

## Scotland schedule at MIPIM 2019

### Programme - Summary

Day	Time	Title	Sponsor
Tuesday	10.00-10.45	Glasgow- A Great European City	Civic Engineers University of Glasgow
	11.00-11.45	Glasgow Prospectus Launch	Clyde Gateway
	12.00-13.45	City Growth Super Regions- Infrastructure and Collaboration Across Scotland	Robertson Group Murray Estates
	14.00-14.45	Advancing Manufacturing – Engineering the Future	AMIDS Glasgow Airport
	15:00-15.45	Aberdeen Prospectus Launch	
	16.00-16.45	Edinburgh Capital Growth	Faithful & Gould
	17.00-19.00	Reception	TECA
Wednesday	09.00-09.45	Aberdeen – More than Europe’s Energy Capital	Built Environment Networking Ltd
	10.00-10.45	Scottish Government Keynote	
	11.00-12.15	Invest in Scotland’s Waterfronts	Robertson Group Rettie & Co
	12.15-14.00	Drop-in Surgery: Come and Meet Team Scotland	
	14.00-14.45	Edinburgh- The Data Capital of Europe	University of Edinburgh
	15.00-15.45	Building Sustainable Cities for The Future	7N Architects
	16.00- 17.15	Build to Rent in Scotland – An Emerging Opportunity	Places for People
	17:30-19.00	Whisky Reception	Discover Dundee Waterfront
THURSDAY	0900-09.45	Drop-in Surgery: Come and meet Team Scotland	
	10.00-10.45	Real Estate with a Purpose	Morgan Sindall
	11.00-11.45	Tourism and Leisure as Real Estate Growth Driver	
	12.00-15.00	Why Scotland?	Scarborough Muir Group
	16.00-18.00	Gin Reception	Scottish Cities Alliance

## Programme – Day by Day

### TUESDAY

1000-1045

#### **Glasgow – A Great European City (SPONSORS: CIVIC ENGINEERS & UNIVERSITY OF GLASGOW)**

This is a Glasgow-focused event, highlighting the major city-wide investment opportunities and how the city centre is being transformed via initiatives such as the Avenues Project and the Glasgow City Deal.

The Panel:

Moderator- Kevin Rush, Director of Regional Economic Growth, Glasgow City Council

Cllr. Susan Aitken, Leader, Glasgow City Council

Richard Brown, Executive Director Development and Regeneration Services, Glasgow City Council

Stephen O'Malley, Director, Civic Engineers

1100-1145

#### **Glasgow Prospectus Launch (SPONSOR: CLYDE GATEWAY)**

This is a Glasgow event which will launch the new portfolio of investment opportunities. Senior Council representatives will be joined by city partners and stakeholders to showcase the city's offerings. And feature a range of major, market-ready investment opportunities from across the city region to investors, developers and occupiers.

The panel:

Cllr. Susan Aitken, Leader, Glasgow City Council

Stuart Patrick, CEO, Glasgow Chamber of Commerce

Martin McKay, Executive Director of Regeneration, Clyde Gateway

Ann Allen, Estates Director, University of Glasgow

1200-1400

#### **City Growth Super Regions: Infrastructure and Collaboration across Scotland (SPONSORS: ROBERTSON GROUP & MURRAY ESTATES)**

This lunch time event will discuss the significant infrastructure improvements to connect Scotland's cities. Plus, the collaboration that allows Scotland to compete internationally. The event merge into a networking lunch offering the opportunity to meet key decision makers.

The panel:

Moderator - Steve Dunlop, CEO Scottish Enterprise

Session 1

Kevin Quinlan, Director of International Trade, Scottish Government

Catherine McGuinness, Chair of the Policy and Resources Committee, City of London Corporation

Session 2

Jonathan Guthrie, Director for Strategic Public Partnerships, Robertson Group

Jestyn Davies, MD, Murray Estates

Session 3

Cllr. Susan Aitken, Leader, Glasgow City Council

Cllr. Adam McVey, Leader, City of Edinburgh Council

Cllr. Douglas Lumsden, Co-Leader, Aberdeen City Council

1400-1445

**Advanced Manufacturing: Engineering The Future (SPONSORS: AMIDS & GLASGOW AIRPORT)**

This session will highlight the growth potential that manufacturing offers to Scotland and the emerging Advanced Manufacturing Innovation District at Glasgow Airport. This is already a location for major manufacturing companies and world class research. Panellists will present the significant investment opportunities available.

