40th FIABCI LEADERSHIP SUMMIT

November 29 - December 3, 2021
WHO WE ARE

FIABCI is the world’s most representative non-political business networking organization for all professionals associated with the real estate industry.

Representing over 40 professions, from architects to investors, our mission is to provide our members with access and opportunities to exchange knowledge, share best practices, and conduct business with each other.

FIABCI is known worldwide - both within the industry and among other world organizations that share our same interests, including the United Nations, with whom we hold special consultative status at the Economic and Social Council (ECOSOC).

We support the implementation of the United Nations’ New Urban Agenda, in particular the Sustainable Development Goal #11:

To Make Cities and Human Settlements Inclusive, Safe, Resilient and Sustainable.

Sharing and Inspiring **Best Practices** Worldwide
Following last year's very successful online edition, FIABCI is pleased to hold once again the annual Global Leadership Summit in a virtual format.

This time around, however, the event will be exclusively accessible to all FIABCI Members on a complimentary basis via the recently launched FIABCI app.

Members can follow the full program by clicking on "40th Leadership Summit/Livestream" on the main menu of the app. Registration is not required, but Members will need to have downloaded the app to participate.

The app is available for iOS and Android mobile devices, as well as in a desktop version.

Please note that the timezone of the agenda is Paris time (CET).
Due to the global pandemic, and following last year’s Leadership Summit format, the FIABCI Board of Directors have designated LUMI Global as the main organizer of the electronic elections, the online session of the General Assembly, and the online approval of the motions.

The electronic system implemented last year will remain the same and it will be accessible through the FIABCI app.

The launch of the elections is scheduled for November 30 and the first round of voting will start from 4:00 pm (voting by correspondence for 24H). The second round, if applicable, will start on December 1, from 6:00 pm.
Following last year’s very successful online edition of the Leadership Summit, FIABCI is pleased to hold once again the annual global event in a virtual format.

In the wake of COVID-19 and with the looming threat of a climate crisis, radical change and an innovative perspective on human issues are needed. This is where the opening keynote by Prof. Carlos Moreno comes in. The University Professor and researcher will present his pioneer concepts Human Smart City, City of 15 minutes, and Territory of 30-minutes to the FIABCI Community on day 1.

And that is not all. In addition to our administrative meetings and General Assembly, our professional program will also include panel discussions with a focus on international real estate investment and Chapter development, respectively, on days 1 and 2, featuring experts from USAA Real Estate, GAW Capital Partners, Metzler North America, and, of course, our very own FIABCI experts and Chapter leaders.

Finally, we invite you to attend a leadership keynote address delivered by the President of L’Oréal CPD USA, Nathalie Gerschtein, on leading multicultural teams, inclusive leadership, main principles, among others.
FIABCI Leadership Summit

November 29, 2021

DAY 0

2:00PM - 3:30PM
FIABCI Board of Directors Videoconference ©
Open only for FIABCI Board Members

3:30PM - 4:00PM
Nomination Committee Communication
- Presentation of the Elections 2021 procedure
- Final introduction of the candidates
FIABCI Leadership Summit

November 30, 2021

**Opening Ceremony**
Welcome remarks by Jordi Ribó
FIABCI World President

2:00 PM - 2:10 PM

**“15-minute city” concept**
Opening Keynote by Prof. Carlos Moreno
Scientific Director

2:10 PM - 3:00 PM

**FIABCI Community**
Short videos from FIABCI Global and Event Partners

3:00 PM - 3:10 PM

**How International Real Estate Investment has changed during the last 2 years due to the Pandemic and ESG**
Panel discussion

3:10 PM - 4:00 PM

**Starting from 4:00 PM**
Launch of Elections 2021
Vote by correspondence (24H)

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FIABCI Leadership Summit

Opening Ceremony

Jordi Ribó
FIABCI WORLD PRESIDENT

DAY 1 - NOV 30
2:00-2:10 PM
FIABCI Leadership Summit

Opening Keynote

DAY 1 - NOV 30
2:10-3:00 PM

Prof. Carlos Moreno

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About Carlos Moreno

Researcher of international renown, Prof. Carlos Moreno is Scientific Director of the Chair «Entrepreneurship – Territory - Innovation», IAE Paris - Sorbonne University (France).

