

Sustainability European Product Council Agenda

30 January 2017, Berlin, Germany

At a glance:

Date	Tuesday 30 January 2018
Event time	09:30 – 17:00
Location	EUREF CAMPUS - Stromnetz Raum in der Grey Garage
Contact	Nehla Krir – e: Nehla.Krir@axa-im.com t: +33 (0)6 44 35 44 41 Max Kufer – e: KristoferMaximilian.Kufer@axa-im.com t: +33 (0)7 85 99 49 08

Programme:

08:45	Gather in the lobby of the Grand Hyatt hotel
09:00	A coach will depart to EUREF Campus
09:30 – 10:00	Networking breakfast and welcome from Chair – Nehla Krir, Global Head of Sustainability, AXA Investment Managers – Real Assets
10:00 – 11:30	<p>Health and well-being – evolution of sustainability and rise of health and well-being in real estate</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Vicky Lockhart, Director of Business Development - International WELL Building Institute • Billy Grayson, ULI, Executive Director, Center for Sustainability and Economic Performance • Ludovic Chambe, Head of Sustainability – CBRE France • Maude Chuffart, Chief Wellness Officer - Kwerk <p>Moderator: Robert de Jong, Coordinator of the ULI Tech Forum asset innovation series</p> <p>This section will be a panel, where each speaker will present for 10 minutes before opening up the discussion.</p>
11:30 – 11:45	Coffee break
11:45 – 13:00	<p>Sustainability performance vs asset valuation: Identifying financial benefits from improved sustainability performance</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Billy Grayson, ULI, Executive Director, Center for Sustainability and Economic Performance • Brad Dockser, CEO - Green Generation Solutions • Ursula Hartenberger - Global Head of Sustainability – RICS • Benjamin Kott, CEO/Founder – EnergyDeck <p>Moderator: Ioannis Orfanos, Director Investment Advisory - Green Value Associates</p>

13:00 – 14:00	Networking lunch
14:00 – 15:15	<p>Cities & public sustainability initiatives/regulation impacting real estate</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Kay Killman, Managing Director – GBCI Europe • Thomas Sichelkow, Senior Project Manager – Climate-KIC <p>Moderator: Nehla Krir - Global Head of Sustainability, AXA Investment Managers – Real Assets</p>
15:15 – 17:00	Site Tour – Euref Campus
17:00	Bus returns to Grand Hyatt Hotel

EUROPEAN COUNCILS: MEMBER PRINCIPLE

Thank you for joining a European Council.

We hope you will agree that the value of the Council experience is determined by the quality and participation of its members and to protect this status we have outlined ten principles of Council membership which we hope will help you and others get the best from your Council membership.

1. **OPEN, HONEST DIALOGUE:** Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.
2. **CONFIDENTIALITY:** Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of this principle will result in immediate expulsion from your Council.
3. **REAL DEALS, REAL NUMBERS:** The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, successes as well as lesson learned.
4. **RESPECT FOR OTHERS:** Help make discussions productive and high value by respecting the views and opinions of your fellow council members, even if you don't necessarily share them.
5. **NO SELF PROMOTION:** Councils members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.
6. **NO CELL PHONES OR BLACKBERRIES:** It should go without saying that you cannot be fully engaged in your council while checking your email. Councils will have breaks designed to allow members to check in and stay connected.
7. **ATTEND EVERY MEETING AND ATTEND ALL DAY:** Of course, we recognise there will be exceptions to this but as a Council member you have been chosen for the value your unique background and experience brings to the Council. Missing a Council meeting therefore reduces the value for every member of your Council.
8. **RECRUIT THE BRIGHTEST AND THE BEST:** You will often come into contact with new leaders in the industry who have exciting new products, ideas and best practice that would add value to your Council. Please refer these new leaders as guests to your Council, sponsor them for Council membership and work with your Council leadership to help them become future members of your Council.
9. **PARTICIPATE IN ULI AND ULI LEADERSHIP:** Council members are expected to be active participants in ULI's mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment.
10. **CONTRIBUTE TO ULI AT A NATIONAL COUNCIL LEVEL:** Your experience at a pan-European level will be of interest at a domestic level. Please contact your National Council Chair to see how your input could best be utilised to help real estate professionals in your local market.