



THE ADVISIOR

EDITION N°12 SPRING 2026



SIOR®

EUROPEAN REGIONAL
CHAPTER

FROM THE PRESIDENT'S DESK

Dear Colleagues,

Over the past few years, the SIOR International Conferences have taken us from London to Warsaw, Dublin and Berlin - each time raising the bar in terms of content, connections and overall experience. This June we continue that journey in Lisbon and I would strongly encourage each of you to be part of it.

It promises to bring together the very best of SIOR: high-calibre speakers, relevant and timely industry discussions and the kind of networking that is both enjoyable and commercially meaningful. We are particularly proud to welcome José Manuel Durão Barroso, who will share his perspective on today's geopolitical landscape and Debra Searle, whose remarkable story of resilience offers powerful lessons for both business and life.

Beyond the conference sessions, Lisbon will offer a memorable setting for connection - through curated networking and a range of optional activities designed to strengthen relationships in a more informal and engaging way. It is, quite simply, an unmissable event with lasting impact.

At the same time, I would encourage all members to take an active role in showcasing the strength of our network by recording your transactions on the SIOR app. Every deal shared helps to highlight what makes this community unique: collaboration across markets, trusted relationships and the very real commercial outcomes that result. It is an opportunity not only to increase your own visibility, but to collectively demonstrate the power of SIOR in action.

I look forward to seeing many of you in Lisbon and to continuing to build a network that delivers real value for each of our members.



Warm regards,

Iain Finnegan
SIOR FSCSI FRICS
PRESIDENT OF SIOR EUROPE

SIOR is a relationship-driven network for leading commercial real estate professionals who want to do more business across markets - with people they trust. Through a high-touch member experience, shared intelligence and meaningful connections, members don't just network - they collaborate, gain insight and generate real results.

SIOR isn't about belonging to an association. It's about belonging to a community that helps you grow your business.

CHAPTER LEADERSHIP

President

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

Treasurer

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

SIOR Global Team

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

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

Immediate Past-President, Nominations Chair

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

Marketing & PR Chair

Represented by the Executive
Committee

Business Development

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

Vice President

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

Secretary

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

Director of Operations

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

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

Next Generation

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

Diversity & Inclusion

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



EDITORIAL : WHY SIOR FEELS DIFFERENT



Liana Toumazou
Director of Operations,
SIOR European Chapter

SIOR feels different—and that's by design.

In a complex, fast-moving world, relationships matter more than ever. SIOR remains high-touch, not just high-tech, built

on trust, personal connection and shared values.

Our strength lies in the combination of meaningful relationships and collective intelligence real time insights shared by active practitioners across markets. This, combined with curated, commercially focused networking, leads to referrals, collaboration and tangible business outcomes.

At its core, SIOR is about doing business with people you trust.

In this issue, we highlight these strengths in action through real examples, engagement opportunities and the value of being involved.

We remain committed to continuously strengthening this value, ensuring that every connection, insight and opportunity within SIOR contributes meaningfully to our members' success.

See you in Lisbon
Liana

INTELLIGENCE YOU CAN'T GET ALONE

No single professional sees the whole picture -but together, SIOR members do. SIOR is more than a network; it's a living intelligence platform where trusted relationships enable open knowledge-sharing and real-time insight.

This collective approach strengthens individual competitive advantage by helping members anticipate trends, identify opportunities and stay ahead.

Recent examples include -

- **Intelligence Report during Vienna 2025 (Mind Your Own Business)**
Members discussing their insights.
[Click here](#) to see report
- **Market Insights**
follow up on reflections and insights by SIOR members attending MIPIM 2026
[Click here](#) to see report.
- **SIOR European Real Estate Guide 2026**
The document is a market initiative by the SIOR Global Business Growth Committee and forms part of a pilot to help in setting out the real estate practices across Europe. It is produced in cooperation with Carter Jonas.
[Click here](#) to see report
- **SIOR Europe Members Sentiment Report, March 2026**
The aim of this report is to capture the prevailing sentiment of a representative cross-section of SIOR members across Europe in the early months of 2026 in respect to how Environmental, Social and Governance ('ESG') issues affect members' day-to-day professional work as well as members' impressions on Artificial Intelligence ('AI') and its application to real estate. The report was produced in cooperation with the University of the Built Environment and the Holistic Group.
[Click here](#) to see report



WHY SIOR? THE MEMBER ADVANTAGE

High Touch benefits:

A More Human, Relationship-Led Member Experience

At SIOR, membership is defined by access—access to people, insight and opportunities that are not widely available. It's a deliberately high-touch experience where relationships are built with intention and value is created through meaningful engagement.

