

N°11

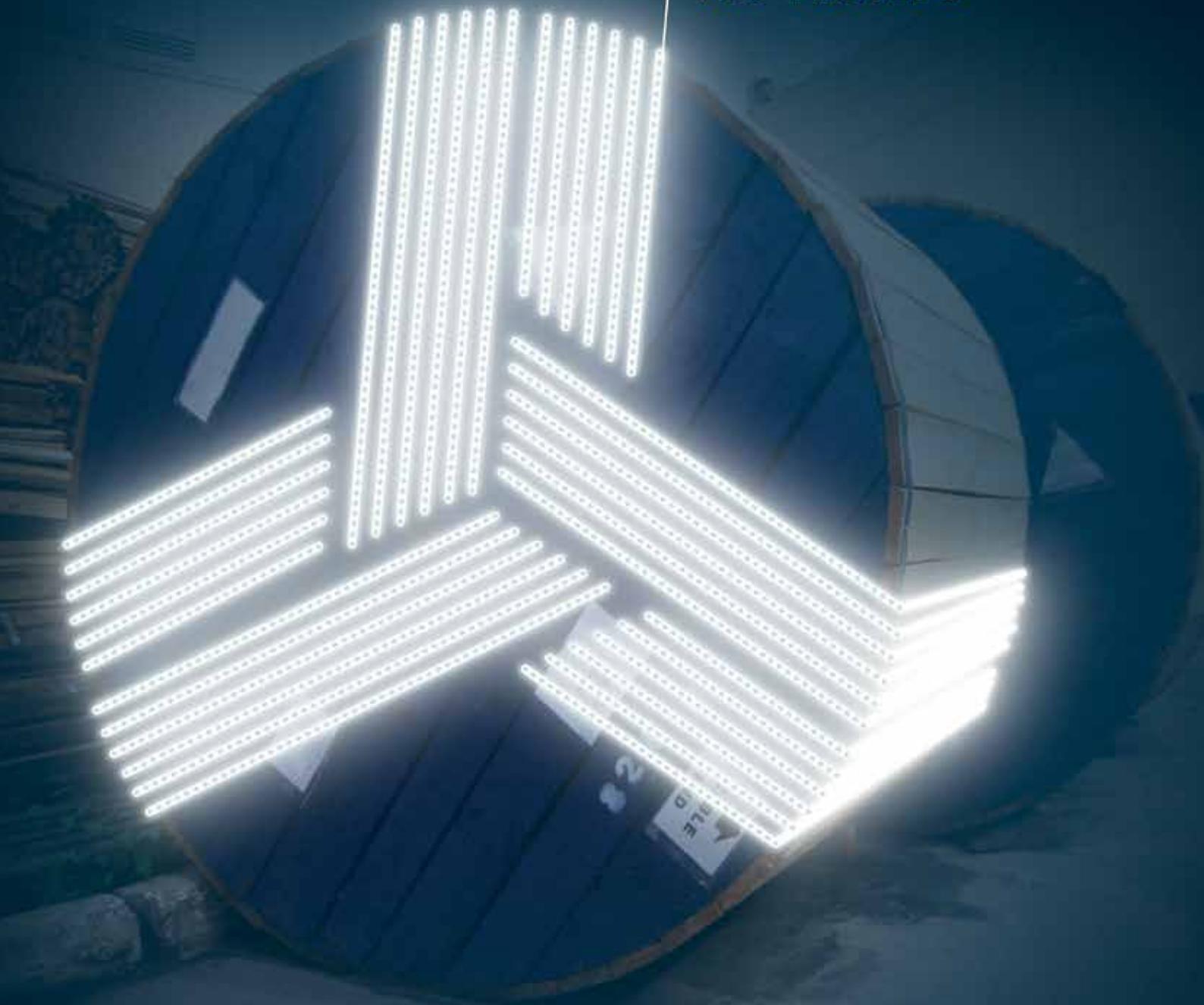
CLIMAG



COMPTOIR IMMOBILIER

RÉGISSEURS DEPUIS 1825

**NOS SOLUTIONS  
ILLUMINENT  
VOS PROJETS**





**D**espite problematic sanitary conditions, the COMPTOIR IMMOBILIER continued its activities throughout 2020, following its 4 values of service, performance, ethics and sustainable development, which are the focus of this 11th edition of our CI MAG.

In the following pages, you will discover the significant projects that are close to our hearts and whose development continues to respect the environment and the ecological commitments that we have made in recent years.

You will also get to know our different departments, our new branch in Monthei, as well as our new international subsidiary; FGP SWISS & ALPS SA.

While we remain very active in the development of housing corresponding to the predominant needs of the vast majority of the population, we have been creating a sector dedicated to luxury housing and properties for several years now.

As a continuation of this approach, we are pleased

to announce that we have obtained the exclusivity of the new and already very prestigious Forbes Global Properties brand for Switzerland and the French Alps, which now has worldwide coverage.

Nevertheless, our roots in Geneva and French-speaking Switzerland, as well as our commitment to our core businesses, remain intact. However, we are committed to proposing an ever more complete and qualitative range of services to our clients.

We are delighted to be able to count on your confidence and to assure you of our daily commitment to the values as mentioned above.

We hope you will have as much fun browsing through this new issue as we did in creating it.

