

CORNET VINCENT SEGUREL



Invitation

Programme

Conference

Registration

# ADVOC REAL ESTATE CONFERENCE PARIS 10 & 11 APRIL 2016





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Dear ADVOC members, Dear colleagues, Dear friends,

CORNET VINCENT SÉGUREL are delighted to host the second ADVOC Real Estate Conference, to be held in Paris on 10 and 11 April 2016.

The Conference is not only an excellent gathering opportunity for all of us to get together and catch up, but also to bring the best of ADVOC to our clients, to commercial partners and to the key players in the European Real Estate world.

The Conference will address the issues relating to "**RETAIL REAL ESTATE : A PAN EUROPEAN OVERVIEW**", as per the attached programme.

On top of attorneys from a number of European member firms, speakers will come from major property industry participants such as JLL, UNIBAIL-RODAMCO and CACIB.

We would like to welcome you on Sunday evening, 10 April 2016, for a dinner party at historical restaurant "*Le Procope*", one of the oldest and most famous *cafés* in Paris.

A meeting place and watering hole of artists and intellectuals since the XVIIth century, it has counted among its patrons such famous writers as Voltaire, Diderot et d'Alembert. A hotbed of political activism during the French Revolution, it has remained through the years a meeting point for writers, poets and intellectuals (such as Musset, Verlaine, Anatole France), politicians and statesmen (Gambetta) and the "Tout-Paris". Legend has it that Diderot wrote there several articles of the *Encyclopédie* and that Benjamin Franklin thought up parts of the future Constitution of the United States.

*Le Procope* is a couple of minutes' walk from the hotel and conference centre, the *Hôtel Bel Ami*, rue Saint Benoît, a stone's throw from Saint-Germain-des-Prés, the *Café de Flore* and *Les deux Magots*.



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The rue Saint Benoît was built on the west wing of the Saint-Germain abbey cloister. Toward the end of the XIIth century, Pope Alexandre III entered the abbey through a side door, leading into the present hotel foyer. The two angels carved in the stone façade of the hotel remind us thereof.

The Conference and the following cocktail party shall take place in the "*Espace des femmes*" gallery, across the street from the hotel.

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CORNET VINCENT SÉGUREL, an independent regional law firm, has become one of the premier independent French firms, offering a full service in all areas of business law and public law, in both advisory and litigation.

We owe our growth to our ability to remain close to our clients and meet their needs both in France and internationally, at the highest standard of service.

CORNET VINCENT SÉGUREL today has over 150 fee-earners in its offices in Nantes, Paris, Rennes , Lille and Bordeaux.

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We hope to see you all, together with your clients and prospects. For more detailed information, click on the detailed conference programme. Registrations for the conference are now open.



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**Sunday, April 10th – 19:00 WELCOME DINNER**

**Restaurant**  
**« The Procope »**  
13 rue de l'Ancienne Comédie  
75006 PARIS



**Sunday, April 10th – ACCOMODATION**

**Hotel Bel Ami**  
7/11 rue Saint Benoît  
75006 PARIS



**Monday, April 11th – 09:30 CONFERENCE**

**Art Gallery**  
**« Espace des Femmes »**  
*located opposite the Hotel*  
Main entrance by  
33-35 rue Jacob  
75006 PARIS





## **CONFERENCE - RETAIL REAL ESTATE : A PAN EUROPEAN OVERVIEW**

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**MORNING SESSION** - Moderator : Cécile ROUQUETTE-TÉROUANNE

**09:30 Welcome introduction**

**09:35 General overview of the retail real estate market**

Speaker : **JLL** - Ybsen CHOTIA, MRICS - Associate Director Corporate Solutions- Strategic Consulting

**10:10 Inner city redevelopment**

- Projects and initiatives to attract investments and stimulate the economic growth (from investors' / lenders' perspective)

- The Grand Paris case : impact on the parisian real estate market

Speakers : **JLL** - Gareth SELLARS, MRICS - President, JLL Expertises -

**CABIB** - Laurent CHENAIN, Managing Director-Global Head, Real Estate and Hotel financing

**11:00 Morning coffee pause**

**11:20 Legal and technical issues related to city centre redevelopment**

Contractual issues, building permits, environmental issues, implementation of policies to sustainable growth

ADVOC speakers : Burkhard HERZOG, Schellenberg Unternehmeranwälte - Andrew ROTHWELL, Ashfords - Jan STOOP, Boels Zanders NV

**12:10 Questions and summing-up morning session**

**12:45 Lunch at the Bel Ami Café**

**AFTERNOON SESSION** - Moderator : Giulia COMPARINI

**14:15 Commercial leases**

- Is harmonisation still a dream (one form of lease for all European countries)?

Speaker : **UNIBAIL-RODAMCO** - Florence SAMARAN, Director of legal affairs (France)

- Landlord / Tenant relationships, who is the "weak" party?

ADVOC speaker : Alessandro BARZAGHI, Cocuzza & Associati

**15:00 Questions**

**15:20 Rent indexation and rent reviews**

What is going on in the leases (and in the market)?

ADVOC speaker : Harm HEYNEN, Boels Zanders NV

**15:40 Questions**

**16:00 Afternoon coffee pause**

**16:15 New trends in commercial leases**

Growing influence of multi- or omni-channel retailing (balance between on-line and shop sales) : How are retailers and owners adapting to the new customers?

Speaker : **ETAM** - Jean-Yves BESSET, Group Director of legal affairs

**16:35 Enforcement of lease provisions**

Statutory and case law developments

ADVOC speakers : Anna KOIS-MIZGIER, BSJP - Rob NICHOLSON, Ashfords - Jérôme O'SULLIVAN, J.W. O'Donovan

**16:55 Questions - Closing remarks**

**17:30 Networking - Light Cocktail**

# REGISTRATION FORM

To register please complete the registration form below in capital letters and send it by mail to [a.noonan@advoc.com](mailto:a.noonan@advoc.com) or by fax to +44 20 7544 2400.

Fees can be paid by cheque (made payable to Cornet Vincent Segurel)  
**or by BACS transfer :**

Account Name : SELARL CVS

Bank details : CIC Nantes Voltaire, 4 rue Voltaire, 44 000 Nantes

IBAN Number : FR76 3004 7140 1000 0217 0700 106

BIC/Swift Code : CMCIFRPP

VAT Number : FR49 344 040 647

An email confirming your registration will be sent upon receipt of payment.

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Please RSVP by **15 March 2016**.

Title : .....  
First Name : .....  
Surname : .....  
Position : .....  
Organisation : .....  
Address : .....  
Mobile phone : .....  
Email : .....

**Full conference (10 + 11 April 2016)** **340€**   
*(not included accommodation and travel costs)*

**Monday conference only (11 April 2016)** **250€**   
*(not included accommodation and travel costs)*

## Hotel booking information

A contingent is booked at Hotel Bel Ami with the reference "2469019".  
For you accommodation contact Claire Valadier at Hotel Bel Ami directly on  
+ 33(0)1 42 61 53 53 or by email [claire.valadier@hotel-bel-ami.com](mailto:claire.valadier@hotel-bel-ami.com).

## Terms and Conditions

1. Cornet Vincent Segurel reserve the right to amend or cancel this event. Should the event be cancelled a full refund of the registration fee will be made. Cornet Vincent Segurel can accept no further liability if the event is cancelled, including no liability for any expenses incurred as a result of cancellation.
2. For cancellations received by 24 March 2016, a full refund of the conference fees, less bank administration fees, will be made. No refunds will be given for cancellations received thereafter.