



Engel & Völkers Commercial for AHK

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Building(s in) the Future

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Agenda

- Few words about us
- Being in Real Estate
- Office
- Retail
- Industrial & Logistics
- Residential

Our international network



1977

Foundation in
Hamburg

> 800

Worldwide offices in
35 countries on four
continents

> 700.000

Potential residential
property customers

> 728 Million €

Volume of transactions year 2018

Few words about us

Our Division

ENGEL & VÖLKERS
COMMERCIAL



Office Service

Office and corporate offices

Retail Service

Shops, Showroom, Restaurants,
Food

Industrial & Logistics Service

Logistics and industrial
spaces

Residential Investment

Residential investments

Investment

Investments in commercial spaces and
accommodation and hotel facilities

What does it mean to work in Real Estate?

- To feel and live the change of the city and of its inhabitants
- To actively take parte into citizens' needs and to find solutions for their needs
- To anticipate changes
- To give substance to trends, Habits and Costumes



Yesterday



«The most modern office in the world»

1936, Racine (Wisconsin)

Johnson Wax Administration Building
di Frank Lloyd



The 80s

Closed and separate spaces

long dark corridors that lead to separate
rooms where the paradigms of hierarchy
and individuality dominate



Late 90s

Open Space birth

more brightness, more opportunities for
collaboration between colleagues, but
also noise and concentration problems

Today

- **Coworking:** shared spaces with home comforts
Ex.: WeWork, which offers users billiard tables, snack trays, eccentric furnishings, the possibility of bringing the dog into the office or organizing events on how to balance life and work, as well as meetings, product launches and informal sessions with investors or clients
- **Smart Working**
- **Mobile and dynamic work:** the average use of workstations worldwide is 55%. In a traditional office with 100 desks they are used on average 55, because today the work is mobile and dynamic



Why?

spaces are flexible and have a low cost

wework

as the habit of working in a less plastered fashion grows among many large companies, the use of this type of space will become increasingly popular outside the big cities

Deloitte.

some companies use our offices as satellite locations to help commuters

NextSpace

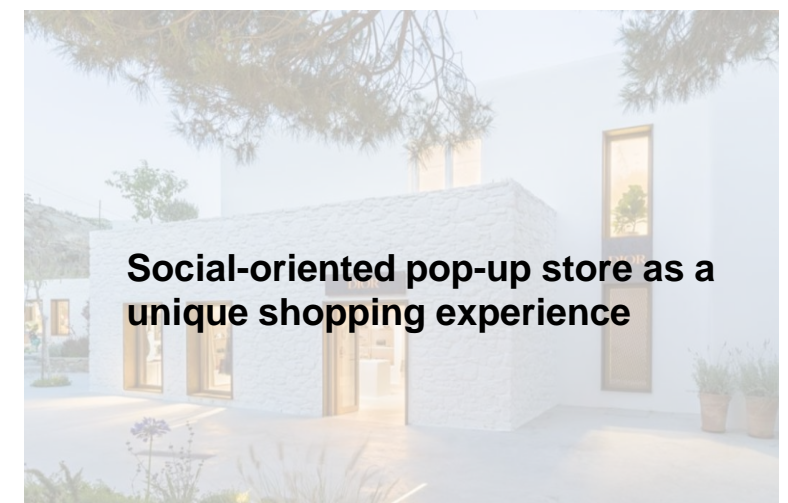
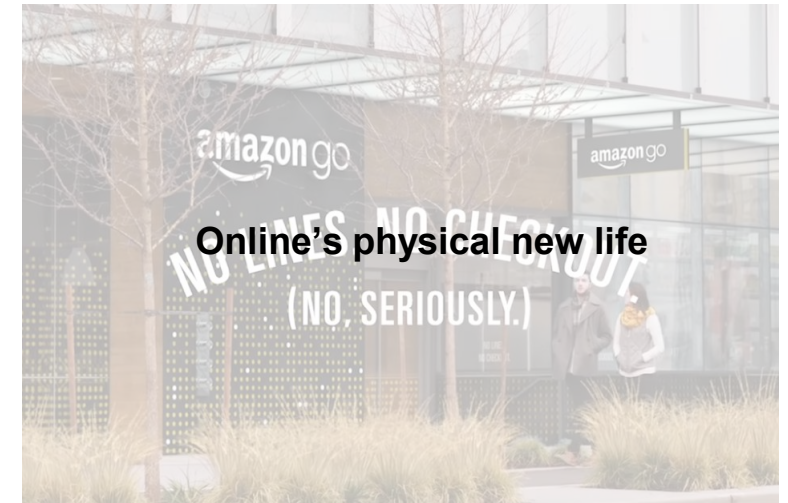
the priceless benefit of being in the midst of entrepreneurs of the same mentality and full of energy, obtaining perspectives and ideas with which we could not otherwise come into contact, if we were alone

svb 
Silicon Valley Bank

to get employees out of the place where they feel at ease ... and to stimulate ideas for a collaboration


EY

More shop into one shop



«Offline is the new luxury»

- Luxury confirms that physical shops will never disappear, as explained by Neuroscience: exclusivity is physical, Offline is **to take your time** and to make an experience.
The role of the shop and of its features is vital in order to convey the idea of exclusivity and luxury



Logistics of tomorrow



The Sharing Paradigma



Thank you for your attention!



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