



What's New Where Next?

Real Estate
Trends Conference

18-19 June 2014
London, UK

ULI Urban Land
Institute

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PROGRAMME

JP Morgan, 25 Bank Street, London E14 5JP

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Delegate list is available online at
europetrends.uli.org

Urban Land Institute is a global non-profit research and education institute that brings together leaders in urban development and real estate, dedicated to creating better places.



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ULI Europe

Partner and Head
of European Real
Estate, Apollo Global
Management



Scott Malkin
Immediate Past
Chairman
ULI Europe

Chairman
SD Malkin Properties
and Value Retail



Seth Lieberman
Senior Adviser
ULI Europe



Lynn Thurber
Chairman, ULI

Chairman, LaSalle
Investment
Management



Peter S. Rummell
Immediate Past
Chairman, ULI

Principal, Rummell
Company



Patrick L. Phillips
Chief Executive
ULI

Upcoming Events

ULI Germany

Urban Leader Summit

3 July 2014, Frankfurt, Germany
Register | germany.uli.org

ULI Europe

Leadership Retreat

18-20 September 2014, Madrid, Spain
Invitation only | contact vgrubestic@uli.org

ULI

Transatlantic Capital Markets Forum

November 2014, Paris, France
Invitation only | contact liz.waller@uli.org

ULI

Fall Meeting

21-23 October 2014, New York, US
Save The Date | ulifall.org

ULI Germany

Leadership Award & Urban Leader Forum

18 November 2014, Hamburg, Germany
Save The Date | germany.uli.org

ULI Europe

Charitable Trust Dinner

1 December 2014, London, UK
Save The Date | europe.uli.org

ULI Europe

Annual Conference

3-4 February 2015, Paris, France
Save The Date | europe.uli.org

ULI

Mid Winter Global Leaders Meeting

5-6 February 2015, Paris, France
Invitation only | contact rose.kim@uli.org

Welcome

Welcome to the ULI Europe Real Estate Trends Conference. In these times of rapid change we are pleased to host 25 experienced thought leaders, who will share with us innovations and insights in to the future of our industry. We invite you to contribute to the discussions, challenge opinions and most importantly, enjoy the conference.

Thanks

ULI extends its gratitude to the speakers, programme committee members and generous supporters, who have made the ULI Europe Real Estate Trends Conference and Dinner possible.

Practical Information

Wifi - Wifi codes are available at the ULI registration desk.

Speaker Presentations and Photos - Presentations and photos of the conference will be available online following the event at europetrends.uli.org

World Cup Fixtures

Thursday 19 June 2014

17:00 Colombia v Ivory Coast

20:00 Uruguay v England

23:00 Japan v Greece

Please join us for a pre-match drink after the conference at 17:30h

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Keynote Speakers



Daan Roosegaarde

A multiple award winner for innovation, Roosegaarde's creative, practical and game-changing projects give you a better understanding of what is to come. His clients range from governments to private companies across the globe. His insights will help you understand your competitors' mindset. Roosegaarde challenges you to fully embrace the new or regress to the sidelines.



Ben Page

Page was named one of the "100 most influential people in the public sector" by the Guardian newspaper. His niche is understanding consumers, having directed research and surveys at Ipsos MORI for almost three decades. His clients include both the UK government as well as multi-national private sector companies like Sky TV, IBM, Shell etc.



Dr. Holger Schmieding

Schmieding is Chief Economist at Berenberg Bank and prior to that, Chief Economist Europe at Bank of America - Merrill Lynch. Schmieding has repeatedly received top honours for accuracy of forecasts and in 2013 was rated the best European economist by institutional investors in the Exel survey.

Jerry Speyer

Speyer is Chairman and Co-Chief Executive Officer of Tishman Speyer. His activities also include former chairman of the Board of Directors, the Federal Reserve Bank of New York, chairman emeritus of Columbia University, and chairman emeritus of the Real Estate Board of New York. He is also a member of the Council on Foreign Relations and the Business Roundtable.

Conference Programme

Wednesday 18 June

19:30-22:30

Networking Reception and Conference Dinner

One Great George Street, Westminster, London SW1P 3AA
Dinner Speaker: Daan Roosegaarde, Artist & Innovator
Creating Meaningful Sustainable Landscapes of the Future.

