

ADVOC REAL ESTATE CONFERENCE

Milan, 12/13 April, 2018

CONFERENCE

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Dear Colleagues and Friends,

It is with great pleasure that Cocuzza & Associati invites you to the 4th ADVOC Real Estate Conference.

The Real Estate Conference is now a regular appointment of the ADVOC network and it is also a joint effort of the network member firms as it takes place every year in a different country: we started in Berlin, then in Paris and Warsaw.

This year the Conference shall be held in Milan, the most active and attractive city in Italy for real estate investors.

During the past few years Milan has seen the development of important real estate projects which have brought relevant changes in the real estate sector as well as in the city skyline. Therefore, we deem that Milan is the perfect venue for our Conference!

The Conference is also an excellent opportunity to get together with the industry professionals, clients and colleagues from many jurisdictions and to discuss the most up-to-date real estate topics.

This year we have the pleasure to offer you an interesting insight on the

NEW TRENDS IN COMMERCIAL, LOGISTIC AND RESIDENTIAL REAL ESTATE

We have invited, as speakers, key industry professionals which shall give us an overview and shall bring their experience on the most recent trends in each real estate sector. As usual also some real estate lawyers from the ADVOC member firms shall participate as speakers, sharing their knowledge in these matters.

We very much look forward to seeing you this April in Milan!

INVITATION

For more information on the conference, please see the programme on the following page.



About COCUZZA & ASSOCIATI

Cocuzza & Associati law firm was founded in 1993, and has enjoyed constant growth and development. We now have 25 years of experience and set ourselves out to take up the new challenges of the legal services market, and those of the modern business enterprise, focusing on striking a balance between professionalism, efficiency and inter-personal relations on the one hand, and specialisation and the ability to cover a wide range of services on the other. We support our clients responding to their needs and providing them with innovative, timely and efficient professional services. We are constantly investing in people, and organisational resources, and all this enables us to meet our clients' needs. We advise both national and international clients on all areas of Italian business law, with a special focus on real estate and retail.

NEW TRENDS IN COMMERCIAL, LOGISTIC AND RESIDENTIAL REAL ESTATE**Thursday, April 12, 2018****20.00** Welcome Dinner at «I Quattro Mori», Largo Maria Callas 1, Milano**Friday, April 13, 2018 - Conference Programme - UNA Hotel Cusani, Via Cusani 13 Milano****9.00 Registration****9.30 Welcome introduction** – *Giulia Comparini, Partner, Cocuzza & Associati, Milan***9.35** General overview of the real estate market: where the capital goes, *Davide Dalmiglio, Head of Capital Markets, JLL***10.05** Urban Regeneration: revitalising urban spaces and understanding what makes great cities truly great, *Davide Albertini Petroni, Managing Director, Risanamento S.p.A.***10.35** Urban regeneration and retail: new trends, *Rachele Vigilante, Retail Real Estate Strategic Advisor***10.50** Omni-channel retail, the UK market and related legal issues, *Paul Olliff, Legal Director Real estate team, Ashfords, London***11.05 Coffee break****11.35** New trends in retail real estate: how customer demand is reshaping last-mile delivery, *Monica Cannalire, Head of Retail Leasing, JLL***12.00** Logistics: build to suit leases as a new trend for investor/anchor tenants? *Marco Clerici, Managing Director, World Capital Real Estate Group***12.30** Logistics hotspots in the South of Netherlands: new concepts of developing/realising logistics buildings, *Jan Stoop and Harm Heynen, Partners, Boels Zanders Advocaten, Venlo Eindhoven, Maastricht, NL***12.50 Questions and summing up morning session****13.00 Lunch****14.30** Senior living: investment and projects for a growing residential segment, *Patrick Parkinson MRICS, Founding Partner and Managing Director Real Care S.r.l.***15.00** Student housing as an emerging asset class in the Italian market *Alberto Sidro, Fund Manager, Fabrica Immobiliare SGR S.p.A.***15.30** Senior living and Student Housing: The Irish experience, *Jerome O' Sullivan, Managing Partner J.W. O'Donovan Solicitors, Cork, Ireland***15.45** Student housing as a tool for real estate development and urban requalification: The German experience, *Burkhard Herzog, Partner, Schellenberg Unternehmeranwälte Rechtsanwälte Notare, Berlin***16.00 Questions and summing up afternoon session****PROGRAMME**

REGISTRATION FORM

To register please complete this registration form in capital letters and send it back by email to segreteria@cocuzzaeassociati.it or by fax to +39 02 866096.

Please RSVP to this invitation by March 30, 2018.

Title:

First Name:

Surname:

Position:

Organisation:

Address:

Mobile Phone:

Email:

Full conference € 200,00
(not included accomodation and travel costs)

Full conference + Welcome Dinner Thursday April 12, 2018 € 265,00
(not included accomodation and travel costs)

Fees can be paid by wire transfer:

Account name: Cocuzza & Associati Studio Legale

Bank Details: BPM Banca Popolare di Milano

IBAN: IT09E0558401616000000024072

BIC/ Swift: BPMIITM1016

REGISTRATION

HOTEL BOOKING INFORMATION:

We can suggest the following hotels, all within walking distance from the conference venue **UNA Hotel Cusani**, Via Cusani 13, Milano :

- Camperio Suits & Apartments Hotel <https://www.camperio.com/>
- Hotel Spadari <https://www.spadarihotel.com>
- Genius Hotel Downtown <http://www.geniushoteldowntown.com>
- Hotel Gran Duca di York <http://www.ducadiyork.com>

ACCOMODATION