



ULI EUROPE YOUNG LEADERS

APPENDIX

30 June 2023

Thibault Weston Smith, Chair

ULI Europe Young Leaders Executive Committee



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ULI Governance (1/2)

ULI Global:

- Global CEO: Ron Pressman
- Global Chair: Diane Hoskins

ULI Europe:

- Europe CEO: Lisette van Doorn
- Europe Chair: Lars Huber
- Europe Young Leaders Chair: Thibault Weston Smith

Additional links:

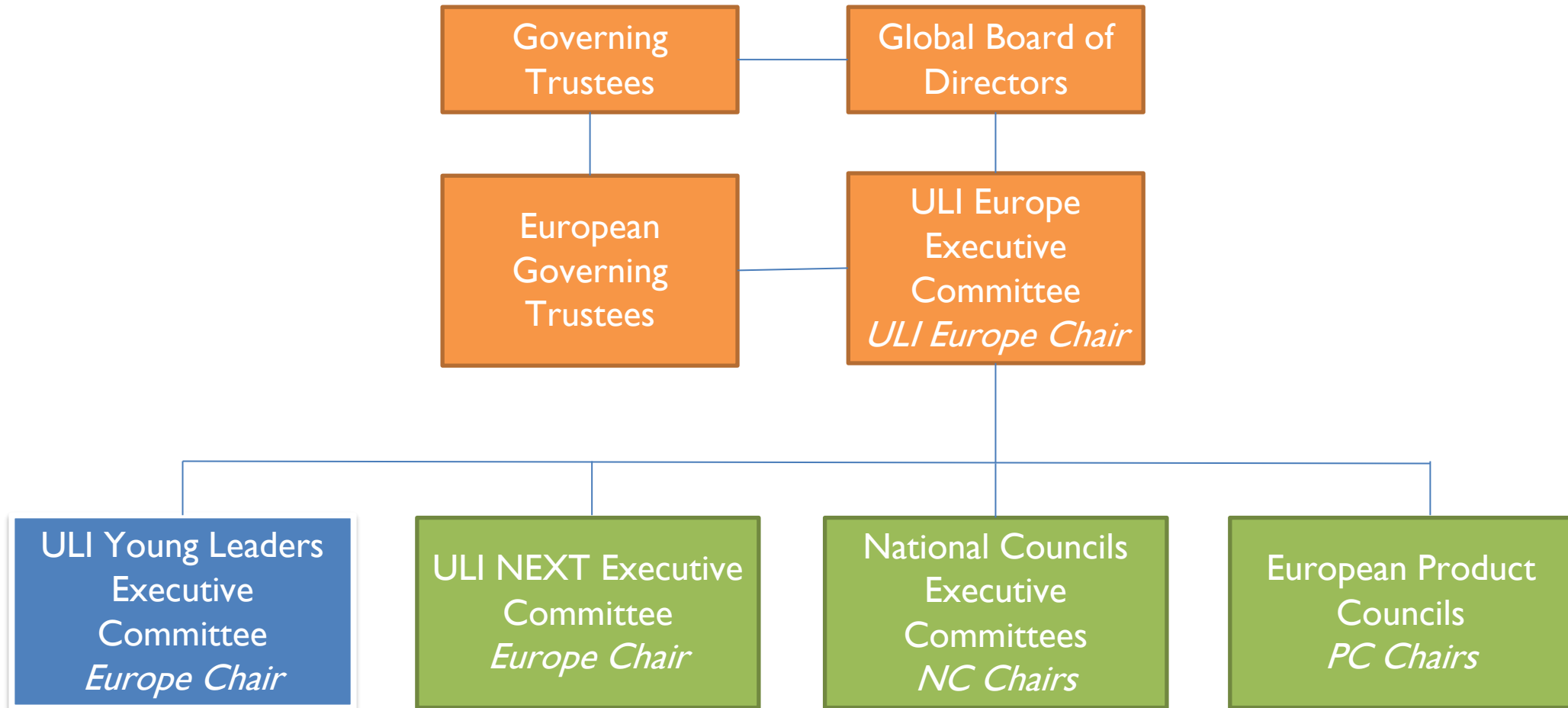
[ULI Europe Staff Team](#)

[ULI Europe Leadership](#)

[ULI Europe Young Leaders Executive Committee Members](#)