Supported by



Thursday 19 June

08:45-17:30

Conference

JP Morgan, 25 Bank Street, London E14 5JP

08:00-08:45

Networking Breakfast

08:45-09:00

Conference Welcome and Introduction

Conference Chair: **Olivier Piani**, Chief Executive Officer, Allianz Real Estate
Moderator: **Dame Judith Mayhew Jonas**, Senior Advisor, Tishman Speyer

09:00-09:45

Keynote Speaker

Cities of the Future - Gen Y and Other Key Influences on our Urban Environment
Ben Page, Chief Executive Officer, Ipsos MORI

09:45-10:45

Panel Discussion

Gen Y - Practical Implications on the Real Estate Industry

Christopher Choa, Vice President, AECOM
Bill Hughes, Managing Director, Legal & General Property
Elliott Lipton, Chief Executive Officer, First Base
Ben Page, Chief Executive Officer, Ipsos MORI
Alisa Zotimova, Chief Executive Officer, AZ Real Estate
Moderator: **Anthony Duggan**, Head of Real Estate Research, Deloitte

10:45-11:00

Global Best Practice Infoburst - Futuristic Urban Planning - King's Cross

André Gibbs, Partner, Argent

11:00-11:30

Coffee Break

Summer Council Day

18 June 2014

Open to all ULI European Council members and guests.

10:00-16:00	European Retail and Entertainment Council Location: CBRE Global Investors, One New Change, 3rd Floor, London EC4M 9AF
08:30-15:00	European Hotel and Resort Council Location: Rosewood London, 225 High Holburn, London WC1V 1CN
10:00-16:00	European Urban Regeneration Council Location: Ashurst Offices, Broadwalk House, 5 Appold Street, London EC2A 2HA
10:00-16:00	European Sustainable Development Council Location: JP Morgan Asset Management, 60 Victoria Embankment, Floor 4, London EC4M 9AF
11:00-16:00	European Office and Mixed Use Council Location: Lazard & Co. Offices, 50 Stratton Street, London W1J 8LL

European Councils are forums for industry leaders to meet, exchange ideas, share best practices and foster thought leadership in their specific sector of the real estate market.

To enquire about joining a Council please contact Clare Game clare.game@uli.org

europe.uli.org/councils/european-councils

11:30-12:15

Panel Discussion

Impact of Extreme Weather Events on Real Estate

Matthijs Kok, Professor of Flood Risk, Delft University of Technology

John McIlwain, Director-Climate, Mind, and Behavior Programme, The Garrison Institute, Senior Resident Fellow, ULI

Tim Neal, Global Director Buildings, ARCADIS

Milan Simic, SVP and Managing Director International Operations, AIR Worldwide

Moderator: Dame Judith Mayhew Jonas, Senior Advisor, Tishman Speyer

12:15-13:00

Keynote Speaker

Global Real Estate - Predictions for the Future

Jerry Speyer, Chairman and Co-Chief Executive Officer, Tishman Speyer

Interviewer: Olivier Piani, Chief Executive Officer, Allianz Real Estate

13:00-14:30

Lunch

Sponsored by **J.P.Morgan**
Asset Management

14:30-15:10

Keynote Speaker

Europe: What it Takes to Really Recover

Holger Schmieding, Chief Economist, Berenberg Bank

15:10-15:30

Infoburst: Real Estate Outlook

Paul Clark, Partner, Property Market Analysis

15:30-16:15

Coffee Break

16:15-16:30

Infoburst: Technology - What's on the Horizon and How Will it Change How we do Business

Chris Lewis, Director-TMT Real Estate & Private Markets Lead, Deloitte

16:30-17:15

Panel Discussion

Capital Markets - Asian Investment in European Real Estate

Paul Boursican, Head of International Capital Markets, EMEA, DTZ

Peter Hobbs, Managing Director Research, IPD

Jon Zehner, Global Head of Client Capital Group, LaSalle Investment Management

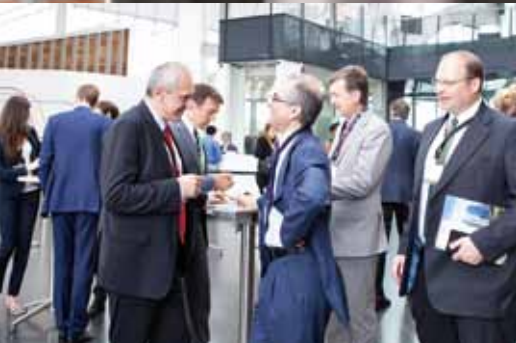
Moderator: Ian Hawksworth, Chief Executive Officer, Capital & Counties