**Paul Epiney**  
Chairman & Managing Director



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## COMMERCIAL PROPERTIES

**FORBES GLOBAL PROPERTIES**



**OPERATION CI NEIGHBOURS: A PARTICIPATORY, RESPONSIBLE APPROACH**



During the Covid-19 pandemic, which is having a massive and undoubtedly lasting impact on our daily lives, Comptoir Immobilier set up the CI Neighbours initiative from the start of the semi-lockdown in the spring, which aimed to equip the entrances to our buildings in urban areas with hydro-alcoholic gel and to encourage solidarity between neighbours.

Details page 44.

**REMOTE WORKING AND CUSTOMER SERVICE**

Our IT infrastructure promotes remote working, to keep our employees, customers and partners safe during the Covid-19 pandemic. In the spring, we introduced the BCM (Business Continuity Management) action plan to ensure business continuity.

**TV CAMPAIGN**



In addition to social networks, Comptoir Immobilier is further developing its presence and notoriety on-screen. A TV campaign has taken place on several national channels this autumn.

**GPHG**



Official sponsor since 2011, Comptoir Immobilier is strengthening its partnership with the Grand Prix d'Horlogerie de Genève by becoming the main partner for their 20<sup>th</sup> and 21<sup>st</sup> editions, via its prestige division. Details pages 29-31.

**TF35 YLLIAM XII - COMPTOIR IMMOBILIER**



A first year of exceptional navigation for the brand new TF35 Ylliam XII - Comptoir Immobilier, despite being somewhat suspended due to the pandemic. An end to the 2020 season with test events to adjust settings. The boat will be back on course in the spring of 2021.

Details and special folder pages 32 to 37.

**A PARTNERSHIP FOR QUALITY REFORESTATION**



Comptoir Immobilier is very enthusiastic about the idea of supporting the Genevan NGO OneAction in its innovative project of high-quality reforestation with oxalogenic species.

Details pages 38-39

**J. NICOLET SA IN MONTHEY BECOMES COMPTOIR IMMOBILIER - CHABLAIS SA**



In September, we had the pleasure of inaugurating the Montheys agency in the colours of Comptoir Immobilier. Our Group had already attached the branch of J. Nicolet SA to its own in 2017. Details page 53.

# BERTOLIT.

FAÇADES

TRAVAUX SPÉCIAUX

TRANSFORMATIONS INTÉRIEURES

DÉPOLLUTION

ÉTANCHÉITÉ

ENTREPRISE  
DE RÉNOVATION GÉNÉRALE  
DES ÉDIFICES

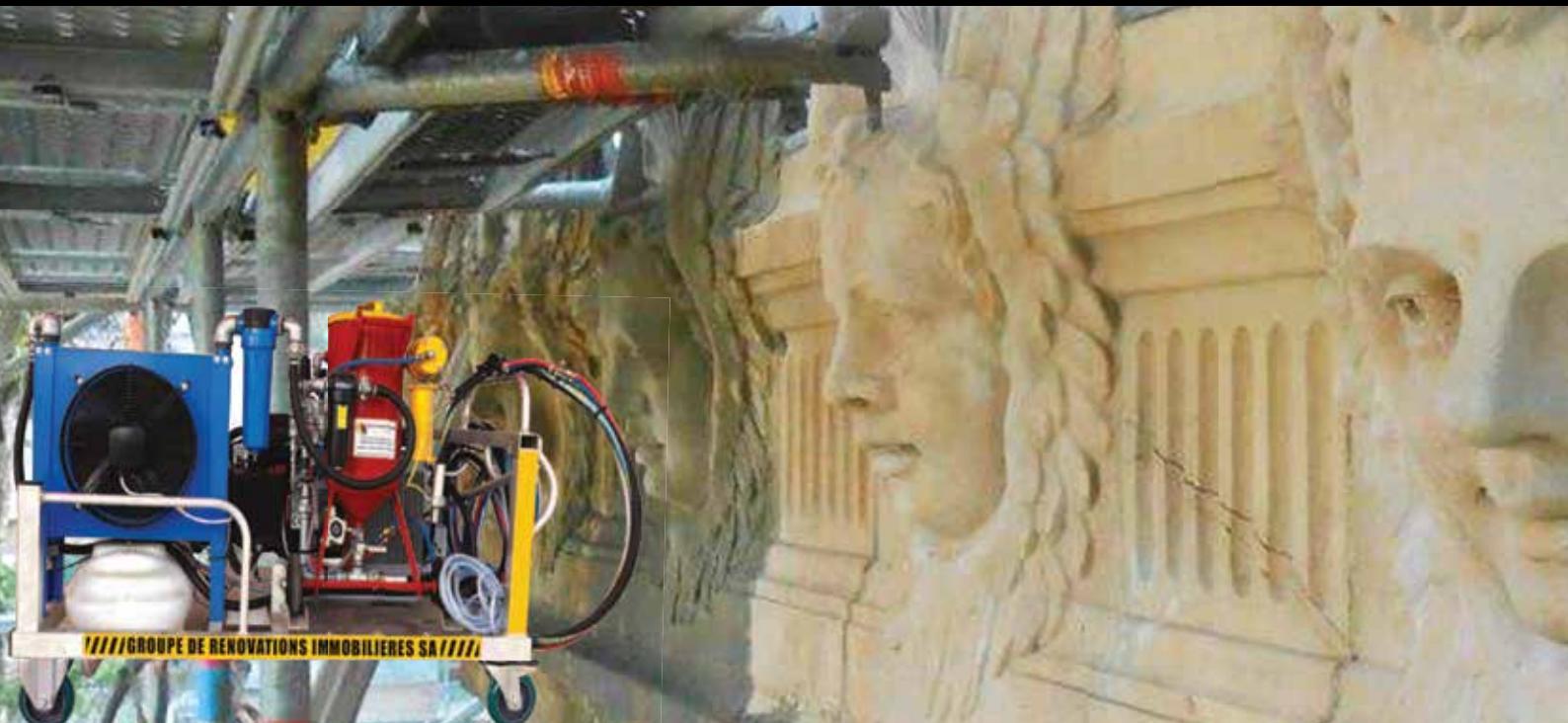


Depuis 1963



## l'innovation technologique au service de vos façades

Afin d'entretenir vos façades, GRI se dote de la toute dernière génération d'accélérateur de particules de carbonate de calcium avec nébulisation d'eau. Une consommation de seulement 12 litres d'eau par heure.



