

# Webinar

## Awards for Excellence 2024 Winners Showcase

Date: December 05, 2024

00:00:11 --> 00:00:15: Good afternoon everyone and welcome to our Europe Awards for

00:00:15 --> 00:00:15: Excellence.

00:00:16 --> 00:00:20: I'm Simone Potato, I'm a senior Managing Director and fund

00:00:20 --> 00:00:23: manager at Heinz and I will kick us off with

00:00:23 --> 00:00:25: today's webinar.

00:00:26 --> 00:00:29: This is a a a a This webinar is about

00:00:29 --> 00:00:30: socializing.

00:00:30 --> 00:00:34: We feel the the participants and the winners of the

00:00:34 --> 00:00:36: ULI awards this year.

00:00:36 --> 00:00:39: It has been a very interesting project for me.

00:00:39 --> 00:00:41: I was a member of the jury and I'm here

00:00:41 --> 00:00:44: today with Brigitte and I don't know if Simone managed

00:00:44 --> 00:00:45: to connect or not.

00:00:45 --> 00:00:47: I, I took his spot In any case, Simone, but

00:00:48 --> 00:00:50: feel free to jump in if you're in three of

00:00:50 --> 00:00:50: us.

00:00:50 --> 00:00:53: We were lucky enough to be part of of the

00:00:53 --> 00:00:57: jury for this selection that was chaired by, by by

00:00:57 --> 00:00:58: Simone Santi.

00:00:58 --> 00:01:01: And it has been a very interesting project from my

00:01:01 --> 00:01:02: side.

00:01:02 --> 00:01:04: It was my first time and I think what what

00:01:05 --> 00:01:08: really makes those awards special is that the juries that

00:01:09 --> 00:01:12: are working on the on the awards are coming from

00:01:12 --> 00:01:14: very different backgrounds.

00:01:14 --> 00:01:16: I have more fun management background.

00:01:16 --> 00:01:19: We have architects, we had planners, we had head of

00:01:19 --> 00:01:25: research like Brigitte coming in with different views, different ideas,

00:01:25 --> 00:01:26: different criteria.

00:01:27 --> 00:01:30: But ultimately the idea is that was to identify and

00:01:30 --> 00:01:35: promote the best practices about real estate development and looking

00:01:35 --> 00:01:37: at all the aspect of what made what make a

00:01:37 --> 00:01:38: project successful.

00:01:38 --> 00:01:42: So not just the design, but also construction, the economic

00:01:42 --> 00:01:43: viability, the way it's managed.

00:01:44 --> 00:01:47: And, and you will see in some cases the result,

00:01:47 --> 00:01:51: the projects that have been delivered came from assets that

00:01:51 --> 00:01:54: were very difficult to work with and, and the results

00:01:54 --> 00:01:55: were exceptional.

00:01:56 --> 00:01:59: So this is where we put our efforts is really

00:01:59 --> 00:02:04: trying to evaluate how developers and companies managed to transform

00:02:04 --> 00:02:08: or to add to the urban environment with those projects.

00:02:09 --> 00:02:12: And, and really the, the fully impacted those, these pieces

00:02:12 --> 00:02:15: of, of real estate they created add on on the

00:02:15 --> 00:02:16: local community.

00:02:16 --> 00:02:19: And you will see that there's a wide range of

00:02:19 --> 00:02:23: projects that we evaluated and we awarded, and I hope

00:02:23 --> 00:02:25: you will find it interesting.

00:02:26 --> 00:02:28: I would like to end over to Brigitte to introduce

00:02:28 --> 00:02:29: the first project.

00:02:30 --> 00:02:32: And thank you for joining us today.

00:02:32 --> 00:02:33: Any question?

00:02:33 --> 00:02:36: Sorry, you can submit for the question button that you

00:02:36 --> 00:02:38: should see in Zoom.

00:02:38 --> 00:02:40: We should be used to that by now, I would

00:02:40 --> 00:02:40: say.

00:02:41 --> 00:02:41: Thank you.

00:02:42 --> 00:02:43: Thank you, Simone.

00:02:44 --> 00:02:48: Yes, well, the first project I'd love to present to

00:02:48 --> 00:02:52: you that that will be presented to you by Revive.

00:02:53 --> 00:02:58: It's Minerv, it's residential development on a formal brownfield site

00:02:59 --> 00:03:01: located in Adechem in Belgium.

00:03:02 --> 00:03:05: And what we found very inspiring as a jury is

00:03:05 --> 00:03:08: how Revive has put nature first in their development.

00:03:09 --> 00:03:12: They were able to redevelop In Sync with nature and

00:03:13 --> 00:03:16: by doing so created a happy place to live for

00:03:16 --> 00:03:17: the future community.

00:03:18 --> 00:03:22: Biodiversity is very important in this project, but also the  
00:03:22 --> 00:03:27: innovations on district heating network and innovations on  
water retention.

00:03:27 --> 00:03:33: So 330 homes including social house or housing on the  
00:03:33 --> 00:03:38: former brownfield, former industrial area.

00:03:38 --> 00:03:42: So please welcome Sophie Fuash and Alice Boydens from  
RE5

00:03:42 --> 00:03:46: to present this project in 10 minutes, which is impossible,  
00:03:46 --> 00:03:49: but do your best and see it as a teaser  
00:03:49 --> 00:03:52: and I'm sure they will tell you more if you  
00:03:52 --> 00:03:54: have any more questions.

00:03:54 --> 00:03:55: Thank you so much.

00:04:01 --> 00:04:02: And then put your sound down.

00:04:03 --> 00:04:03: Yeah, yeah.

00:04:03 --> 00:04:04: There you are.

00:04:04 --> 00:04:06: You can see our our presentation.

00:04:06 --> 00:04:08: Yes, you are imperfect, yeah.

00:04:09 --> 00:04:12: So hello everybody, We are very happy to have the  
00:04:12 --> 00:04:15: opportunity to present Minerva to you today.

00:04:17 --> 00:04:20: But first, we and the whole Revive team may want  
00:04:20 --> 00:04:22: to thank you alive for the opportunity and for the  
00:04:22 --> 00:04:23: award.

00:04:23 --> 00:04:26: We were very, very honoured to receive such a recognition.

00:04:27 --> 00:04:29: So now back to Minerv.

00:04:29 --> 00:04:33: I mean, yeah, Minerva is located in Elyham, like Bridget  
00:04:33 --> 00:04:34: said, in Belgium.

00:04:34 --> 00:04:37: Just a 20 minute bike ride from the city centre  
00:04:37 --> 00:04:41: of Antwerp, it is well connected with access to public  
00:04:41 --> 00:04:44: transport and a range of nearby amenities.

00:04:44 --> 00:04:48: We acquired a site in 2016 from a company renowned  
00:04:48 --> 00:04:53: for its production of photographic papers and film products,  
and

00:04:53 --> 00:04:58: at that time the site was heavily industrialized with a  
00:04:58 --> 00:05:02: 92% of the land covered in buildings and paved surfaces  
00:05:02 --> 00:05:05: mainly used for packing facilities.

00:05:06 --> 00:05:10: So to transform this brownfield into a connective and truly  
00:05:10 --> 00:05:14: sustainable concept with lots of greenery and communal  
spaces, we

00:05:14 --> 00:05:18: collaborated with actor Her Architects to create a master  
plan.

00:05:18 --> 00:05:22: And this this plan is guided by 7 pillars which  
00:05:22 --> 00:05:24: at least will further explain.

00:05:27 --> 00:05:30: So the first pillar, as we we also heard in

00:05:30 --> 00:05:33: the introduction from Brigitte, is biodiversity.

00:05:34 --> 00:05:37: So early on in the design process, we searched for

00:05:37 --> 00:05:40: ways to create a very diverse green plan with varying

00:05:41 --> 00:05:42: atmospheres and qualities.

00:05:43 --> 00:05:46: These connected green spaces form a natural corridor throughout the

00:05:47 --> 00:05:47: project site.

00:05:48 --> 00:05:52: And this green plan design also focuses on using various

00:05:52 --> 00:05:55: plants native to the region that we are in.

00:05:56 --> 00:06:00: The choice of native flowers and herbs was also determined

00:06:00 --> 00:06:04: to attract various insects and butterflies on the project site

00:06:04 --> 00:06:08: that internal so attract various other species like birds and

00:06:08 --> 00:06:08: bats.

00:06:09 --> 00:06:14: And we also implement inclusive building practices such as nesting,

00:06:14 --> 00:06:17: as you can see in the middle picture here for

00:06:17 --> 00:06:21: bats on the project sites to, to provide nice nesting

00:06:21 --> 00:06:25: facilities and keep this biodiversity also on our site.

00:06:28 --> 00:06:30: Then my next pillar is community.

00:06:31 --> 00:06:33: So community is a, is a main pillar on the

00:06:33 --> 00:06:35: project of Minet, but it's also a very important one

00:06:35 --> 00:06:37: for Revive as a company.

00:06:37 --> 00:06:40: So every project that we do is appointed a dedicated

00:06:40 --> 00:06:41: community builder.

00:06:42 --> 00:06:46: Our community builder on Minerva is Leila and she helps

00:06:46 --> 00:06:50: shape our community with a diverse program that starts first

00:06:50 --> 00:06:52: of all, when we buy the project sites.

00:06:53 --> 00:06:55: So on the picture right above, you can see our

00:06:56 --> 00:07:00: temporary occupation that we organized until our construction was able

00:07:00 --> 00:07:01: to start on the site.

00:07:02 --> 00:07:06: But other initiatives also include distributing of local produce, as

00:07:06 --> 00:07:09: you can see on the picture on the right bottom

00:07:10 --> 00:07:13: from one of our yeah, local partners that we were

00:07:13 --> 00:07:16: able to find in the neighbourhood, an organic farmer.