[Young Leader National Council Chairs](#)

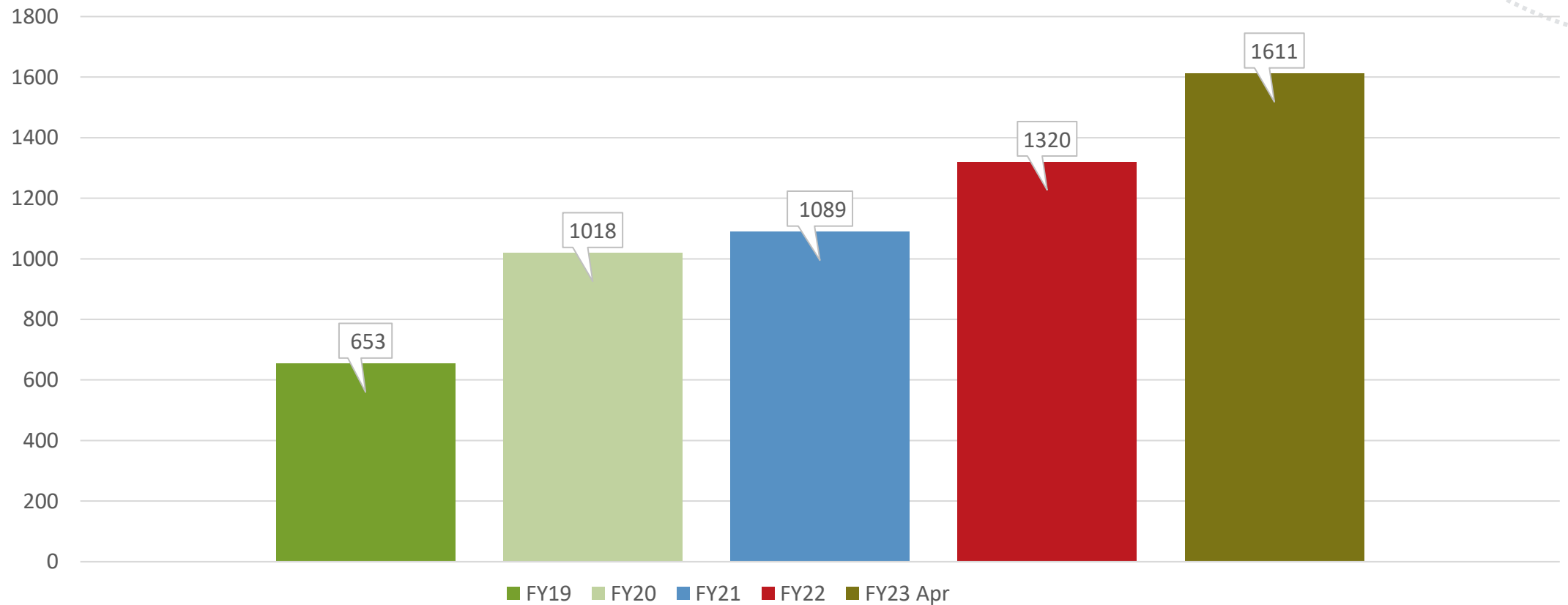
ULI Governance (2/2)



Membership Summary FY23 YTD April

Ranking	Council	Total ULI membership FY23 YTD April	YL & Student Membership FY23 YTD April	YL & Student Membership FY23 YTD October	Percent Change April vs. October
1	UK	1324	415	370	11%
2	Germany	949	283	255	10%
3	France	739	186	170	9%
4	Spain - Madrid	355	146	147	-1%
5	Belgium & Luxembourg	290	100	102	-2%
6	Switzerland	185	81	46	43%
7	Netherlands	346	77	64	17%
8	Middle East	204	70	69	1%
9	Ireland	168	60	55	8%
10	Italy	192	59	56	5%
11	Poland	202	50	47	6%
12	Denmark	65	22	21	5%
13	Greece & Cyprus	93	21	16	24%
14	Spain - Barcelona	75	17	15	12%
15	Austria	75	8	11	-38%
16	Europe	47	8	13	-63%
17	Portugal	58	5	5	0%
18	Sweden	16	3	2	33%
		5383	1611	1464	9%

ULI Europe Young Leaders & Students Membership: FY19 - FY23 YTD April



Pan-European Networking Initiative

For those who want wanted to be part of a highly committed group with whom we can share successes, challenges, and experience in a safe and confidential environment, the ULI Europe Young Leaders Board has launched a Pan-European networking initiative that aims to offer a platform where Young Leaders can share best practices, market trends and key learnings.