17:15-17:30

Conclusions & Close

17:30-18:30

NETWORKING DRINKS RECEPTION



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ECE develops, plans, builds, leases out and manages large commercial real estate in the retail, office and industrial sectors and is active in 17 European countries. The company is a European market leader with 189 managed shopping centers and has a volume of assets under management of about €26 billion. On an overall sales area of 6 million m², about 17,500 retail businesses generate €21 billion in annual sales. Another 14 shopping centres are currently under construction or planned throughout Europe.

www.ece.com



AEW Europe is a leading European real estate investment manager with nine offices throughout Europe. AEW Europe is focused on the creation, execution and management of discretionary commingled investment vehicles, separate account strategies and real estate securities funds to both institutional investors and private clients. The group has over 280 employees who are responsible for €18 billion of assets under management. The integration of AEW Europe with the resources and capabilities of North American-based AEW Capital Management creates a truly global real estate investment management platform with aggregate gross assets under management of more than €37 billion.

www.aeweuropa.com

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Linklaters' real estate sector expertise combines an outstanding track record and client relationships with global reach. Since 2008, we have seen challenging real estate markets which require the full range of solutions, often across borders. Our clients have asked us to advise on the full spectrum of deals: from high profile administrations and bank/corporate restructurings/debt for equity swaps, to capital raisings via asset sales, sale and leasebacks, bond issues, convertible debt and rights issues, as well as investment acquisitions and new headquarters developments.

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Conference Speakers



Paul Boursican

Head of International Capital Markets EMEA
DTZ
London, UK

Boursican is Head of International Capital Markets (EMEA) at DTZ.

Based in London, he coordinates DTZ's EMEA Capital Markets Group which comprises 225 professionals, operating across 25 countries. Boursican and his team monitor and track flows of investor capital into the EMEA region and coordinate the firm's CRM of the top 50 largest and most active real estate investors globally.

As both an advisor and an investment manager, Boursican has extensive knowledge of global real estate markets and client strategies. For the last 24 years Boursican has focused on international investments across all asset classes, undertaking approximately €30bn of transactions. Boursican has a strong track record in fund raising, equity and debt structuring, portfolio acquisition and asset management.

Boursican was elected as an International Expert on behalf of the United Nations for Industrial Development (UNIDO) and is also Foreign Trade Advisor to the French Ministry of Foreign Trade.



Christopher Choa

Vice President
AECOM
London, UK

A native New Yorker, Choa is based in London and leads the urban development practice for

AECOM. Choa speaks frequently about the comparative

advantages of cities and works with city and national governments to develop regional-scale strategies. A graduate of both Harvard and Yale, Choa serves on the UK executive board of the Urban Land Institute, and is on the external advisory board for the Sustainable Urban Development programme at Oxford.



Paul Clark

Managing Partner
Property Market Analysis
London, UK

Clark is Managing Partner of Property Market Analysis LLP, who are the leading provider

of independent property market research and forecasts across Europe, and increasingly around the globe. Clark has a degree in Land Management and is a qualified Chartered Surveyor. He worked at Hillier Parker (now CBRE) and the College of Estate Management prior to joining PMA in 1989. Since then Clark has been heavily involved in developing the investment analysis of the practice, initially in the UK, but increasingly across the globe over the past ten years.

Clark's specialist areas of expertise include analysing real estate pricing in a multi-asset context, the impact of banking crises on real estate, investment market modelling, property as an inflation hedge, the impact of sentiment and liquidity on real estate pricing, and depreciation.



Anthony Duggan

Partner Real Estate Advisory
Deloitte Real Estate
London, UK

Duggan is an Advisory Partner

at Deloitte Real Estate. He assists clients on all aspects of investing in direct real estate assets including advice on market conditions and timing, market entry strategies, asset management plans and exit options.

Duggan's 13 years of real estate experience, combined with the breadth and depth of the Deloitte Real Estate offer and the insight drawn from the wider Deloitte business, enables his clients to call on a unique range of services fusing property advice with technical financial and business advisory expertise. These clients range from institutional investors through to listed real estate development/investment companies and, increasingly, global family offices. Duggan's responsibilities include the leadership of the Real Estate Research team at Deloitte which is known for its market leading research publications. Prior to joining Deloitte (previously Drivers Jonas) ten years ago, Duggan gained experience at DTZ and Cushman and Wakefield.



