

## Looking Ahead: Challenges & Opportunities

**T**he 68<sup>th</sup> World Congress in Andorra was an excellent beginning to my term as World President. Congratulations to FIABCI-Andorra for an extremely well-organized, educational and entertaining Congress! As I look ahead to the coming 12 months, I am excited to continue the work begun by my predecessors to reach our 20/20 organizational goals.



This is a very important time for FIABCI. We have great ambitions and great challenges. But we also have great resources...*all of you!* FIABCI members possess a wealth of ideas and best practices to realize our ambitions and address our challenges. And, most importantly, our members have the passion, energy and commitment necessary to move this organization forward. It is my honor to serve at this time.



Leadership continuity is an important principle within FIABCI. It ensures our ability to implement multi-year initiatives, such as Vision 20/20. In my continuing support for this program I will specifically focus on the following:

- **Increase the number of FIABCI Chapters**, putting particular emphasis on the Asian and African countries where there is great potential.
- **Reduce the amount of dues paid by individual members of FIABCI**. My goal is to not only *reduce* individual member dues, but to *increase* the value associated with FIABCI membership through an expanded global sponsor program.
- **Facilitate the move to our new global headquarters**. FIABCI has acquired new office space in Paris — space that we own and expect to occupy by the end of August. Watch for details and a video in next months' newsletter.
- **Leverage UN's City Prosperity Initiative (CPI)** to solidify FIABCI's role as a leader in sustainable property development. Watch for updates on this important initiative.
- **Develop our administration model**. As FIABCI grows, the administrative structures that support this organization must evolve and grow with it to meet our current and future needs.

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**FIABCI  
APREC**  
Busan, Korea  
September  
22-24, 2017

Hosted by  
FIABCI-Korea



**FIABCI-KOREA**  
INTERNATIONAL REAL ESTATE FEDERATION  
세계부동산연맹한국대표부 / 사단법인 한국부동산연맹회

See page 11 for  
details.



# World Congress FIABCI Days

(Message from the President—Continued from page 1)

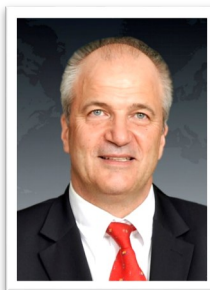
I look forward to working with the many volunteers from around the world who serve on the FIABCI Board, World Councils and Committees to accomplish these objectives during my term. I welcome your ideas and your input. You can reach me at [worldpresident@FIABCI.org](mailto:worldpresident@FIABCI.org). □



Farook Mahmood  
FIABCI World President 2017-18

## Assen Makedonov elected World President 2018-'19

**D**uring the General Assembly, **Assen Makedonov** (FIABCI -Bulgaria) was elected to serve as World President 2018-19. He is the immediate past president of FIABCI-Bulgaria.



Assen brings 30 years of professional experience and 11 years of FIABCI experience. He has served two years on the FIABCI Board, as President of the Strategic Planning Committee and, most recently, as President of the Finance Committee, where he was instrumental in the purchase of a new office space for FIABCI HQ.



**Walid Moussa**, President of the FIABCI-Arabic Countries multinational Chapter was elected as FIABCI Vice President Elect. He will remain President of the FIABCI Strategic Planning Committee for this year. □

## Year of Progress Recap at General Assembly

**O**utgoing World President Kirkor Ajderhanyan offered members a look back at the strong progress made during the year against the Vision 20/20 goals. [Download the PPT to view>](#)

**L**ong-time Administrative Manager and, recently, Secretary General, **Béatrice Dubin**, has left FIABCI to pursue new career opportunities. Business Development Consultant **Narek Arakelyan** has assumed the role of Secretary General. Best wishes to Beatrice and welcome Narek! Contact Narek at [narek.arakelyan@fiabci.org](mailto:narek.arakelyan@fiabci.org). □



## World Councils Think Tank

**D**uring the FIABCI Days in Andorra, there was a collaborative effort among the four World Councils to participate in a “think tank” to generate ideas about how the Councils should work, required professional support, value to Principal Members, and how to meet the needs and expectations of members.

