



# FIABCI EUROPEAN PRESIDENTS' MARCH MEETING

**15-17 March 2013**

**Hotel Continental  
Santa Margherita Ligure  
Genoa, Italy**



**European Real Estate societies,  
Chapters Presidents' Meeting and Board of FIABCI**

Under the sponsorship of:

**CORFAC**<sup>®</sup>  
International

 **ImmobilSarda**<sup>®</sup>

RAYNAUD AND PARTNERS  
STUDIO LEGALE

  
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 **Qimmo**  
Commercial Property Consultants

## MAIN VENUE

### Hotel Continental

Via Pagana, 8

Santa Margherita Ligure - Genoa - Italy

Nestled into the fragrant macchia vegetation of the Cinque Terre and secluded within a beautiful hillside park, the Continental Hotel offers its guests the clearest sea in Liguria and unique, stunning views of the Gulf of Tigullio, the port and the old fishing town. Bright rooms, two restaurants overlooking the sea—one of which is “pied dans l’eau” on the private beach—a lush private garden and the hotel’s brand new fitness centre with calidarium and panoramic gym will make your stay in Liguria nothing less than unique. Come enjoy our sea and our nature: it’s guaranteed to be a experience you will always cherish.



Airport of Genoa (Cristoforo Colombo) is 40 km far from Hotel Continental Santa Margherita Ligure.

International flights from: London GTW, London STN, Paris CDG, Monaco, Barcellona, Tirana and Istambul.

National flights from: Trieste, Rome, Naples, Bari, Cagliari, Trapani, Palermo and Catania.

Taxi Euro 100 one way airport - hotel

Bus number 100 to Stazione FS Genova Brignole, every 30 minutes a train to Santa Margherita Ligure. 300 meters (4 minutes walk) from Santa Margherita train station to the hotel.

Private bus transfers/shuttles are organized from Genoa Airport to Hotel Continental - Santa Margherita Ligure (further details to follow).

A private bus transfer is organized from MIPIM to Hotel Continental - Santa Margherita Ligure on Friday 15th March in the morning leaving at about 10.30 am from Cannes.

Private bus transfers/shuttles are organized from Milano Malpensa Airport to Hotel Continental - Santa Margherita Ligure.

**PROGRAMME**  
**Friday 15 th March**  
**Hotel Continental**

**Today's Real Estate Market: local focus, international scope**  
Conference Room “La Radiosa”

2.30 pm – Welcome speech

Jean Pierre Weyermann, Regional President Europe & Near East FIABCI

2.35 pm – Welcome speech

Roberto de Marchi, Mayor, Santa Margherita Ligure

2.45 pm – Opening of conference

Giancarlo Bracco, President, FIABCI Italian Chapter

3.00 pm – **The Italian Real Estate Industry Associations: why to invest in Italy** - Roundtable

Gualtiero Tamburini, President, Federimmobiliare

Carlo Alessandro Puri Negri, President Sator Immobiliare SGR

Antonio Sanchez Fraga, Board Member, Assoimmobiliare

Giovanni Zavagli, Past President, AICI

Pietro Malaspina, President, CNCC

Sergio Mattia, Full Professor of Real Estate Appraisal, Politecnico Milano and Vice-President of IsIVI

Giovanni M. Bottini, President, Cobaty Italia

Moderator: Paola Dezza, Casa Plus 24 Il Sole 24 ore

5.00 pm – **International operators: an overview of the European Market** - Roundtable

Ran Braz, Partner, Levy Tyller & co.

Frédéric Schneider, Director of Corporate Services, Capita Symonds

Ingrid Ceusters, President, Immobilien Hugo Ceusters NV

Hans-Ulrich Berendes, Managing Director, Berendes & Partner

Consulting GmbH

Moderator:

Kirkor Ajderhanyan, President, FIABCI World Council of Brokers

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7.00 pm – Welcome cocktail

**PROGRAMME**  
**Friday 15 th March**  
**Hotel Continental**

**FIABCI Prix d'Excellence Awards' Oversight Panel Meeting**  
Conference Room "La Splendida"

3.30 pm - Closed meeting – Agenda separately circulated

**FIABCI Prix d'Excellence Awards' Oversight Panel Meeting**  
Yeow Thit Sang, Chairman President, FIABCI Prix d'Excellence Awards

Yu Kee Su, Secretary of FIABCI Prix d'Excellence Awards.

Natasha Jeuck, locally supported Vice President Elect, of the Prix d'Excellence Committee

Oversight Panel:

Kimiko Koura, László Gönczi, Flavio Nunes, Natascha Jeuck, Maria Davies, Ming Cheu Chen, Ruth Kurger, Hendrik Nelde.

