

# REAL ESTATE / SMART CITIES CONGRESS

7 JUNE 2018 - FULL DAY CONGRESS - LUXEMBOURG CHAMBER OF COMMERCE

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PIA LAUBE



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LUXEMBOURG CHAMBER OF COMMERCE

DELOITTE

FUTURE OF CITIES

CRADLE TO CRADLE

SMART CITY BERLIN TXL

RICS

JLL

VILLE DE LUXEMBOURG

MINISTERE DU DEVELOPEMENT ET DES INFRASTRUCTURES

EVENT ORGANISED BY:

**LuxREAL**  
Real Estate Association of Luxembourg a.s.b.l.

IN COLLABORATION WITH:

**A M C H A M LUXEMBOURG**  
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## CARLO THELEN

CHAMBRE DE COMMERCE



After a degree in economics at the University of Louvain in Belgium, Carlo Thelen joined the Chamber of Commerce in 1996 as economic adviser. He is in charge of strategic papers, studies, surveys and statistics, research and innovation, economical documentation and literature and gives advice and information on these subjects. Carlo Thelen is the author of several articles and strategic papers of the Chamber and makes presentations regularly about the economy of Luxembourg to various audiences. He represents the Chamber of Commerce in different working groups and councils of Luxembourg ministries, administrations and other organizations. Since the 1st of August 2003, Carlo Thelen is a member of the Managing Board of the Chamber of Commerce. Since the 1st of January 2004, he is head of the International Affairs and since the 1st of January 2007, he is also the Chief Economist of the Chamber. On the 10th of January 2014 he was nominated as Director General of the Chamber of Commerce.

In addition to all of this, Carlo Thelen is Secretary General of «Oeuvre Nationale de Secours Grande-Duchesse Charlotte», Member of «Institut grand-ducal, section des sciences morales et politiques» and Member of the Board of « Bridge Forum Dialogue »

- MEMBER OF THE BOARD OF « SOCIÉTÉ NATIONALE DE CRÉDIT ET D'INVESTISSEMENT – SNCI »
- MEMBER OF THE BOARD OF « COMITÉ DE L'OFFICE DU DUCROIRE »
- MEMBER OF THE BOARD OF « SOCIÉTÉ DE LA BOURSE DE LUXEMBOURG S.A. »
- MEMBER OF THE BOARD OF LUXEXPO S.A.”
- MEMBER OF THE BOARD OF THINK TANK «FONDATION IDEA.LU ASBL»
- PRESIDENT OF THE CLUSTER FOR LOGISTICS ASBL

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## SOPHIE MITCHELL DELOITTE



Sophie, a Luxembourg “Réviseur d’Entreprises Agréé”, is an audit partner in the Deloitte Luxembourg office with over 27 years of experience, including 4 years in our Paris office.

She is a member of the Executive Committee since 2010 and after 7 years as Audit Leader from 2011 to 2018, she has now been appointed the COO of Deloitte Luxembourg.

She has specialised in the audit of consolidated accounts being listed groups, private equity held groups or family business owned groups. She has a large experience for audit of consolidated accounts either under Lux GAAP and IFRS.

In addition, she was a member of the Luxembourg Institut des Réviseurs d’Entreprises’ Board and leader of the training commission of the Institute from 2011 to 2018.

She has previously lectured consolidation at ICN (Institut Commercial de Nancy, France) and at the University of Luxembourg.

Sophie is also “Présidente du Comité de Pilotage de la formation complémentaire des candidats réviseurs d’entreprises et de la formation complémentaire des candidats experts-comptables” at the University of Luxembourg.

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## JAMES WALLMAN FUTURIST & JOURNALIST



J. Wallman has been analysing trends and forecasting the future since 2004. He was a senior trend analyst at The Future Laboratory in 2007, and was editor of the company's insight, innovation and trend forecasting network LS:N Global, from 2008-2013. He was futurology columnist for technology magazine T3 from 2008-2012. His writing and thoughts on trends and the future have appeared – as articles, columns, and cover features – in many of the world's leading publications.