The innovative think tank approach was facilitated by Kateryna Pylypchuk (right), World President of the Young Members and President of the World Council of Experts. Professionally trained, she facilitated the interaction between FIABCI members to express differing points of view on issues. The result was a wall of ideas, eventually segmented into eight categories of needed development for the organization:



1. Better communication inside FIABCI
2. Sharing the best practices
3. Principal & academic members community
4. Create business tools for members
5. Tech tools and use of big data
6. FIABCI Expertise
7. XXI century marketing tools
8. HQ support with manuals

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# 68th FIABCI World Congress

## *The world gathers in Andorra*



**B**y all accounts, the 6th FIABCI World Congress was a success! FIABCI members from around the world travelled to one of Europe's smallest countries, situated between France and Spain in the Pyrenees mountains. Known for its ski resorts and a tax-haven status that encourages duty-free shopping, its capital, Andorra la Vella, proved to be the perfect setting for FIABCI members to come together to learn and network.

### Welcome Cocktail

A Welcome Cocktail party was held in the historic center of Andorra la Vella. Following short speeches by the President of the Andorran Parliament, the Mayor of Andorra la Vella, and the Minister of Tourism and Commerce, FIABCI-Andorra President, Jordi Ribó and World President 2016-17 Kirkor Ajderhanyan welcomed FIABCI members.



All enjoyed the evening, wandering through the historic center and enjoying samples of local food and drink, accompanied by music, folk dancing and other entertainment. [See more Welcome Cocktail photos>](#)



### Congress Theme: Smart City; Smart Building

Following three days of committee work, the Congress got underway with keynote speaker Jean Nouvel, the famous architect and designer, who shared his multidisciplinary approach to design. The theme carried out over the next two days with an impressive line-up of speakers addressing how smart cities and buildings are shaping the urban agenda and the role of the real estate industry.



Other speakers of note included Michael Jansen, CEO of Cityzenith, an impassioned architect, urbanists and entrepreneur discussing big data for the built environment; Massimiliano Claps on how smart cities are re-shaping the way we live; Jana M. Mrowetz (left), president of FIABCI-Germany on global innovations and opportunities in real estate development and, renowned speaker Montserrat Peñarroya discussing smart cities, smart homes, the internet of things...how the web 3.0 is transforming our society.



The entire three-day program of speaker gave attendees great insights on how new technologies, including social media and the Internet, is changing the way we do business.

[View more photos from Congress Days>](#)

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# 68th FIABCI World Congress

## *Gala Event Photos*





# 68th FIABCI World Congress

## Gala Event Photos





# 68th FIABCI World Congress



## *The world gathers in Andorra*

*(Continued from page 3)*

### **World President Recognition: Past and Present**

The Congress concluded with recognition of the current FIABCI Board and a special recognition of FIABCI World Presidents from years' past. Medallions of honor were awarded to World Presidents in attendance: Lawrence McCabe ('00-'01), Daniel Teo ('02-'03), Enrico Campagnoli ('10-'11), Alexander Romanenko ('11-'12), Flavio Gonzaga Nunes ('13-'14). Robyn Waters ('14-'15) attended the Congress but departed prior to the closing ceremony.



2016-'17 World President Kirkor Ajderhanyan was recognized by Farook Mahmood and the Board for his service. Farook was then installed as FIABCI World President 2017-'18.

Following a video highlighted his background and service, President Farook gave brief comments about his plan for the coming year.



See more Gala dinner on pages 4 & 5 and [online](#)>

### **Farewell Gala Dinner**

The farewell Gala Dinner was held at the Hermitage Hotel in Soldeu, providing guests spectacular views of the Andorran mountain-scape and savory local gastronomy, followed by music and dancing.



Upon departing, many pledged to return, perhaps to enjoy the setting during the popular winter ski season.





# 68th FIABCI World Congress

## Prix d'Excellence Awards—2017



**CONGRATULATIONS** to the **Gold** winners of the 2017 FIABCI Prix d'Excellence Awards! Awardees were honored at a black tie dinner during the 68th World Congress in Andorra.