These virtual events are held under the Chatham House Rule and are due to happen on a recurring basis (every 6 weeks), with a group of 5-8 individuals meeting, in an environment where in-depth conversation can take place and trust is key.

A 'pilot programme', has been launched in 2021-2022 with 5 groups with 4 different key topics:

1. How can ESG become an important value driver?
2. How can PropTech deliver value in a market?
3. Capital markets, what are the hottest trends on?
4. Repurposing assets looks high on the agenda, why?

This has been very successful and we will launch on a larger scale in the future.

The background of the slide is a photograph of a group of four people in a professional setting. A man and a woman are shaking hands, while another man and woman look on with smiles. In the background, there is a whiteboard with various charts and papers pinned to it.

ULI Europe - Young Leaders Group

Sister Cities Program 2023/2025

June 2023

Ariana Popal
Brice Hoffer

Purpose of the Sister Cities' program

- Create a privileged relationship between pairs of local Young Leader groups across Europe, where interaction has been low or absent so far
- Learn from and about the respective cities
 - Urban challenges / existing planning policies
 - Distinct projects & actors in the local markets
- Have a concrete positive impact on the sustainable development of the local urban planning and property industries through:
 - Exchange of expertise of local stakeholders (ULI members, local players, public sector, etc.) from the respective cities
 - Experience and best-practices sharing (project- or career-related)
 - Inter-cultural exchange between young professionals
- Enhance the experience of local young leader members by offering a unique pan-European program

San Francisco's Sister Cities





OUR MISSION

The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

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San Francisco's Sister Cities



Setup

- Two-year program 2023/24
- Each duo of Sister Cities shall organize **at least 2** joint events p.a. (ideally – one being in person)
 - Interactive introduction into the respective local real estate markets & main actors, important urban projects (real estate and infrastructure), local ESG agenda, public-private partnerships, etc.
 - Networking sessions with speed dating rooms, content/topic hubs
 - Mentoring sessions with coaching (career path of young professionals and beyond)
 - Exchanging on local ULI initiatives / best practices, ULI position in the local market
- Quarterly feedback call: YL ExCom X Ambassadors X local chairs
- Annual survey to gather feedbacks & best practices for the Sister Cities initiative
- Annual Case Study on a dilemma / project in one of the two cities

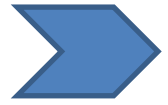
Role of the Ambassadors

- 1 or 2 Sister Cities Ambassadors to be defined in each participating Young Leader group
- Main connection points between
 - The two Sister cities' groups
 - The local Young Leader group and the Europe ExCom members driving the Sister Cities project
- Lead the organization of initiatives during the 2-year program

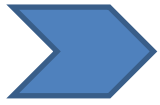
Three Country Bridge: France, Germany & Switzerland



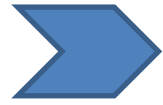
Timeline



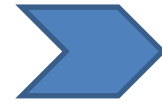
16th Dec 22
Information
Session



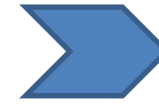
13 Jan 23
Registration
deadline



End Jan 23
Pairing
& Kick-Off with
participating
Local Chairs &
Ambassadors



End of March 23 1st
Feedback call with
local Ambassadors
(rolling quarterly call)



End of 2023
Comprehensive
experience survey



Dec 2024
End of the 1st Sister
Cities Program /
Launch of the
Program 2.0 /
Extension of the
programme (Global)



Sister Cities: Project leaders @ULI Europe YL ExCom



Ariana Popal

Origination International Investors,
Berlin Hyp AG
ariana.popal@berlinhyp.de



Brice Hoffer

Portfolio Management Global Real
Estate Multi-Managers, UBS AG
brice.hoffer@ubs.com

Introduction: ULI Young Leaders

- 1. The Urban Land Institute (ULI)** is the most influential research and educational organisation for the built environment, with a mission to provide leadership in the responsible use of land and in creating and sustaining thriving communities.
- 2. The Mission** of the ULI Young Leaders Group is to provide a unique forum for the industry leaders of tomorrow to engage with the leaders of today, and to connect local expertise with global knowledge across the entire spectrum of real estate disciplines.
- 3. ULI's Young Leaders Program** is open to all real estate professionals under the age of 35.

