

# MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

## Legal Forum : green leases, flexible agreements, new business models

By invitation only

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



### What is it?

Discover the art of simplifying deals and partnerships to create long term value. Join a unique networking event bringing together legal experts and decision-makers in retail and real estate. Attend an insightful workshop tackling industry challenges such as new business models, innovative technology, sustainability, leasing and more.



### Who is attending?

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



### When and where?

Tuesday 28 November, from 11.00 to 12.30  
In the Palais des Festivals (Verrière Grand Audi), Cannes



# MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

## Legal forum: green leases, flexible agreements, new business models

By invitation only

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

### What's in the agenda?



#### Introduction and welcome speech - 10 min

- Joanna Fisher, ECSP Chair ; CEO of ECE Marketplaces
- Joaquim Pereira Mendes, Chairman of ECSP's Legal Working Group ; Chief Legal, Tax & Compliance Officer, SONAE SIERRA

#### Round tables – four themes: - 40 min

- Sustainability
- Innovation
- New retail business models
- Mixed use and repurposing assets

Each participant of the round tables will be able to choose between four topics – sustainability, innovation, new retail or the evolution of retail property assets. 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



Programme as of 15 septembre 2023, may be subject to change

# MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

## Legal forum: green leases, flexible agreements, new business models

By invitation only

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



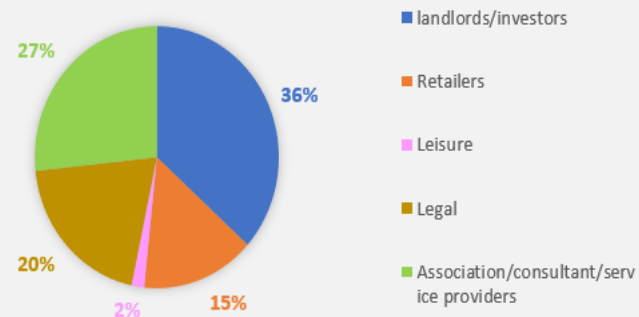
### Legal Forum

# of Participants 2022: 60

Educational Partner 2022 



### LEGAL FORUM % OF ATTENDEES



Programme as of 15 septembre 2023, may be subject to change

# MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

## Legal Forum : green leases, flexible agreements, new business models

By invitation only

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

### Sustainability : green leases, building certifications

Discussions about this topic will focus on:

- The "E" in the ESG: Green building, certifications and standards
- The "S" in the ESG: Where are we in the Landlord / Retailer relation?
- The "G" in the ESG: Climate change and related litigation and liabilities of Directors and Boards - ESG and taxation including green taxes and carbon taxes

#### Tables moderators:

- Christina MIHAILA, Head of Legal Property Management, SONAE SIERRA
- Claudio COCUZZA, Senior Partner, Cocuzza & Associati, Milan
- Magdalena GIBNEY, Group head of Sustainability, Nepi Rockcastle



# MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

## Legal Forum : green leases, flexible agreements, new business models

By invitation only

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

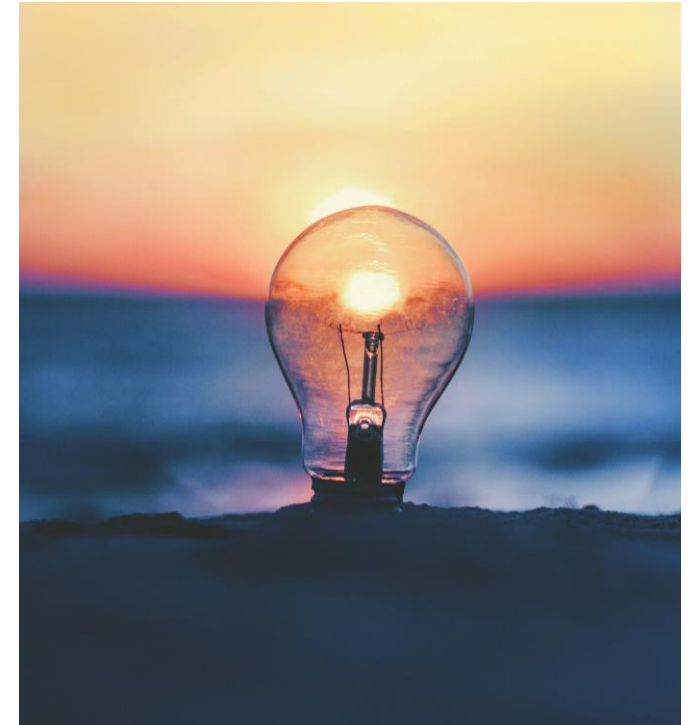
### Innovation : AI & leasing agreements

Discussions about this topic will focus on:

- Leveraging AI for Sustainable Lease Agreements: Enhancing Efficiency and Environmental Impact.

**Tables moderator:**

- Sebastien WOSCHECH, Partner, EVERSHEDES SUTHERLAND, Germany



Programme as of 15 septembre 2023, may be subject to change



# MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

## Legal Forum : green leases, flexible agreements, new business models

By invitation only

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

### New retail business models

Discussions about this topic will focus on:

- New Retail, new concepts, new business models. New lease?
- Second hand, recycling, e-commerce: What lease would suit?

#### Tables moderator:

- Dominique COHEN-TRUMER, Cabinet COHEN-TRUMER, Solicitor – Paris Bar – specialised in real estate law



# MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

## Legal Forum : green leases, flexible agreements, new business models

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

By invitation only

### Mixed-use and repurposing of assets

Discussions about this topic will focus on:

- Repurposing of assets
- Attracting new kind of retailers in shopping centers
- Transforming different assets in mixed-use properties: Legal impact?
- Mixed-use properties: Good prospects or too many pitfalls?

#### Tables moderators:

- Lieven PEETERS, Partner Real Estate, ALTIUS Brussels
- Peter VOCKE, Partner, Heuking Kuhn Luer Wojtek