**World Gold Winner for Environment (Rehabilitation/conservation)**

ChooArt, Miaoli Country, Taiwan

**World Gold Winners for Heritage (Restoration/conservation)**

Váci 1, and Várkert Bazaar Conference & Exposition Hall, Hungary

**World Gold Winner for Master Plan**

Bandar Rimbayu, Selangor, Malaysia

**World Gold Winner for Public Infrastructures & Amenities**

10 Stations of the Budapest Metro Line M4, Hungary

**World Gold Winner for Purpose Built**

Indonesia Convention Exhibition (ICE), Tangerang, Indonesia

**World Gold Winner for Residential (Mid Rise)**

Sunny Happiness Gendii Taichung, Taiwan

**World Gold Winner for Residential (Low Rise)**

The Sorrento, Singapore

**World Gold Winner for Retail**

Summarecon Mal Bekasi, Indonesia

**World Gold Winner for Sustainable Development**

H2O Residences, Singapore

**World Gold Winner for Industrial**

LaFarge Királyegyháza Cement Plant, Hungary

**World Gold Winner for Hotel**

Raffles Hotel Jakarta, Indonesia



# Market Spotlight: Colombia

By Andres Correa

Presented to the FIABCI Americas Committee, 68th World Congress, May 2017



Colombia, as many developing countries, is facing a deceleration in its growth. Although Colombia only grew 2% of its GDP during 2016 (the lowest growth rate since 2009), it remains above the average when compared with other commodity dependant economies. The financial and real estate services in junction with the construction sector were the two most dynamic sectors during 2016, with a growth of 5% and 4.1% respectively.

Analyzing the data in detail shows that the growth in the construction sector occurred in the non-residential structures category. Government policies to invest in infrastructure projects stimulated a market that was showing otherwise a contraction. The construction of residential properties decreased 8% compared to 2015, growing only 2.2% in 2016.

The new government-implemented tax reform will hurt the real estate market in the long run. The new wealth tax will dis-incentivize investment in industrial, commercial and residential properties for rent by applying additional taxation to the commercial price of the property. The new tax will be added to the existing income and property tax.

However, some experts say that this reform will incentivize companies with big real estate portfolios to sell them off—bringing Triple A properties with good tenants to the market and creating good opportunities for investment in 2017. If you combine this with the depreciation of the Colombian peso, this year will bring the perfect opportunity for international funds to come and invest in Colombia and have available good portfolios to buy.

The residential market will also bring good opportunities for social housing developments. The second phase of the government's social housing program *Mi Casa Ya* or *My House Now* will facilitate the con-

struction of urban renewal projects and green field developments across Colombia. The implementation of this program has already shown good results in the first trimester of 2017 with an increase in sales of around 20% compared to last year.

Government initiatives for the development of the country's infrastructure will bring opportunities for Public Private Partnerships (PPPs) in 2017. The government released its plan for the 4G interstates high-

ways with an approximate investment of 9,2 billion COP, almost double of that invested the previous year.

2017 will also bring the opening for proposals for the biggest infrastructure project of Bogota—its metro. A project that has been in the planning phase for more than 50 years will open the bid-

ding process for construction in the second semester of this year. The total estimated cost of the metro and alternative public transport routes will be around 13 billion COP. This is the first of a two-phase plan for the first metro line of Bogota.

The peace treaty with one of the guerrillas of Colombia could allow new developments in areas previously off limits to local and foreign investment. The areas that were controlled by this group are rich in resources and we have yet to see how this will play out to allow investment to reach these forgotten areas.

Colombia has good opportunities to invest if you can detect its growing markets. It continues to grow its economy, even with dropping commodities prices. It's one of the countries that should be watched by international buyers. □

***"This year will bring the perfect opportunity for international funds to come and invest in Colombia and have available, good portfolios to buy."***



Andres Correa is President of FIABCI-Colombia and a member of the World Council of Managers. He is Development Director for Hoteles Diplomat, a Colombian hotel operator of the LFC business group.



# FIABCI Signs MoU with UN-Habitat

By Enrico Campagnoli, FIABCI World President, 2010-11



**F** IABCI and UN-Habitat have agreed to collaborate in support of city sustainability assessment worldwide. During the MIPIM Real Estate Exhibition in Cannes (France) in March, a UN-Habitat Letter of Intent (LOI) was delivered and countersigned for acceptance by FIABCI leaders (top photo) This was followed up by the signing of a Memorandum of Understanding (MoU) on May 11 in Nairobi (bottom picture).