The panel:

Alasdair Morrison, Head of Regeneration, Renfrewshire Council

Derek Provan, CEO, Glasgow Airport

Dave Tudor, MD, Medicines Manufacturing Innovation Centre

Professor Keith Ridgeway, Executive Chair, Advanced Forming Research Centre, University of Strathclyde

1500-1545

**Aberdeen Prospectus Launch**

This is an Aberdeen City Council session and will highlight the prospectus developed for Aberdeen City and Aberdeenshire by the newly formed Invest Aberdeen.

The Panel:

Cllr Douglas Lumsden, Co-Leader, Aberdeen City Council

Richard Sweetnam, Chief Officer City Growth, Aberdeen City Council

1600-1645

**Edinburgh Capital Growth (SPONSOR: FAITHFUL & GOULD)**

This is a City of Edinburgh Council event that will focus on the range of investment opportunities available in Scotland's capital.

The panel:

Cllr Adam McVey, Leader, City of Edinburgh Council

Andrew Kerr, CEO, City of Edinburgh Council

Jestyn Davies, MD, Murray Estates

John Watson, Operating Principal, Global Infrastructure Partners (TBC)

Tony Hordon, Director Parabola Real Estate Holdings Limited (TBC)

1700-1900

**Reception (Host: Scottish Government) (SPONSOR: THE EVENT COMPLEX ABERDEEN TECA)**

Including reflections on the importance of capital investment for Scotland by Derek Mackay, Cabinet Secretary for Finance, Economy and Fair Work Scottish Government. This reception will be an opportunity to network with Team Scotland delegates. Refreshments provided.

Welcome: TECA

Presentation: Derek Mackay, Cabinet Secretary for Finance, Economy and Fair Work, Scottish Government.

**WEDNESDAY**

0900-0945

**Aberdeen – More than Europe’s Energy Capital (SPONSOR: BUILT ENVIRONMENT NETWORKING).**

This is an Aberdeen City Council session and will focus on emerging investment opportunities linked to significant public sector investment and development plans.

The panel:

Steve Whyte, Head of Finance, Aberdeen City Council

Nick Harris, Director Henry Boot Developments

Derek Provan, CEO, AGS

1000-1045

**Scottish Government Keynote**

Derek MacKay, Cabinet Secretary for Finance, Economy and Fair Work will outline the investment friendly initiatives the Scottish Government has implemented to grow the economy of Scotland. Miller Mathieson, Chair of the Scottish Property Federation will, host a Q&A session.

The panel:

Derek Mackay, Cabinet Secretary for Finance, Economy and Fair Work, Scottish Government

Kevin Quinlan, Director of International Trade, Scottish Government

Miller Mathieson, Chair Scottish Property Federation

1100-1215

**Scotland's Waterfronts – Mixed Use Investment Opportunities (SPONSOR: RETTIE & CO)**

Scotland has a strong offering in terms of waterfronts and this session will highlight the scale of mixed use development opportunities. There will be two sessions:

- A. Glasgow and Dundee waterfronts, and
- B. Edinburgh and Aberdeen waterfronts.

The panel:

Moderator : Jonathan Guthrie, Director for Strategic Public Partnerships, Robertson Group

Part 1 (11.00-11.30)

Cllr John Alexander, Leader, Dundee City Council and Chair, Scottish Cities Alliance

Cllr. Susan Aitken, Leader Glasgow City Council

Part 2 (11.30-12.15)

Cllr Cammy Day, Depute Leader, City of Edinburgh Council

Cllr Douglas Lumsden, Co-Leader, Aberdeen City Council

Matthew Benson, Director Development Services, Rettie & Co

Jerome Van Shooten, Director Team V Architects

1215-1400

**Drop-in Surgery: Come and Meet Team Scotland**

1400-1445

**Edinburgh – Data Capital of Europe (SPONSOR: UNIVERSITY OF EDINBURGH)**

This is a City of Edinburgh event that promotes the role of the city as the Data Capital of Europe.

The panel:

Cllr Adam McVey, Leader, City of Edinburgh Council

Paul Lawrence, Executive Director Place, City of Edinburgh Council

Hugh Edmiston, Director of Corporate Services, University of Edinburgh

Cameron Stott, Director, JLL

1500-1545

**Building Sustainable Cities for the Future (SPONSOR:7N ARCHITECTS)**

The importance of mixed use development to promote vitality and wellbeing is well recognised in Scotland. This session considers how sustainable development is being progressed.