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7.00 pm – Welcome cocktail



**PROGRAMME**  
**Saturday 16 th March**  
**Hotel Continental**

**European FIABCI Chapters Presidents Meeting**  
Conference Room “La Radiosa”

8.45 am – Closed meeting – Agenda separately circulated

**“EU Real Estate Tax Framework: a property right cliff?”** - Open Discussion

Manuel Negrão, President, CEI, European Confederation of Real Estate Agents

Daniele Raynaud, Vice-President-Elect of the FIABCI Environment and Legislation Committee

Enrico Campagnoli, Chair, UNECE Real Estate Market Advisory Group (REM)

10.45 am – 11.00 am Coffee Break

12.45 pm - Meeting ends

Aigars Zarins President FIABCI-Baltic Multinational Chapter

Jordi Galobardas Asturgó President FIABCI-Andorra

Eugen Otto President FIABCI-Österreich

Hendrik Nelde President FIABCI-Belgique

Irena Perfanova President FIABCI-Bulgaria

Kleovoulos Tofarides President FIABCI-Cyprus

Jan Borůvka President FIABCI-Czech Republic

Jean-Michel Lancelot President FIABCI-France

René Blume President FIABCI-Deutschland

Mike Vassiliou President FIABCI-Greece

László Gönczi President FIABCI-Hungary

Patrick Riney President FIABCI-Ireland

Giancarlo Bracco President FIABCI-Italia

Carlo Hein President FIABCI-Luxembourg

Michel Dotta President FIABCI-Monaco

Frans Hoeken President FIABCI-Netherlands

Einar Hunstad President FIABCI-Norway

Luís Lima President FIABCI-Portugal

Alexandr Sharapov President FIABCI-Russia

Ramon Riera Torroba President FIABCI-Spain

Olivier Righetti President FIABCI-Suisse

Alexander Bondarenko President FIABCI-Ukraine

Christopher Hall President FIABCI-United Kingdom

Direct Principal Members without a Chapter: The Real Estate Association of Lebanon (REAL), The Federation of All Real Estate Associations of Turkey (TEMFED), Federation of Real Estate Consultants of Turkey (EMFED), Ajman Real Estate Regulatory Agency (ARRA), Arab African Organization for Real Estate and Commercial Investment & Development (AAORCID).

Patricia Delaney, Secretary General, FIABCI Paris Secretariat

**PROGRAMME**  
**Saturday 16 th March**  
**Hotel Continental**

**Business Breakfast organized by FIABCI - Italia**  
Breakfast room and, if needed, room “La Splendida”

9.00 – 12.00 am - Round Tables

**Round Tables of Brokers**

- Kirkor Ajderhanyan, President, FIABCI World Council of Brokers
- Frédéric Schneider, Chairman, European Chapter of SIOR
- Ettore Ametis, Owner, Ametis Real Estate since 1929

**Round Tables of Managers**

- Michael von Hauff, President World Council of Managers
- Alberto Lunghini, President, Reddy's Group Paola Pontanari, Partner, Studio Legale Pontanari, Centro Studi di AICI e FIABCI Italia

**Round Tables of Investors/Developers**

- Giovanni Faoro, Italian Representative, World Council of Developers/Investors

**Round Tables of Experts**

- Terry Dunkin, President, World Council of Experts
- FIREC Designation, Randy Williams, President Education Committee
- Silvia Cappelli, Real Estate Services Director, CRIF
- Luke Brucato, Manager, CRIF Certification Services
- Fintan McNamara M.litt, Dip LS CEO, Institute of Professional Auctioneers and Valuers

**Round Tables of the Sponsors:**

- CORFAC International
- ImmobilSarda
- Promedil
- Qimmo
- Raynaud and Partners Studio Legale

**PROGRAMME**  
**Saturday 16 th March**  
Municipality of Chiavari

**The Italian Real Estate Market in a global competition**  
Municipality Room

13.00 pm – 14.00 pm - Lunch Hotel Continental

Bus transfer to the Municipality of Chiavari

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2.30 pm – Welcome speech

Roberto Levaggi, Mayor, Chiavari

2.40 pm - Opening of conference

Judy Shenefield, FIABCI World President

3.00 pm – **Public Real Estate and Distressed Properties Dismissal, Projects Bond and Crowdfunding: ideas, suggestions and new finance instruments approaching EXPO 2015** - Roundtable

Roberto Benaglia, President of the Scientific Committee - EIRE

Piero Biglia di Saronno, President, Finanziaria Ligure per lo Sviluppo Economico - F.I.L.S.E. S.p.A.