GARANTI SANS  
DETERIORATION



MATERIAUX  
ÉCOLOGIQUES



RAPIDITÉ  
D'EXECUTION



SANS NUISANCES  
AÉRIENNES



ÉCONOMIQUE  
EN EAU



ÉCONOMIQUE  
EN ÉNERGIE

Grâce à une toute nouvelle technique révolutionnaire, GRI prend en charge la rénovation de vos façades. Nous investissons dans l'avant garde technologique en matière d'accélérateur de particule de carbonate de calcium combiné à un système de nébulisation d'eau. Cette technologie nous permet l'exécution d'un nettoyage rapide, efficace et écologique, sans la problématique des nuisances liées aux infiltrations d'eau et de poussière. De plus nous pouvons fournir l'entièvre garantie d'un travail sans risque de détérioration du support.

# THE FUTURE IS NOW!

## AN ECO-RESPONSIBLE APPROACH TO MAJOR CI PROJECTS

Although energy management is essential, an eco-responsible approach cannot be reduced to this dimension alone. Environmental, social and economic issues are inseparable and constitutive parameters of sustainability. CI CONSEILS fully participates in overcoming these challenges by piloting several significant projects in French-speaking Switzerland. A resolutely interdisciplinary approach thus encourages the creation of new territories that are all mixed, eco-friendly and efficient in terms of mobility and energy issues. They are entirely in line with the CO2-neutral objectives of the Paris climate Agreement that Switzerland has adopted. Neighbourhoods where people want to live!

### COMBINING URBANISM AND ECOLOGY

In the 1980s, directives were issued to combat noise (Noise Protection Ordinance, NPO) and air pollution (Air Protection Ordinance, OPair). If companies then began to build more cleanly, these clean-ups perpetuated the same logic as before; a sector-based approach. Today, it is a question of integrating the act of building, in line with climate issues, but also of embracing sustainability issues more broadly; and this represents a significant challenge! Questioning the quality of the primary energy source (fossil versus renewable) used for heating and cooling is crucial. The issue of grey energy will soon become central. Where do the building materials come from? What is their cost to the environment?

The creation of parks and gardens is closely linked to their use. There is no point in creating a garden that meets biodiversity criteria if it is then sprayed with pesticides. The whole cycle of nature needs to be taken into consideration. The same logic applies to buildings: the most energy-efficient building makes no sense if the occupants behave "irresponsibly". The waste cycle must also be considered, both at the construction and household levels. This beneficial circle involves both those involved in planning/construction and those in charge of the operation.

### MULTIMODAL OFFERS

The modes of transport of the future

inhabitants are outlined from the outset of the project. To achieve the "de-carbonisation" of society, it is essential to consider all means of transport as an ecosystem, encouraging the use of those that are least polluting, the most rapid and economically efficient. In the new neighbourhood, priority should be given to soft mobility (pedestrians and bicycles) and public transport, while at the same time freeing up space for motorised vehicles.

### THE WEALTH OF SOCIAL LIFE

The forgotten sibling of any project is often the cultural and social aspect. However, it is no longer possible to build solely to house the population, as it used to be. The question of social cohesion has become a vital issue because, without it, no community spirit can develop. We are all looking for places to put down roots and build a sense of belonging. Consequently, a variety of housing types is essential, but so are their dimensions, exterior extensions, balconies and verandas, or the shared areas of a building. The presence of shops - more or less profitable - is also beneficial, as are the local private and public services, which contribute to the social fabric of the neighbourhood. Finally, neighbourhood associations and all initiatives in the cultural and artistic field are not to be neglected, as they provide places and opportunities for encounters and entertainment. However, the integration of the sociological dimension remains problematic in the project development process. It re-

quires detailed knowledge of the needs and wishes of both users nearby and future residents, as these two groups will have to live side by side.

