

**THE  
DISTRICT**  
Real Estate Investors  
Barcelona

# SHAPING THE REAL ESTATE INVESTORS DISTRICT

**19-21 October 2022**  
**Fira de Barcelona**

#TheDistrict2022 // [www.thedistrictshow.com](http://www.thedistrictshow.com)

**CALL FOR  
SPEAKERS**

# CALL FOR SPEAKERS

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Below you will find all the information to consider your participation at **THE DISTRICT WORLD SUMMIT 2022** 'Call for Speakers'.

The Conference Program is of **THE DISTRICT WORLD SUMMIT 2022** Congress Director in collaboration with the Steering Committee.

### 01. INTRODUCTION TO THE DISTRICT WORLD SUMMIT 2022

**THE DISTRICT** is the new international professional event where the future strategy of the Real Estate sector in Europe is defined, where Real Estate specialist capital (equity and debt) meets. A place to take the pulse, understand the economic cycle, the timing of the different asset classes (traditional and alternative), the risk versus return profile of core, core plus, value add and opportunistic investments.

A space where to understand the yields of each asset class, and the "classic risks" of planning, construction, and market. We will discover the moment of the debt: the risk profile that can be financed by the "loan to value" and the cost of traditional banking and the "loan to cost" of the different alternative financing pots, etc...

**THE DISTRICT** is also the forum to lead and examine the implications of ESG from a capital perspective.

**One to One** with high-value agendas that in two days will allow you to achieve what many trips around Europe would have taken. With a very efficient and structured format to meet with your competitors, large European corporates, relevant public entities, traditional banking, alternative finance, investment banking, real estate consultancies, valuers, big four, operators of the different asset classes, "execution" agents: architects, engineering firms, construction companies, brokers or marketers...

In **THE DISTRICT** we also find an **Exhibition** where you can present the projects for which you are looking for capital or buyers, as well as to exhibit those projects in which you want to disinvest. All the agents of the value chain that want to have exposure to the retail public will have the opportunity

to have their stands, which will also be open to the general public on Friday and will allow us to add to this event the thermometer of demand.

And the largest European **Congress** of the sector, articulated through Vertical Forums for each Segment of the Real Estate sector (Residential, Offices, Industrial & Logistics; Retail & Hospitality; and Alternative Real Estate Assets) and professional agendas for each management area (corporates, agents and principals).

**THE DISTRICT** is the district where investors meet with the projects of a city that wants to transform itself and be a space where the real estate sector promotes the Real Estate of the future, where sometimes they are residential neighborhoods, sometimes office buildings, hotel projects, data centers, service buildings, shopping centers, logistics centers, hospitals, research centers, or all at once.

We will also give prominence to the **Proptech** industry with a vision of capital, to achieve new goals of competitiveness, giving space to Venture Capital and Business Angels. And we do not forget the **Fun&Business**. All this surrounded by good times in the most fun Barcelona. With "night live" events on Wednesday and Thursday nights. With Principal's Leadership Lunch every day. And an indescribable appointment with innovation.

**Join THE DISTRICT and let's develop the market, drive our industry forward and reimagine the future of Real Estate together! Submit your ideas and be part of it!**



# CALL FOR SPEAKERS

## 02. PURPOSE OF THE DISTRICT WORLD SUMMIT 2022 CALL FOR SPEAKERS. WHO CAN PARTICIPATE?

THE DISTRICT WORLD SUMMIT 2022 will bring together the industry's top professionals and leaders, representatives of the most prominent institutions in the **international real estate investment industry**: owners, developers, asset managers, investors, financial institutions, and advisors, linked to both public and private entities.

THE DISTRICT WORLD SUMMIT 2022 will feature leading experts from the financial, real estate, and technology sectors, who will provide examples of **best practices and strategies for different real estate cycles, by asset type and market**.

THE DISTRICT WORLD SUMMIT 2022 is open to professionals who can anticipate risks and opportunities related to real estate investment, either for their global and comprehensive vision of the factors that influence the outcome of operations, for their innovative way of solving the challenges and opportunities of the market or for their unique talent in specific aspects of the real estate business.

## 03. THE DISTRICT WORLD SUMMIT 2022 KEY TOPICS

The contents of activities at **THE DISTRICT WORLD SUMMIT 2022** will feature real estate experts addressing the following key issues:

### CAPITAL MARKETS AND OUTLOOK

- Global Trends
- Capital Structure: Equity and Debt
- Direct-Indirect Investment
- Risk Profile & Spreads
- Investment & Development Yields
- Loan to value/Loan to cost
- Private & Institutional Investors
- Private Equity & Venture Capital
- New Financing methods

### ESG & BEYOND

- Sustainable Development
- Decarbonization
- Energy Efficiency
- Affordability
- Livability
- Urban Regeneration
- Healthy Interior Design
- Resilience
- Alternative Financing

### TECHNOLOGY AND INNOVATION

- Data Analytics
- PropTech Ecosystem
- Artificial Intelligence
- Metaverse
- Smart building
- Web3 / DAFO