Federico F. Oriana, Managing Director, ASPESI

Paolo Giuggioli, President of the Milan Bar Association and President, of the Union of Bar Associations of Lombardy

Francesco Dialti, Senior Associate, Watson, Farley & Williams Lawfirm

Moderator: Paola Lunghini, Editor in Chief and Publisher Economia Immobiliare

4.30 pm – Presentation of Real Estate projects of the Municipality of Chiavari

Giorgio Guastini, Partner Studio G & A

5.15 pm – Some market news from the world

The Chicago Industrial Real Estate market

Steve Podolsky, Principal, Podolsky Northstar

The Greek Real Estate market

Panos Skliamis MA, HBS Ex

5.45 pm – Incoming 2014 World Congress in Luxemburg

Carlo Hein, Managing Director, Property Management Luxembourg S.A.

6.00 pm – Closing of conference

Flavio Gonzaga Nunes, FIABCI World President-Elect



**PROGRAMME**  
**Saturday 16 th March**  
Chiavari's Castle

**Cocktail and Dinner Chiavari's Castle - Palazzo Rivaschieri**

6.00 pm - Cocktail at Chiavari's Castle

Awards for the founder members of FIABCI Italia:

Luciano Buson

Maurizio Galimberti Faussonne Di Germagnano

Paolo Antonio Giuggioli

Giuseppe Maggi

The awards are given by Paola Lunghini and Benedetta Viganò

8.00 pm- Dinner

10.00 pm – Bus transfer to the Continental Hotel



*The castle was built between 1146 and 1147, one of the first erected in the Italian Riviera, over a hill dominating and defending a seafaring village, called Clavai, today Chiavari.*



*In 1172 the castle was besieged by Opizzino Spinola, while in 1278 it fell into the hands of Moruello and Alberto Fieschi hands, allied for the conquest of the castle, but just for eight days.*



*During the first half of the 14th century it was rebuilt several times because of violent battles between the Guelfs and Ghibellines and in that century the village was further fortified by a heavy surrounding wall accessible through seven doors and defended by fourteen towers. Nowadays it is quite easy to see the ruins of the ancient wall of the ancient village of Chiavari.*

**PROGRAMME**  
**Sunday 17 th March**  
**Hotel Continental**

**FIABCI Board Meeting**  
Conference room “La Radiosa”

9.30 am - Closed meeting - Agenda separately circulated

11.00 am – 11.15 am Coffee Break

12.30 pm - Meeting ends

1.00 pm – 2.00 pm Lunch

If needed, meeting continues

2.30 pm – Meeting adjourned and departures

Judy Shenefield (USA), FIABCI World President  
Flavio Gonzaga Nunes (BR), FIABCI World President-Elect  
Alexander Romanenko (RU), Immediate Past World President  
Patricia Delaney (IE), Secretary General, FIABCI Paris Secretariat  
Fabrice Levet (FR), Treasury  
Martin von Hauff (DE), President of Finance Committee  
Randy Williams (USA), President of the Education Committee  
Chudi S. Ubosi (NG), Regional President – Africa  
Calvin Lindberg (CA), Regional President - The Americas  
Teguh Satria (ID), Regional President - Asia Pacific  
Jean-Pierre Weyermann (CH), Regional President - Europe - the Near East  
Kirkor Ajderhanyan (FR), President World Council of Brokers  
Terry Dunkin (USA), President World Council of Experts  
João Crestana (BR), President World Council of Developers/Investors  
Michael von Hauff (DE), President World Council of Managers  
Gerard Bakker (NL), President of the Conference Committee  
Robyn Waters (AU), President of Membership Committee  
Danielle Grossenbacher (USA), President of the Professional Division  
Karen Pikielny (FR), President of the International Organisations Committee  
Tasos Stavrou (CY), President of the Young Members' Committee  
Eddie Barrett (IE)  
Gönczi László (HU)  
Antonio Campagnoli (IT)  
Steve Podolsky (USA)  
Antonia Wirth (BG)  
John Richard Chambers (UK)  
Hans-Ulrich Berendes (DE)

**CORFAC International** consists of privately held commercial firms with expertise in office, industrial and retail real estate leasing and sales, multifamily property acquisitions and dispositions, property management and corporate services. In association with FIABCI and global affiliates, CORFAC offers commercial real estate services in 65 countries. In recent years, CORFAC firms averaged over 8,500 completed transactions annually totaling more than 600 million square feet worth an excess of US\$5.2 billion. For more information, call +1.703.532.6160 or visit [www.corfac.com](http://www.corfac.com)

**Raynaud and Partners** was founded in Sept. 2009. Through the expertise of its partners (who have gained significant experience in leading domestic and international law firms) and of the other professionals, the Firm is able to provide its services in the most complicated extraordinary transactions acting as reference point for a tailor-made style management of legal issues. Amongst the practice areas of the firm are: real estate, corporate, energy, regulatory, tax, M&A, banking and restructuring. [www.raplex.it](http://www.raplex.it)

Since 1974, **Immobilsarda** has been the leading agency in Gallura-Costa Smeralda. The Company boasts a large selection of properties for sale and rent: the most prestigious waterfront villas, plots in unique positions, single villas and apartments. Immobilsarda is also specialized in the brokerage of large developments, investments, Hotels and Resorts and RE projects. Immobilsarda is part of many important international networks like Christie's International Real Estate, EREN- European Real Estate Network, Luxury Portfolio, Fiabci, active in the promotion of luxury properties.