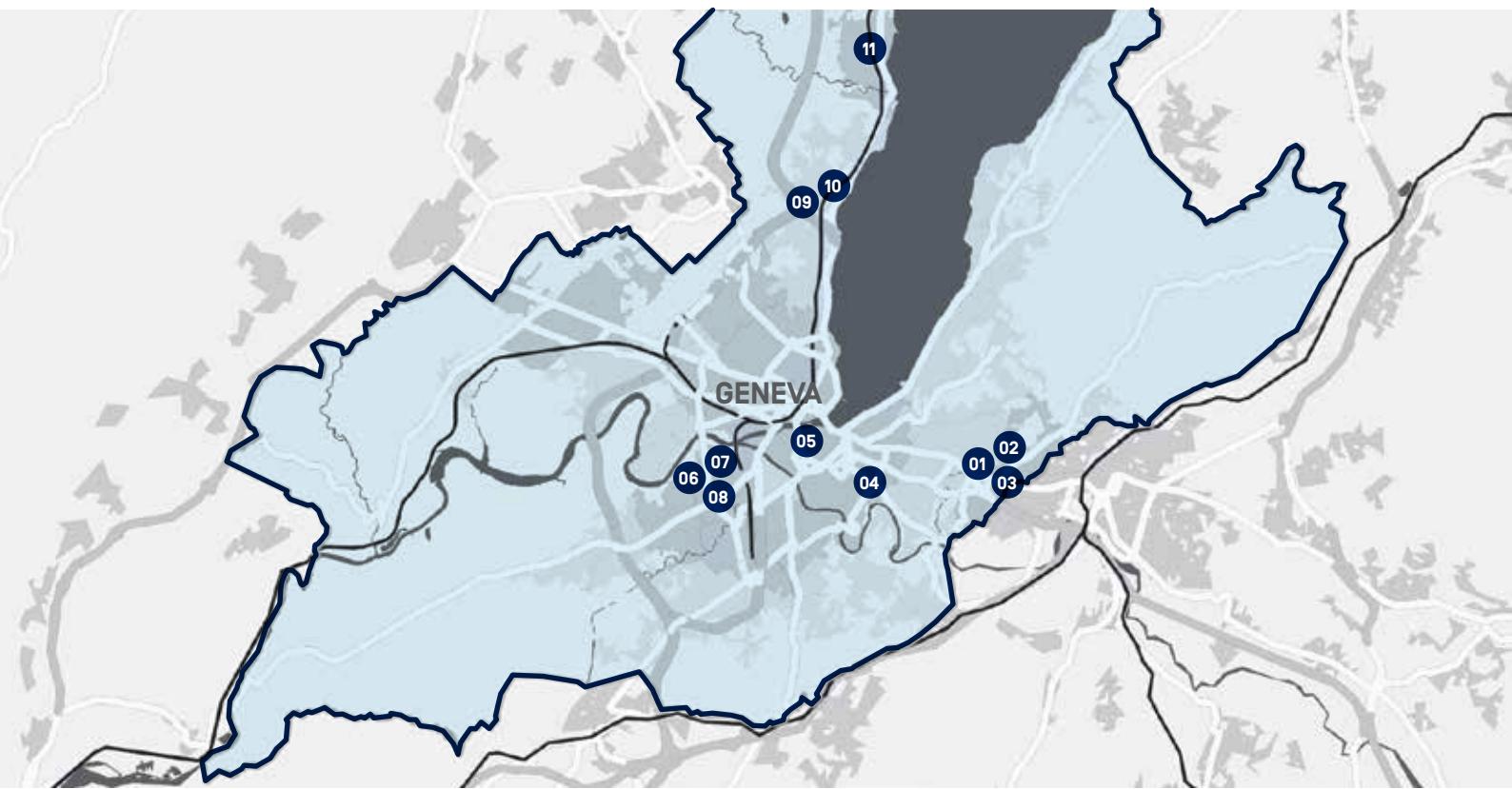
### A STRONG ECONOMY AT THE SERVICE OF SUSTAINABILITY

A neighbourhood project can no longer be designed according to the classic criteria of cost-effectiveness. Some investments should be subject to innovative economic modelling. This is the case, for example, with a residential building, which at first glance has no yield; however, the vital function of this space will ensure the profitability of the whole in the long term. To do this, a holistic view of the operation is necessary. Innovation means, once again exploring areas that are less comfortable but offer the promise of renewal.

### CI CONSEILS AND MAJOR PROJECTS

CI CONSEILS, through its directive and project management assistance teams, acts on behalf of investors and public, private and institutional clients. These professionals are at the disposal of all those considering a new way of building in our territories.

**CI CONSEILS**



## MAJOR PROJECTS GENEVA

### 01 THÔNEX – BELLE-TERRE – 1<sup>ST</sup> STAGE

Development of 670 flats for co-ownership and rental - Shops and administrative areas  
The role of CI CONSEILS : Assistant Project Manager [APM] with the BATIMA Group

### 02 THÔNEX – BELLE-TERRE – 2<sup>ND</sup> STAGE

Research for the development of 1,000 flats and commercial premises  
The role of CI CONSEILS: Assistant Project Manager [APM] with the BATIMA Group

### 03 THÔNEX – BELLE-TERRE – 3<sup>RD</sup> STAGE

Research for the development of approximately 880 flats, mainly cooperative and commercial properties.  
The role of CI CONSEILS: Assistant Project Manager [APM]

### 04 GENÈVE – AMANDOLIER

Research for the development of 48 flats  
The role of CI CONSEILS: Assistant Project Manager [APM]

### 05 GENÈVE – COULOUVRENIÈRE

Research for the development of 1,200 m<sup>2</sup> or 10 flats and 250 m<sup>2</sup> of arcades  
The role of CI CONSEILS: Project Manager's Representative [PMR]

### 06 LANCY – LES RAMBOSSONS

Development of 9,102 m<sup>2</sup>, approximately 80 housing units and 3 arcades  
The role of CI CONSEILS: Project Manager's Representative [PMR]

### 07 LANCY – SURVILLE

Development of 95 flats  
The role of CI CONSEILS: Assistant Project Manager [APM]

### 08 LANCY – SURVILLE TOURS

Development, planning and sale of a plot of land on which a tower will be built to house a hotel residence comprising more than 200 rooms.  
The role of CI CONSEILS: Project Manager's Representative [PMR]

