

MAPIC 2022: A BRAND NEW EXPERIENCE

Green leases, flexible agreements, new models:

How legal can support the transformation of the retail property industry

In partnership with  **ECSP** | European Council of Shopping Places

Closed Door events (by invitation)



What is it?

An exclusive new networking event bringing together legal experts in retail and real estate with decision-makers from the retail & property industry



Who is attending?

This event will bring together 80 participants, including: retailers, landlords, investors, leisure operators, property service providers



When and where?

Wednesday 30 November, from 11:30 to 13:00
Palais des Festivals (Verrière Grand Audi) in Cannes



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What's in the agenda?

Introduction and welcome speech - 10 min

Joaquim Pereira Mendes, Chief Legal, Tax & Compliance Officer, SONAE SIERRA, and Chairman of ECSP's Legal Working Group



Round tables – two themes: Flexibility or Sustainability – 40 min

Each participant of the round tables will be able to choose between two topics – Flexibility or sustainability. Each table is moderated by a legal expert.



Round tables summary by the table leaders – 30 min

Closing remarks – 10 min

Bertrand Courtois-Suffit, Founder and Former Chairman, ECSP Legal Group



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Tables leaders

- **Dominique COHEN-TRUMER**, Cabinet COHEN-TRUMER, Solicitor – Paris Bar – specialised in real estate law
- **Lieven PEETERS**, Partner Real Estate, ALTIUS Brussels
- **Marek NOETZEL**, Chief Operating Officer, NEPI Rockcastle
- **Peter VOCKE**, Partner, Heuking Kuhn Luer Wojtek

Flexibility

- How to find a common interest for landlords and tenants.
- Flexibility of lease agreements in light of changing consumer trends triggered by COVID lockdowns and e-commerce expansion.
- Flexibility and the law: How far can you stretch it?



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- **Claudio COCUZZA**, Senior Partner, Cocuzza & Associati, Milan
- **Christina MIHAILA**, Head of Legal Property Management, SONAE SIERRA
- **Dawn HILTON**, Partner and Head of Corporate Real Estate, Eversheds Sutherland

Sustainability

- Is technology the saviour of sustainability?
- Who sustains sustainability? Changing the perspective: from cost to value
- Green leases. Key environmental provisions – from 'light green' to 'dark green' clauses