The panel:

Ewan Anderson, 7N Architects

Jestyn Davies, MD Murray Estates

Jonathan Guthrie, Director for Strategic Public Partnerships, Robertson Group

Tony Hordon, Director Parabola Real Estate Holdings Limited (TBC)

1600-17.15

**BTR – The Scottish Offer (SPONSOR: PEOPLE FOR PLACES)**

An extended session led by the Scottish Futures Trust this session will focus on the Buy To Rent Sector in Scotland, and will feature a number of significant BTR stakeholders.

The panel:

Moderator: Andrew Bruce, Head of Project Finance, Scottish Futures Trust

Places for People (TBC)

Dan Batterton, Build to Rent Fund Manager, Legal and General

Lee Savage, Development Director, Moda Apache

Annemarie O'Donnell, CEO, Glasgow City Council

1730-1900

**Reception (Host: Scottish Development International) (SPONSOR: DISCOVER DUNDEE WATERFRONT)**

This Whisky Reception will be hosted by Scottish Development International and the Scottish Property Federation, featuring Scotland's national drink.

Welcome: Robin Presswood, Director of City Development, Dundee City Council

**THURSDAY**

0900-0945

**Drop-in Surgery: Come and Meet Team Scotland**

1000-1045

**Real Estate with A Purpose (SPONSOR: MORGAN SINDALL)**

Inclusion is not only a policy objective, there is increasing evidence that it is important for business performance. This session will address this important issue and highlight Scotland's leading position on sustainable economic growth.

The panel:

Isla Jackson, Director, Civic Engineers

Kat Feldinger, Head of Investment, Scottish Government

Leon Macpherson, Managing Director, Location Strategy and Transformation, Barclays

Stuart Parker, MD Construction, Morgan Sindall

Martin McKay, Executive Director of Regeneration, Clyde Gateway

1100-1145

**Tourism and Leisure as a Real Estate Growth Driver**

Scotland continues to outperform the rest of the UK in attracting visitors to its tourist attractions. Edinburgh is the top UK destination outside London - but the whole country is benefiting from a tourism renaissance. This creates significant opportunities for developers and investors. This session will illustrate how the sector is developing and where new opportunities are likely to emerge.

The panel:

Cody Bradshaw, MD Head of International Hotels, Starwood Capital (TBC)

Graham Dodd, Managing Director Development UK & Ireland, Hilton (TBC)

Tanis Paul, Senior Designer, Studio Tim Campbell (TBC)

David Cooper, Head of Development, City of Edinburgh Council

John Rae, Office Lead Glasgow, Knight Frank

1200-1500

**Why Scotland? (SPONSOR: SCARBOROUGH MUIR)**

This event is designed to provide an opportunity to highlight specific issues and topics which will contribute to the message that investors should consider Scotland. Refreshments will be available throughout the session, and it will be moderated by Built Environment Networking around a series of short presentations followed by Q&As. The event is intended to offer MIPIM delegates a view across the Scotland market, and will also present a coherent market offering. Refreshments – finger buffet.

The presenters:

Phil White, Director, Scarborough Muir Group

Walter Boettcher, Director of Research and Forecasting, Colliers

Martin Mackay, Executive Director of Regeneration, Clyde Gateway

Jonathan Guthrie, Director for Strategic Public Partnerships, Robertson Group (TBC)

Duncan Sutherland, Chairman, Sigma Capital (TBC)

1600-1800

**Reception (Host- Scottish Cities Alliance)**

Our closing Reception will be hosted by the Scottish Cities Alliance with a focus on Scottish gin – Scotland's 'other' national alcoholic drink.

Welcome: Scottish Cities Alliance

## **Off Site Partner Programme**

### **TUESDAY**

- 1200 **Scottish Cities Alliance – Smart Cities (By invitation)**
- 1600 **Glasgow City Council – City Living (By invitation)**
- 1900 **Investor Dinner (SPONSOR: AUSTIN-SMITH LORD) (By invitation)**

### **WEDNESDAY**

- 1200 **Scottish Cities Alliance – Lunch (By invitation)**
- 1600 **Glasgow City Council- Glasgow Waterfront (By invitation)**
- 1900 **Scottish Cities Alliance Dinner (By invitation)**