00:07:17 --> 00:07:20: And we distribute these these food packages on the site

00:07:20 --> 00:07:24: to the residences who are interested and also to other

00:07:24 --> 00:07:26: neighbours that are interested.

00:07:27 --> 00:07:32: Furthermore, there are initiatives that also bleed into architecture, such

00:07:32 --> 00:07:35: as the render that you can see on the left

00:07:35 --> 00:07:38: side where we have created a, an extra large, if

00:07:38 --> 00:07:41: you can say it, communal hallway in our building.  
00:07:41 --> 00:07:42: Cunningham.  
00:07:42 --> 00:07:45: Cunningham is one of the buildings of phase two.  
00:07:45 --> 00:07:48: And this is something you don't often see in project  
00:07:48 --> 00:07:48: development.  
00:07:49 --> 00:07:52: Normally these are the spaces that you try to keep  
00:07:52 --> 00:07:55: as as small as possible, but here we chose to  
00:07:55 --> 00:07:59: do this to also promote informal meetings and and giving  
00:07:59 --> 00:08:02: our residents extra space for initiatives.  
00:08:05 --> 00:08:06: The next pillar is mobility.  
00:08:07 --> 00:08:10: One of the main design principles of the designers was  
00:08:10 --> 00:08:13: also to create a low car domain with the heart  
00:08:13 --> 00:08:15: of the site completely car free.  
00:08:16 --> 00:08:20: The site is very permeable for pedestrians and bikes, so  
00:08:20 --> 00:08:24: there's lots of paths throughout the site to connect also  
00:08:24 --> 00:08:26: to yeah public transportation, et cetera.  
00:08:28 --> 00:08:31: The bike is also a very prominent means of transportation  
00:08:31 --> 00:08:33: here in Flanders and this is an aspect that we  
00:08:34 --> 00:08:37: try to include in our architectural design by making sure  
00:08:37 --> 00:08:39: that this bike gains a very prominent space in your  
00:08:39 --> 00:08:40: architecture.  
00:08:41 --> 00:08:44: You know, on the flow of your, your day-to-day walk  
00:08:44 --> 00:08:47: to, to wherever you go, that the bike is actually  
00:08:47 --> 00:08:51: the first step and the easiest mode of transportation to  
00:08:51 --> 00:08:51: take.  
00:08:52 --> 00:08:56: This way we also, you know, try to promote more,  
00:08:56 --> 00:08:59: yeah, sustainable ways of transportation.  
00:09:01 --> 00:09:03: Next, we have circularity.  
00:09:03 --> 00:09:05: On this picture, you can see a whole bunch of  
00:09:05 --> 00:09:06: bricks.  
00:09:06 --> 00:09:09: These are bricks that we were able to recuperate from  
00:09:09 --> 00:09:12: the demolition of the old factory buildings and that we  
00:09:12 --> 00:09:15: were able to reuse in the public domain of the  
00:09:15 --> 00:09:16: project site.  
00:09:17 --> 00:09:20: Another nice example is our wooden deck that you can  
00:09:20 --> 00:09:21: see here on the picture.  
00:09:22 --> 00:09:25: This wooden deck hangs over one of our woodies, which  
00:09:25 --> 00:09:27: is a natural water infiltration zone.  
00:09:28 --> 00:09:31: And this deck was constructed with reclaimed wood from the  
00:09:31 --> 00:09:32: shipping industry.  
00:09:33 --> 00:09:36: So these are topics that we've often researched on on  
00:09:36 --> 00:09:37: the project.

00:09:37 --> 00:09:41: How can we include circular building materials into our project?

00:09:41 --> 00:09:46: Where are the right points to introduce these building materials?

00:09:46 --> 00:09:49: But we have two very nice success stories.

00:09:51 --> 00:09:52: Next is our heat grid.

00:09:52 --> 00:09:55: So the Minerva project site is heated by means of

00:09:55 --> 00:09:56: a heat grid.

00:09:56 --> 00:10:01: This heat grid recuperates residual heat from a nearby factory,

00:10:01 --> 00:10:05: also a factory from a Fahivat, and uses the residual

00:10:06 --> 00:10:10: heat from the production processes to heat our residences on

00:10:10 --> 00:10:11: site.

00:10:11 --> 00:10:15: And now this heat doesn't only heat up the spaces,

00:10:15 --> 00:10:18: but is also used to heat up water, warm water

00:10:18 --> 00:10:21: for sanitary purposes, which at the end of the day

00:10:21 --> 00:10:25: also has one of the biggest impacts to energy usage.

00:10:28 --> 00:10:31: Then we have water management and the master plan pays

00:10:31 --> 00:10:33: next to the green concept.

00:10:33 --> 00:10:36: Also a lot of attention to space for water management

00:10:36 --> 00:10:40: and the neighborhood around the Menedva sites had a history

00:10:40 --> 00:10:44: of flooding, which made this aspect also very sensitive topic

00:10:44 --> 00:10:47: that needed extra attention in our design process.

00:10:47 --> 00:10:50: The result is a system of connected woodies and plant

00:10:50 --> 00:10:53: borders, these black zones that you can see on this

00:10:53 --> 00:10:53: picture.

00:10:54 --> 00:10:57: And so the idea is that all the water that

00:10:57 --> 00:11:02: falls on on streets gets guided to these plant borders.

00:11:02 --> 00:11:05: As you can see in this diagram here, the plants

00:11:05 --> 00:11:09: in these borders are adapts to extreme wet and extreme

00:11:09 --> 00:11:10: dry periods.

00:11:11 --> 00:11:15: And once these borders are saturated, the water can flow

00:11:15 --> 00:11:17: further towards three large wodies.

00:11:17 --> 00:11:21: So infiltration zones on the site, the idea is that

00:11:21 --> 00:11:23: the water has such a long way to go that

00:11:23 --> 00:11:27: it has ample time to infiltrate on the project site

00:11:27 --> 00:11:30: itself and doesn't get wasted in the sewage system.

00:11:31 --> 00:11:34: And all the water that falls on the roofs of

00:11:34 --> 00:11:38: the buildings is captured for use for for reuse purposes

00:11:38 --> 00:11:39: for toilets, etcetera.

00:11:40 --> 00:11:43: And we also have a WASCO project.

00:11:43 --> 00:11:47: The WASCO project is, is a collaboration between our site  
00:11:47 --> 00:11:50: and our northern neighbours up top here.  
00:11:51 --> 00:11:55: These are industrial buildings with very large roof surfaces  
that  
00:11:55 --> 00:11:57: can collect a lot of rainwater.  
00:11:57 --> 00:12:00: And the idea of the Bosco project is to connect  
00:12:00 --> 00:12:03: the residential site, which has a very large use for  
00:12:03 --> 00:12:07: reuse water to these industrial partners who don't have a  
00:12:07 --> 00:12:08: lot of reuse.  
00:12:08 --> 00:12:11: And so how it exactly works is on our site  
00:12:11 --> 00:12:13: under the central building here.  
00:12:13 --> 00:12:17: This is called Altakamul and we have very large rainwater  
00:12:17 --> 00:12:21: buffer that collects all the water from these roofs and  
00:12:21 --> 00:12:24: redistributes it over the site to the various houses for  
00:12:25 --> 00:12:25: reuse.  
00:12:28 --> 00:12:30: And then finally our last pillar that we would like  
00:12:30 --> 00:12:31: to share is typology.  
00:12:32 --> 00:12:36: And creating an inclusive project starts with creating various  
living  
00:12:36 --> 00:12:39: typologies that attract various people.  
00:12:39 --> 00:12:42: And as you said, we also have a social housing  
00:12:42 --> 00:12:45: facility on the site and also Co housing project.  
00:12:46 --> 00:12:49: And then the rest of the site was designed by  
00:12:49 --> 00:12:50: by our architects.  
00:12:50 --> 00:12:54: We have 4 different architects that have made a nice  
00:12:54 --> 00:12:56: mix of of different typologies.  
00:12:57 --> 00:13:01: But it also continues in thinking about adaptable living on  
00:13:01 --> 00:13:05: this previous picture, as you can see here this picture  
00:13:05 --> 00:13:08: of the houses in our phase one and here we  
00:13:08 --> 00:13:12: decided to build some houses with one floor less so  
00:13:12 --> 00:13:17: slightly smaller units, but these do have the building potential  
00:13:17 --> 00:13:20: to create the extra third level on top.  
00:13:20 --> 00:13:21: This is ready.  
00:13:22 --> 00:13:23: Yeah, foreseen and the permit.  
00:13:23 --> 00:13:26: So if people in a later stage in life need  
00:13:26 --> 00:13:28: extra room and this way we can help them and  
00:13:28 --> 00:13:31: not having to move from the site, but they can  
00:13:31 --> 00:13:34: just build an extension to their own house.  
00:13:35 --> 00:13:38: And another nice example are the pictures you can see  
00:13:38 --> 00:13:40: or the renders you can see here on the right.  
00:13:41 --> 00:13:47: These are the green rooms in our Meyer House typology.  
00:13:47 --> 00:13:50: Here we gave our buyers the option to choose out  
00:13:50 --> 00:13:52: of different forms of finishing.