**Promedil** works in the Design and the Realization of buildings, most of all with directional, commercial and industrial uses, according to the needs of the customers. Promedil realizes projects that are strategically located in the growing area. Promedil has a Team of qualified professionals for every realization step of its projects. Promedil proposes technical and management services that are directly connected to the development, the engineering, the building and the management.

[www.promedil.it](http://www.promedil.it)

**Qimmo** is a high qualified international and independent European Group of Interest. It provides fully integrated services in the commercial Real Estate Market. All its partners are local experts and owner run firms with a long experience. - Via Lanzone 7 - 20123 Milano - Italy [www.qimmo.eu](http://www.qimmo.eu)

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Real Estate Protagonists and Projects :



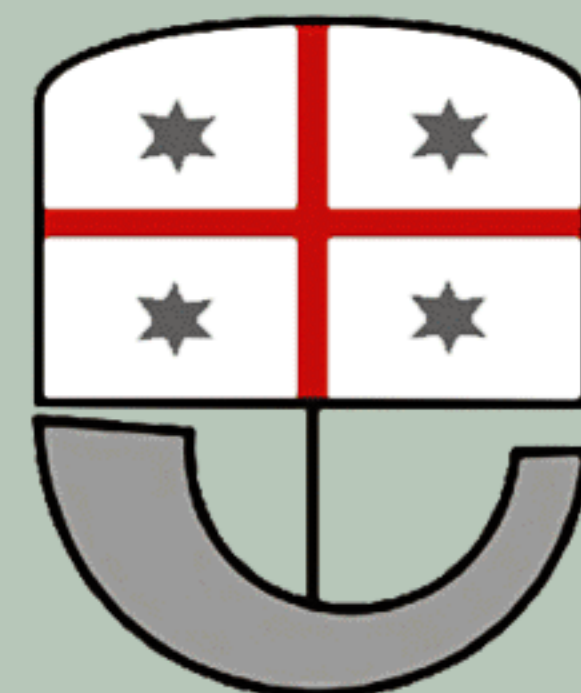
Supporting the upcoming:



Supporting the following foundations:



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REGIONE LIGURIA



COMUNE DI CHIAVARI



## What is the International Real Estate Federation FIABCI?

**Business club** of real estate professionals in 60 countries

**Federation** of 100 national real estate associations

**Special consultant with NGO status** to the Economic and Social Council of the United Nations Organisation (ECOSOC)

### FIABCI represents all real estate disciplines:

- brokerage
- property management
- valuation / appraisal
- property development and consulting
- lawyers
- insurers
- architects
- urban planner

### FIABCI represents all types of property:

leisure, office, industrial, residential, retail, rural ....

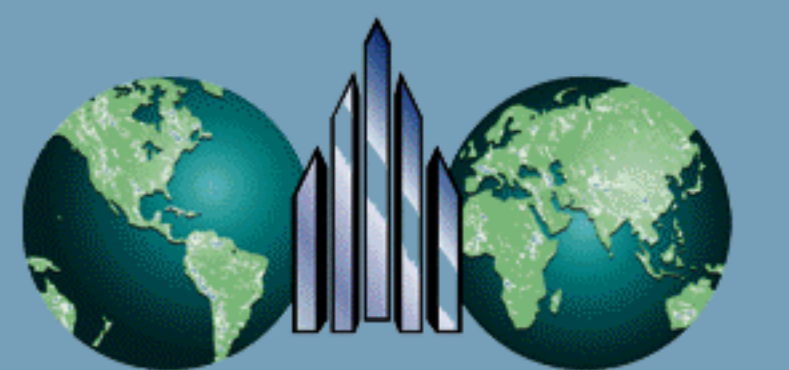
### FIABCI is Global:

FIABCI is represented by chapters in 48 countries. It has five official languages: English, French, German, Japanese and Spanish.

### FIABCI objective

FIABCI is a non-political entity whose objective is to help its members add an international dimension to their businesses. FIABCI helps members acquire knowledge, develop networks and optimise business opportunities all over the world.

We offer at least two international congresses a year. We are a catalyst for our institutional members, promoting their courses, certifications and publications to our worldwide membership. We propose international real estate certification in cooperation with FIABCI's Academic Members.



FIABCI

FIABCI European Committee

17 rue Dumont d'Urville, F-75116 Paris +33 1 73795830

Piazza Diaz 1, 20123 Milano +39 02 783213

info@fiabci.it