

In a fast moving world, the real estate industry needs to adapt itself taking in account geopolitical, economic, societal and technological challenges

A NEW DEAL FOR REAL ESTATE

How to create new sources of growth?



WELCOMING NEW PLAYERS

Who are those game-changers transforming the industry?



CREATING NEW FORMS OF COLLABORATION

What is the new dispatch in roles and responsibilities between real estate stakeholders?



REINVENTING BUSINESS MODELS

How can new models be opportunities to rethink business strategies?

NEW FORMATS AND NETWORKING EVENTS !

OPENING AND CLOSING CEREMONIES

2 ceremonies to frame the conference programme: the opening sets the tone with a great keynote address on the 2017 main theme "A NEW DEAL FOR REAL ESTATE", while the closing gives the highlights of the 4 days of discussions.

CREATIVE SESSION



"Powered by Soon Soon Soon"

100 % of interaction for this session in which the audience experience design thinking techniques and frameworks to generate innovation. By invitation only.

PREDICTIVE SCENARIO

3 different scenarios (the worst, the best, the likely) on a current issue are presented by a prospective expert and/or a CEO. Is the most likely always the chosen one?

SUCCESSFUL FORMATS TO BE CONTINUED

STARTUP COMPETITION

3 categories: building, city and transaction.

9 finalists pitching in front of an international jury, after a 2016 worldwide roadshow stopping by New York, London and Hong Kong.

Cannes is the big final! The unmissable event gathering the startups ecosystem.

MATCHMAKING SESSIONS

3 highly productive networking events dedicated to healthcare, logistics and hospitality.



"Powered by PechaKucha"

PechaKucha events are one-off events that are separate from regular city-based PechaKucha Nights, and that are usually held as part of festivals and conferences, but also act as standalone events. These events include presentations that use PechaKucha' 20 images X 20 seconds' format.

EXCLUSIVE CLOSED DOOR EVENTS

MAYORS & POLITICAL LEADERS' THINK TANK

The **must-attend event** for international urban political leaders to discuss closed doors key issues related to 2017 main theme "A NEW DEAL FOR REAL ESTATE".

OCCUPIERS' SUMMIT

A breakfast event dedicated to corporate real estate professionals, focusing on **property management issues and solution-oriented thinking**.

REINVEST SUMMIT

The **Real Estate Institutional Investors' Summit** that brings together the world's leading sovereign wealth funds, pension funds, insurance funds, and other leading capital owners in the real estate industry.

LEADERS' BREAKFAST

An **elite event gathering corporate senior officials** and the opening ceremony's keynote speaker for an exclusive private discussion.

PROGRAMME AT-A-GLANCE

Monday 13 March

18.30

REINVEST
DINNER



Sponsors: AXA IM, KPMG, RCA, Aberdeen, Nabarro, Rockspring
By invitation only

INVESTMENT

Carlton Hotel

Tuesday 14 March

REINVEST
SUMMIT



8.00

What is the New Deal for institutional investors?

Sponsors: AXA IM, KPMG, RCA, Aberdeen, Nabarro, Rockspring
By invitation only

4h30

INVESTMENT

Carlton Hotel

10.00

Opening Ceremony

Keynote address by Dr. Parag Khanna,
leading global strategist & best-selling author
"How connectivity is reshaping global affairs?"

1h

NEW DEAL

Grand Auditorium
(Palais 1)

10.15

Title to be announced

Sponsor: Salesforce

30 min

TECH

Innovation room
(Palais -1)

11.00

The new Russian RE agenda: how to transform square
meters into urban environment?

Co-organiser: RBC

1h

Ruby room
(Palais 5)

11.15

Worldwide overview:
what are the global indicators saying?

45 min

ECONOMY

New Deal room
(Palais 3)

11.15

How to shift from big data to smart data?

45 min

TECH

Innovation room
(Palais -1)

12.15

How to easily optimize energy efficiency investments?