00:13:52 --> 00:13:56: They could have chosen to extend their garden, make an  
00:13:56 --> 00:14:00: extra large outdoor space or they had the choice of  
00:14:00 --> 00:14:03: creating more of a garden shed or more of an  
00:14:03 --> 00:14:07: enclosed volume that they could use as an office or  
00:14:07 --> 00:14:10: or an extension of their indoor space.  
00:14:10 --> 00:14:14: This way we also allow people to adapt according to  
00:14:14 --> 00:14:19: their according to their situation, family situation and grow  
further  
00:14:19 --> 00:14:21: along with their with their house.  
00:14:22 --> 00:14:25: We are momentarily in the middle of finishing our Phase  
00:14:25 --> 00:14:26: 2.  
00:14:26 --> 00:14:28: So I just wanted to give you a quick sneak  
00:14:28 --> 00:14:31: peek some pictures of what our Phase 2 is starting  
00:14:31 --> 00:14:34: to look like and then also a little overall picture  
00:14:34 --> 00:14:36: of the site so far.  
00:14:36 --> 00:14:39: We will soon be starting with our last phase, phase  
00:14:40 --> 00:14:43: three of the project here, but we're looking forward to  
00:14:43 --> 00:14:45: finalizing this this project.  
00:14:45 --> 00:14:48: So once again, I'd really like to thank you for  
00:14:49 --> 00:14:50: the for the honor.  
00:14:50 --> 00:14:52: Congratulation also to the other winners.  
00:14:52 --> 00:14:55: It was really an honor to be within your category.  
00:14:56 --> 00:14:56: So thank you.  
00:14:58 --> 00:14:59: Well done to both of you.  
00:14:59 --> 00:15:01: From all of us, it was great to see the  
00:15:01 --> 00:15:04: energy and the enthusiasm you put in this project, so  
00:15:04 --> 00:15:05: thank you very much.  
00:15:06 --> 00:15:06: Thank.  
00:15:06 --> 00:15:08: You now move on with the next project and I  
00:15:09 --> 00:15:10: will ask you to go off camera.  
00:15:10 --> 00:15:13: And the next project is Latily is an office building  
00:15:13 --> 00:15:16: that has been redeveloped by Covidio.  
00:15:16 --> 00:15:22: Very ambitious project was previously a former telephone  
exchange in  
00:15:22 --> 00:15:24: central location in Paris.  
00:15:24 --> 00:15:29: And the challenge that Covidio had to face connecting those  
00:15:29 --> 00:15:33: two buildings and integrates design is, is, is very interesting.  
00:15:33 --> 00:15:37: And definitely the project showcased the new ways of  
working  
00:15:37 --> 00:15:41: and how you blend modern amenities and within a building  
00:15:41 --> 00:15:44: that has a lot of historical limits and need to  
00:15:44 --> 00:15:48: respect the historical heritage of a city like Paris.



00:15:48 --> 00:15:51: And you will see that there are a lot of  
00:15:51 --> 00:15:55: ingredients that could be put into this project of office,  
00:15:55 --> 00:15:59: hotel and, and and residential with very interesting design.  
00:15:59 --> 00:16:03: And I will now welcome Irwin Garrett from Cobidio will  
00:16:03 --> 00:16:07: give us an introduction to this project.  
00:16:07 --> 00:16:08: Thank you everyone.  
00:16:09 --> 00:16:10: Thank you very much.  
00:16:10 --> 00:16:13: Should I share maybe my short presentation?  
00:16:14 --> 00:16:15: Yes, please.  
00:16:17 --> 00:16:18: Here we go.  
00:16:22 --> 00:16:26: Thank you again for for this opportunity to present which  
00:16:26 --> 00:16:29: is our our new headquarter at and and again, we  
00:16:29 --> 00:16:32: are very proud to have been awarded this this award  
00:16:32 --> 00:16:35: by by ULI, especially for a new headquarter.  
00:16:35 --> 00:16:38: So quick word on Covidio.  
00:16:38 --> 00:16:41: For those who don't know, don't know us, we are  
00:16:41 --> 00:16:46: pan European listed real estate company diversified in  
offices, hotels  
00:16:46 --> 00:16:48: and residential.  
00:16:48 --> 00:16:51: And I would say one of our strategic pillar is  
00:16:51 --> 00:16:55: to try to infuse in all our set classes and  
00:16:55 --> 00:17:00: service and customer centric approach which we've done in  
offices  
00:17:00 --> 00:17:04: with Co working brand radio in in France and Italy  
00:17:04 --> 00:17:05: since 2017.  
00:17:05 --> 00:17:08: In hotel we manage some hotels directly or with sub  
00:17:08 --> 00:17:11: party operators and in in residential we we have some  
00:17:11 --> 00:17:15: colliding units in Berlin and also additional projects of  
operating  
00:17:15 --> 00:17:16: residential.  
00:17:16 --> 00:17:19: So and it's quite important to add a strategic pillar  
00:17:19 --> 00:17:23: especially related to to this project of a flattering.  
00:17:23 --> 00:17:27: So when we decided to, to to move into later  
00:17:27 --> 00:17:30: year for our new headquarter, we had we had three  
00:17:31 --> 00:17:31: objective.  
00:17:32 --> 00:17:36: First we became in our previous headquarter, we became a  
00:17:36 --> 00:17:38: tenant and no longer landlord.  
00:17:38 --> 00:17:41: So for real estate company it didn't make a lot  
00:17:41 --> 00:17:41: of sense.  
00:17:41 --> 00:17:43: We need to, to find a new one.  
00:17:44 --> 00:17:48: 2nd, we really wanted a place to showcase our know  
00:17:48 --> 00:17:52: how and our vision for the, for the office of,  
00:17:52 --> 00:17:57: of tomorrow, especially in the post COVID world and our

00:17:57 --> 00:17:59: approach to, to, to hospitality.

00:18:01 --> 00:18:06: And that goes from the designs, the concepts, the amenities,

00:18:06 --> 00:18:10: the smart building aspects and the CSR strategy that that

00:18:10 --> 00:18:13: we put into the this project.

00:18:14 --> 00:18:17: And last but not least, this, this asset is a

00:18:17 --> 00:18:20: Simone said former telecom exchange.

00:18:21 --> 00:18:24: And before that it was a Javita school and could

00:18:24 --> 00:18:28: video a story actually started in the beginning of the

00:18:28 --> 00:18:31: century with large cell on his back transaction.

00:18:31 --> 00:18:34: And one of them around 2005 was with a portfolio

00:18:34 --> 00:18:38: of telecom exchange all across France and many properties  
in

00:18:38 --> 00:18:39: Paris.

00:18:39 --> 00:18:42: This one one later year was one of them.

00:18:43 --> 00:18:46: And we we have been redeveloping for the last 10

00:18:46 --> 00:18:48: years multiple properties like that.

00:18:48 --> 00:18:52: When the turn on the range is vacating the office

00:18:52 --> 00:18:56: space, it is always keep some technical equipment in the

00:18:56 --> 00:18:59: either on the roof or in the basement.

00:18:59 --> 00:19:02: And this is a case also for for this property.

00:19:02 --> 00:19:05: So it was also important for us to to move

00:19:05 --> 00:19:09: into a property that illustrates our history and the the

00:19:10 --> 00:19:12: the young history of Corivio.

00:19:12 --> 00:19:15: In terms of location, we are right in the heart

00:19:15 --> 00:19:18: of the CBD of Paris, but I would say in

00:19:18 --> 00:19:20: a more mixed-use area of the CBD.

00:19:20 --> 00:19:23: So very close to the Sanada train station.

00:19:23 --> 00:19:28: So, so strong accessibility for all the teams, but also

00:19:28 --> 00:19:34: a district that caters to many shops, many restaurants, many

00:19:34 --> 00:19:39: summary also so very attractive neighbourhood to work, to  
work

00:19:39 --> 00:19:39: in.

00:19:41 --> 00:19:45: It was, it was a challenging property to, to work

00:19:45 --> 00:19:48: on and we had a lot of chance to work

00:19:48 --> 00:19:51: also with, with the architecture studios on that.

00:19:52 --> 00:19:54: I would say it was changing because it was a,

00:19:54 --> 00:19:55: it was a complex property.

00:19:55 --> 00:19:59: It was actually 2 two different buildings that were not

00:19:59 --> 00:20:02: connected to each other and that had a different and

00:20:02 --> 00:20:05: they still have different floor levels.

00:20:07 --> 00:20:11: So we had to find a way to connect those

00:20:11 --> 00:20:16: two properties and make an efficient flow of for for

00:20:16 --> 00:20:20: the customer journey within the property.

00:20:20 --> 00:20:24: We also wanted to activate all the potentiality of the

00:20:24 --> 00:20:28: property in terms of amenities from the, the basement to

00:20:28 --> 00:20:31: the ground floor to the, to the top floor, in

00:20:31 --> 00:20:35: terms of outdoor space in the courtyard, in the terrace,

00:20:35 --> 00:20:39: in the rooftop, and also enhance all the historical parts

00:20:40 --> 00:20:43: of the property, like the like the facade, but while

00:20:43 --> 00:20:46: keeping the spirit of this historical part.

00:20:47 --> 00:20:50: So you can see here on the on this page,

00:20:50 --> 00:20:52: the, the, the key, the masterpiece.

00:20:52 --> 00:20:54: I would say to connect the building.

00:20:54 --> 00:20:59: It's monumental start cave Transparent 1 and it really allows

00:20:59 --> 00:21:03: to connect it and to help everyone who works and

00:21:03 --> 00:21:08: come into the building to see through the property and

00:21:08 --> 00:21:12: situate where we are and, and how the property lead.

00:21:13 --> 00:21:16: We upgraded the facade, which is AI would say not

00:21:17 --> 00:21:21: a typical facade in, in the Parisian architectural landscapes.

00:21:21 --> 00:21:25: So it's typical of this telecom exchange property with red

00:21:25 --> 00:21:25: bricks.

00:21:26 --> 00:21:29: And we also wanted to keep some elements that that

00:21:29 --> 00:21:33: illustrate the almost industrial nature of the of the property

00:21:33 --> 00:21:36: with steel and anything like that.

00:21:37 --> 00:21:42: We added an extension in the courtyard that is now

00:21:42 --> 00:21:44: run as an event space.

00:21:44 --> 00:21:47: It can accommodate 60 to 80 people in a different

00:21:47 --> 00:21:48: format.