2015-'16 FIABCI World President Kirkor Ajderhanyan signed the MoU on behalf of FIABCI. Dr. Joan Clos, Executive Director of UN-Habitat, signed on behalf of UN-Habitat. Witnessing the historical event was 2013-'14 FIABCI World President Flavio Gonzaga Nunes.

The agreement lays the groundwork to offer jointly to cities (and neighborhoods) around the world a tool to assist in measuring progress in reaching Sustainable Development Goals (SDGs) approved by UN General Assembly in September 2015 and targets of New Urban Agenda (NUA) adopted at Habitat III in Quito in October 2016.

The UN-Habitat tool, [City Prosperity Initiative \(CPI\)](#), will be extended to be not only a quantitative, data-based metric tool, but also to be a qualitative tool, based on the motivated perception of the people, experts and/or citizens. This is thanks to an online tool offered by FIABCI, that was built using [Circles of Sustainability](#) methodology for a former MoU between FIABCI and [City Programme of United Nations Global Compact](#). It will be modified to have the same indicators of quantitative CPI.

UN-Habitat has been confirmed by the New Urban Agenda as a focal point of all the UN system for the follow up of SDGs and NUA urban targets. The collaboration of FIABCI with UN-Habitat represents an important step for a possible worldwide concrete follow up and plan of action after Habitat III.

## CPI in use 500+ cities

The quantitative CPI has been used in more than 500 cities to date. The assessment of indicators of targets and goals allowed the UN-Habitat advises formulation for sustainability plans for progress in reaching SDGs and NUA targets.

The expanded CPI tool, using FIABCI's modified cloud platform, will use a detailed online questionnaire to allow to people (selected experts or citizens) to assess the sustainable urban development and to monitor urban progress in reaching the UN's Sustainability Development Goals, according to the current CPI indicators.

Along with a complete online and printable assessment report, the tool provides a frequency graphic of each reply and visual representation of the assessment global in the key areas and for each indicator, making it easy to identify possible critical situations. The expanded CPI will ensure participation of the people, the inclusion of their voice, of experts and, if desired, of city residents.

A common, expanded UN-Habitat tool to assess the prosperity will enable cities to compare their cities with others, stimulating a natural positive competition and will contribute to social and economic development with a more investment attractive capacity and a better real estate market.



Farook Mahmood, Kirkor Ajderhanyan, Eduardo Moreno (UN-Habitat) in Cannes



Kirkor Ajderhanyan, Dr. Joan Clos and Flavio Gonzaga Nunes following signing of the MoU, in Nairobi

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# FIABCI Signs MoU with UN-Habitat

(Continued from page 9)



“Collaborating with UN-Habitat will greatly expand FIABCI’s efforts to contribute both to get a better world, more sustainable, prosperous cities and to give a perspective increased role to the real estate industry,” said Kirkor Ajderhanyan. “For example, the Mexican Housing Bank has signed an agreement with UN-Habitat to offer it to more than 300 cities. Together with the support of FIABCI Chapters, we can make significant in-roads in helping to enlarge in the world the use of the expanded CPI and contribute in providing a better living for humanity.”

## A first step

The world is facing a growing number of issues, not only urban, in the real estate sector, but also at the national level and at the housing level. Affordable housing will be, in the coming years, the largest part of real estate market in the world. The participation of the private real estate sector in satisfying the urban huge unmet demand for affordable housing is necessary.