### 09 BELLEVUE – CHAMP-DU-CHÂTEAU

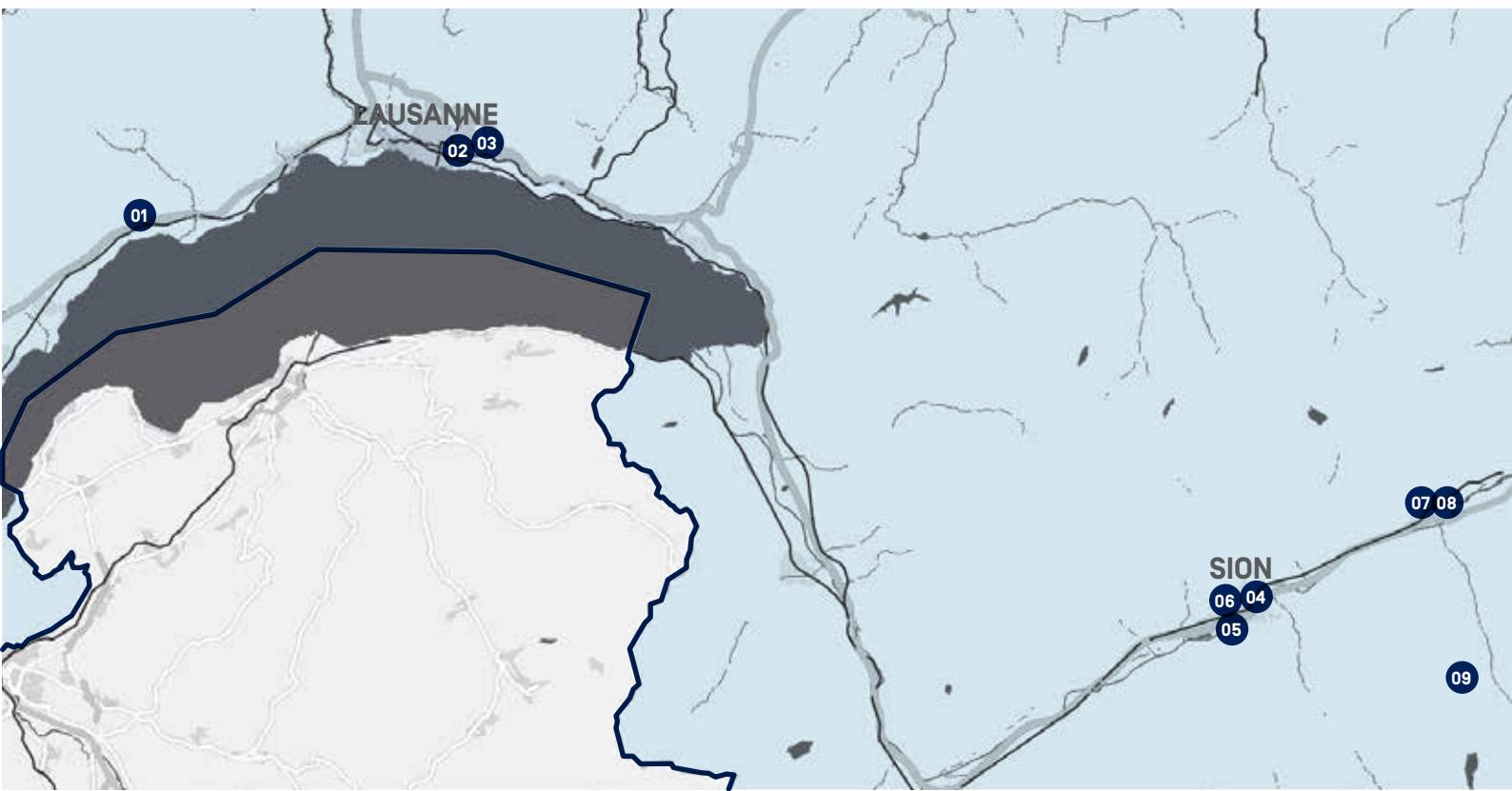
Development of the new headquarters of the Lombard Odier Bank  
The role of CI CONSEILS: Promoters, Full service company

### 10 BELLEVUE – LES HAUTS DU CHÂTEAU

Development of 26,000 m<sup>2</sup> of housing units or 287 flats and 800 m<sup>2</sup> for business activities  
The role of CI CONSEILS: Promoters, Full service company

### 11 VERSOIX – LES NAYS

Research for the development of 12 luxury flats  
The role of CI CONSEILS: Assistant Project Manager [APM]



## MAJOR PROJECTS VAUD

### 01 PERROY – LES PERRAILLES

Development of 4 luxury flats with panoramic views of Lake Geneva  
The role of CI CONSEILS: Assistant Project Manager (APM)

### 02 LAUSANNE – ELYSÉE

Feasibility study for the renovation of a mansion and the construction of 3 small luxury residential buildings  
The role of CI CONSEILS: Assistant Project Manager (APM)

### 03 DEVELOPMENT OF PULLY - LINEA

Development of 123 housing units of which 30% are for seniors, as well as a childcare centre  
The role of CI CONSEILS: Assistant Project Manager (APM) for Vaudoise Insurance

## MAJOR PROJECTS VALAIS

### 04 SION – VISSIGEN

Development of a real estate project comprising approximately 100 housing units  
The role of CI CONSEILS: Assistant Project Manager (APM)

### 05 SION – ARDÉVAZ

Feasibility study to transform an existing building into luxury accommodation  
The role of CI CONSEILS: Assistant Project Manager (APM)

### 06 SION – COUR DE GARE

Development of a neighbourhood comprising 300 housing units, 17,000 m<sup>2</sup> activity areas, a concert / conference hall, a hotel with 100 rooms and parking spaces  
The role of CI CONSEILS: Director

### 07 SIERRE – GÉNÉRAL GUISAN

Enquiry into a project for 75 housing units in the city centre  
The role of CI CONSEILS: Assistant Project Manager (APM) for C21 SA

### 08 SIERRE – CONDEMINES

Mandate as urban planner for research on the development of 75,000 m<sup>2</sup> of land and the funding of an ice rink.  
The role of CI CONSEILS: Urban planner

### 09 GRIMENTZ

Developments

### 1. HAMEAU DES BAINS

A charming hotel, with 225 parking spaces, a festive thermal spa and guest houses.