00:21:49 --> 00:21:54: And, and we actually ourself had multiple events with

00:21:54 --> 00:21:55: external,

00:21:57 --> 00:22:01: internal teams.

00:22:01 --> 00:22:05: Since we will be in this year talking about CSR,

00:22:05 --> 00:22:08: we, we wanted it to reflect our ambitions at we

00:22:09 --> 00:22:13: have a target of 40% decrease of CO2 by 20-30

00:22:13 --> 00:22:14: and it's a scope 1-2 and three and including construction

00:22:14 --> 00:22:16: targets.

00:22:18 --> 00:22:22: We, it's quite ambitious on this side.

00:22:22 --> 00:22:26: And obviously we made sure to work with different partners,

00:22:26 --> 00:22:30: advisors and so on and so forth to find ways

00:22:30 --> 00:22:32: to, to, to use reuse material, limit carbon emission in

00:22:32 --> 00:22:36: the, in the construction.

00:22:36 --> 00:22:41: So it's a redevelopment and that and that the Greenfield

00:22:41 --> 00:22:42: project and also improve biodiversity because there was no

00:22:41 --> 00:22:42: outdoor

00:22:41 --> 00:22:42: space before.

00:22:42 --> 00:22:45: And now we have around 1000 square meter of, of  
00:22:45 --> 00:22:47: green space, mostly open ground and green space.  
00:22:49 --> 00:22:52: Maybe the, I will take a bit more time to  
00:22:52 --> 00:22:55: talk about the, the service base and all the amenities  
00:22:55 --> 00:22:59: because it's really, it was really the, the key part  
00:22:59 --> 00:23:02: of the project to exemplify what we are doing in,  
00:23:02 --> 00:23:05: in other part of our portfolio in the office sector,  
00:23:05 --> 00:23:08: but only also in the hotel and, and the residential.  
00:23:09 --> 00:23:13: So this is a, a property that is fully managed  
00:23:13 --> 00:23:17: by Covidio, but it's not only occupied by Covidio.  
00:23:17 --> 00:23:20: We occupy around 80% of the office space from the  
00:23:21 --> 00:23:22: 2nd to the 6th floor.  
00:23:23 --> 00:23:26: We have external clients from our Co working brand value  
00:23:26 --> 00:23:29: that will occupy also 20% of the office space from  
00:23:29 --> 00:23:31: from the ground floor to the second floor.  
00:23:31 --> 00:23:36: And then we have a multitude of external companies coming  
00:23:36 --> 00:23:40: for let's say a board, a board meeting, a seminar  
00:23:40 --> 00:23:46: or capital markets there General Assembly, even ATV  
00:23:46 --> 00:23:46: interview or  
00:23:46 --> 00:23:46: TV show.  
00:23:47 --> 00:23:51: And they and they use mostly the extension will be  
00:23:51 --> 00:23:55: in the in the inner courtyard or the top floor  
00:23:55 --> 00:23:59: because all the amenities of the ground floor and top  
00:23:59 --> 00:24:02: floor can be booked by external clients.  
00:24:02 --> 00:24:06: And since we moved in around nine months ago, we  
00:24:06 --> 00:24:09: had more than 100 clients and and a lot of  
00:24:09 --> 00:24:12: repeat business also that come in and and like to  
00:24:12 --> 00:24:15: use different parts of the of the room.  
00:24:16 --> 00:24:21: And finally, in terms of services and amenities for the,  
00:24:21 --> 00:24:24: the, the people that work there, it could be your  
00:24:24 --> 00:24:27: clients from, from Co working.  
00:24:28 --> 00:24:30: So we, we put a Cafe Taria, which is actually  
00:24:30 --> 00:24:32: more like a restaurant.  
00:24:33 --> 00:24:34: It's called La Reserve.  
00:24:34 --> 00:24:38: It also offers catering services for events, for private lunch  
00:24:38 --> 00:24:41: or dinner that we can have on the floor.  
00:24:42 --> 00:24:45: We have a lobby that acts as a concierge or  
00:24:45 --> 00:24:47: almost like an hotel.  
00:24:48 --> 00:24:52: We have also a reversible space called manufacturer in the  
00:24:52 --> 00:24:56: in the in the ground floor basement that can be  
00:24:56 --> 00:24:59: more like a formal meeting room, but also a project  
00:24:59 --> 00:25:00: based room.

00:25:01 --> 00:25:06: And finally a fitness that here with with some machines,  
00:25:06 --> 00:25:09: classrooms and and so on and so forth.  
00:25:11 --> 00:25:14: So actually, when you look at it, it's it's almost  
00:25:14 --> 00:25:17: a place where it's an office building, but you don't  
00:25:17 --> 00:25:20: really work a lot in it because you can do  
00:25:20 --> 00:25:21: many more things.  
00:25:22 --> 00:25:25: And the idea was really to, to have a place  
00:25:25 --> 00:25:29: that can accommodate all the needs and, and help people  
00:25:29 --> 00:25:32: that work there or come there to, to, to have  
00:25:33 --> 00:25:35: an easy journey within the building.  
00:25:36 --> 00:25:39: We also put a lot of effort.  
00:25:39 --> 00:25:40: We need to.  
00:25:40 --> 00:25:42: Sorry to interrupt, but we need to.  
00:25:43 --> 00:25:44: We're short of time.  
00:25:45 --> 00:25:46: Alright.  
00:25:46 --> 00:25:49: So, yeah, in in terms of interior design, I'm almost  
00:25:49 --> 00:25:52: again, we we put a lot of effort and we  
00:25:52 --> 00:25:54: work with Middle Star Lab 1 and so trying to  
00:25:55 --> 00:25:56: reuse second hand offices.  
00:25:58 --> 00:26:00: Last but not least, we couldn't have the need to  
00:26:00 --> 00:26:00: ourselves.  
00:26:00 --> 00:26:03: So we had a lot of partners project for this  
00:26:03 --> 00:26:07: architect Studios interior design with Middle Star Lab one, but  
00:26:07 --> 00:26:10: also in terms of operating the, the space we have  
00:26:10 --> 00:26:13: for the concierge service and reception welcome at work.  
00:26:14 --> 00:26:18: We have Witco for the building app, we have Junto  
00:26:18 --> 00:26:20: for the food and beverage.  
00:26:20 --> 00:26:23: And those are all partners that we we worked before  
00:26:23 --> 00:26:25: and we we continue to work in in other parts  
00:26:26 --> 00:26:26: of our portfolio.  
00:26:26 --> 00:26:29: So it's like long term partners and, and I think  
00:26:29 --> 00:26:33: this, this ecosystem and collaboration made, made this  
00:26:34 --> 00:26:34: product great  
00:26:38 --> 00:26:40: achievements.  
00:26:38 --> 00:26:40: Thank you very much everyone.  
00:26:40 --> 00:26:43: Very interesting project and was amazing to visit it.  
00:26:43 --> 00:26:46: I, I really had great experience, so thank you for  
00:26:46 --> 00:26:46: that.  
00:26:47 --> 00:26:50: We're going to move to the next project, which is  
00:26:50 --> 00:26:52: actually something that put the jury a little bit out  
00:26:52 --> 00:26:55: of comfort as it's a new sector, everyone is talking  
00:26:55 --> 00:26:55: about it.

00:26:56 --> 00:26:59: And for us it was also a, a new sector  
00:26:59 --> 00:27:01: to explore and understand.  
00:27:01 --> 00:27:04: The next project is actually Echo Data Center 1 and  
00:27:05 --> 00:27:08: it's a sustainable data center in Phallon, North Sweden.  
00:27:09 --> 00:27:12: And in this project they really tried to spread innovation  
00:27:12 --> 00:27:16: and reduce the environmental footprint of the data  
infrastructure.  
00:27:17 --> 00:27:20: They really use an innovative design and the work class  
00:27:20 --> 00:27:20: technology.  
00:27:21 --> 00:27:25: Most of the construction is actually done in timber, so  
00:27:25 --> 00:27:26: quite interesting.  
00:27:26 --> 00:27:32: And they're using a lot of renewable energies from nearby  
00:27:32 --> 00:27:37: energy generating stations using wind and solars.  
00:27:37 --> 00:27:42: And it's really focused on minimizing the carbon footprint.  
00:27:42 --> 00:27:45: So it's really something that people are paying a lot  
00:27:45 --> 00:27:48: of attention when thinking about the data centre space.  
00:27:48 --> 00:27:51: And I will now leave the stage to Mikhail Esseval  
00:27:51 --> 00:27:53: to present the project.  
00:27:53 --> 00:27:54: Thank you, Mikhail.  
00:27:55 --> 00:28:01: Thank you, Simone, and thank you Eli for the opportunity.  
00:28:01 --> 00:28:06: And again, thank you for this very, you know, prestigious  
00:28:06 --> 00:28:06: ward.  
00:28:09 --> 00:28:11: I hope that you can see my screen now.  
00:28:12 --> 00:28:14: I mean my name is Michael Hesselwal.  
00:28:14 --> 00:28:17: I am working for RM who is the we are  
00:28:17 --> 00:28:22: Nordic fund manager within real estate, but we also manage  
00:28:23 --> 00:28:28: to fund dedicated data center and this platform EE data  
00:28:28 --> 00:28:28: center.  
00:28:33 --> 00:28:37: And I mean, the history and background of of Eco  
00:28:37 --> 00:28:41: Data Centre was that it was founded back in in  
00:28:41 --> 00:28:46: 2014 with the aim to really target, you know, high  
00:28:46 --> 00:28:51: compute data demand, but also doing that, as the name  
00:28:51 --> 00:28:55: alludes to in a very, you know, sustainable way.  
00:28:55 --> 00:28:59: Because we could see already back then when the company  
00:28:59 --> 00:29:02: was started that, you know, the growth of data will  
00:29:03 --> 00:29:04: increase the use of power.  
00:29:05 --> 00:29:08: And, you know, the importance of where that power is  
00:29:08 --> 00:29:12: coming from will be a a very important topic going  
00:29:12 --> 00:29:12: forward.  
00:29:13 --> 00:29:17: And I mean that is where the Nordics and Sweden  
00:29:17 --> 00:29:20: comes in because we have quite a lot of available  
00:29:20 --> 00:29:23: power, but that power is also green to a very

00:29:23 --> 00:29:24: large extent.