Carlos Moreno earned recognition as a scientist with an innovative mind, pioneer works and his unique approach on urban issues. He is also a scientific advisor of national and international figures of the highest level, including the Mayor of Paris Smart City special Envoy.

He works at the heart of issues of international significance as a result of his research, bringing an innovative perspective on urban issues and offering solutions to the issues faced by the cities, metropolises and territories during the 21st century.

Some of his concepts traveled the world: the Human Smart City, the 15-min City, the Territory of 30min.
FIABCI Leadership Summit

How International Real Estate Investment has changed during the last 2 years due to the Pandemic and ESG
Panel Discussion
Tuesday, November 30, 2021 from 03:10pm to 04:00pm Paris time
Julian Josephs, FRICS, has been in International Real Estate, since 1973 in London with Jones Lang Wootton. In 1974 he moved to their Brussels and Antwerp offices in Belgium before joining Hampton & Sons, Paris in 1974. He then went to INSEAD, France, graduating from their trilingual 1977 MBA class and moved to New York before joining Romanek Golub in Chicago, as International Investment Coordinator. In November 1980, he started his own company, in Washington DC, initially acting for overseas investors in developing 5 downtown office properties.

For the last 28 years he has developed his own real estate portfolio of urban properties as well as advising international clients. He was elected World President of FIABCI, the International Real Estate Federation, 2007-2008. He is Adjunct Professor of International Real Estate at both Johns Hopkins and Georgetown Universities. He is an academic member of AFIRE an ICSC member and on the Americas Board and Governing Council of RICS.
Will McIntosh is Global Head of Research for USAA Real Estate and is responsible for assisting with the development of commercial real estate investment strategy and managing in-house global research with the objective of informing and enhancing the real estate investment process.

Will joined USAA Real Estate with more than 30 years of experience in real estate. He was previously Head of Global Research for the Abu Dhabi Investment Authority’s (ADIA’s) Real Estate Department where he was responsible for helping develop ADIA’s global real estate investment strategy and building and leading a real estate research platform. Prior to joining ADIA, Will served as the Chief Investment Officer of Fund Evaluation Group (FEG), and was responsible for investment strategy and manager analysis.

Prior to joining FEG, Will was Professor of Finance and Dean of the College of Business at the University of Cincinnati. He has also served as an Assistant and Associate (Tenured) Professor of Finance at the University of Kentucky.

About Will McIntosh
About Mike Hu

Mike Hu is a Managing Director at Gaw Capital Partners and leads the Capital Markets team in the US. He is based in Los Angeles, the US headquarters, and is responsible for capital formation, co-investments, separate account investments, investor relations, and marketing. Mike joined Gaw Capital in 2011 and was previously a member of Gaw Capital’s acquisitions team based in Hong Kong, the global headquarters. In December 2014, he was relocated to LA to help grow the US business.

Before joining Gaw, Mike was with Tishman Speyer in London and New York, where he was part of their Leadership Development Program. While at Tishman Speyer, he completed rotations in acquisitions, debt financing / restructuring, property and asset management, and design & construction. Before business school, Mike was a strategy and operations management consultant focused on the energy and real estate industries.

Mike is on the Executive Committee of Association of Foreign Investors in Real Estate (AFIRE). He received a BA in Economics / International Area Studies with college and Latin honors from UCLA and an MBA from London Business School. He is conversationally fluent in Mandarin Chinese and has extensive experience working in Asia, Europe, and the US.
Zeb joined Metzler North America in 2005 and as CIO he manages an investment team located in Metzler’s Seattle and Atlanta offices. While at Metzler Zeb has overseen approximately USD 6.5 billion in transaction volume.