## ASSET CLASS AND BUSINESS MODELS

- Asset Class
  - Workspace
  - Residential / Housing
  - Retail and Hospitality
  - Industry and Logistics
  - Alternative Real Estate Market:
    - \* Living: co-living / micro-living / alternative living (emerging platforms & legal uncertainty) & Build to Rent & Student Housing & Senior Living & Senior Care
    - \* Data Centers
- \* Life Sciences
- \* Storage
- \* Farming
- Business Models
  - Strategic partnerships
  - Build to rent
  - SaaS (space-as-a-service)

## 04. HOW TO SUBMIT YOUR PROPOSALS. DEADLINES

To apply to **THE DISTRICT WORLD SUMMIT 2022** 'Call for Speakers', please fill in the form with all the requested details available at:

<https://www.thedistrictshow.com/congress/formulario-call-for-speakers/>

*Please remember that all proposals must fulfil The District terms and conditions.*

There is no limit to the number of submissions by author, but it is important to submit only those areas of key importance to your expertise. As a guideline, we suggest no more than 3-4 submissions per author/company/institution/organization.

### Timeline for submissions and key important dates:

- Proposals due: 14th September 2022, at 23:59:59 CET.
- Selected proposals notification acceptance communications: from 26th September 2022 onwards.\*
- \* The Steering Committee reserves the right to accept proposals before 26th September.

Between those deadlines, **THE DISTRICT WORLD SUMMIT 2022** Steering Committee and/or Congress Director reserves the right to ask for any clarification or additional information about the submitted entries.

### THE DISTRICT 2022 FAQS

#### - Will The District 2022 be held in a physical or online format?

The District will be a fully physical event. Only proposals from speakers available to be on Barcelona (Fira Barcelona - Montjuïc) during those days will be accepted.

#### - Does the organization cover the flight and accommodation, and/or honorariums of selected candidates?

The District works under a non-Travel Expenses policy. Speakers are responsible for all their travel and expenses, and no fees will be covered. The Steering Committee reserves the right to evaluate whether the candidate can be subject of an exception upon request.

# CALL FOR SPEAKERS

- Does it have any economic cost to participate at 'The District Call for Speakers'?

No, it's totally free.

- Which are the formats of the sessions and how much time will be assigned?

The District runs under different formats (roundtable, fireside chat, keynote, etc.). The final session format, duration and time slot assigned will be informed after the selection process has been completed. Please take into consideration that the event runs under several auditoriums, in which sessions are running in parallel during the 3 days of the event. The Steering Committee may place your selected proposal in any forum/vertical within any of the official The District formats/time slots.

- In which language can be submitted the proposal?

The official language of the conference is English. Nonetheless, Spanish proposals could be accepted for some conferences. Proposals in other languages will not be accepted.

- How many proposals does The District 2022 accept?

The number of accepted proposals is a responsibility of The District 2022 Steering Committee and may vary depending on the quality of the proposals received and the final requirements of the program itself.

- Is it possible to extend the information after the 'Call for Speakers' submission?

If you need to modify or extend any of the information submitted please contact us at: [congress.district@barter.es](mailto:congress.district@barter.es).

## 05. EVALUATION CRITERIA

The objective of **THE DISTRICT WORLD SUMMIT 2022** is to provide a comprehensive view for professionals and companies of key topics regarding Real Estate Investment Business.

All through unique and high-level conferences, presentations, talks, and roundtables that will showcase a high level of knowledge and expertise as well as innovative and disruptive approaches to the challenges and risks of the Industry.

**THE DISTRICT WORLD SUMMIT 2022** selection criteria will be guided by:

- For the impact it can bring to the key issues of the congress.

- Positive impact in each of the key areas or themes of the summit.
- Relevance to the Industry's current business challenges.
- Innovation and original content ideas.
- Originality and disruption.
- Impact on Industry objectives.
- Vision and key takeaways from the presentation/talk.
- Professional achievements and resume of the speaker.

## 06. EVALUATION PROCESS, SPEAKERS CONFIRMATION AND BENEFITS OF BEING A THE DISTRICT 2022 SPEAKER

The Steering Committee will select among all the submitted proposals those which it may consider appropriate and relevant for **THE DISTRICT WORLD SUMMIT 2022** conference program. All proposals will be fully reviewed.

Please note that the Steering Committee reserves the right to place the submitted conference in the slot-time and conference track that it may deem it convenient, as well as the final format (roundtable, firesidechat, keynote, etc.).

From 26th September onwards the Technical Office will inform participants about their proposal status (rejection or acceptance). In case of being accepted as speaker, the Technical Office will contact the participant with those contact details provided in order to inform and support him/her about:

- The Speaker Registration Pass to The District 2022. This special pass will allow the entrance to all areas including Speakers & VIP Lounge as well as all conference sessions without any restriction.
- Welcome to The District 2022 online Speakers' Hub.
- Final details about the sessions as well as the final format and slot-time.
- Any other relevant detail about The District 2022 participation (speakers in same track or session, moderator, conference chair, potential journalists interested in having an interview, potential online promotion, etc.).
- Any other information that it may be relevant.