00:29:24 --> 00:29:28: And in our data center, we only use renewable energy,

00:29:28 --> 00:29:31: so roughly 75% hydropower and 25% wind.

00:29:32 --> 00:29:35: But we also have some other, you know, good merits.

00:29:35 --> 00:29:37: We are up in the north, which means that we

00:29:38 --> 00:29:41: have a colder climate and part of the energy consumption

00:29:41 --> 00:29:43: in the data center is really going to to for

00:29:43 --> 00:29:45: cooling of the servers.

00:29:45 --> 00:29:47: So by being up in the north we actually get

00:29:47 --> 00:29:51: some free cooling which also increase the energy officials of

00:29:51 --> 00:29:52: the data centre place here.

00:29:53 --> 00:29:56: Then in addition to that, I mean there's great fibre

00:29:56 --> 00:29:59: and connectivity network well built out.

00:29:59 --> 00:30:02: We have you know a lot of human capital in

00:30:02 --> 00:30:06: the kind of have engineering, engineering and tech industry

00:30:06 --> 00:30:10: long

00:30:06 --> 00:30:10: history of that which also benefits like data centre

00:30:10 --> 00:30:11: development

00:30:10 --> 00:30:11: in Nordic.

00:30:12 --> 00:30:14: And as I said, I mean since the shutdown of

00:30:14 --> 00:30:18: the company was big focus on ESG and Soling really

00:30:18 --> 00:30:21: from this growing data demand with sustainable approach.

00:30:21 --> 00:30:25: And as Simone also said, in addition to having only

00:30:25 --> 00:30:31: renewable energy, we also are building in cross laminated

00:30:31 --> 00:30:34: timber,

00:30:31 --> 00:30:34: which is heavily reducing the carbon footprint.

00:30:34 --> 00:30:38: And we're also using the waste heat from the data

00:30:38 --> 00:30:41: centre in innovative A and taking taking that and, and,

00:30:42 --> 00:30:45: and use it in in the district heater system or

00:30:45 --> 00:30:49: as we're currently doing, we're actually using that in the

00:30:49 --> 00:30:53: next door wood wood pellet factory owned by the

00:30:53 --> 00:30:57: municipality.

00:30:53 --> 00:30:57: And that wood pellets is actually used down to replace

00:30:57 --> 00:31:01: fossil fuels in industries or private homes.

00:31:02 --> 00:31:04: Some key data that we can focus on.

00:31:05 --> 00:31:08: I mean, if you look at the Nordics when 37%

00:31:09 --> 00:31:13: compounded annual growth rate for is expected on, on

00:31:13 --> 00:31:17: Nordic

00:31:13 --> 00:31:17: data and demand going forward until 2030.

00:31:17 --> 00:31:19: I mean, that's a quite substantial amount.

00:31:21 --> 00:31:24: And, and, and create a good, you know, fundamentals for,

00:31:24 --> 00:31:26: for developing data centre in this region.

00:31:26 --> 00:31:29: We have roughly 50% lower energy cost vis a vis

00:31:30 --> 00:31:33: flat D which is the main market in, in, in,  
00:31:33 --> 00:31:37: in in Europe, which is Frankfurt, London, Amsterdam, Paris  
and  
00:31:37 --> 00:31:38: Dublin.  
00:31:38 --> 00:31:41: So from a total cost of ownership and A and  
00:31:41 --> 00:31:44: a cost perspective, given that the, you know, energy is  
00:31:44 --> 00:31:47: a big, big, big part of the cost for the,  
00:31:47 --> 00:31:49: for the customers, it, it makes sense to be in,  
00:31:49 --> 00:31:52: in, in a kind of low cost environment.  
00:31:52 --> 00:31:56: And then when we compare our data centre to kind  
00:31:56 --> 00:31:59: of a similar standard data centre in, in Germany, we  
00:31:59 --> 00:32:04: actually have 50 times lower carbon emission, carbon  
footprint, given  
00:32:04 --> 00:32:09: the credential we have with renewable energy, building wood  
taking,  
00:32:09 --> 00:32:12: taking use of the waste, which is of course a  
00:32:12 --> 00:32:13: super important metric.  
00:32:15 --> 00:32:17: And this is really the campus fallen, which we are,  
00:32:17 --> 00:32:20: you know, have built up, built out and currently building  
00:32:20 --> 00:32:21: out.  
00:32:21 --> 00:32:23: And this is what we really want the world for.  
00:32:24 --> 00:32:27: We have today four data centre that are, you know,  
00:32:28 --> 00:32:31: in place or are in final stages of, of constructions.  
00:32:33 --> 00:32:37: The focus is on on hyperscale and HPC high performance,  
00:32:37 --> 00:32:40: high performance compute customers.  
00:32:40 --> 00:32:44: And what that really means is type of customers that  
00:32:44 --> 00:32:48: we need big data loads for quite advanced and you  
00:32:48 --> 00:32:49: know, dense computing.  
00:32:50 --> 00:32:53: Part of that is, you know, focused on, on, on  
00:32:53 --> 00:32:55: AI and, and training AI models.  
00:32:56 --> 00:33:03: And 100% of these data centres are leased or reserved.  
00:33:03 --> 00:33:05: And I saw a question earlier here, I mean, can  
00:33:05 --> 00:33:08: you really combine, you know, all these ESG credentials that  
00:33:08 --> 00:33:10: we they I think have in common in, in, in  
00:33:10 --> 00:33:12: this, you know, winning projects.  
00:33:13 --> 00:33:15: And I would say in our case, definitely yes.  
00:33:16 --> 00:33:19: I mean, we are developing these data centre at, you  
00:33:19 --> 00:33:22: know, plus 10%, quite about 10% yield on cost.  
00:33:22 --> 00:33:26: And we think that, you know, they kind of sustain  
00:33:26 --> 00:33:31: Delta angle winning data centre will only grow in importance.  
00:33:31 --> 00:33:34: That would be a hygiene factor and real kind of  
00:33:34 --> 00:33:37: USP for us in order to continue to attract these  
00:33:38 --> 00:33:41: big, you know, global customers to to to our data



00:33:41 --> 00:33:44: center because the demand is growing substantially.

00:33:44 --> 00:33:47: And at the same time, which which put a lot

00:33:47 --> 00:33:50: of pressure on, you know, the kind of energy consumption

00:33:50 --> 00:33:51: where that come from.

00:33:51 --> 00:33:55: And everyone is basically committing to the net zero target

00:33:55 --> 00:33:56: by 20-30.

00:33:56 --> 00:34:00: And to get that equation, you know, together you need

00:34:00 --> 00:34:04: to be in places where you have renewable energy as

00:34:04 --> 00:34:07: that is the main kind of, you know, source and

00:34:07 --> 00:34:11: and made and contributed to to the kind of emissions

00:34:11 --> 00:34:13: of of data centers.

00:34:15 --> 00:34:19: I talked about the kind of cross laminated wood that

00:34:19 --> 00:34:21: we use it, it's it's a great beneficiary.

00:34:21 --> 00:34:23: We source it locally.

00:34:24 --> 00:34:27: Actually 50% of our CapEx that we are deploying on

00:34:27 --> 00:34:32: those data centers is sourced locally, meaning cross laminated wood

00:34:32 --> 00:34:36: is sourced locally, but also we use local contractors and

00:34:36 --> 00:34:39: sub suppliers giving back to the society.

00:34:39 --> 00:34:43: You know we have like roughly 350 people working daily

00:34:43 --> 00:34:47: on the construction site on on this data centers.

00:34:47 --> 00:34:51: We have roughly today 50 people in operations and we

00:34:51 --> 00:34:56: can work in very closely with the local municipalities and

00:34:56 --> 00:35:00: can region also on the universities to can enhance and,

00:35:01 --> 00:35:05: and you know the kind of education surround you know

00:35:05 --> 00:35:09: more tech and engineering educations In order to to get

00:35:10 --> 00:35:14: the kind of employees and and workforce that we need

00:35:14 --> 00:35:18: in full for this kind of more high tech developments.

00:35:19 --> 00:35:22: This campus will be full of built out in roughly

00:35:22 --> 00:35:22: 2 years time.

00:35:23 --> 00:35:26: On the right hand side you see a lamp plot

00:35:26 --> 00:35:31: where we are starting now to additional data centers that

00:35:31 --> 00:35:35: in two years time this will be fully developed and

00:35:35 --> 00:35:39: that also why we this summer secured an additional site

00:35:39 --> 00:35:43: which is roughly, you know, 2 to 3, three to

00:35:43 --> 00:35:46: four times bigger than the fallen site.

00:35:46 --> 00:35:50: It's an old paper mill where we can utilize the

00:35:50 --> 00:35:53: existing power, 250 megawatts a day that can be scaled

00:35:54 --> 00:35:55: up to over 360 megawatts.

00:35:56 --> 00:35:59: This site is actually sown for industrial use, including data

00:35:59 --> 00:35:59: centres.