Sponsor: Ruukki

30 min

TECH

Innovation room
(Palais -1)

12.30

REINVEST
LUNCH



Sponsors: AXA IM, KPMG, RCA, Aberdeen, Nabarro, Rockspring,
Threestones Capital
By invitation only

INVESTMENT

Carlton Hotel

14.00

Ousting the establishment:
what's the impact on the RE industry?

Sponsor: Lennar International

45 min

GOVERNANCE

New Deal room
(Palais 3)

14.00

MIPIM City Investment Forum
How to stimulate urban reinvestment and development
in a challenging market?

Co-organiser: Manchester

1h

INVESTMENT

Grand Auditorium
(Palais 1)

14.00

Emerging trends in RE:
what is the global outlook for 2017?

Co-organiser: ULI

45 min

EUROPE

Market Trends room
(Palais 3)

14.00

How Virgin Money UK improved workplace experience
and increased building efficiency with Honeywell's
connected services

Sponsor: Honeywell

30 min

TECH

Innovation room
(Palais -1)

14.00

From sick care to well care: how does rethinking
the healthcare industry impact the RE industry?

45 min

HEALTHCARE

Asset Class room
(Palais -1)

14.00

How to think different in RE?

Creative session by Soon Soon Soon. By invitation only

1h

NEW DEAL

(RE)creation room
(Palais 3)

15.00

How can disrupting technologies impact the way
we design, build and operate our environment?

Sponsor: Autodesk

2h

TECH

Innovation room
(Palais -1)

15.15

Senior serviced residences: what are the opportunities
in this fast-growing market?

Sponsor: Domitys

30 min

HEALTHCARE

Asset Class room
(Palais -1)

15.15

What does professionalism mean to your clients?

Co-organiser: RICS

45 min

REGULATION

New Deal room
(Palais 3)

15.15

How is London responding to the immediate
challenges posed by Brexit?

Sponsor: Residential Land

45 min

EUROPE

Market Trends room
(Palais 3)

16.00

MAYORS
& POLITICAL LEADERS'
THINK TANK



What makes a city attractive today and tomorrow?

Followed by a networking cocktail. By invitation only

2h

NEW DEAL

Carlton Hotel
Salon La Côte

16.00

Creating smart cities: how to compete successfully?

Sponsor: Oslo Metropolitan Area - Co-organiser: ULI

1h

Ruby room
(Palais 5)

16.30

The golden age of development in Poland

Sponsor: Poland Today

Followed by a cocktail at 19:00. By invitation

1h30

Verrière

Grand Auditorium

16.30

Women networking cocktail

By invitation only

1h30

Salon Croisette
(Palais 3)

16.30

How can RE investment strategies foster
a better life for people?

45 min

SOCIETAL DEMAND

New Deal room
(Palais 3)

16.30

How does private / public cooperation in the RE sector
favour better developments in healthcare?

45 min

HEALTHCARE

Asset Class room
(Palais -1)

16.30

Which capital cities in Europe have most to gain
from Brexit?

Sponsor: Defacto

Co-organiser: Heuer Dialog

45 min

EUROPE

Market Trends room
(Palais 3)

16.30

How to think different in RE?

Creative session by Soon Soon Soon. By invitation only

1h

NEW DEAL

(RE)creation room
(Palais 3)

16.30

MATCHMAKING
SESSIONS



Using 3D mapping for RE and property management,
how to benefit from this technology today?

Sponsor: Parrot

30 min

HOTEL & TOURISM

Networking zone
(Palais -1)

17.15

New ways of working, new production tools:
what is the impact on office buildings?

Co-organiser: ESSEC Business School

45 min

BUSINESS

New Deal room
(Palais 3)

17.45

How do patient-oriented technologies change
the face of the healthcare sector?

Sponsor: CAREIT

Followed by a cocktail in the Hotel & Tourism bar

45 min

HEALTHCARE

Asset Class room
(Palais -1)

17.45

What are the mega projects in major cities?

