



**Executive
Programme in
Real Estate & ESG**



IT ALL STARTS HERE

BERLIN | LONDON | MADRID | PARIS | TURIN | WARSAW

ESCP at the forefront of Real Estate Education & Research



OUR EXPERTISE & RESEARCH

ESG Real Estate
PropTech Global Trends Annual Barometer
Real Estate Technology & Innovation
Real Estate Big Data & Analytics
Smart Cities & Urban Design
Housing Affordability
Real Estate Finance & Investments
Real Estate Management
Real Estate Development
Real Estate Law



OUR PROGRAMMES

Executive Education
Master in Real Estate
Executive Programme in ESG Real Estate
Certificate in Real Estate Finance & Investments
Online Courses
Summer schools



OUR EVENTS

Roundtables
Seminars
Conferences
Field trips
Monaco Real Estate Tech Conference



Prof. Jaime P. Luque
Director of the ESCP Institute of Real Estate Finance and Management & the Executive Programme in Real Estate & ESG



Executive Programme in Real Estate & ESG

At a Glance

AN EXECUTIVE PROGRAMME FOR REAL ESTATE PROFESSIONALS

- ✓ PROFILE:
Executive Education
- ✓ LANGUAGE:
English
- ✓ FORMAT:
Hybrid (47% Field Trips & 53% Online)
Latest Digital Technology
- ✓ METHODOLOGY:
Active learning | Live case study
- ✓ DURATION:
150 hours (Part-time)
- ✓ INTAKE:
January
- ✓ FIELD TRIPS:
Martigny (Switzerland), London (UK), Paris (France),
Madrid (Spain), and Budapest (Hungary)
- ✓ FEES:
9,500 €

Transforming the Real Estate Education

The Executive Programme in Real Estate & ESG is an innovative and hands-on programme that equips professionals with the skills and tools necessary to succeed in a competitive real estate sector driven by ESG standards.

- Taught by **world-renowned faculty** and guest **expert practitioners**, participants will receive a cutting-edge education -over **6 months**-, on topics such as hotel development, retail management, logistics real estate acquisitions, affordable housing investments, smart cities, PropTech solutions.
- Each course is **self-contained** and focuses on a different real estate asset class. The majority of courses are taught following the “**live case study**” methodology.
- The programme **integrates ESG** into the different aspects related to the development, investment, and managing of the different asset classes (residential, commercial, logistics, hotels, corporate) and cities.
- **5 field trips to major European capitals** complement the online courses and add value to the personal learning experience by providing the opportunity to **network and exposure** to an international business context.



Programme Structure



80 HOURS ONLINE
COURSES & CASE STUDIES:
35 Synchronous + 45 Asynchronous



70 HOURS ONSITE
5 FIELD TRIPS:
Martigny (Switzerland), **London** (UK), **Paris** (France),
Madrid (Spain), and **Budapest** (Hungary)



MARTIGNY
SWITZERLAND



LONDON
UK



PARIS
FRANCE



MADRID
SPAIN



BUDAPEST
HUNGARY



Learning Content

150 hours covering
the new trends and challenges
of the Real Estate sector

1 Introduction to the Programme and a Bottom-Up Approach to ESG Real Estate

In this first course, participants will get to know each other through a series of activities. There will be also a lecture with a top-down bottom-up approach to ESG Real Estate and Climate Risk.

2 PropTech and Innovations in Real Estate

This course is designed to give an overview of the new and existing technologies in real estate and how they can be implemented in daily operations. Special emphasis will be put on those technologies that enable the implementation of ESG criteria.

3 Smart Cities and Urban Design

This course focuses on urbanism, urban design and city planning, providing an overall understanding of the many components that make a city and, furthermore, that make it function. More particularly, it will explore ESG in relation to the built environment as well as innovation and next steps within the industry.

4 Live Case Study «Affordable Housing Investments and Development»

This course provides an overview of the effectiveness of existing public-private housing collaboration programs and the different forms of investment in this type of real estate asset. In the live case study part of the course, participants will study the financial feasibility of an affordable real estate development project.

5 Live Case Study “Resilient Management in Retail Real Estate”

This Live Case Study is a hands-on deep dive on the resilient management of retail and mixed-use asset classes. Participants will work on the design of a value creation project of an existing shopping center in Spain. Special emphasis will be put on the elaboration and implementation of efficient and sustainable value creation strategies.

6 Live Case Study “Sustainable Hotel Development”

This “live case study” will provide an overall understanding of the process required to deliver growth and value to hotel owners and operators. Participants will learn about the different strategies of hotel development, including investment-ownership, hotel lease agreement, hotel management agreement, franchise and affiliation, and the complex relations between the different stakeholders. Participants will also analyze the current landscape of the lodging industry and its main drivers, taking ESG as the new growth engine.

7 Live Case Study «Acquisitions and Sustainable Logistics Real Estate»

This live case study aims to provide students with a detailed understanding of the Logistics Real Estate sector from a range of angles. The main areas that will be covered in this course include an introduction to the logistics sector, e-commerce and its impact on the industry, asset management and investment leading into a practical case study. Throughout the course, ESG and sustainability are incorporated into each module allowing students to understand its increasing influence and impact on the sector and crucially how occupiers and investors are incorporating ESG into their strategies.





Academic Team

MR. HANS VRENSEN



Mr. Hans Vrensen, CFA®, CRE® is a managing director heading AEW's award-winning European Research & Strategy team supporting its investment clients and businesses. Mr. Hans Vrensen is a member of the Executive Committee, the Logistis Fund and other Investment Committees. As an analyst in the international commercial real estate capital markets with 30 years of experience, he is a visiting lecturer at ESCP, a leading French business school. Mr. Hans Vrensen is co-founder and chair of the non-profit European Commercial Real Estate Data Alliance (E-CREDA). Previous he held roles at Green Street, DTZ/C&W, Barclay's Capital, Moody's, LaSalle IM and C&L/PwC in the US and UK.