FIABCI will follow up with *The City We Want is Affordable* WUC program to connect it with the expanded CPI tool to monitor the sustainability of cities that are quickly growing thanks to affordable houses. □



*Enrico Campagnoli served as the 2011-’11 World President of FIABCI. He, along with Danielle Grossenbacher (2015-’16 FIABCI World President), has been instrumental in managing FIABCI’s cooperative role with the United Nations.*

## Opportunities for FIABCI Groups

*Collaboration with UN-Habitat will increase use of the use of CPI expanded tool. This will create opportunities for a relevant role for FIABCI Chapters, Principal, Academic and individual Members in the implementation of the tool by local authorities.*

*The work FIABCI is doing to contribute in helping cities to become more sustainable, livable, prosperous and to meet the needs of the coming decades is of common interest to the real estate private sector and the real estate industry and market of your city. Involvement at the local market level by FIABCI-affiliated groups to encourage use of the tool is a great way to play an important role in global sustainability while building awareness and enhancing the image of your organization.*

(FIABCI Days—Continued from page 2)

Within each category, you may find multiple innovations, but the core idea of each proposal will be in-



cluded into the strategic development plan and followed, to fulfill the expectations of the members.

Parallel to this activity,

in the joint session of the Membership Committee and Young Members Committee meeting, Kateryna

Pylypchuk and Irena Perfanova, President of the Membership Committee, invited attendees to identify the benefits they currently receive from FIABCI along with benefits they believe FIABCI should provide. The result was tremendous.

The main expected values and benefits of FIABCI membership were also segmented into 8 categories:

1. Guidance
2. Networking
3. Success stories/best practices/market info
4. Financial benefits
5. Real business
6. Unique travels
7. Influence
8. Education and training

(Continued on page 17)



# Get Ready for APREC in Busan!



FIABCI-Korea will host the **FIABCI Asia-Pacific Real Estate Congress (APREC)**, September 22-24, 2017 in Busan, Korea. The 2017 APREC will examine key issues under the themes of Climate Change & Sustainable Real Estate Development, and Real Estate Development & Global Opportunities / Investments. Keynote speeches will be delivered by the Minister of Ministry of Land, Infrastructure, and Transport, and the President of the Korea Developer Association.

In the Asia-Pacific Real Estate Panorama, professionals from Korea and around the world will discuss cross-border business practices and investment market conditions in the real estate field. The 2017 APREC will also bring together key decision makers from public and private sectors as well as real estate professionals worldwide under one roof and offer a great platform for opportunities in various sectors.



The maritime capital of Korea, Busan is home to one of the world's five super hub ports and is a world-class MICE city. Busan is the heart of Asian film and cinema and a popular tourist destination and shopping paradise that offers tourist attractions and exciting festivals all year round.

A leading city in Asia showing remarkable growth. A city of opportuni-

ty open to the world. A dynamic city driven by passionate people. We welcome you to the dynamic city of Busan!

For online registration, please visit [www.aprec2017.com](http://www.aprec2017.com) and sign up now! Further contact can be made to the organization committee by email: [fiabcikorea@gmail.com](mailto:fiabcikorea@gmail.com) or by phone: +82-51-741-3623.

***We look forward to your honorable presence!***

**FIABCI-Korea**



# Shaping and connecting UK property

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**mipim**  
UK

**The UK Property Marketplace**  
**18-19 October 2017, London Olympia**

[mipimuk.co.uk](http://mipimuk.co.uk)



# FIABCI Scholarship Foundation

## Spring 2017 Recipients



**T**he **FIABCI Scholarship Foundation Trustees** met during the 68th FIABCI World Congress in Andorra are pleased to announce the Grantees for the Spring round.



Xiaokai Huang

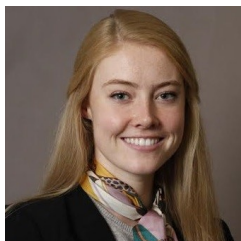
**Xiaokai Huang** is pursuing a Doctorate in Urban and Real Estate Studies at Harvard. He is from Shanghai and upon graduation plans to set up an NGO to raise awareness of the issue of social equity in rapidly growing urban markets.



Jacqueline Calla

**Jacqueline Calla** is pursuing a Masters in Real Estate Development from NYU. A native of Peru, she seeks to integrate building structure, design thinking, and construction with the most innovative and environmentally friendly methods possible.

**Kelsey Padgham** is working on a Masters in Real Estate Development at Cornell. She is originally from Indiana and wants to become a socially responsible residential developer working across national borders to bring affordable housing to constrained markets.