### 2. HAMEAU DE LA COURONNE

7 serviced flat complexes

### 3. COURTARÉE

3 apartment buildings as secondary residences

### 4. GUERNERÉS EXCLUSIVE LODGE

16 luxury chalets comprising flats and individual chalets,  
1 building containing 36 luxury flats with hotel services  
The role of CI CONSEILS: Director of development



The Central Mall (image Ar-Ter)

## BELLE-TERRE

THÔNEX

Known as the "Communaux d'Ambilly", the newly named Belle-Terre neighbourhood has been created in the township of Thônex. Welcoming, dynamic, in harmony with its environment, this new living environment open to all, between town and country, offers the opportunity to flourish while respecting the challenges of sustainable development.

### LARGER THAN LIFE

A little more than a year after the official opening of the site, the strong outlines of the Belle-Terre neighbourhood are taking shape. The shell for the first "urban rooms" (A2 + B) and the schools have been completed, while the outline of the central mall is becoming more apparent. A genuine backbone of the district, this large driveway will be heavily planted with trees to accentuate the character of the project, which is firmly anchored on the broader landscape. This vast area of 38 hectares is coming to life.

### A STRONG ENVIRONMENTAL APPROACH

From the outset, the Belle-Terre project has been driven by a healthy environmental approach, such as the very high energy

performance buildings (VHEP) and fully underground car parks, designed to accommodate the new generation of electric vehicles. Thanks to geothermal energy and solar panels, 90% of the neighbourhood is powered by renewable energy. Gutters, vegetated roofs and large permeable surfaces optimise the water cycle. 95% of the excavated material was reused on-site, avoiding thousands of trips to landfill sites.

To promote biodiversity, 50% of the neighbourhood is dedicated to nature, with the planting of more than 450 new trees in the public domain (flat maples, big-leaved lime trees, elms and Japanese sophoras in particular), as well as the creation of collective gardens also planted with trees and a communal participatory forest. The diverse nature of the construction programme complements the sustainable development approach.

### IN FIGURES

**78,000**

m<sup>2</sup> of which 85% are housing and 15% for activities

**200**

Public Utility Housing flats

**182**

Mixed Housing and Low-rent Housing flats

**189**

ZDLOC type flats

**99**

PPE flats

**35**

arcades of 6,300 m<sup>2</sup> of activities on the floors

## A NEIGHBOURHOOD FOR ALL

Various categories of housing are proposed to promote social, cultural and intergenerational diversity. Local shops and services (cafés, restaurants, hairdressers and bakers) around the squares and esplanades will liven up a dynamic and friendly neighbourhood. As a basis for social links and cultural activities, a significant range of public infrastructure is planned; starting with a school complex with multi-purpose rooms and sports halls. In the next steps, a childcare facility, an MSE and a community centre will be considered.

## A WELCOMING LANDSCAPE

The absence of above-ground parking will provide soothing spaces conducive to strolling and relaxation. Generous shrubbery and a natural, more plant-rich soil will help to combat hot spots. "Open" water management will encourage the emergence of sought-after biodiversity. The unobstructed views of the surrounding mountains will contribute to this much sought-after feeling of openness.

## RESPONSIBLE MOBILITY, RESPECTFUL OF ALL USERS

Protected and easily accessible cycle paths, as well as vast pedestrian areas, will promote alternative mobility. The bus lines running from the central mall will provide an excellent connection to the city. From 2023, the TOSA power line will complete this range. Only a 15-minute walk away, the Léman Express will connect Belle-Terre to the entire Lake Geneva basin. The aim is also to subsequently propose shared, diversified and electric mobility options as well as co-working spaces for home-working.

## AN AMBITIOUS ARCHITECTURAL PROJECT

The buildings, located between town and country, come in varied volumes that break the monotony. Their design is the result of the work of four renowned architectural firms who have sought a harmony of natural colours and mineral materials in a sober, yet

warm and welcoming overall composition. The flat designs are adapted to different lifestyles and all enjoy unobstructed views and have generous verandas. Natural light, thermal comfort, pollution control and adjustments for people with reduced mobility are an integral part of the overall design.

## CAFÉ WORKSHOP N°2

Some 710 visitors - residents and future users - attended the "Café Workshop" held on Saturday 19 September 2020 in the Belle-Terre neighbourhood. Initiated by the Commune de Thônex for the second time, the event provided an opportunity for informal discussions on one of the largest projects currently underway in our canton, which will bring 670 rental and co-ownership units, a school, as well as offices and shops in 14 buildings to life.

## UPCOMING DATES ...

- Spring 2021 The first trees will be planted, and the pathway to the school will take shape...
- At the end of the summer of 2021, it's 'back to school' for the Belle-Terre school...  
The first residents will move into rooms A2 and B...  
The network of public spaces will be made available to the residents...  
The first buses will start running from the central mall....