André Gibbs

Partner
Argent (Property Development)
Services
London, UK

Gibbs joined Argent in 1998 and became a director in 2004.

In 2012 Gibbs became a founding Partner of Argent (Property Development) Services LLP. Over the years Gibbs has worked on Argent's London projects, including two office developments in the City of London.

Since 2001, Gibbs has worked on the King's Cross redevelopment - in particular on land assembly, business planning, finance, infrastructure and environmental sustainability. He is responsible for integrating these aspects into the construction and delivery of King's

Cross, Airport City and Argent's new opportunities.

Gibbs is a director of Metropolitan King's Cross Limited, the energy service company at King's Cross. He is a member of the British Council for Offices, sits on the British Property Federation Construction Committee and the Association of Consultancy and Engineering Steering Group.



Ian Hawkworth

Chief Executive Officer
Capital & Counties
London, UK

Hawkworth is the Chief Executive of Capital & Counties Properties PLC, one of the

largest publically listed property investment and development companies in central London. He is a Chartered Surveyor with over 25 years' experience in large scale global real estate investment and development. Hawkworth was an Executive Director of Hongkong Land until 2006 when he returned to London to become an Executive Director of Liberty International. He is a member of the British Property Federation Policy Committee, a past Trustee and Committee Member of the Urban Land Institute and past Chairman of the Association of Foreign Investors in Real Estate in America. Hawkworth is also a director of AIM listed Japan Residential Investment Co Ltd.



Peter Hobbs

Managing Director - Research
IPD
London, UK

Hobbs, Head of Research at IPD (Investment Property Databank), is responsible for the Research

agenda and output of the company. In this role, Hobbs oversees IPD's Research activities, covering existing and new services, research-related relationships with

key clients, and interactions with research-groups in the broader MSCI business.

Hobbs has 25 years research and consultancy experience, helping develop investment strategies across global real estate markets. His career began as an analyst at PMA in London, following which he worked as an appraiser at JLW and then as an Investment Manager at Boots Properties. He spent six years living in Boston as a senior director for PPR, advising clients investing across global markets. More recently he spent a further six years as Managing Director and Global Head of Research for RREEF, a division of Deutsche Bank.

He holds a PhD in Economics from the University of Reading. He is a frequent speaker at industry events, and is a European Council member of ULI, a past Chair of INREV's Research Committee and a member of the RICS.



Bill Hughes

Managing Director
Legal & General Property
London, UK

Hughes joined LGP in November 2007, having previously held the position of UK Head of Real

Estate at RREEF, the Real Estate Fund Management business of Deutsche Bank. Prior to that Hughes was Deputy Managing Director and Head of Research at Schroder Property Investment Management.

In July 2013, Hughes became Vice President of the BPF, which will culminate in him taking up the role of President of the BPF in July 2014. He is also the current Chairman of the Green Property Alliance (GPA) and was recently appointed to the UK Green Building Council's (UK-GBC) Board of Trustees.

Additionally, Hughes is currently a member of the Green Construction Board (GCB), the British Property Federation (BPF) Policy Committee, the Distressed Retail Property Taskforce, and the Bank of England

Property Forum. He is a Member of Edinburgh University Investment Committee, an Associate of the Society of Investment Professionals and an Honorary Fellow of the College of Estate Management.



Matthijs Kok

Professor of Flood Risk
Delft University of Technology
Delft, The Netherlands

Kok holds a Msc degree of Applied Mathematics from the Twente University (1981) and

a PhD degree from the Delft University of Technology (1986). Between 1986 and 1995 Kok has worked as a specialist and researcher at Delft Hydraulics in the Netherlands. He has been involved there in many Flood Risk projects, among others the first evaluation of Room for the River concepts, the future of dike strengthening along the rivers Rhine and Meuse, developing a risk model of the Dutch gas system. In 1995 he started HKV and is scientific director of this company, now with 65 employees, and located in Lelystad and Delft. The employees of the company are specialists in water and safety, and combine sound engineering knowledge with physical insights, social demands and mathematical (probabilistic) techniques. As of September 1, 2012, he holds a part time position of the Flood Risk chair at Delft University of Technology.



Chris Lewis

Director - TMT Real Estate &
Private Market Analysis
Deloitte
London, UK

Lewis is a senior director in Deloitte's real estate

transactions group, leading the Occupier Advisory team. He has more than 15 years industry and consulting experience, including many years spent delivering real estate implementation services and assisting with

the development of occupational strategy. Lewis has operated over his career in the UK, Europe and Asia-Pacific region having worked for 2 years in Sydney, Australia, fulfilling a corporate real estate brief.