Kelsey Padgham

**Yiwei Chen** is working on a Masters in Urban Economics and Real Estate at Texas A&M. She is from Guangzhou and plans to become a real estate investment manager to help bring asset backed securitization instruments such as REITs and CMBs to China.



Yiwei Chen

The Scholarship Foundation accepts applications for grants from students at FIABCI Academic Member universities. The deadlines for applications are March 30 and September 30 of each year. ☐

To apply for the fall 2017 scholarship review, visit the [FIABCI Scholarship Foundation webpage](#)>



Mamun Uz Zoha

**Mamun Uz Zoha** is seeking a Masters in Real Estate and the Built Environment from Harvard. He is originally from Bangladesh and has been working for Nikken Sekkei, a large design consultancy in Japan and plans to work on revitalizing old towns in Southeast Asia.



**3-6 october 2017**

## SAVE THESE DATES! ▶

### International Housing Congress

St. Petersburg, Russia – Oct.3-6, 2017

The largest professional event dedicated to the property & construction market in Russia. Connect with business and government leaders from throughout Russia and foreign countries. Learn more or register today!

[www.gilforum.ru](http://www.gilforum.ru)

### FIABCI December Meetings, European Congress & Young Members Camp

Dec. 7-11, 2017 (Athens)

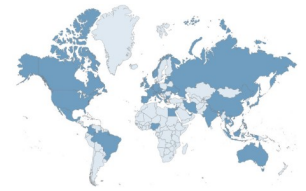
### FIABCI Americas Intl'. Global Summit

Mar. 1-2, 2018 (Cancún, México)

### FIABCI 69th World Congress

April 27-May 2, 2018 (Dubai)

# Chapter News Round-Up



## Belgium

### Kick Off FIABCI-Belgium

**A**s a result of the Think Tanks held in the beginning of this year, FIABCI-Belgium organized two very important meetings. These meetings are important not only for FIABCI-Belgium, but also for other FIABCI Chapters that are thinking of re-boosting their organization.



On March 2, FIABCI-Belgium began a new experiment, inviting more than 20 real estate professionals, mostly non-FIABCI members.

We explained what FIABCI is all about and they helped us write the program on how to grow FIABCI-Belgium to give value to its (future) members.

As a result we distilled a board of nine members; seven of whom are new to FIABCI. Everyone has his or her responsibilities to guarantee growth.

The attendance of 2016-'17 World President Kirkor Ajderhanyan (pictured below with Advisory Board members) helped to bring local thoughts and international spirit together into one meeting. It is now up to us to proof this model will be successful.



More recently the Chapter held another meeting, during which decisions were taken on new projects. We are proud to say that all members of the board confirmed their attendance at the next FIABCI Business Days! □

## Germany

### FIABCI-Germany elects new president

**M**ichael Heming (right) was elected as the new president of FIABCI Germany, succeeding Jana M. Mrowetz, who served for two years. Heming was elected at the General Assembly of FIABCI-German in Berlin on June 1.



Heming has been a member of FIABCI for more than 20 years. In 2016 he was elected Vice-president FIABCI Europe. He is owner of Heming-Immobilien, a real estate consultancy company with five locations in the Rhine-Main area, which specializes in the marketing of residential properties and investment as well as commercial properties.

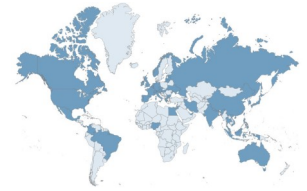
"I wish my successor every success," said Jana M. Mrowetz. "It was a great honor to lead the FIABCI German Chapter and the FIABCI Prix d'Excellence Germany. My focus now is on my business as an entrepreneur."

Heming thanked Ms. Mrowetz for her excellent work of the past years and the establishment of the Prix d'Excellence. "My goals are to maintain continuity and at the same time to involve FIABCI Germany more strongly in Europe," said Heming. "As a real estate consultant and also a member of the IVD since 1993, we will promote international joint ventures and promote global networking among each other. I see FIABCI as an international business network."

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# Chapter News Round-Up (cont.)



(Continued from page 14)

Michael Heming will be supported in his work by the Board members, who were confirmed in their offices: Thomas Schlaak as Treasurer, and Anna-Isabel Berendes, René Blume, Carl-Christian Franzen and Michael von Hauff as Vice-presidents.