As a member, you benefit from:

- **Personal connections that matter**
A trusted network where relationships are built on credibility and shared standards
- **Trust built over time - not transactions**
Long-term professional relationships that lead to repeat collaboration and referral
- **Exclusive, in-person experiences**
Access to high-quality educational events and members only "Mind Your Own Business" gatherings across Europe
- **Priority presence at leading international trade fairs**
Preferential access and significant discounts for MIPIM and Expo Real, including use of the SIOR stand and hospitality for client meetings
- **Global event access with member advantages**
Preferential rates for SIOR's US Spring and Fall events, extending your reach across markets. Attending on line events organised by SIOR Chapters and Global Growth Group.
- **A global network with a personal feel**
International reach combined with local, relationship-driven engagement
- **Personalised promotional tools to market your SIOR designation**

[Click here to link](#)

NETWORKING THAT TURNS INTO REVENUE

At SIOR, relationships are built with purpose—and translate into real business. Through curated networking and a shared culture of trust and professionalism, members connect with like-minded peers, creating opportunities that lead to referrals, collaboration and cross-border deals. This is where relationships, culture and commercial success come together.

SIOR EUROPEAN CHAPTER 2025 EVENT HIGHLIGHTS

SIOR AT EXPO REAL MUNICH GERMANY

6th to 8th OCTOBER 2025





Join SIOR Europe at the SIOR Fall event in
Louisville!

SIOR EUROPEAN CHAPTER AT SIOR FALL EVENT LOUISVILLE USA

4th to 7th NOVEMBER 2025





MIND YOUR OWN BUSINESS AND CHRISTMAS DINNER VIENNA AUSTRIA

3rd to 4th DECEMBER 2025

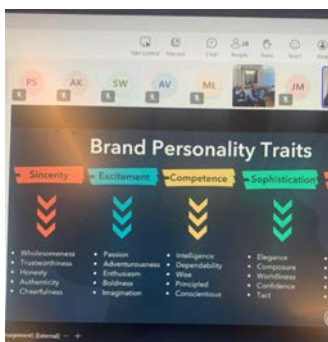
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**SIOR EUROPE NETWORKING SKI WEEKEND,
CHAMONIX MONT-BLANC, FRANCE**
22nd to 25th JANUARY 2026



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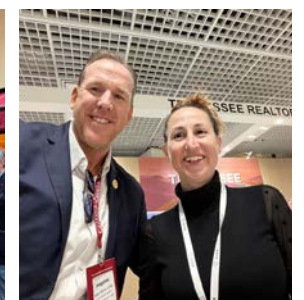
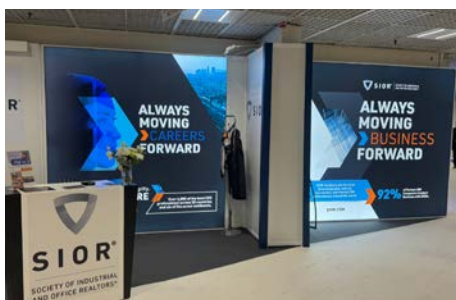
We are exhibiting at
MIPIM 2026 Booth P-1.H 1
 The Global Urban Festival

Housing Matters 9 March
 9-13 March 2026
 Palais des Festivals, Cannes, France

mipim®



MIPIM 2026
CANNES FRANCE
 9th to 13th MARCH 2026



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SIOR SPRING 2026 EVENT
PALM SPRINGS, CALIFORNIA USA
14th to 17th APRIL, 2026



ALWAYS MOVING FORWARD

GET INVOLVED: WAYS TO MAXIMISE YOUR MEMBERSHIP

The more you put into SIOR, the more you get out of it. By joining groups and forums, members unlock opportunities to connect, lead and accelerate the value of their membership through meaningful involvement.