Lewis leads the real estate TMT industry group and our Private Markets group (focusing on clients with revenue from £20m - £1bn). He acts for a number of TMT clients across the UK and is currently advising on the Here East (iCITY) development on the Olympic Park providing support around scheme design and market engagement together with delivering insights around relevant industry trends.



Elliot Lipton

Managing Director
First Base
London, UK

A leading voice in London's property industry, Lipton is the founder of influential London

developer and investor, First Base, set up in 2002. He has used his extensive experience to build strategic partnerships with private and public sector organisations, and has developed an innovative approach to the delivery of well-designed and sustainable housing. First Base has won a number of leading industry accolades, including a London Planning Award for its Highbury Gardens development, a British Homes Award for its Printworks development and a Housing Design Award for its Adelaide Wharf development. The company was named 'Housebuilder of the Year' at the 2009 Building Awards, and was also highly commended at 2011's British Homes Awards.

First Base is currently involved in developments across London including Ashchurch Villas in West London; Parkhurst Gardens in North London and The Silvertown in East London.



Dame Judith Mayhew Jonas

Special Adviser
Tishman Speyer
London, UK

Mayhew Jonas a ULI Trustee, was the founder Chairman of London & Partners, Chairman of

the New West End Company, and is a Special Adviser to the US property company, Tishman Speyer. A City lawyer, she was the Leader of the City of London Corporation for 6 years and was on the main board of Merrill Lynch and the Wealth Management Advisory Committee at Barclays Private Bank. Mayhew Jonas was deputy Chairman of the London Development Agency and was on the board of London First and London First Centre. She has served on and chaired numerous arts and educational institutions including being the first woman to chair The Royal Opera House, and currently chairs the Regeneration Committee of The Imperial Museum. She also chairs the British Dutch Dialogues and the London New York Dialogues.



John K. McIlwain

Senior Fellow,
ULI and Director,
The Garrison Institute

McIlwain is a senior advisor to ULI's Center for Sustainability and Urban Resilience, which

leads ULI's efforts to promote urban reliance. He is also a senior advisor to the ULI Terwilliger Center for Housing, which promotes solutions for the full spectrum of housing needs. McIlwain directs the Climate, Mind, and Behavior Program at the Garrison Institute, and is a Senior Advisor to the Jonathan Rose Companies, a national, award-winning green developer.

Formerly McIlwain founded and ran the American Communities Fund for Fannie Mae and served as CEO of the Fannie Mae Foundation. Before that, he held

senior positions at the federal and state levels. He is a former Chairman of the Center for Housing Policy, the Community Preservation and Development Corporation, the National Housing Conference, and the National Housing and Rehabilitation Association. He is on the Advisory Board of the Greenline Community Development Fund.



Tim Neal

Global Director Buildings
ARCADIS
London, UK

Neal is a Partner of EC Harris, was the leader of the European business for five years, and

is now the Global Director of the Buildings Solutions Business line for the EC Harris parent, ARCADIS, the Leading international Natural and Built Asset Consultancy. Active in London CBI Neal sponsored EC Harris's co-authorship of the CBI publication 'Next Regeneration' where stakeholder surveys and case studies identified 12 clear recommendations for regenerative success - leadership, collaboration & clear and visible aligned outcomes in business cases being key. He is a member of the ARCADIS Leadership Council and Senior Management Committee.



Ben Page

Chief Executive Officer
Ipsos MORI
London, UK

Page is Chief Executive of Ipsos MORI. He joined MORI in 1987 after graduating from Oxford

University in 1986, and was one of the leaders of its first management buyout in 2000. A frequent writer and speaker on leadership and performance management, he has directed hundreds of surveys examining service delivery, customer care and communications.

From 1987-1992 Page worked in our private sector business on corporate reputation and consumer research, working for companies like Shell, BAE Systems, Sky TV and IBM. Since 1992 he has worked closely with both Conservative and Labour ministers and senior policy makers across government, leading on work for Downing Street, the Cabinet Office, the Home Office and the Department of Health, as well as a wide range of local authorities and NHS Trusts. Page is currently on advisory groups at the CBI, Kings Fund, Institute of Public Policy Research (IPPR), and the Social Market Foundation (SMF).