## 07. INTELLECTUAL AND INDUSTRIAL PROPERTY RIGHTS

The participant is responsible for the authorship of the submitted proposal; he/she is the owner of the intellectual and, where applicable, industrial property rights thereof. The participant is accountable for the proposal submitted not violating intellectual property rights, industrial property rights, copyright and/or image rights and assumes complete responsibility with regard to third parties; The District (the Organization) is free of all liability. Once the proposal has been selected and approved, the organizers may make public any details considered as public (author, company / organization, title, brief, abstract, website, and topic).



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## 08. DATA PROTECTION

The District undertakes to maintain the confidentiality of the proposals received and the companies or authors and only will share them with The District 2022 Steering Committee members.

Once the proposal has been selected, The District organization may consider publish any details such as: author, company/ organization, title, brief, abstract, website, and/or topic, in those channels and means that The District uses for its promotion (website, social nets, visitor guide, etc.).

For the purposes of the provisions in current legislation on data protection (Regulation EU 2016/679 of the European Parliament and of the Council of 27 April 2016 -GDPR-), we inform you that The District will process all your data in accordance with the provisions of its Privacy Policy, where you could be able to exercise the rights that this norm confers.

## 09. CONTACT DETAILS AND ADDITIONAL INFORMATION

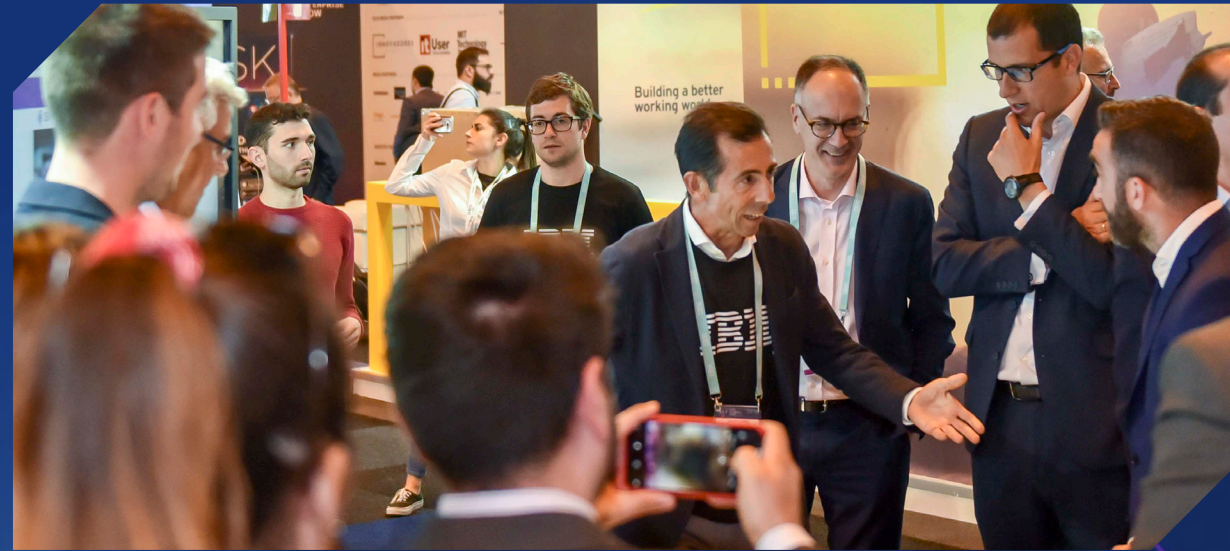
If you have any question, doubt or suggestion regarding this 'Call for Speakers' or **THE DISTRICT WORLD SUMMIT 2022** please contact us at:

- Phone: +34 934 923 803
- Contact: congress.district@barter.es

If you are also interested in exhibiting or partnership options to maximize your company's profile at The District please contact us at:

- Phone: +34 919 551 551
- Contact: exhibit@thedistrictshow.com





## NETWORK

- **BARCELONA** [spain@nebext.com](mailto:spain@nebext.com)
- **BOLOGNA** [italy@nebext.com](mailto:italy@nebext.com)
- **BRUSSELS** [belgium@nebext.com](mailto:belgium@nebext.com)
- **DELHI** [india@nebext.com](mailto:india@nebext.com)
- **FRANKFURT** [germany@nebext.com](mailto:germany@nebext.com)



## KNOWLEDGE & INSPIRATION

- **LISBON** [portugal@nebext.com](mailto:portugal@nebext.com)
- **MADRID** [info@nebext.com](mailto:info@nebext.com)
- **MEXICO CITY** [mexico@nebext.com](mailto:mexico@nebext.com)
- **DUBAI** [dubai@nebext.com](mailto:dubai@nebext.com)
- **SAO PAULO** [brazil@nebext.com](mailto:brazil@nebext.com)



## BUSINESS OPPORTUNITIES

- **SHANGHAI** [china@nebext.com](mailto:china@nebext.com)
- **SILICON VALLEY** [usa@nebext.com](mailto:usa@nebext.com)
- **TEL AVIV** [israel@nebext.com](mailto:israel@nebext.com)
- **TORONTO** [canada@nebext.com](mailto:canada@nebext.com)
- **WARSAW** [poland@nebext.com](mailto:poland@nebext.com)

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