45 min

EMEA

Market Trends room
(Palais 3)

19.30



Welcome Reception - Open to all participants

Carlton Hotel

PROGRAMME AT-A-GLANCE

Wednesday 15 March

8.00	LEADERS' BREAKFAST m Private talks with Dr. Parag Khanna, leading global strategist & best-selling author "How connectivity is reshaping global affairs?" <i>Sponsor: Lennar International. By invitation only</i>	1h30	NEW DEAL Verrière Grand Auditorium
8.00	JAPAN BREAKFAST m <i>Sponsor: Diamond Realty Management. By invitation only</i>	2h	ASIA Majestic Hotel
8.00	OCCUPIERS' SUMMIT m Human Capital: the answer to Europe's productivity problem? What is the growing value of strategic FM to business? <i>Sponsors: LaSalle Investment Management, RICS, ADI</i> <i>By invitation only</i>	2h30	NEW DEAL Gray d'Albion Hotel
08.30	Russian Breakfast <i>By invitation only</i>	3h30	Majestic Hotel
08.30	Brazilian Breakfast <i>By invitation only</i>	1h30	Salon Croisette (Palais 3)
10.00	What are the new urban planning models? <i>Sponsor: Barcelona Catalonia</i>	45 min	TECH Innovation room (Palais -1)
10.00	Predictive scenario - <i>title to be announced</i> <i>Sponsor: CBRE Global Investors</i>	45 min	LOGISTICS Asset Class room (Palais -1)
10.00	Blockchain: what are the opportunities & challenges of peer to peer RE?	45 min	BUSINESS New Deal room (Palais 3)
10.00	What are the new patterns and motivations of Chinese investment in Europe?	45 min	ASIA Market Trends room (Palais 3)
10.30	Oslo Investors' Summit: pawn is the new queen <i>Sponsor: Oslo Metropolitan Area</i>	1h	Salon Croisette (Palais 3)
10.30	Italian real estate: resilience in Europe <i>Co-organiser: Studio Chiomenti</i> <i>Followed by the Italian lunch, by invitation only</i>	2h	Ruby Room (Palais 5)
10.30	What is the role of sustainable development and eco exemplarity in real estate projects? <i>Sponsors: Metropole Nice Côte d'Azur</i>	1h30	Verrière Grand Auditorium (Palais 1)
11.00	How to build cities together? <i>Sponsor: SNCF Immobilier</i> <i>Followed by a cocktail</i>	2h	TECH Innovation room (Palais -1)
11.15	Hosting international events: how to empower citizens in urban planning? <i>Sponsor: Plaine Commune</i>	45 min	SOCIÉTAL DEMAND New Deal room (Palais 3)
11.15	Where are the blue oceans in Asia?	45 min	ASIA Market Trends room (Palais 3)
11.15	How to think different in RE? <i>Creative session by Soon Soon Soon. By invitation only</i>	1h	NEW DEAL (RE)creation room (Palais 3)
11.15	Is investment in Catalonia the strategic entry to Europe? <i>Sponsor: Barcelona Catalonia</i>	45 min	LOGISTICS Asset Class room (Palais 3)
12.30	Cocktail-lunch <i>Sponsor: Polish Embassy. By invitation only</i>	1h30	Verrière Californie (Palais 5)