Olivier Piani

Chief Executive Officer
Allianz Real Estate
Paris, France

Piani is the Chief Executive Officer of Allianz Real Estate. He joined Allianz from GE

Capital Real Estate Europe where he successfully built up the company as Chief Executive Officer and its pan-European real estate portfolio. Prior to joining GE in 1998, he worked as Chief Executive Officer of UIC-Sofal and held the position of Deputy Head of Real Estate Restructuring of Paribas Group. Piani is a graduate of Paris Ecole Supérieure de Commerce de Paris (1977) and received an MBA from Stanford University (1981).



Daan Roosegaarde

Artist & Innovator
Amsterdam
The Netherlands

Artist and innovator Roosegaarde is internationally known for creating social designs that

explore the relation between people, technology and space. His Studio Roosegaarde is the social design lab with his team of designers and engineers based in the Netherlands and Shanghai.

With projects ranging from fashion to architecture his interactive designs such as Dune, Intimacy and Smart Highway are tactile high-tech environments in which viewer and space become one. This connection, established between ideology and technology, results in what Roosegaarde calls 'techno-poetry'.

Roosegaarde is in the GOOD 100 of creative change makers, and has won the Accenture Innovation Award, INDEX Award, World Technology Award, Charlotte Köhler Award, two Dutch Design Awards, and China's Most Successful Design Award. He has been the focus of exhibitions at Tate Modern, National Museum in Tokyo, Victoria and Albert Museum, and various public spaces in Rotterdam and Hong Kong.



Holger Schmieding

Chief Economist
Berenberg
London, UK

Schmieding is Chief Economist at Berenberg in London. Before joining Germany's oldest private

bank in October 2010, he worked as Chief Economist Europe at Merrill Lynch, Bank of America and at Bank of America-Merrill Lynch in London. Having studied economics in Munich, London and Kiel, he holds a doctorate from the University of Kiel. Before taking up his first role as financial market economist in 1993, he also worked as a journalist at "Westfälische Nachrichten" in Germany, as head of a research group on east-central Europe at the Kiel Institute of World Economics and as a desk economist at the International Monetary Fund in Washington, DC. In a systematic comparison of the accuracy of German forecasts since 2002, Financial Times Deutschland has repeatedly awarded top honours to Schmieding, for instance as "forecaster of the Year" in 2011. Institutional investors rated him as the best European economist in the 2013 Extel survey.



Milan Simic

SVP and Managing Director of
International Operations
AIR Worldwide
London, UK

Simic is responsible for business development, strategic growth

initiatives, and client services in London, Munich, Beijing, Tokyo, and Singapore. During his previous tenure as Managing Director of AIR's London office, he oversaw AIR's significant growth in the London market.

Milan has more than 25 years of experience in risk assessment, engineering consulting, teaching, and research. Immediately prior to joining AIR, he was with Benfield's Natural Hazards team. He is a Chartered Engineer through the UK Institution of Civil Engineers, a regular speaker at catastrophe-related conferences and has authored numerous papers and articles on insurance loss assessment and soil-structure interaction. He is also a Member of the OECD's High-Level Advisory Board on Financial Management of Large-Scale Catastrophes. He earned his MSc in Hydraulic Structures from the University of Belgrade and a Ph.D. in Earthquake Engineering from the University of Bristol.



Jerry I. Speyer

Chairman and Co-Chief
Executive Officer
Tishman Speyer
New York, US

Speyer is Chairman and Co-Chief Executive Officer of

Tishman Speyer. He is one of the two founding partners of the company, which was formed in 1978. Speyer is chairman of the Museum of Modern Art. He is vice chair of New York Presbyterian Hospital. He is the former chairman of the Board of Directors, the Federal Reserve Bank of New York; chairman emeritus of Columbia University; chairman emeritus of the Real Estate Board of New York; chair emeritus, Partnership for New York

City; and past president of the Board of Trustees of the Dalton School.

Speyer's other board affiliations include Yankee Global Enterprises, the Municipal Art Society of New York, Columbia Business School Board of Overseers, the Asia Society, the National September 11 Memorial & Museum, the National Committee on United States-China Relations, and the Kennedy Center Corporate Fund Board. Speyer is a Trustee of the Städel Museum, Frankfurt, Germany. He is a member of the Council on Foreign Relations and the Business Roundtable. Speyer graduated from Columbia College and received an MBA from Columbia University Graduate School of Business.