00:35:59 --> 00:36:03: And since it's been kind of an energy intensive, you

00:36:03 --> 00:36:06: know, land plot with the paper mill, basically all the  
00:36:06 --> 00:36:09: critical infrastructure is already in place.  
00:36:10 --> 00:36:14: And all that combined means that we can start constructing  
00:36:14 --> 00:36:17: at this site already late this year or, or early  
00:36:17 --> 00:36:18: next year.  
00:36:18 --> 00:36:22: And for the next kind of growth for, for the  
00:36:22 --> 00:36:27: platform, because we see substantial demand for, for, you  
know,  
00:36:27 --> 00:36:30: compute capacity for data centres.  
00:36:30 --> 00:36:33: And you know, the Nordic is, is, is a great  
00:36:34 --> 00:36:37: place to build given the kind of fundamentals that I,  
00:36:37 --> 00:36:39: I wanted to present it.  
00:36:41 --> 00:36:42: Thank you, Michael One.  
00:36:42 --> 00:36:43: Thank you.  
00:36:43 --> 00:36:43: Yeah.  
00:36:43 --> 00:36:44: Well, thank you.  
00:36:44 --> 00:36:48: It was indeed a very interesting discussion we had in  
00:36:48 --> 00:36:51: the jury because we all feel that this is so  
00:36:51 --> 00:36:53: needed in the urban infrastructure.  
00:36:53 --> 00:36:56: So to see this wonderful example how it can be  
00:36:57 --> 00:36:59: done with this award worthy.  
00:36:59 --> 00:37:00: So thank you so much.  
00:37:00 --> 00:37:00: Thank you.  
00:37:00 --> 00:37:01: Thank you very much.  
00:37:01 --> 00:37:01: Thank you very.  
00:37:02 --> 00:37:05: Much and the next project we want to present to  
00:37:05 --> 00:37:10: you all is Greenhouse, our next winner, a former Victorian  
00:37:10 --> 00:37:15: seat warehouse in Covent Garden in the middle of London.  
00:37:15 --> 00:37:20: It's purchased by Height European Value fund in 2020 and  
00:37:20 --> 00:37:24: it was prefer transformed into a prime office and retail  
00:37:24 --> 00:37:28: scheme after a three-year restoration.  
00:37:29 --> 00:37:34: This new office is indeed a commute worthy future proof  
00:37:34 --> 00:37:37: offers in every aspect.  
00:37:37 --> 00:37:40: So we are very proud that now it's joining from  
00:37:40 --> 00:37:45: Heinz, Ross Blair and Damian Hilburn to present this project  
00:37:45 --> 00:37:46: to you.  
00:37:48 --> 00:37:49: Go ahead.  
00:37:49 --> 00:37:49: Good.  
00:37:50 --> 00:37:55: Afternoon in fact, unfortunately Ross isn't has been called  
away.  
00:37:55 --> 00:37:57: So I'm, I'm, I'm flying solo, so hopefully my, my  
00:37:58 --> 00:37:59: screen is sharing now.  
00:38:00 --> 00:38:03: So yes, thank you very much for your introduction.

00:38:05 --> 00:38:09: As as mentioned, hold on, here we go.

00:38:10 --> 00:38:11: Apologies.

00:38:11 --> 00:38:14: So the the scheme is delivered on behalf of the

00:38:14 --> 00:38:17: Heinz European Value Fund to the second series of, of

00:38:17 --> 00:38:18: one of our value funds.

00:38:18 --> 00:38:22: So it's a discretionary closed end fund which invests across

00:38:22 --> 00:38:25: across Europe and for Heinz it's it's a fully vertical

00:38:25 --> 00:38:28: vertically integrated offering in that the the fund is the

00:38:28 --> 00:38:31: is the owner and the landlord of the building.

00:38:31 --> 00:38:34: But also it was developed by our country team Hawaii

00:38:34 --> 00:38:35: work for Heinz UK.

00:38:35 --> 00:38:39: We also asset manage the the property and and we're

00:38:39 --> 00:38:43: a tenant as well and we have our own integrated

00:38:43 --> 00:38:45: facilities management offerings.

00:38:45 --> 00:38:48: So it really is, it's, it's, it's the, the, the

00:38:48 --> 00:38:50: whole piece as, as far as Hinds is concerned, we're

00:38:50 --> 00:38:52: not the only tenant in the building.

00:38:52 --> 00:38:55: There are a couple of other office tenants as well.

00:38:55 --> 00:38:57: And we have some retail at the ground floor.

00:38:59 --> 00:39:01: The image on the left shows before we started.

00:39:01 --> 00:39:06: So it's actually a city centre island site, a collection

00:39:06 --> 00:39:10: of five separate buildings and what we were aiming to

00:39:10 --> 00:39:14: create and what we have created you'll see on the

00:39:14 --> 00:39:18: right hand side is fully connected office, office, sort of

00:39:18 --> 00:39:23: best in class office space really with these fabulous terraces

00:39:23 --> 00:39:24: on the top.

00:39:25 --> 00:39:26: You can see from the two sort of before and

00:39:27 --> 00:39:29: after images here that we've remained very respectful to the

00:39:29 --> 00:39:30: original architecture.

00:39:30 --> 00:39:33: We're actually in a conservation area and so we we

00:39:34 --> 00:39:37: retained all of the primitive facades, which is a key

00:39:37 --> 00:39:38: feature.

00:39:38 --> 00:39:42: It's very sort of characteristically Covent Garden for this, this

00:39:42 --> 00:39:45: part of London that we're in the base build itself,

00:39:45 --> 00:39:47: we are well platinum certified.

00:39:48 --> 00:39:49: There's a real focus on carbon.

00:39:49 --> 00:39:54: So by refurbishing the existing buildings and extending them,

00:39:54 --> 00:39:57: in fact it was a 60% saving overhead, we just knocked

00:39:57 --> 00:40:00: the buildings down and, and sort of started again.

00:40:01 --> 00:40:04: We managed to save about 70% of the existing structures.

00:40:04 --> 00:40:07: And that's why, from an embodied carbon perspective, the

story

**00:40:07 --> 00:40:08:** is is also.

**00:40:09 --> 00:40:12:** Very strong and you can see from the completed development

**00:40:12 --> 00:40:15:** here, as I mentioned, you've got, it still reads as

**00:40:15 --> 00:40:19:** the five separate buildings externally, but internally it's, it's fully

**00:40:19 --> 00:40:22:** connected sort of continuous floor plates and we've got these

**00:40:22 --> 00:40:24:** wonderful terraces on, on the roof.

**00:40:25 --> 00:40:30:** From a delivery perspective, we actually started, we acquired the,

**00:40:30 --> 00:40:34:** the development opportunity in early 2020 just before we moved

**00:40:34 --> 00:40:37:** into lockdown, COVID lockdown in the UK.

**00:40:37 --> 00:40:38:** But that.

**00:40:38 --> 00:40:41:** Actually allowed us to, to, to start the works.

**00:40:41 --> 00:40:44:** We had some really finalizing some of the design elements

**00:40:44 --> 00:40:48:** and then we split the project into two separate parts.

**00:40:48 --> 00:40:52:** 1 was an enabling works package which included some demolition.

**00:40:52 --> 00:40:56:** And then we had the, the actual reconstruction which included

**00:40:56 --> 00:40:59:** the fit out of the Hinds space itself for us

**00:40:59 --> 00:41:00:** as an occupier.

**00:41:00 --> 00:41:03:** And from this image, you can see that what's in

**00:41:03 --> 00:41:06:** this sort of yellow colour elements of the building which

**00:41:06 --> 00:41:07:** were which were demolished.

**00:41:07 --> 00:41:09:** So down to the top of what was the originally

**00:41:09 --> 00:41:11:** the third floor slab and then all the way down

**00:41:12 --> 00:41:14:** to the basement in in the centre of the plan.

**00:41:14 --> 00:41:16:** That's so that we could create a new concrete core

**00:41:16 --> 00:41:18:** to connect the floor plates together and an atrium to

**00:41:18 --> 00:41:21:** bring light actually into into the centre of the floor

**00:41:21 --> 00:41:21:** plan.

**00:41:22 --> 00:41:24:** And this image shows that where you've got this sort

**00:41:24 --> 00:41:27:** of orange colour, that's a level that was demolished and

**00:41:27 --> 00:41:27:** rebuilt.

**00:41:27 --> 00:41:30:** And then the element which is in blue is actually

**00:41:30 --> 00:41:32:** a new, a new floor that was added.

**00:41:32 --> 00:41:36:** So still very much in keeping with the original architecture,

**00:41:36 --> 00:41:39:** but that subtle intervention just providing some more space, some

**00:41:39 --> 00:41:40:** more office space for us.

**00:41:41 --> 00:41:45:** And you can see from these pictures that in fact,

00:41:45 --> 00:41:48: the, the, the works are really quite intensive.

00:41:48 --> 00:41:51: And it's difficult to believe from these that we were

00:41:51 --> 00:41:54: able to, to retain 70% of that existing structure.

00:41:55 --> 00:41:57: And as you would imagine through the process, it was

00:41:57 --> 00:42:00: throwing up all sorts of surprises as we started to

00:42:00 --> 00:42:03: to peel back the layers sort of through that process.

00:42:04 --> 00:42:06: And these are just some of the partners that we

00:42:06 --> 00:42:08: work with on the project.

00:42:09 --> 00:42:12: As I mentioned, real focus on on carbon as there

00:42:12 --> 00:42:15: is with all of our funds at fund level, we

00:42:15 --> 00:42:19: have proprietary guides which actually set out a general approach

00:42:19 --> 00:42:22: that we should have to particularly reducing embodied carbon.

00:42:23 --> 00:42:25: And when that was brought down to an asset level,

00:42:25 --> 00:42:27: in fact, Greenhouse performs very well.

00:42:27 --> 00:42:30: The fact that we're able to retain so much of

00:42:30 --> 00:42:33: the existing structure means that compared to other sort of

00:42:33 --> 00:42:36: benchmarks and targets that that we would usually measure against,

00:42:36 --> 00:42:38: we actually perform very, very well indeed.

00:42:40 --> 00:42:43: And then also from an operational perspective, it was really

00:42:43 --> 00:42:47: making sure that we were putting in very efficient mechanical

00:42:47 --> 00:42:48: electrical systems.