SIOR Europe Investment Group

SIOR Europe Investment Group meets every first Wednesday of every month online and issues DEAL ALERTS on the designated WhatsApp Group. 10:00am to 11:00am [London/Dublin time zone].

SIOR Europe Tenant Rep Group

SIOR Europe Tenant Rep Group meets quarterly. Designated WhatsApp Group. Contact Chris Aquilina SIOR at Spring4 for Teams invitation.

SIOR Europe Networking: Apéro

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. Every third Wednesday of every month. 17:00 – 18:00 London time / 18:00 – 19:00 Paris – Bern time.

MySIOR

The best of CRE Connect here. An SIOR Members-only resource for networking, deal-making and collaborating anywhere, anytime. Follow the communities that interest you and share information, ask questions and receive advice from colleagues around the world. Browse discussion posts, blogs and library entries (where you'll find the minutes of the monthly European Chapter committee meetings.)

Join SIOR European Chapter Leadership and Committees:

Applications for nominations to the SIOR European Executive Committee closed on 28th February and the SIOR European Nominations Committee has validated the new Committee. Tenure October 2026-2028.

Register for the Annual General Meeting, which will be held online on 21st May and cast your vote in support of the Nominations Committee's proposal.

Eligible members to vote include Designees, Member Associates and Affiliate Members.



Lead & Influence: Grow Through Partnerships

Play an active role in expanding SIOR's impact by introducing trusted partners to our network. Sponsorships and corporate partnerships strengthen our community while creating visibility and opportunity for all involved.

- Bring key stakeholders closer
- Enhance visibility for you and your partners
- Support high-quality SIOR initiatives

Get involved by connecting a potential partner with your local chapter and helping grow the SIOR network.

Apply for SIOR Global leadership positions:

SIOR Board of Directors & SIOR Regional Directors. Looking to get involved at the global level? Want to give back to the CRE community? Or know someone with exceptional leadership skills? Submit your name or suggest a candidate to serve on SIOR's dynamic leadership team.

Announcing new appointments:

We are pleased to share exciting leadership updates that highlight the growing influence of our European Chapter within SIOR

James Mulhall has been co-opted as the International Representative on the SIOR Global Board, succeeding Paul Danks after a four-year term, while Jeroen van der Meer has been selected as European Regional Director, taking over from Chris Aquilina at the conclusion of his tenure.

We warmly congratulate James and Jeroen on their new roles and look forward to their contributions, while also extending our sincere thanks to Paul and Chris for their dedication, leadership and continued efforts in advancing and promoting our European Regional Chapter.



Paul Danks
SIOR, BSc, FRICS



Chris Aquilina
SIOR, MRICS



James P. Mulhall
SIOR, MSCSI, MRICS



Jeroen van de Meer
SIOR, MRICS RT

Commenting on his appointment, Mulhall said: "It is a great privilege to be asked to join the SIOR Global Board of Directors.

Since joining in 2014, SIOR has helped me establish valuable international commercial real estate broker & client connections. Learning from the likeminded, driven and knowledgeable professionals across the globe is always of interest to me and keeps Murphy Mulhall "current" with latest industry & occupier trends no matter where they originate. I am looking forward to the next two years and my focus will be to ensure that the organization will continue to grow and help leave it in an even better place for the next generation of designees"

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.



Tehdi-Edouard Babigeon SIOR, MRICS **Office Specialist, Luxembourg**

Tehdi is a shareholder at INOWAI, an independent real estate advisory firm and local market leader in Luxembourg with over 25 years of experience, offering a 360° range of services. Entrepreneurial mindset with extensive experience in real estate capital markets across Brussels, Paris and Luxembourg. Skilled in structuring complex transactions, advising investors and developers and building strategic partnerships. Combines pragmatism, attention to detail and strong commercial acumen with a broad network of institutional and private stakeholders. Committed to creating value, driving growth and developing high-performing teams in competitive markets..