## BELLE-TERRE - THE JOINT-EFFORT OF TWO ENTHUSIASTIC FAMILY BUSINESSMEN

The first stage of the significant Belle-Terre project (formerly "Les Communaux d'Ambilly"), is not only impressive in terms of its size; it is also the result of a long collaboration between two family businesses.

On one hand, there's Paul EPINEY, who created SII in 1983, which has since become C2I (Comptoir Immobilier SA investment company) in charge of investments in numerous development projects. Recently joined by his son Quentin, they both manage the future of Comptoir Immobilier. Their projects are managed by Comptoir Immobilier's CI CONSEILS division, which provides project management assistance to public and private players in French-speaking Switzerland.

On the other hand we have Gabriel AKNIN, accompanied by his sons, more particularly Gilles and Yves AKNIN, who founded the company BATIMA SA in Paris and then their Genevan subsidiary. Passionate about architecture and with many years of experience in real estate development, these Franco-Swiss dual nationals have grown up surrounded by a varied entrepreneurial culture. This career path makes them outstanding directors in their area of expertise.

The determination and commitment of these two families was a significant factor in the co-management of the Belle-Terre project, based on trust, complicity, loyalty and a taste for quality. They thus chose to create a full-service company, Batima-C2I SA, for this project, to maintain control over each detail, and to remain as close as possible to the consulting services of all the renowned agents and the mostly local construction companies, all of whom contribute to the success of the project.

Without the alliance of these two families of dedicated and experienced professionals in their respective fields, the Belle-Terre project, whose development took off in 2007, would certainly not have taken the ambitious turn we are witnessing today. They needed to convince others without giving up, to see the whole without losing the detail, to lead while listening with empathy, to be straightforward while remaining flexible.

**batima** C2I

Photo credits: Fabio Chironi



# LES HAUTS DU CHÂTEAU

## BELLEVUE

In the same area as the Lombard Odier bank's future world headquarters, for which Comptoir Immobilier led the transaction in 2017, the group also completed the sale of the important les Hauts du Château project in the commune of Bellevue in March 2020; a plot of land roughly 8,600 m<sup>2</sup> which will include 26,000 m<sup>2</sup> of housing and 800 m<sup>2</sup> of commercial premises, at the gateway to Geneva.



Photo credits: @Favre & Guth SA



This project is distinguished, by its unique location in a quiet environment, five minutes from the entrance to Geneva. Easy access, through its immediate proximity to the motorway slip road and the "Les Tuilleries" Léman Express railway station located directly on the site, is an important asset. The exceptional location of the site allows almost all of the flats to benefit from a view of the lake.

This architectural project is inspired by the configuration of the land formed by a promontory slightly sloping towards the lake, "a balcony overlooking the lake, with views of the Alps and Mont Blanc".

Les Hauts du Château consists of two eight-storey buildings, with contemporary and original architecture open to nature, as illustrated by the presence of large balconies of different sizes, reminiscent of hang-

ing gardens. The exteriors are distinguished by their extensive greenery, echoing the majestic park around which the buildings are built. Materials such as white concrete and glass have been favoured to give the buildings a sense of lightness.

The idea of openness and fluidity is also applied to the interiors, including transitional housing and large modular spaces that allow residents to experiment with new life-



Photo credits: @Favre &amp; Guth SA

**KEY FIGURES CHAMP  
DU CHÂTEAU  
(ADJACENT PROJECT)**

World Headquarters  
Lombard Odier

**37,200**  
square metres  
of offices

**2,600**  
workstations

**KEY DATA  
HAUTS DU CHÂTEAU**

**26,000**  
square metres  
of housing

**287**  
flats  
from studios to 8 rooms

**800**  
m<sup>2</sup> of commercial  
premises

**Project manager:**  
Allianz Suisse  
Lebensversicherungs-  
Gesellschaft AG.



styles.

Emphasis was also placed on respect for the environment, with the buildings having been awarded the Minergie-P label. The term "energy-efficient building" is used to describe buildings with minimal energy consumption that meet the highest demands in terms of quality, comfort and energy, not least thanks to an excellent structural covering. The buildings will be heated by the GeniLac network. Water pumped from the lake will be used to heat the new buildings with the addition of high-performance heat pumps. As far as landscaping is concerned, several dozen trees will be planted on a plot of land which previously had hardly any

trees at all.

The 287 flats, all for rent, range from studios to eight-room apartments. Les Hauts du Château meet the criteria for development zones: half of the flats are governed by HM rents and the other half by open rents.

The first planning surveys for the entire site began in 2008. In 2013, the land was downgraded to a building zone. Modified several times between 2009 and 2016, the project has gradually evolved to allow for the construction of the Lombard Odier bank's headquarters and residential buildings. C2I Comptoir d'Investissements Immobiliers SA,

associated with Construction Perret SA and Favre & Guth SA, is the developer and the full contractor for the construction of the Les Hauts du Château project. In 2020, the land was acquired by Allianz Suisse Lebensversicherungs-Gesellschaft AG.

Work began last year and should enable the first homes to be delivered in the second half of 2022. Comptoir Immobilier will be in charge of the development and management of future buildings.

# SURVILLE

LANCY



Two apartment buildings in the Surville neighbourhood are being developed by the CI CONSEILS division of Comptoir Immobilier on behalf of two owners. The site is located in the Commune of Lancy, in a future residential development set in a peaceful setting overlooking the entire Praille-Acacias-Vernets area. The location enjoys an exceptional view of the Salève River and is close to a high-quality public park of around 10,000 square metres; Parc Chuit.