— THE TIMES  
— THE GUARDIAN

— THE FINANCIAL TIMES  
— WALL STREET JOURNAL

— THE DAILY MAIL  
— THE ECONOMIST

— THE TELEGRAPH  
— OTHERS ...

He has given talks on what is happening now and what will happen next, from Beijing to Stockholm, Paris, New York, and California. Clients range from The Absolut Company and BMW to Google, HSBC, and Zurich Financial Services. Events include the International Luxury Travel Market (ILTM), the Design Hotels Future Forum, and Pernod Ricard's annual luxury seminar.

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## PROF. DR. BRAUNGART



Michael Braungart is CEO of EPEA, Environmental Protection and Encouragement Agency in Hamburg (Germany), »The cradle of Cradle to Cradle« and professor at the Leuphana University Lüneburg. He is also co-founder of McDonough Braungart Design Chemistry (MBDC) in Charlottesville, Virginia and founder of the Hamburger Environmental Institute (HUI).

For decades, Prof. Dr. Michael Braungart has pioneered the Cradle to Cradle design concept. He has worked with a number of organizations and companies across a range of industries, and has developed tools for designing eco-effective products, business systems and intelligent materials pooling.

— CRADLE TO CRADLE  
— GREEN PEACE

— EPEA  
— MCDONOUGH BRAUNGART DESIGN CHEMISTRY

— HUI  
— UNIVERSITY OF LÜNEBURG

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## PIA LAUBE

TEGEL PROJEKT GMBH



Within six months after the opening the new international airport for Berlin and Brandenburg in Berlin-Schönefeld (BER), Berlin-Tegel Airport is to be closed down. The site will then be converted over the following years to create a research and industrial park for urban technologies: Berlin TXL – The Urban Tech Republic. The focus of Berlin TXL is on the things that will keep the growing metropolitan centres alive through the 21st century: the efficient use of energy, sustainable building, environmentally-compatible mobility, recycling, the networked control of systems, clean water, and the use of new materials. Berlin TXL – The Urban Tech Republic is currently a unique project in Europe, if not worldwide.



Pia Sophie Laube's role within the Tegel Projekt GmbH team is the development and establishment of Berlin TXL – The Urban Tech Republic as a startup hub and innovation community. Focusing on topics such as sustainability and urban technologies, she connects diverse players from academia, industry and the startup scene in order to develop dynamic communities and solutions for the future. In the past she developed an MBA programme specialising on sustainable mobility at TU Berlin and co-organised the Disrupting Mobility Summit with MIT, UC Berkeley and the London School of Economics. Pia studied International Relations, Law and Economics at the Universities of Bonn and Durham, and holds an MSc from LSE.

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## JEAN-PIERRE LEQUEUX



Jean Pierre is a Partner in Corporate Finance department, specialized in Real Estate industry. Jean-Pierre brings significant first-hand experience from the Real Estate industry. Over two decades, he developed and grew DTZ Luxembourg into a major player and his responsibilities covered a range of activities such as capital market, agency leasing, property and project management, valuation, and consulting. Jean-Pierre is also an experienced project leader, and is a reference in the booming real estate sector in Luxembourg.

Jean Pierre has a degree in Mechanical Engineer University Level and is member of Member Royal Institute of Chartered Surveyors.

- President of the Board of Directors and shareholder
- Global Management of a Company (Managing Director)
- Restructuration of a company and acquisition of a competitor
- New Business Plan (budget establishment)
- Project Leader in various projects (Capital Market / Corporate Services / Consulting)

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## JUERGEN WIEGAND RICS BELUX



Jürgen has been working in Luxembourg since 1999. He became a member of RICS in 2010. Jürgen has been a co-initiator of RICS round-tables in Luxembourg and was appointed Board Member of RICS Belux later on. He is a co-author of RICS Guidance Note on Risk Management under AIFMD.

Jürgen has been in real estate in various positions, i.e. investment advisory, fund-of-funds management and product management. He currently works as Vice President with JPMorgan in a fund oversight role on real estate and other illiquid investments.

Jürgen is a qualified banker. He studied economics, real estate investment management and real estate asset management in Germany and he is an Alternative Investment Association (CAIA) charter holder.