Olena Podolska SIOR **Industrial Specialist, Ukraine**

Olena Podolska is an accomplished real estate professional with over 20 years of experience in commercial property development, investment and asset management across Europe and Ukraine. She has led major projects spanning office, retail and industrial sectors, most recently focusing on international development and industrial brokerage. Olena brings strong expertise in ESG strategy, having developed sustainability frameworks and managed EU taxonomy alignment for real estate investments across multiple European markets. As the Founder of P&B Energy Consulting, she supports international expansion for Ukrainian producers while promoting sustainable development practices. A multilingual leader with a passion for innovation and collaboration, Olena is committed to advancing ESG-driven real estate and strengthening cross-border partnerships within the SIOR community.



Stefan Wattez SIOR **Office Specialist, Belgium**

Stefan is a senior consultant in the office agency team for Ceusters Real Estate one of Belgium's leading real estate advisory firms, with a strong track record in commercial real estate across the country. Their expertise spans from leasing, sales, investment advice and property management, always with a strong focus on client-driven solutions and long-term value creation. Stefan is responsible for the Brussels and Brussels periphery office market.



Thilo Hecht SIOR **Office Specialist, Germany**

Thilo is Managing Partner and Founder of NAI Apollo in Munich since 2015, he previously advised tenants and landlords at CBRE and Cushman & Wakefield in Munich and at Sotheby's International Realty in Miami for the sector of ultra luxury residential real estate. A law graduate of Munich, he was born in New York City, attended high school in Jacksonville and holds both German and U.S. citizenship.



Designee Members

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



Enrique Katsinis, SIOR.

Industrial Specialist, Spain

Enrique Katsinis is the Managing Director of KTS Inmo Services, based in Barcelona. Born in Argentina and maintaining strong ties to the country, he specialises in investments, tenant representation, distribution and logistics, sale and leasing, landlord representation, corporate services, and strategic consulting, advising clients across the commercial real estate sector.

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.

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.



Guy Douetil

Primary Delegate, UK

Guy leads a global team of location consulting and site selection experts at GWD Advisors. He is a seasoned business leader with 35+ years of experience in helping clients optimise portfolios and streamline global operations. He specialises in advising on the strategic location of manufacturing, distribution, R&D, headquarters and shared services.

A former Corporate Solutions Leader at Cushman & Wakefield and Colliers International and Managing Director at Hickey & Associates, Guy has guided renowned occupier clients such as Nike, Cummins, IKEA, Nestlé, Uber, Vusa and Unilever. In addition, he has represented developer/investor clients including GLP/ Ares, Tritax, Segro and Prologis.

His expertise in global footprint optimisation has consistently delivered value to organisations across industries, transforming operations and driving growth.



Myriam Jeanne Freval

Primary Delegate, Spain.

Myriam Jeanne Freval, CEO of Athol in Madrid, is well known to many members through her active involvement and longstanding engagement within the network. Drawing on extensive experience in the Spanish market, she brings valuable insight and an international perspective to the commercial real estate sector in her role as Affiliate Member, Primary Delegate.

AMPLIFYING YOUR VOICE

Your expertise deserves to be seen. SIOR provides multiple platforms to amplify your voice, showcase your experience and position you as a trusted authority within the community and the wider market.

- Member visibility opportunities: Promoting your profile on Find an SIOR on www.sior.com and Members www.sioreurope.com
- New members are announced in the newsletter and introduced in person in our events and meetings.
- We give our members the opportunity to showcase thought leadership and market expertise either through speaking at our events, participating in surveys of the SIOR European Chapter and writing articles for SIOR Report as well as other platforms.

See the latest contribution of our members in

- [SIOR Global and European media](#)
- [Greece: From Tourism to a Diversified Economic Powerhouse](#)
- [The Elizabeth Line Impact on London Real Estate](#)
- [Industrial Market in the CEE in 2024 with a Focus on Automotive](#)
- [Romania's Full Schengen Access: A Gateway for Industrial & Office Expansion in Europe](#)

Writing an article or blog post is a great way to demonstrate your expertise and gain recognition among industry peers and colleagues. We make every effort to publish content that is relevant to the commercial real estate industry. Are you interested in contributing to the SIOR Report?