00:42:48 --> 00:42:51: The fact that we manage the whole of the building

00:42:51 --> 00:42:55: through our property management company Helix means that we're able

00:42:55 --> 00:42:57: to tap into where we're able to procure 100% renewable

00:42:57 --> 00:42:58: energy as well.

00:42:59 --> 00:43:02: And we have green leases with our tenants so that

00:43:02 --> 00:43:05: we encourage them to, to, so that we have consistency

00:43:05 --> 00:43:06: through that whole approach.

00:43:07 --> 00:43:10: And as you'd expect as well through the technology we

00:43:11 --> 00:43:14: have in the building, we're able to constantly monitor our

00:43:14 --> 00:43:18: consumption, whether that's energy or water, but then also a

00:43:18 --> 00:43:20: real focus in terms of how we, how we recycle

00:43:20 --> 00:43:23: our try to reduce and then and then recycle our

00:43:23 --> 00:43:24: our waste as well.

00:43:26 --> 00:43:29: And so through that number of different badges that the

00:43:29 --> 00:43:33: building is has has attained from a bream perspective very

00:43:33 --> 00:43:37: much focused on sort of sustainability and with the well

00:43:37 --> 00:43:41: core sort of occupy a focus there and fund level

00:43:41 --> 00:43:41: as well.

00:43:42 --> 00:43:46: They perform very well from a from a gross perspective  
00:43:46 --> 00:43:50: and in the management of the building because creating the  
00:43:50 --> 00:43:54: the space itself is something which eyes is very sort  
00:43:54 --> 00:43:55: of familiar with.  
00:43:55 --> 00:43:59: But to as an occupier, as an operator, it was  
00:43:59 --> 00:44:02: something in the UK that was, that was that was  
00:44:02 --> 00:44:03: new for us.  
00:44:03 --> 00:44:06: And so as well as providing really good quality amenity  
00:44:06 --> 00:44:09: for the tenants, we try to keep the space very  
00:44:09 --> 00:44:12: live by having a number of different events that we  
00:44:12 --> 00:44:15: encourage our other tenants and our own employees to engage  
00:44:15 --> 00:44:16: with as well.  
00:44:16 --> 00:44:19: So it just it, it, it, it helps with the  
00:44:19 --> 00:44:23: community spirit with it with actually within the development  
00:44:23 --> 00:44:26: itself.  
00:44:26 --> 00:44:31: And we partner with a, a number of different social  
00:44:31 --> 00:44:32: enterprise companies, particularly those that have a local  
00:44:32 --> 00:44:33: focus to,  
00:44:33 --> 00:44:38: to our area here in London.  
00:44:38 --> 00:44:41: But principally when we, when we started the design, it  
00:44:41 --> 00:44:43: was really to create a space.  
00:44:43 --> 00:44:45: It was at a time when we're trying to encourage  
00:44:45 --> 00:44:45: people back from their, from their home sort of post  
00:44:45 --> 00:44:48: COVID.  
00:44:48 --> 00:44:49: So creating a space that was just frankly much better  
00:44:49 --> 00:44:52: than them working from home.  
00:44:52 --> 00:44:53: So in terms of encouraging people to, to mix, but  
00:44:53 --> 00:44:56: also really, really good quality focus space as well.  
00:44:56 --> 00:45:00: And then a high quality visitor experience for for for  
00:45:00 --> 00:45:02: the visitors who are inviting into the building.  
00:45:02 --> 00:45:04: And it centres on this principle of a shell and  
00:45:04 --> 00:45:07: a Plaza.  
00:45:07 --> 00:45:08: So the Plaza is all about this sort of vertical  
00:45:08 --> 00:45:11: connectivity through the building.  
00:45:11 --> 00:45:12: So this is within the Hinds space.  
00:45:12 --> 00:45:13: And then the shell is very much this sort of  
00:45:13 --> 00:45:15: the amenity and the and the focus spaces that we  
00:45:15 --> 00:45:18: have.  
00:45:18 --> 00:45:21: So you can see from some of these images here,  
00:45:21 --> 00:45:25: we have this sort of wonderful quality of, of space  
00:45:25 --> 00:45:28: to, as I mentioned, just really to encourage people to,  
00:45:28 --> 00:45:33: to, to come back in to come back into the  
00:45:33 --> 00:45:36:

00:45:36 --> 00:45:39: office and some of the fit out features here.

00:45:39 --> 00:45:41: So this is very much focused on the on the

00:45:41 --> 00:45:42: Hinds space itself.

00:45:43 --> 00:45:46: So as I mentioned previously, Brianne excellent and the well

00:45:46 --> 00:45:49: certification, a real focus on health and well-being.

00:45:49 --> 00:45:52: So that's also the, the colour palette that we've used

00:45:52 --> 00:45:56: throughout the space and the focus on the acoustics as

00:45:56 --> 00:45:59: well, making sure that the, the environment is quite damp.

00:45:59 --> 00:46:04: So it is not very reflective, which helps with the

00:46:04 --> 00:46:09: sort of lessen your, your anxiety and also with the

00:46:09 --> 00:46:10: lighting.

00:46:10 --> 00:46:13: So in the main working areas, we have sort of

00:46:13 --> 00:46:17: 4000 Kelvin temperature lighting, but they're much warmer

00:46:18 --> 00:46:21: 2700 in areas of more focus, which has more of

00:46:21 --> 00:46:24: a sort of residential hospitality type feel.

00:46:24 --> 00:46:27: And then we've got lots of planting throughout as well.

00:46:27 --> 00:46:31: As I mentioned, we've got these sort of fabulous terraces

00:46:31 --> 00:46:31: as well.

00:46:32 --> 00:46:35: And so just to finish therefore with a couple of

00:46:35 --> 00:46:38: a couple of extra images in terms of how we're

00:46:38 --> 00:46:40: able to, to, to use the space and how we've

00:46:40 --> 00:46:41: moved into it.

00:46:41 --> 00:46:44: And yeah, I mean, Simone would know as well because

00:46:44 --> 00:46:46: he spends much of his time here.

00:46:47 --> 00:46:51: But it's, I think everybody has has has warmed to

00:46:51 --> 00:46:53: it in in a very positive way.

00:46:54 --> 00:46:55: Thank you very much, Damien.

00:46:56 --> 00:46:58: Yeah, I'm definitely biased.

00:46:58 --> 00:47:01: I wasn't allowed in the room when the jury was

00:47:01 --> 00:47:04: discussing grey nails and I wasn't allowed in the presentation

00:47:04 --> 00:47:06: when my colleague presented grey nails.

00:47:06 --> 00:47:07: I just wanted to specify.

00:47:08 --> 00:47:11: But he's indeed a fantastic project and kudos to all

00:47:11 --> 00:47:12: the team work on these.

00:47:12 --> 00:47:14: But of course, I'm biased.

00:47:14 --> 00:47:17: We finished now with a very special project, very, very

00:47:17 --> 00:47:17: special.

00:47:17 --> 00:47:20: And you can see, I hope you can appreciate the

00:47:20 --> 00:47:23: latitude of, of the work and the openness of you

00:47:23 --> 00:47:26: and I, because the last project I'm introducing is the

00:47:26 --> 00:47:27: Polish History Museum.

00:47:28 --> 00:47:32: This is a, a really interesting project located in Warsaw  
00:47:33 --> 00:47:36: and delivered by WXCA architectural office.  
00:47:36 --> 00:47:39: And and the museum is is a central part of  
00:47:39 --> 00:47:43: a complex multi stage public investment at the historical  
00:47:43 --> 00:47:47: Citadel and it forms one of the largest most modern  
00:47:47 --> 00:47:49: museum complexes in contemporary Europe.  
00:47:50 --> 00:47:54: And the the project consists in a new multifunctional cultural  
00:47:54 --> 00:47:59: facility of the Polish History Museum and then revitalize what  
00:47:59 --> 00:48:01: was a 19th century fortress size.  
00:48:01 --> 00:48:04: So you can imagine quite constrained and what they they  
00:48:04 --> 00:48:07: really did is they, they gave back this pace to  
00:48:07 --> 00:48:10: the local community, incorporating urban planning and  
00:48:11 --> 00:48:15: design and and  
00:48:11 --> 00:48:15: sustainability measure through interesting materials and  
00:48:16 --> 00:48:18: good technological solution.  
00:48:16 --> 00:48:18: And I hope my pronunciation is right.  
00:48:18 --> 00:48:22: I'm introducing Martha Sigulska Fronska and Katherine  
00:48:22 --> 00:48:24: Katherina Billick to  
00:48:22 --> 00:48:24: present the project.  
00:48:24 --> 00:48:27: I hope I didn't squeak too much.  
00:48:27 --> 00:48:28: Thank you very much.  
00:48:36 --> 00:48:37: I hope you can.  
00:48:37 --> 00:48:39: See your your camera on Katrina.  
00:48:39 --> 00:48:40: Is it possible?  
00:48:41 --> 00:48:48: Yes, let me is it working?  
00:48:51 --> 00:48:53: No, we can't see the the shared screen now.  
00:48:54 --> 00:48:56: OK, I think it should work now.  
00:48:56 --> 00:49:00: Sorry, we can see, we just can't see the the  
00:49:00 --> 00:49:01: presentation.  
00:49:03 --> 00:49:04: Perfect.  
00:49:06 --> 00:49:08: OK, wait a second.  
00:49:18 --> 00:49:22: OK, So thank you once again for the opportunity to  
00:49:22 --> 00:49:25: present our project and for the award.  
00:49:26 --> 00:49:31: And so as Simon said before, the construction of Museum  
00:49:31 --> 00:49:37: of Polish History and the parallel Museum of of Polish  
00:49:37 --> 00:49:41: Army is in part of a bigger transform of Warsaw  
00:49:41 --> 00:49:47: citadel into the public space, which was not able enter  
00:49:47 --> 00:49:51: to, was not able for people to enter.  
00:49:51 --> 00:49:55: So it's a kind of a transformation of 30 hectares,  
00:49:55 --> 00:50:00: which remains so far inaccessible for over 200 years.  
00:50:01 --> 00:50:07: During the past times during the past times, the 18th  
00:50:07 --> 00:50:13: century Jolie board from French beautiful shore was not was