From 2003 to 2005, he was Vice President - Acquisitions with Jamestown, Germany’s largest closed-end fund. In this position Zeb was responsible for sourcing, underwriting, negotiating and closing the purchase or recapitalization of assets in major US markets.

Between 1997 and 2003 he was an Acquisitions Officer with TMW Real Estate and involved in over 40 transactions located in the top 15 US markets. From 1984 to 1997, Zeb held a variety of banking and trading positions in the US, Europe, and Russia for Security Pacific National Bank, S.G. Warburg & Co., and Hermes Ltd.

Zeb received a Bachelor of Science degree in Business Administration in 1984 from Boston University with emphasis on Finance. Zeb is based in Atlanta, where he lives with his wife Marina and his two daughters. He is a council leader at ULI and is an active member of AFIRE.
FIABCI Leadership Summit

DAY 2

December 1, 2021

2:00 PM - 2:50 PM
Leadership Keynote by Nathalie Gerschtein
President L’Oréal CPD USA

2:50 PM - 3:00 PM
FIABCI Community
Short videos from FIABCI Global and Event Partners

3:00 PM - 4:00 PM
FIABCI Community: Sharing Best Practices &
Chapter Development
Presentations and discussion

Starting from 6:00 PM
Second round of Elections 2021, if applicable
Vote by correspondence (24H)
FIABCI Leadership Summit

Leadership Keynote

Nathalie Gerschtein
PRESIDENT L’ORÉAL CPD USA

DAY 2 - DEC 1
2:00-2:50 PM

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Nathalie Gerschtein leads thousands of diverse and talented L’Oréal employees who are passionate about embodying L’Oréal’s global purpose: to create the beauty that moves the world. She is the first woman to lead L’Oréal USA’s Consumer Products Division (CPD).

As president of the largest division in L’Oréal Group’s N1 subsidiary since March 2019, Nathalie is responsible for accelerating growth, innovation, and sustainable practices across its mass market portfolio of brands and product categories from skin care and makeup to hair care and hair color. This extensive portfolio includes some of the most trusted and iconic brands such as L’Oréal Paris, Maybelline New York, Garnier, and NYX Professional Makeup, in addition to Essie, Thayer’s Natural Remedies, Carol’s Daughter, and Softsheen-Carson.

Nathalie began her 20-year career with L’Oréal through the company’s management trainee program. Two decades later, Nathalie has led a variety of businesses within the L’Oréal Group across Europe, Asia, and America. She has played a pivotal role in transforming the beauty industry, including her notable contributions at L’Oréal Thailand, first as Consumer Products Division general manager and then as Country Manager and CEO. Under her active leadership, L’Oréal Thailand became the organization’s strongest business in South Asia.
FIABCI Leadership Summit

FIABCI Community: Sharing Best Practices & Chapter Development
Panel Discussion
Wednesday, December 1, 2021 from 03:00pm to 04:00pm Paris time

Moderator: Susan Greenfield
Membership Committee President
FIABCI

Matthias Gass
President
FIABCI-Austria

Lily Chang
President
FIABCI-Taiwan

Abdel Nasser Taha
President
FIABCI-Egypt

Guilherme de Lucca
Treasurer
FIABCI-Brasil

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FIABCI Leadership Summit

DAY 3

December 2, 2021

2:00 PM - 2:55 PM
Administrative Division
- Young Professionals Committee
- Conferences Committee
- Finance Committee
- Membership Committee
- Nominations Committee

2:55 PM - 3:05 PM
FIABCI Community
Short videos from FIABCI Global and Event Partners

3:05 PM - 4:00 PM
International Division
- International Organizations Committee
- Legislation & Environment Committee
- Education & Academic Members Committee
- Exchanges Committee
- Prix d’Excellence Committee

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December 3, 2021

2:00 PM - 4:00 PM

FIABCI Leadership Summit

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