Jon H. Zehner

Global Head of Client Capital Group
LaSalle Investment Management
London, UK

Zehner is LaSalle's Global Head of the Client Capital

Group, based in London. He joined LaSalle in March 2012 and is responsible for leading LaSalle's activities worldwide relating to client relations, marketing and communications, capital raising, new product development, and large scale, cross-border strategic investments. He is a member of LaSalle's Global Management Committee.

Zehner joined LaSalle from AREA Property Partners where he was a Senior Director. Prior to joining AREA in 2009, he enjoyed a 28 year career at JPMorgan Chase & Co, where he held a number of senior positions including Global Head of Real Estate Investment Banking and Head of sub-Saharan Africa. Zehner is an active leader in a number of industry organisations including serving as Chair of the Cambridge Land Economy Advisory Board of the University of Cambridge and as a Trustee and member of the Board of Directors of the Urban Land Institute.

He is also a member of the Board of Visitors of the John Sloan Dickey Center for International Understanding of Dartmouth College.



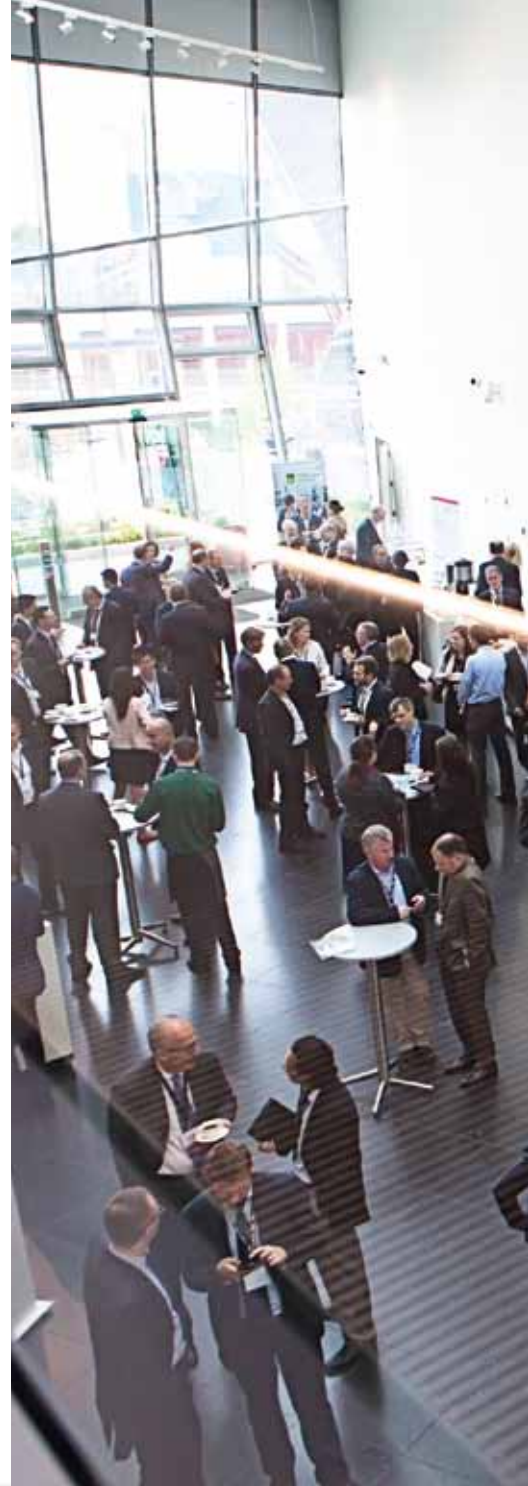
Alisa Zotimova

Chief Executive Officer
AZ Real Estate
London, UK

A Russian national and a London-based entrepreneur, Zotimova runs "AZ Real Estate"

— a property investment buy-side advisory focused on private capital coming to London. She founded it in 2012 after a decade-long real estate consulting and brokerage career within JLL and Cushman & Wakefield where her roles included Co-Head Office Agency (Moscow), Russian Cross-Border investment desk (London) and running the Alliance Program for EMEA region. "AZ Real Estate" operates between the UK and Russian-speaking emerging markets using Zotimova's extensive network and experience.

Zotimova has a degree in Economics, has travelled the globe and speaks four languages. She is past Chair of ULI Young Leaders (UK) and continues to be an active member. Zotimova is a proponent of mentoring, strengthening women's presence in the property domain and advocates cultural diversity across the business arena. She enjoys the arts and running outdoors.



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