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## GIJSBERT DUIJZER DELOITTE



From 2005 to 2006 Gijsbert Duijzer was employed in the banking industry with a main focus on commercial lending in restructuring, corporate lending and a trade finance environment. Involved in large corporates and mid market clients in the Netherlands and throughout EMEA.

2016 – 2018

From 2016 to 2018 Gijsbert Duijzer is consultant with Deloitte, of which currently dedicated on blockchain in Real Estate & Finance. As such working with financial institutions and real estate owners on advising and developing blockchain.

Key projects:

- Blockchain POC with a large European bank regarding rental information
- Advising the Dutch banks on the establishment of a blockchain banking platform
- Developing a building passport together with major real estate owners in NWE

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## ROD SCRIVENER JLL



Rod joined JLL in Belgium in 1989. As a National Director he is based in Brussels and manages our valuation and consulting business.

As head of the Valuation and consulting activity in Belgium and Luxembourg for over 28 years Rod has extensive experience in valuations of all types of assets, and also in co-ordinating due diligence work on acquisition or sale. Recent examples of work carried out in all these areas are available on request. Our major clients include Befimmo, Cofinimmo, CBRE Global Investors, Goodman, Rockspring, Prologis ,AG Real Estate and Redevco as well as most major lending banks.

Rod is also a member of the JLL EMEA Valuations Management Board focussing on technology, and has a role in steering the valuation business across Europe. Rod is a power user of Argus Enterprise, Argus DCF, Argus valuation capitalisation and Argus developer as well as being a specialist in the prudent use of bespoke Excel models..

Rod is a registered RICS Valuer.

Rod is specialised in financial analysis and cash flow modelling for all property types.

Both within Belgium and Luxembourg and elsewhere in Europe Rod has helped develop innovative asset disposition strategies, often involving development advice. Typically clients for this area of business are large corporations or other landowners for whom property is not a core business. Rod also works with the corporate sector on structured financial leases and off balance sheet financing for build to suit solutions, as well as in sale and leaseback situations. Typically, but not exclusively, this activity will also involve our Capital Markets teams in executing transactions.

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## SERGE WILMES VILLE DE LUXEMBOURG



Serge Wilmes, Député and Premier échevin de la Ville de Luxembourg. Historian by training, Serge Wilmes joined the National Archives in 2007 and entered the CSV Parliamentary Group in 2008 as a Parliamentary Counsel for 4 years. The same year, he was elected President of the youth of the Christian Social Party.

In 2011, he entered the Chamber of Deputies and has become, since 2016, the CSV Stad President. Serge Wilmes was appointed alderman of Luxembourg-City at the last municipal elections.

As member of the Luxembourg-City communal council, he reports on the exercise of his following functions :

- URBAN DEVELOPMENT ITEMS
- ARCHITECTURE
- COMPUTER ENGINEERING
- TRADE AND TOURISM

In addition to this, Mr. Wilmes is the author of " C wéi Crémant - d'Chamber vun A bis Z » published in 2013 by Editions Saint-Paul.

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## CHRISTOPHE REUTER MINISTERE



LE GOUVERNEMENT  
DU GRAND-DUCHÉ DE LUXEMBOURG  
Ministère du Développement durable  
et des Infrastructures

MINISTÈRE DU DÉVELOPPEMENT DURABLE ET DES INFRASTRUCTURES

Christophe Reuter is the head of the strategic mobility planning team at Luxembourg's Ministry of sustainable development and infrastructures. As such, he co-authored the 2018 update of the national mobility strategy, which proposes a paradigm shift for tackling Luxembourg's mobility crisis both in the short-medium term and in the long term. Previous roles included traffic planning, teaching, business consulting and engineering. He holds degrees from ETH Zurich and Imperial College.

- KEY ITEMS OF THE NEW SUSTAINABLE MOBILITY STRATEGY "MODU 2.0" AS OUTLINED BY MINISTER BAUSCH ON 29TH MAY
- ITEMS OF THE MODU 2.0 "MOBILITY TOOLBOX" WHICH MAY AFFECT REAL ESTATE PROFESSIONALS
- EXAMPLES OF PROJECTS IN THE SMART CITIES SCOPE IN THE GRAND-DUCHY

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