ULI Mission



THE MISSION OF THE URBAN LAND INSTITUTE

Shape the future of the built environment for transformative impact in communities worldwide

MISSION COMMITMENTS

CONNECT active, passionate, diverse members through the foremost global network of interdisciplinary professionals

INSPIRE best practices for equitable and sustainable land use through content, education, convening, mentoring, and knowledge sharing

LEAD in solving community and real estate challenges through applied collective global experience and philanthropic engagement

ULI Mission Priorities

1. Decarbonization and Net Zero

2. Increasing Housing Attainability

3. Educating the Next Generation of
Diverse Leaders

ULI - Reach and Impact Today*



46,000+

members in more than 80 countries



2,300+

programs and events around the world



100,000+

member volunteer hours annually delivering our program of work



550+

Advisory Services panels since 1947

240+

technical assistance panels since 2001



67,000+

students who have participated in UrbanPlan since 2003

ULI PropTech Innovation Challenge: Purpose

- 1. Educate our ULI Community** on the latest innovations across the region which impact how we Live, Work and Play.
- 2. Provide European Entrepreneurs** a unique channel to engage with ULI Europe members in a qualitative manner, driven by the ULI Mission Priorities
- 3. Become a New Landmark Event in European Innovation and PropTech**, leveraging ULI's network, influence and reputation.

