

MAPIC 2023: THE AGE OF RESPONSIBLE GROWTH

Workshop: green leases, flexible agreements, new business models, what's new?

By invitation only



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

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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 November 06 2023, may be subject to change

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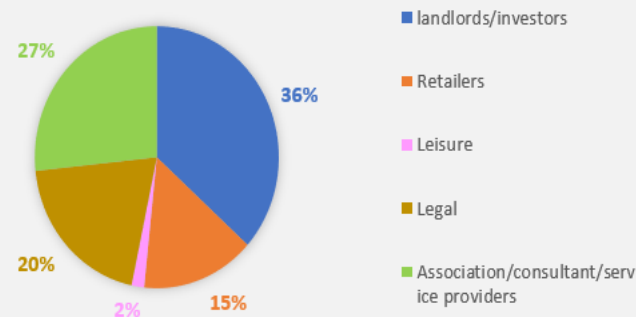
Legal Forum

of Participants 2022: 60

Educational Partner 2022 ECSP



LEGAL FORUM % OF ATTENDEES



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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 Landord / 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

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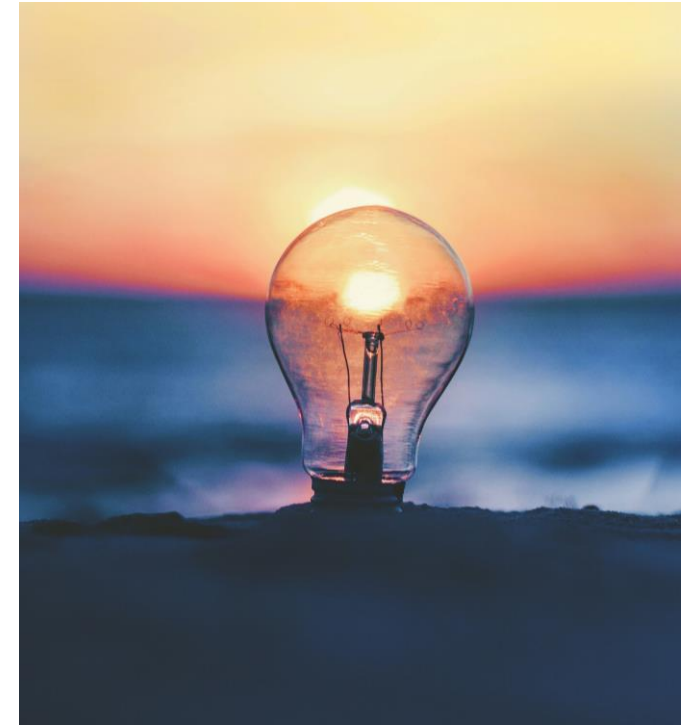
Innovation : AI & leasing agreements

Discussions about this topic will focus on:

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

Tables moderator:

- Sebastien WOSCHECH, Partner, EVERSHERDS SUTHERLAND, Germany



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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



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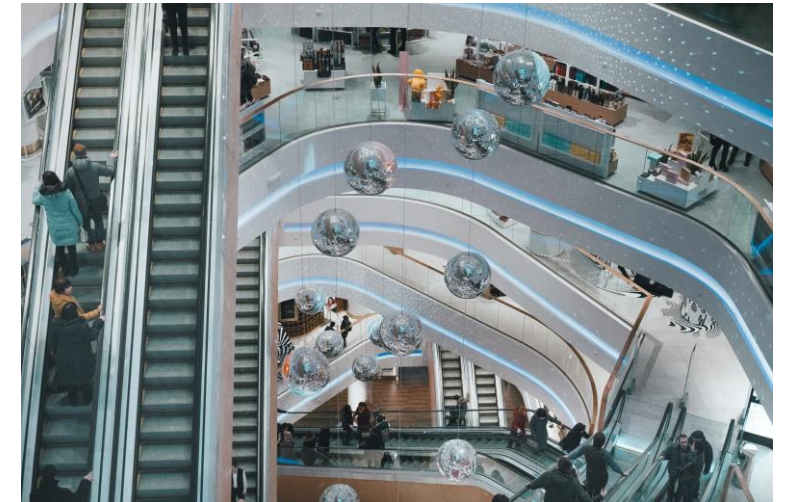


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Mixed-use and repurposing of assets

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