Partners' sessions



13.00	ASIA LUNCH m <i>By invitation only</i>		Majestic Hotel
14.00	Workshop - Title to be announced <i>Sponsor: Schindler</i>	2h	TECH Innovation room (Palais -1)
14.00	How can big data boost the RE business? <i>Sponsor: Siemens</i>	45 min	TECH New Deal room (Palais 3)
14.00	How to approach the Japanese market?	45 min	ASIA Market Trends room (Palais 3)
14.00	How innovative is the German RE sector? <i>Sponsors: ZIA, Commerz Real</i>	45 min	TECH Asset Class room (Palais -1)
14.00	Polska & CEE: closer together or further apart? <i>Sponsor: Poland Today</i>	1h30	Ruby room (Palais 5)
15.15	How does technology reshape the RE job market?	45 min	TECH New Deal room (Palais 3)
15.15	Building India: how is the second most populated country in the world being transformed?	45 min	ASIA Market Trends room (Palais 3)
15.15	How to think different in RE? <i>Creative session by Soon Soon Soon. By invitation only</i>	1h	NEW DEAL (RE)creation room (Palais 3)
15.15	Where is the shifting landscape of European hospitality investment heading? <i>Sponsor: Swisslife</i>	45 min	HOTEL & TOURISM Asset Class room (Palais -1)
16.00	STARTUP COMPETITION m <i>Followed by a campfire-like networking event until 19:00</i> <i>Global RE Tech Partner: MetaProp NYC</i> <i>Sponsor: BNP Paribas Real Estate</i> <i>Partners: Holland PropTech, Impulse Labs, Paris&Co, Swiss PropTech</i>	1h30	TECH Grand Auditorium (Palais 1)
16.30	How to transform and re-use buildings almost to infinity?	45 min	ARCHITECTURE New Deal room (Palais 3)
16.30	Canadian funds: which approaches, which strategies for the RE industry? <i>Sponsor: Metropolitan Montreal Group</i>	45 min	AMERICAS Market Trends room (Palais 3)
16.30	Connected building: how does innovation provide value creation potential for real estate? <i>Sponsor: Schneider Electric</i>	2h	TECH Innovation room (Palais -1)
16.30	What are the next investment opportunities in Brazilian tourism? <i>Sponsor: MINTUR</i>	2h	AMERICAS Asset Class room (Palais -1)
16.30	MATCHMAKING SESSIONS m	1h	HEALTHCARE Networking zone (Palais -1)
16.30	How does Sweden develop innovative urbanization? <i>Sponsors: Invest Stockholm Business Region, Business Region Göteborg, City of Malmö</i>	1h	Ruby room (Palais 5)
17.45	How to think in advance the cities of tomorrow?	45 min	ARCHITECTURE New Deal room (Palais 3)
17.45	What is the investment horizon across the US RE market? <i>Sponsor: HAP</i>	45 min	AMERICAS Market Trends room (Palais 3)

Programme as of February 13th 2017, may be subject to change

PROGRAMME AT-A-GLANCE

Thursday 16 March

8.30	USA Breakfast <i>Sponsor: ABM</i>	1h30	Salon Croisette (Palais 3)
09.30	Why invest in Nordic real estate? <i>Sponsor: Newsec</i> <i>Preceded by a breakfast at 8:30, Verrière Californie, Palais 5</i>	2h	Ruby room (Palais 5)
10.00	How can smart mobility make cities smarter?	45 min	TECH Innovation room (Palais -1)
10.00	New vs. traditional players: what are the new alliances to create?	45 min	BUSINESS New Deal room (Palais 3)
10.00	How to build the best quality housing for the greatest number of people?	45 min	EUROPE Market Trends room (Palais 3)
10.00	Why Greater Copenhagen is the growing hotspot within global logistics? <i>Sponsor: Greater Copenhagen</i>	2h	LOGISTICS Asset Class room (Palais -1)
11.00	Airbus, Siemens Mobility, Sigfox, HyperloopTT chosen Toulouse. What about you? <i>Sponsor: Toulouse Metropole</i>	2h	TECH Innovation room (Palais -1)
11.00	 A new deal for real estate	1h30	NEW DEAL Grand Auditorium (Palais 1)
11.15	New game, new rules, new asset classes: what are the consequences for brick and mortar? <i>Sponsor: Emirates REIT</i>	45 min	BUSINESS New Deal room (Palais 3)
11.15	Is Lisbon the next tech city investment hot-spot? <i>Co-organiser: Iberian Property</i>	45 min	EUROPE Market Trends room (Palais 3)
11.15	How to think different in RE? <i>Creative session by Soon Soon Soon. By invitation only</i>	1h	NEW DEAL (RE)creation room (Palais 3)
11.30	What are the billion reasons to invest in Arctic Europe? <i>Sponsors: Arctic Europe, Smart'n'Clean, Helsinki Metropolitan</i>	1h30	Ruby room (Palais 5)
12.30	Is Spain the new place to invest? <i>Sponsors: Gesvalt, Roca Junyent</i> <i>Followed by the Spanish wine, on Spanish Pavilion - Riviera9</i>	1h	EUROPE Market Trends room (Palais 3)
13.00	HOTEL & TOURISM LUNCH  <i>Sponsor: Brazilian Ministry of Tourism</i>		Majestic Hotel
14.00	How can CRE technology unlock the financial power of your data? <i>Sponsor: Altus Analytics</i>	30 min	TECH Innovation room (Palais -1)
14.00	How do new consumer behaviours reshape last mile delivery?	45 min	LOGISTICS Asset Class room (Palais -1)