ULI PIC: 2023 Champions

FRANCE

- Adrien Guigné
- Raheel Siddique
- Laelia Vaultot



GERMANY

- Niklas Kohl



UNITED KINGDOM

- Katherine Gunderson
- Kingma Ma



SWITZERLAND

- Livia Boer



THE NORDICS

- Karoline Garder

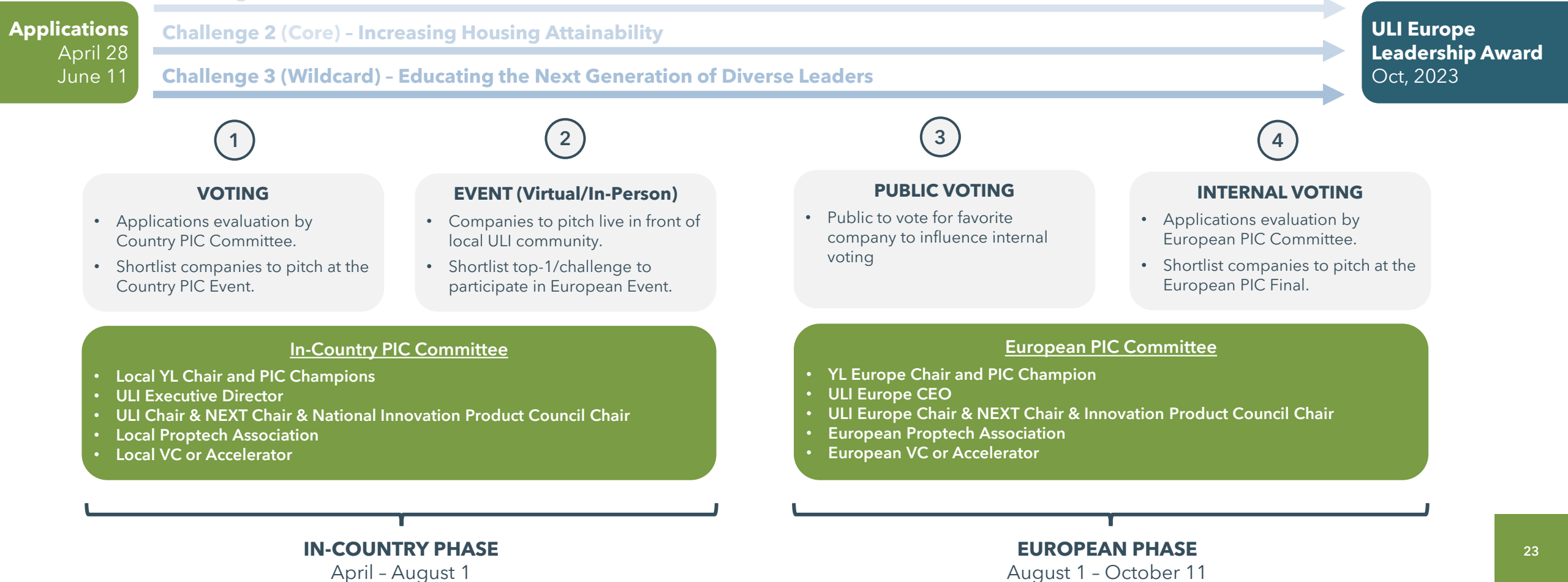


IBERIA

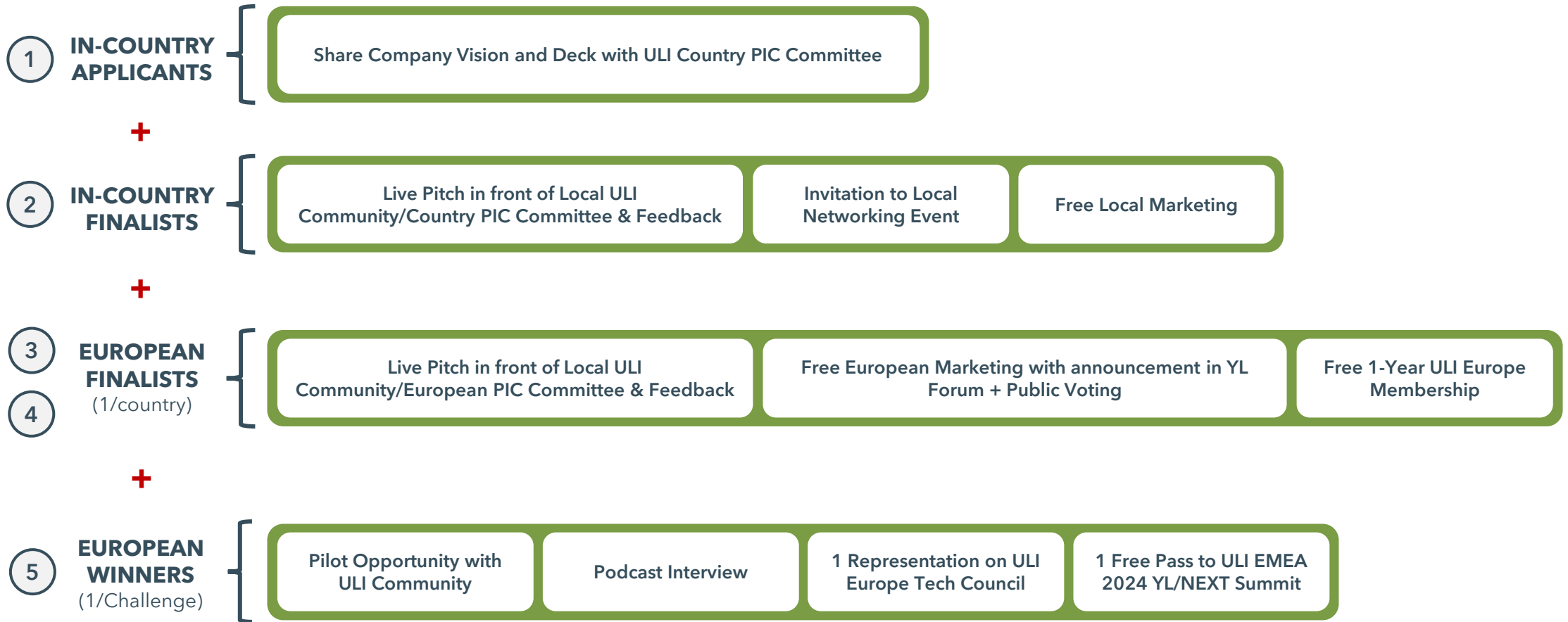
- Mohamed El Madani
- Alejandra Jurado

ULI PIC: Process

Coordination: National PIC Champions
Support: ULI Europe PIC & Steering Committee



Value Proposition for Applicants



European Leads



Thibault Weston Smith

Managing Director

REALTY
CORPORATION

westonsmith@realtycorp.co.uk



Simon Abboud

European Management Services

Hines

simon.abboud@hines.com