00:50:13 --> 00:50:20: one was the central district of the Citadel, but remained  
00:50:20 --> 00:50:24: closed and absent from for the community.  
00:50:25 --> 00:50:30: And the place has an significant symbolic meaning for the  
00:50:30 --> 00:50:35: Polish tradition because it's in the in the winning competition.  
00:50:36 --> 00:50:41: And we refer to this historical special composition of the  
00:50:41 --> 00:50:46: site where the five Polish Food Guard barracks and and  
00:50:46 --> 00:50:48: military square were based.  
00:50:50 --> 00:50:55: The spatial layout of the new development reconstructed the  
00:50:55 --> 00:51:01: historical  
00:51:01 --> 00:51:05: composition through the central location of Polish History  
00:51:07 --> 00:51:12: Museum building  
00:51:12 --> 00:51:17: and then representative square in front of it.  
00:51:18 --> 00:51:21: The the place has undergone the transformations from being  
00:51:21 --> 00:51:22: close  
00:51:23 --> 00:51:28: fortification and returned to the map of the Warsaw last  
00:51:28 --> 00:51:34: year as a kind of museum park open to the  
00:51:34 --> 00:51:40: city.  
00:51:40 --> 00:51:41: The Guard square in the in the middle, which is  
00:51:42 --> 00:51:47: created by the facades of Museum of Polish History and  
00:51:47 --> 00:51:50: Museum of Polish Army host and outdoor events of national  
00:51:50 --> 00:51:54: significancy.  
00:51:54 --> 00:51:59: The building of Polish History Museum is in the central  
00:51:59 --> 00:52:04: development of Citadel.  
00:52:04 --> 00:52:07: The When it goes about the architecture of the building,  
00:52:07 --> 00:52:13: it was shaped as an tectonic building which evokes the  
00:52:14 --> 00:52:18: rhythm of seven blocks of former Polish Royal Food Guard,  
00:52:18 --> 00:52:22: while at the same time it's like a block of  
00:52:22 --> 00:52:28: rock hollowed out to create the spaces for museum activities.  
00:52:28 --> 00:52:31: When it goes about the ground floor layout is it's  
00:52:31 --> 00:52:36: shaped as a composition of three blocks that can be  
00:52:37 --> 00:52:42: explored and turning and turning from the different sites  
00:52:42 --> 00:52:48: using  
00:52:48 --> 00:52:53: different scenarios of usage of the museum.  
00:52:54 --> 00:52:56: While on the other hand, the upper side, the piano  
00:52:56 --> 00:53:02: nobile is in level 4, the exhibition space with the  
00:53:02 --> 00:53:08: sequences of leisure spaces, which are kind of a buffer  
00:53:09 --> 00:53:14: between the treasures of the past and the outside world,  
the sites of museum.  
The museum was opened the last year presenting collections  
of  
of national heritage which didn't have previously such a  
venue.  
The opening festival lasted 3 days providing the variety of

00:53:14 --> 00:53:17: attractions for different groups.

00:53:17 --> 00:53:24: Museum itself is a multi functional cultural institution which is

00:53:24 --> 00:53:30: visited by 500,000 visitors per year and it's total area

00:53:30 --> 00:53:35: is around 45 square metres, 45,000 square metres.

00:53:36 --> 00:53:42: It's kind of an cultural institution with Polish heritage.

00:53:42 --> 00:53:47: But what's important to mention is that the museum section

00:53:47 --> 00:53:50: occupies only 20% of the whole space.

00:53:52 --> 00:53:57: It's a multi functional cultural and educational building that integrate

00:53:57 --> 00:54:00: commercial conference and exhibition.

00:54:01 --> 00:54:07: Proposes the auditorium which you can see host numerous events

00:54:07 --> 00:54:16: like classical musical concerts, Symphony Orchestra performances, also Electro acoustic

00:54:16 --> 00:54:18: concerts and conferences.

00:54:18 --> 00:54:24: And after the exhibition is closed, the the space of

00:54:24 --> 00:54:29: the museum can be can be a place for cultural

00:54:29 --> 00:54:37: events like concert conferences, workshops, guided tours and picnics as

00:54:37 --> 00:54:38: well.

00:54:38 --> 00:54:44: The building opens for the visitors with the large impressive

00:54:44 --> 00:54:50: 3 story hall foyer, which is an excellent backdrop for

00:54:50 --> 00:54:53: the national and commercial events.

00:54:54 --> 00:54:59: It became a really vibrant hub for community and for

00:54:59 --> 00:55:05: social interactions and as well the zones can work function

00:55:05 --> 00:55:09: autonomously during and after exhibition hours.

00:55:12 --> 00:55:19: We can find here free gastronomic zones and conference centre,

00:55:19 --> 00:55:25: Central hall for 60 attendees and to 100 performers and

00:55:25 --> 00:55:34: library, educational space, office sectors, sectors and advanced laboratories and

00:55:34 --> 00:55:35: museum.

00:55:35 --> 00:55:40: For it's 100 more more than 100 lifespan must consider

00:55:40 --> 00:55:47: the functional changes over the time and changing laboratory requirements.

00:55:50 --> 00:55:54: Each function of the multi of this museum had a

00:55:54 --> 00:56:01: specific technological requirements such as a climate parameter, security, protection

00:56:01 --> 00:56:06: systems, acoustic and lightning, as well as in communication.

00:56:07 --> 00:56:11: And because of this, the design in the design has

00:56:11 --> 00:56:14: participated more than 100 specialists.

00:56:15 --> 00:56:20: When it goes about the architecture of of museum.

00:56:20 --> 00:56:26: It was designed as an philosophical tale about the process

00:56:26 --> 00:56:31: of history, where the language of the narrative is stone.

00:56:34 --> 00:56:38: Here you can see that the facade was finished in  
00:56:38 --> 00:56:42: a different pattern, stone slabs that have been arranged in  
00:56:42 --> 00:56:48: a horizontal bands, emphasizing this layered stratigraphic  
structure of of  
00:56:48 --> 00:56:49: stone.  
00:56:50 --> 00:56:56: This is a proper structure of geological matter, but also  
00:56:56 --> 00:57:01: often archaeology, natural and social processes.  
00:57:02 --> 00:57:07: We decided to choose marble because of its its distinctive  
00:57:07 --> 00:57:08: pattern.  
00:57:08 --> 00:57:14: Each of each slab of marble is different, is unique,  
00:57:14 --> 00:57:21: and just like history, it includes exceptional individual events  
and  
00:57:21 --> 00:57:26: each of the stone slab has a unique character, as  
00:57:26 --> 00:57:33: unique as each person individual events that create our past.  
00:57:34 --> 00:57:38: This combine into the group and events and the periods  
00:57:39 --> 00:57:40: and epochs.  
00:57:40 --> 00:57:43: This this is a way how the.  
00:57:44 --> 00:57:48: Story I'm I'm very sorry, but because of the time  
00:57:48 --> 00:57:51: I, I think this is a perfect bridge to to  
00:57:51 --> 00:57:55: end this wonderful webinar when you talk about the different  
00:57:56 --> 00:58:00: layers and the different times that and all the projects  
00:58:00 --> 00:58:03: that are presented are part of that.  
00:58:03 --> 00:58:08: So I'm very sorry, but it's 2 minutes past past  
00:58:08 --> 00:58:09: time yeah.  
00:58:09 --> 00:58:13: I hope you all enjoyed to, to, to see all  
00:58:13 --> 00:58:19: these entries and that they're all very much well, winners  
00:58:19 --> 00:58:21: as they should be.  
00:58:22 --> 00:58:23: And these are just teasers.  
00:58:23 --> 00:58:27: So please reach out to all these people to have  
00:58:27 --> 00:58:30: more information if you if you need some.  
00:58:31 --> 00:58:35: And also, so congratulations again to all the winners and  
00:58:35 --> 00:58:37: thank you all for joining.  
00:58:37 --> 00:58:43: And we do hope that these presentations inspire you to  
00:58:43 --> 00:58:44: also be a winner.  
00:58:44 --> 00:58:48: Now you've learned from the best from 2024, but you  
00:58:48 --> 00:58:51: can also be one of the best in 2025.  
00:58:52 --> 00:58:57: S Please make it your New Year's resolution to send  
00:58:57 --> 00:59:00: in your entry for next year.  
00:59:00 --> 00:59:02: It will be open Monday.  
00:59:02 --> 00:59:03: It's not difficult.  
00:59:03 --> 00:59:07: You've all been working on very complicated projects, so you  
00:59:07 --> 00:59:10: can fill in a form that can't be difficult.

**00:59:11 --> 00:59:14:** You can start on it's under the Christmas tree and  
**00:59:14 --> 00:59:18:** then make sure it's all finished by the 16th of  
**00:59:18 --> 00:59:18:** February.  
**00:59:18 --> 00:59:22:** And if you find any difficulties, please reach out to  
**00:59:22 --> 00:59:25:** the UL I team if you have any questions on  
**00:59:25 --> 00:59:26:** the on the forum.  
**00:59:26 --> 00:59:28:** With that, we will finish up.  
**00:59:29 --> 00:59:34:** Thank you once again for joining and wonderful last few  
**00:59:34 --> 00:59:38:** weeks of 2024 and the best wishes for 2025.  
**00:59:38 --> 00:59:39:** Thank you so much.

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