Let us know at liana@sioreurope.com

WHY MEMBERS SHARE THEIR DEALS

Every transaction tells a story—one shaped by expertise, trust and the strength of professional relationships. When members choose to share their deals, it goes beyond visibility; it reflects a standard of collaboration, celebrates trusted partnerships and underscores the real commercial influence of SIOR in the market.

Position your transaction in the spotlight. If you've completed a deal - and it does not have to be with another SIOR member - share it via our website and allow us to showcase it across SIOR's global platforms. The value of sharing:

- Elevated member visibility
- Recognition within a trusted peer network
- Demonstrating the strength and reach of SIOR deal flow
- Deals win prizes! Submit a deal to be entered in to the annual Transaction Awards.



This is what Tobias Schultheiß SIOR FRICS, Vice President SIOR Europe said about his participation at the SIOR Spring Event in Palm Springs: 'What made this conference different? This time, I tried something new: not just collecting takeaways, but stress-testing them against real deals we are currently working on. Because let's be honest - warming up last year's insights doesn't move the needle.'

From talk to action - what we actually did - some short examples from recent mandates:

- Morocco: coordinated the sales process with international stakeholders - signing took place Friday before the conference.
- Mexico & China - solved cross-border occupier requirements: two signed contracts with more than 60.000 sq ft.
- Achieved +/- 50% rent reduction in a tenant rep mandate near Stuttgart.
- Solved a true "needle in the haystack" search by identifying a strategic buyer for a challenging industrial property in the middle of nowhere...
- Secured sale & leaseback mandates from a German corporate for office buildings in Cairo, Egypt and Mumbai, India!

INSIDE A MEMBER TRANSACTION

Cross-border collaboration is one of SIOR's greatest competitive advantages. In this feature, we highlight a standout transaction between SIOR members in the US and Europe, demonstrating how trusted relationships, shared intelligence and aligned expertise translate into successful global business.



For Diana C. Whisenant, SIOR, a member of the SIOR Global board, based in Cleveland, cross-border business hasn't happened by chance—it has grown through years of building trusted relationships within the SIOR network. From early international assignments to more complex collaborations between the US and Europe, those connections have played a central role in delivering for clients. In this short interview, she shares how relationships, trust and

shared standards come together to make global deals work.

How did this opportunity first come onto your radar? (You being based in the US and having a client who wants to invest in Europe?)

Our company has been managing corporate accounts since the 1980s. In the early 2000s our transactions in EMEA, APAC and LATAM became more prevalent with US Fortune 1000 companies needing central control of their real estate portfolio and decision making.

How did your SIOR connection help bring the right people together? How did you choose your European partners?

Being an independent firm, we have the freedom and flexibility to choose our global broker partners. SIOR Global has a standard of excellence and members who are collaborative and service minded. They are the best in the industry. We have partnered with SIOR Global members after meeting them in person at SIOR events. It starts first with the relationship and building trust, then the collaboration and deals follow.

What was the outcome and why does this deal highlight the value of SIOR membership? Any interesting storytelling?

Having a strong network of SIOR Global members around the globe enables us to quickly and efficiently serve our clients. Speed to market matters. Trust matters. We find both in the SIOR Global Network.

FROM DEAL TO SPOTLIGHT (HOW TO SUBMIT)

Cross-border collaboration is one of SIOR's greatest competitive advantages. In this feature, we highlight a standout transaction between SIOR members in the US and Europe, demonstrating how trusted relationships, shared intelligence and aligned expertise translate into successful global business.

1. [Go to https://sior.com/transactions-and-data](https://sior.com/transactions-and-data)
2. Login and select Submit Transactions to fill in the fields. You may opt out of disclosing confidential information (price, client name etc.)
3. Selected transaction case studies are featured in the SIOR Report.