Joining the German members attending the General Assembly was Mr. Manuel Rizzo, Vice-President of the FIABCI Membership Committee, President of FIABCI-Luxembourg who was attending the IVD Congress in his function of Director of CEPI, the European Association of Real Estate Professionals.



## Hungary

### Best performance for Hungarian developers

**F**or FIABCI-Hungary, the highlight of the 68<sup>th</sup> World Congress of FIABCI that took place in Andorra la Vella was the award ceremony of the World Prix d'Excellence.

FIABCI-Hungary, with its principal member the Hungarian Real Estate Association, has been organizing the Hungarian Real Estate Development Award since 1997. Winners of the Hungarian Award represent Hungary in the FIABCI World Prix d'Excellence.



[Video highlights of Prix d'Excellence](#)

In the last 20 years, Hungary won 18 gold and 15 silver awards, becoming the most successful country in Europe. In Andorra, Hungarian developers received 4 gold and 2 silver awards — the best Hungarian result in the history of the FIABCI awards.

**Watch short videos about these awarding properties (links included in the following).**

In the Heritage Conversion, Rehabilitation category the jury gave two gold awards, both to Hungary. The [Váci 1 commercial building of Horizon Development Co](#) and [Várkert Bazár cultural center of Swietelsky Hungary Ltd.](#) show the high quality work of the Hungarian architects and builders. The protection of architectural heritage is taken very seriously in Hungary, which may contribute to the success of Hungarian projects in this category.

In the Industrial category the [Lafarge Cement factory in Királyegyháza](#) won the gold award. This industrial plant was designed with the goal to save the environment. They used about 50% less territory than similar factories, on average, used environmental friendly materials and organized the distribution of the final products in an efficient way.

The fourth Hungarian gold award was granted to [Swietelsky Hungary Ltd. for the 10 stations of the Budapest M4 metro line](#). Swietelsky is the first Hungarian company to win two gold awards in the same year.

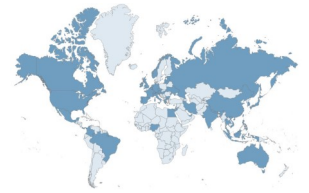
The Horizon Development Co with the Váci 1 building won the silver award in the Retail category.

The Budapest 13<sup>th</sup> District Municipality won a silver award in the Masterplan category for the complex development of its area during the last 25 years. Originally, the 13<sup>th</sup> District contained several industrial zones. However, these factories and plants were gradually abandoned and it was the Municipality's task to rehabilitate these areas. The award was given for organizing successful programs that turned these old industrial areas into commercial, office and residential complexes.

In transforming these dilapidated industrial zones into striving urban areas, the 13<sup>th</sup> District joins Ferencváros and the 8<sup>th</sup> District of Budapest winning FIABCI's World Prix d'Excellence. Each district developed its project with a different approach according to the particular situation, but all improved considerably the quality of the local living standard. □

(Continued on page 16)

# Chapter News Round-Up (cont.)



(Continued from page 15)

## Malaysia

### Property Investment Seminar

**O**n May 4 FIABCI-Malaysia organized its 12th session in a series of Smart Investment in Property Seminars 2017, designed to increase property investment knowledge of potential homebuyers and investors.

The seminar was themed “*Property Investment – If Not Now, When?*” was well-time for the property market downturn. Topics covered the current major issues in the industry, including the economy status and analysis, property tax, types of properties for investment, housing loans, property market outlook and the factors that will affect the future of the property industry in Malaysia as well as opportunities that are lurking during this downtime. Seven papers were presented during the seminar.



Seminar organising chairman Mr. Low Yat Seow, presents a certificate to speaker Mr. Goh Bok Yen.

### Morning Talks Continue



ing a market update on the Sabah State, located in the western region of Malaysia. The presentation focused on the tourism industry, property development and performance, hotspots in Kota Kinabalu, and the property development outlook 2017. □

FIABCI-Malaysia’s successful morning talks continue with the May program which featured Mr. Chew Sang Hai (left), President, Sabah Housing and Real Estate Developers Association (SHARED), provid-

## Taiwan

### Taiwan takes home 6 Prix awards

**T**here was great pleasure and honor for FIABCI -Taiwan that Taiwan developers and Taipei City Government received trophies at the 2017 FIABCI World Prix d’Excellence Awards presentation.