14.00	How can RE contribute to the building of inclusive cities and create new sources of growth?	45 min	SOCIETAL DEMAND New Deal room (Palais 3)
14.00	Where are the investment opportunities in Megacities in South America?	45 min	AMERICAS Market Trends room (Palais 3)
15.00	How to empower cities and real estate players to improve quality of life and work? <i>Sponsor: ENGIE</i>	2h	TECH Innovation room (Palais -1)
15.15	Where are the new gold nuggets of the tourism industry?	45 min	HOTEL & TOURISM Asset Class room (Palais -1)
15.15	How can standards agencies and regulatory authorities help the RE sector to create growth? <i>Co-organiser: LMA</i>	45 min	GOVERNANCE New Deal room (Palais 3)
15.15	How to think different in RE? <i>Creative session by Soon Soon Soon. By invitation only</i>	1h	NEW DEAL (RE)creation room (Palais 3)
15.15	Title to be announced	30 min	AFRICA Market Trends room (Palais 3)
16.30	How can private / public cooperation increase the value and attractiveness of cities?	45 min	GOVERNANCE New Deal room (Palais 3)
16.30	How to forecast investment in the fast-growing sub-saharan region?	45 min	AFRICA Market Trends room (Palais 3)
16.30	How can investing in hotels create good returns?	45 min	HOTEL & TOURISM Asset Class room (Palais -1)
16.30	MATCHMAKING SESSIONS 	1h	LOGISTICS Networking zone H&T (Palais -1)
17.00	USA cocktail hour	1h	NAR Pavilion, USA zone
17.15	Title to be announced <i>Sponsor: Velux</i>	30 min	TECH Innovation room (Palais -1)
17.45	How do new economic models shake the RE market?	45 min	ECONOMY New Deal room (Palais 3)
17.45	How do new infrastructures favour the development of coastal North African cities?	45 min	AFRICA Market Trends room (Palais 3)
17.45	How to rethink hotels facing millennials' expectations?	45 min	HOTEL & TOURISM Asset Class room (Palais -1)
18.00	Title to be announced	30 min	TECH Innovation room (Palais -1)
18.30	 <i>Sponsors: Immobilien Zeitung, Threestones Capital</i>		Grand Auditorium (Palais 1)

Friday 17 March

10.00	Closing Ceremony - Summary of the 4 days of MIPIM, vision for the future	1h	NEW DEAL New Deal room (Palais 3)
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LEARN FROM 400+ INDUSTRY AND NON-INDUSTRY EXPERTS INCLUDING:



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Co-Founder,
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Sir Howard BERNSTEIN
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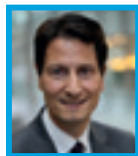
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