Interested in submitting a case study? Download and submit the SIOR Transaction - Case Study Template.

[Click here](#) to download template

4. To promote your business, download and fill in the template from the Social Media & Press Release Templates and post on your social networks.

[Click here](#) to download templates

SIOR GLOBAL'S EXPANDING REACH



SIOR®

GLOBAL BUSINESS
GROWTH MEMBER
GROUP



MATTHEW LEGUEN DE LACROIX
SIOR FRICS

Head of Business Development, EMEA

SIOR Global is entering a new phase of growth – one that looks increasingly international in both ambition and execution. What was once a largely North American story is now becoming a genuinely global one, with stronger visibility

across Europe, rising membership from beyond the USA, and a broader presence in key markets around the world.

That momentum is already showing up in the numbers. SIOR Europe's social channels have grown sharply in recent years, membership has expanded across 52 countries, and new initiatives are giving the organization a more unified global voice. From international conferences and market reports to new partnerships and next-generation programmes, SIOR is building a stronger platform for influence.

The strategy ahead is just as important as the progress so far. With continued focus on Europe, APAC and emerging markets, plus a sharper presence at major industry events, SIOR is positioning itself not just to grow – but to lead.

WHAT'S NEXT

Upcoming Events, Initiatives & Opportunities

SIOR -GLOBAL BUSINESS GROWTH GROUP -WEBINAR, ALL WELCOME

16th June – webinar, twice in one day to suit your time zone.

Where Next? - What is Driving Location Decisions Now? Resilience, Risk and Growth in a Fragmented World

Black Swan events are no longer rare exceptions. Geopolitical shocks, supply chain disruption, energy constraints, labour shortages, climate events and rapid advances in technology are now part of the operating environment.

(two separate sessions- please choose one)

A. Registration Link 8.00 am BST / 4:00 pm JPT:
Panellists: Guy Douetil, Paul Danks, James Fink

[Click here to register](#)

OR

B. Registration Link 08:00 am PST / 11 am EST / 4:00 pm BST
Panellists: Guy Douetil, Paul Danks, Felix Tejada.

[Click here to register](#)



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SIOR'S INTERNATIONAL CONFERENCE: LISBON, PORTUGAL

GLOBAL FRONTIERS: CHARTING THE FUTURE OF REAL ESTATE FROM THE WORLD'S FIRST GLOBAL VILLAGE

24th -26th June 2026 - EPIC SANA Marquês Hotel

The fundamentals of every commercial real estate business are increasingly shaped by global geopolitical forces. From capital flows and supply chain realignments to energy security and regulatory frameworks, geopolitics is now the single most powerful driver of CRE value creation and risk.

The European Chapter's keynote speaker is Professor José Manuel Barroso, the former President of the European Commission and Prime Minister of Portugal. He will decode the forces reshaping our world – and what they mean for your portfolio, your clients and your next deal.

Speaker Highlights:

- Dr José Manuel Barroso (Former Prime Minister of Portugal and Former President of the European Commission).
- Professor Andrew Baum, Chairman of Newcore Capital.
- Ben Bannatyne, President Europe, Prologis.
- Debra Searle, a record-breaking solo Atlantic rower who spent over three months at sea, Founder and CEO of The Debra Searle Academy.

SPONSORS

Discover the supporters behind this year's SIOR International Conference in Lisbon including more than 20 SIOR Chapters across North America, alongside valued long-standing and new partners helping make this our most ambitious conference yet.

[Click here](#) to see our sponsors.



UPCOMING EVENTS

SAVE THE DATES AND BOOK YOUR FLIGHTS!



SIOR 2026 FALL EVENT,

NEW YORK HILTON MIDTOWN, NEW YORK, NEW YORK.

19th -22nd October 2026

Celebrating the 85 years of SIOR.

MIND YOUR OWN BUSINESS

RIGA, LATVIA

2nd - 4th December 2026

MYOB and Christmas Gala Dinner for SIOR Europe.

Special focus on the Baltic and Scandinavia, defence industry logistics and timber-framed office buildings.

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.