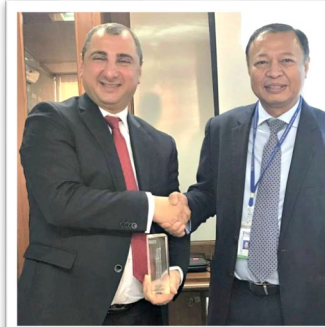


Two golds awards were accepted by [Treasure Dragon Corp.](#) and [Jeou Tarnq Estate Co., Ltd.](#) with its excellent

project of Sunny Happiness Gendii and ChooArt Villa. In addition, two silver awards went to Taipei City Government with projects of Yangmingshan Qianshan Park and [Nishi Honganji. Meifu Development Co., Ltd.](#) and two silver awards to [Fuly Construction Corp.](#) for projects of Taipei CBD and Remarkable Cultivation respectively.

FIABCI-Taiwan is grateful for judges’ appreciation and encouragement from other contestants. □

## Ukraine



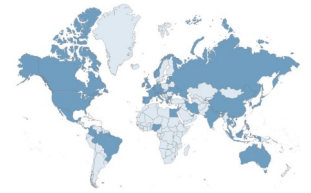
In April, Telman Abbasov (left), Honorary President of FIABCI-Ukraine and President of FIABCI World Council of Developers & Investors (WC DI), traveled to Kuala Lumpur and took advantage of the opportunity to connect with FIABCI-Malaysia members

at a monthly networking program. While in Malaysia, he attended the Kuala Lumpur Blockchain Conference, organized by MIGHT (Malaysian Industry-Government Group for High Technology) and

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# Chapter News Round-Up (cont.)



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Bloktex, with the aim of exchanging experience, discussing the potential and shortcomings of the use of blocking technology, as well as forecasting its future.

Mr. Abbasov, as the founder of the investment platform Metrumcoin and President of the FIABCI WCDI, took part in the conference at the personal invitation of the representative of the Government of Malaysia, Sharill Mohamad. He shared the Metrumcoin philosophy and business platform with the international audience of Blockchain specialists and global developers.

During his speech, Mr. Abbasov also focused on FIABCI's activities, its advantages, and separately noted that the FIABCI leadership welcomes the use of innovative technologies to work in the real estate market and supports similar projects. □

(FIABCI Days—Continued from page 10)

These expectations now can be easily matched with the directions of the organization professional support development and implemented at the local, regional and global level with the help of the initiators of the ideas and supporters.

This type of think tank facilitation has already had a positive impact on the format of the annual global business camp for the young members of FIABCI — #iREAL (see box on right). The process helps them generate new business ideas or projects to be implemented in their local markets. Likewise, this exercise can help FIABCI to develop even more efficient than ever before. □



## USA

### Networking Dinner in DC

The FIABCI-USA Mid-Atlantic Council revived the tradition of hosting a dinner at the NAR Mid-year legislative meetings on May 16 in Washington, DC. FIABCI-USA President Susan Greenfield and FIABCI Mid-Atlantic Council President Angela Eliopoulos welcomed 45 members and guests including professionals from Costa Rica and Greece to the New Heights restaurant for an excellent meal and evening of networking (below). □



FIABCI members from US and elsewhere met in DC to network during the NAR Midyear Meeting.

### 2017 Young Professionals Camp

One example of the positive outcomes of a facilitated think tank exercise is the upcoming 2017 FIABCI Young Members Business Camp, #iREAL2017. It will be integrated into the newly formatted program of the International Business Summit in Athens, Greece, December 6-10, 2017.

This event will combine the December business meetings, Business Summit days and Young Members Camp — giving young professionals the opportunity to be part of the Summit as well as their own event, delivering even more benefits than the last year's Camp.





**FIABCI**

INTERNATIONAL REAL ESTATE FEDERATION

FIABCI, the International Real Estate Federation, is a business network of real estate professionals worldwide.

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