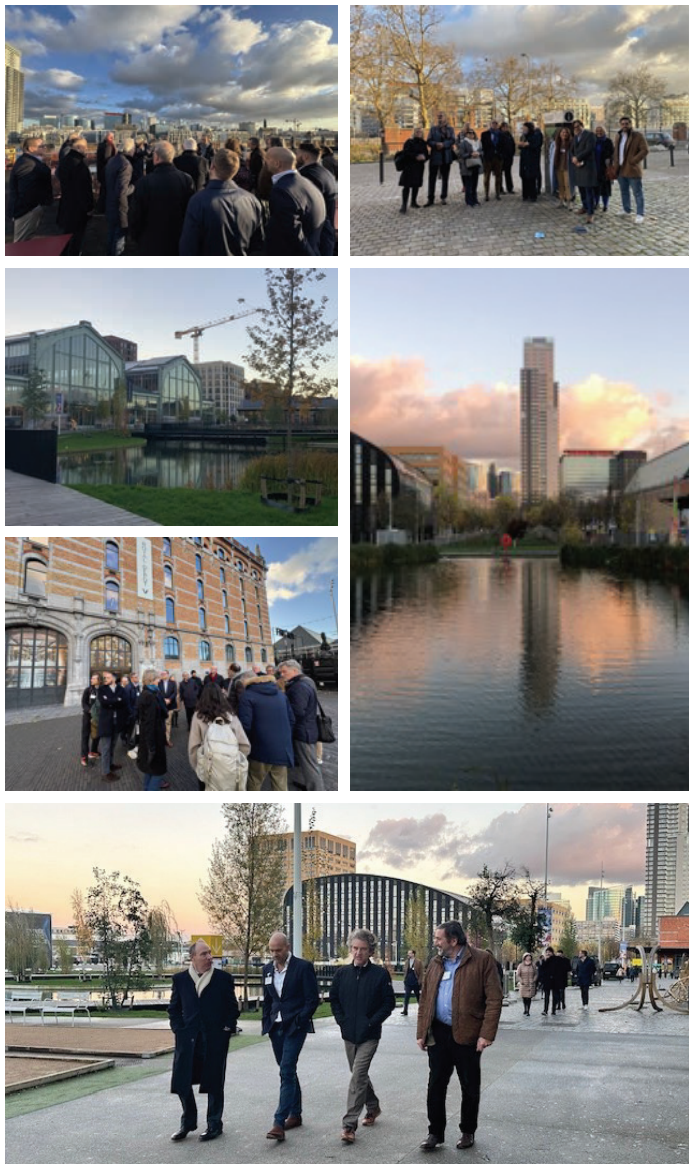
**MIND YOUR OWN BUSINESS,
BRUSSELS, BELGIUM. 28TH NOVEMBER 2024**

CEUSTERS

CREATING VALUE FOR REAL ESTATE



**SIOR EUROPEAN CHAPTER TOUR AND TAXIS GUIDED TOUR
BRUSSELS, BELGIUM. 28TH NOVEMBER 2024**



**SIOR EUROPEAN CHAPTER THANKSGIVING
& CHRISTMAS DINNER, BRUSSELS, BELGIUM.
28TH NOVEMBER 2024**

CEUSTERS

CREATING VALUE FOR REAL ESTATE



**SIOR EUROPEAN CHAPTER VISIT TO THE EUROPEAN
PARLIAMENT, BRUSSELS, BELGIUM. 28TH NOVEMBER 2024**



SEASON'S GREETINGS AND LOOKING INTO THE NEW YEAR



Liana Toumazou
Director of Operations,
SIOR European Chapter

In 2024, we had an incredibly dynamic agenda that showcased our chapter's vibrancy and commitment. Highlights included two record-breaking Mind Your Own Business meetings, an international conference in cooperation with SIOR Global, and unforgettable networking moments—whether at a festive candlelight dinner or on the ski slopes. We kept the momentum with monthly professional group meetings, [best-practice trainings](#), and exclusive visits to key developments and decision-making institutions, like the European Parliament. Our achievements also extended to publishing our first [European Market Report](#), promoting our brand and members across publications and industry fairs, and, for the first time, expanding our Chapter's first [participation at the SIOR Fall Event in the Los Angeles](#). It was a year of growth, connection, and impact!

As we step into the New Year, I am excited about the opportunities and successes that lie ahead:

- Extending into new markets through the Mind Your Own Business event series.
- Deepening our presence in the SIOR Global network by continuing our event participation, promoting market news from Europe, publishing a new European report under a refreshed format and encouraging participation of European members in global communities.
- Enhancing networking opportunities for Europe: A top priority for me is creating more opportunities for networking that directly benefit our European members. Each activity will be designed to maximize and multiply networking possibilities, fostering stronger connections and collaborations.

Together, these initiatives will strengthen our community, empower members, and pave the way for even greater achievements. Your feedback is invaluable and always welcome.

I wish you a Merry Christmas and a Happy New Year filled with joy, health, and prosperity!

Liana Toumazou
Director of Operations, SIOR Europe
Tel +357 99 540 882



UPCOMING EVENTS

CALENDAR OF EVENTS IN 2025

SAVE THE DATES AND BOOK YOUR FLIGHTS!

- SIOR Europe Networking, Chamonix France 23rd-26th January 2025
- Mind Your Own Business, Lisbon Portugal 3rd-4th April 2025
- SIOR Europe Chapter Annual General Meeting – virtual meeting, 15th May 2025
- Luncheon at The Ivy – in cooperation with SIOR Global 12th June 2025
- Mind Your Own Business & Christmas Dinner, Vienna, Austria, 3rd-4th December 2025

Don't forget – every fourth Wednesday of the month, online drinks with SIOR members and guests.

SIOR GLOBAL – INDUSTRY EVENTS THROUGHOUT 2025

- MIPIM 2025– reduced early bird rate for SIOR members. Expires 15th January!
- SIOR Spring Event, Las Vegas, Nevada <https://sior.com/SIORconferences/conferences>
- Expo Real, Munich Germany – reduced rate for SIOR members!
- SIOR Fall Event, Louisville, Kentucky <https://sior.com/SIORconferences/conferences>

Visit [SIOR Europe](#) for more details and registration links.

We would like to thank all our sponsors who contributed to our chapter and helped us maintain a busy agenda and yet another successful year. Particular thanks to TSL, the Chapter's Industry Partner.