MR. SAM CARSON



Mr. Sam Carson leads the approach to sustainability within the UK Valuation & Advisory business at CBRE. He is responsible for working with clients and valuers to integrate sustainability and ESG considerations within our Valuation Business, working closely with our CBRE's wider ESG Consultancy and sustainability teams both within the UK and across Continental Europe. Mr. Carson has over 15 years' experience in sustainability, focusing on real estate. He has a strong track record in establishing long term, data enabled sustainability programmes. Previously, Mr. Carson was Director of Sustainability at consultancy Carbon Intelligence, responsible for leading and developing sustainability solutions for a variety of real estate clients.

MR. JAIME BUXÓ



Mr. Jaime Buxó has more than 35 years' experience in the Hotel industry where he has been leading management, marketing, distribution, and development of international Hospitality companies like Sunset Hospitality Group, Barceló Hotel Group, Occidental Hotels, Ilunion Hotels and Areas Hospitality in America, Africa, Europe and Asia. In his current role as President for Europe and North Africa at Sunset Hospitality Group, Mr. Buxó leads the development and management of Sunset operations and growth in those regions.

DR. ÁDÁM BANAI, PHD



Dr. Ádám Banai is the Executive Director for Monetary Policy Instruments and Foreign Reserve Management at Hungarian Central Bank. Dr. Banai is also a member of the Financial Stability Board in Hungary, a member of the supervisory board at KELER CCP, and an advisory board member at the ESCP Europe Institute of Real Estate Finance and Management.

DR. DENNIS SCHOENMAKER



Dr. Dennis Schoenmaker, Ph.D., co-leads CBRE's Econometric Advisors team of economists, data scientists, data engineers, software engineers and account development professionals to provide clients with a wide range of data analysis and thought leadership. Prior to his current role at CBRE, Dr. Schoenmaker worked at AEW with key international clients focussing on the European commercial real estate markets. In his role he was also responsible for property market forecasts across the European markets. Dr. Schoenmaker is particularly interested in the effect of climate risk on commercial real estate returns and the role data science can play in improving strategic investment decisions.

MR. JUAN LUQUE



Mr. Juan Luque joined Logicor in 2019 as an Asset Manager for Spain where he manages a logistics portfolio of 1.4 m sq m and € 1.3 bn in GAV. Mr. Luque also serves as the Southern Europe Charity and Local Community representative at Logicor. Prior to joining Logicor, Mr. Luque was an Investment Consultant in the Capital Markets team at BNP Paribas Real Estate in Madrid. He has also worked as an EMEA Research Analyst at CBRE in London.

MR. JAMES COWPER-COLES



Mr. James Cowper-Cowles is the Director of Logistics Capital Markets at Knight Frank Spain. During the last five years, the 'Logistics Capital Markets' team has advised on logistics investment transactions for more than €2 billion throughout the national territory. One of the main objectives is to participate in more mid-cap transactions, in addition to the institutional single-asset and portfolio mandates. Prior to joining Knight Frank, Mr. Cowper-Cowles worked at AXA Investment Managers and BNP Paribas Investment Partners.

MR. TOMAS LE CHEVALIER



Mr. Tomas Le Chevalier is Portfolio Manager at the French CAC40 listed company Unibail Rodamco Westfield, the premier global developer and operator of flagship destinations. Prior to joining URW, Mr. Le Chevalier co-founded and sold a tech start-up and worked at Accenture Strategy.

MR. SIMONE COLOMBELLI



Mr. Simone Colombelli is a serial digital entrepreneur and start-up executive with 10+ years of experience in Proptech, Fintech and Foodtech. Mr. Colombelli is currently Managing Director of iAhorro Mortgages, the leading online mortgage broker in Spain. Prior to iAhorro.com and Olimpo, Mr. Colombelli has founded or led a few tech ventures including the Proptech firm Realo.es (merged with Realo.be in March 2019), Take Eat Easy (early competitor of Deliveroo in food delivery) or Gustia (an international fine food marketplace).

MS. FRANCESCA HEATHCOTE SAPEY



In 2018, after 10 years working in London, Ms. Francesca Heathcote Sapey relocated to Madrid as partner of Teresa Sapey + Partners, renowned for designing spaces with feelings and developing bespoke projects that provide high quality experiences. She also works as an external consultant internationally on ad hoc urbanism projects. Invited guest-speaker, lecturer and published author, her interests include ephemeral architecture and brand identity, marketplaces as socio-economic enablers, as well as meanwhile uses and early site activation, among many others.



AN EXECUTIVE PROGRAMME FOR REAL ESTATE PROFESSIONALS

PROFILE

Talented and ambitious professionals passionate about the real estate industry who strive to take their careers to the next level. We welcome high-potential students/professionals who meet the following criteria:

REQUIREMENTS

- ⌚ Bachelor / Master's degree
- ⌚ At least 5-years of working experience in the real estate industry or proven exceptional professional career performance in related sectors

2023 FEES

The tuition fee for the Executive Programme in Real Estate & ESG is **9,500 €**.

Early bird discount for individual enrolments and corporate special fees available.

OPTIONAL COURSES:

- 1** The tuition fee for the Certificate in Real Estate Finance and Investments (CREFI) is **2,000 €**. EPRE students will have a **20% discount (1,600 €)**.
- 2** The tuition fee for the Budapest Summer Course in Real Estate is **1,905 € (1,500 € + VAT)**.