Atelier Bonnet Architects / Building of 48 housing units

Scheduled delivery end of 2022

## BACKGROUND TO THE PROJECT

Comptoir Immobilier initiated the first research concerning this neighbourhood in 2001 in collaboration with the State of Geneva and the City of Lancy. This three-party work led to the adoption of the "Surville" local neighbourhood plan in 2014, which will eventually accommodate nearly 800 housing units and two business towers.

Right from the start of the studies, Comptoir Immobilier's CI CONSEILS division wanted to anticipate current issues, such as mobility, landscape issues and sustainability. To this end, we have carried out extensive research with our representatives, which has led to the development of an environmental impact assessment and a landscape charter.

## THE ARCHITECTURAL QUALITY

The choice of two architects is the result of an architectural competition among many renowned Geneva firms. There were several selection criteria, such as architectural quality, urban form, density, environmental impact, landscape integration, typology, orientation and housing quality.

## MOBILITY

As an exception to the regulations in force at the time, the supply of parking spaces allocated to housing has been reduced to the strict minimum in collaboration with the Cantonal Transport Office. The significant improvement in public transport services in this sector with the introduction of the new tramway line and the CEVA Pont-Rouge railway station has been taken into account.

Future residents will also be encouraged to use alternative modes of transport for their journeys, given the proximity to the heart of the city centre and the high-quality cycling facilities, particularly on the Route de Chancy. For this purpose, large garages for bicycles will be located on the ground floor, and outdoor garages for bikes will be available for visitors.

A range of "Mobility" options is planned to enable future residents to make sensible use of the car for occasional journeys. Pre-electrification of all parking spaces will ultimately favour electric cars.

## THE LANDSCAPING CHALLENGE

It was essential to limit the felling of trees by encouraging densification and reducing the surface area of buildings. The Chuit Park was thus preserved in order to turn it into a public garden following the wishes of the community. Thus, the "southern" part of the neighbourhood has been left free for construction, except for a single building accessible to the public to preserve the existing park area.

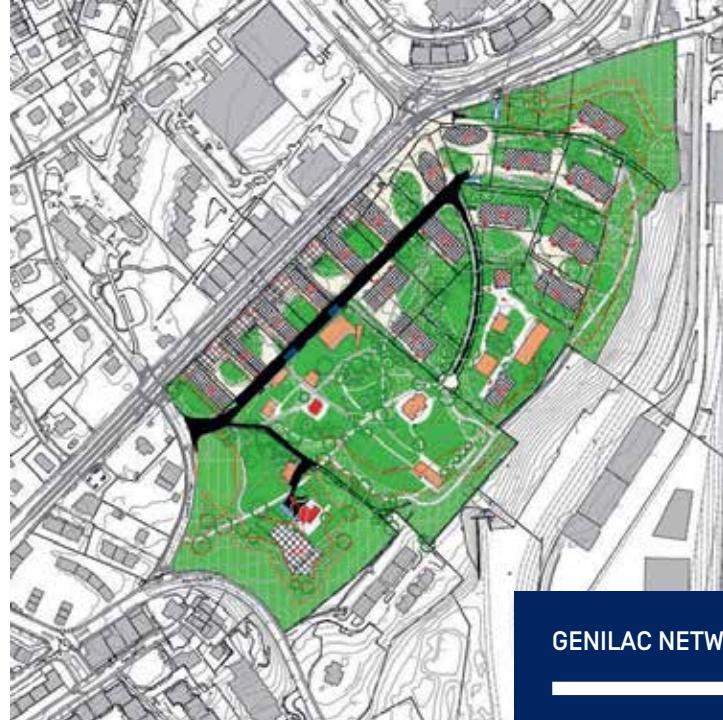
The buildings have been laid out according to the valuable tree elements, allowing restructuring of the space in the spirit of an urban park. Alternative forms of transport will be favoured (pedestrian and bicycle) through a network of paths. The car parks will comprise two levels to minimise the area of land used and thus preserve the existing natural and landscaped elements as much as possible.

## SUSTAINABLE BUILDINGS

Joint work with the City of Lancy was necessary to encourage the construction of very high energy performance buildings (VHEP) throughout the neighbourhood. In return, in agreement with the Cantonal Energy Office and the Building Department, this has made it

possible to create 10% more surface area for housing by adding a second storey. The VHEP standard requires buildings to be supplied with more than 70% renewable energy.

As part of the development of the two buildings, CI CONSEILS was the initiator of a neighbourhood heating network for the entire Local Neighbourhood Plan. Discussions and negotiations have taken place with the Industrial Services of Geneva (SIG) which will set up the GeniLac network (see box). The LPN will therefore increase from 30% to 70% renewable energy by 2025. The Remote Heating concept implemented by the GIS will allow heat production by pumping water from the lake.



#### GENILAC NETWORK

The concept consists of bringing water from Lake Geneva directly to consumer buildings to cool them, by connecting them to a transport and distribution network of deep lake water with a temperature of around 8° C all year round. The system also makes it possible to heat new buildings with low-temperature heating requirements through the addition of high-efficiency heat pumps.

The installations consist of a pumping station connected to a suction pipe which draws water from the lake at a depth of - 37 metres. Once used by the buildings, the water is discharged through a diffuser into the lake 200 m from the shore at a depth of - 4.5 m below the surface where the lake water has a higher temperature than at a depth of 37 m, to keep the temperature difference small in the shallows so as not to impact the environment.

Thus, the operating principle of GeniLac - combining a heat pump and water network - allows both a significant reduction in electricity consumption related to the production of cold and a reduction in CO<sub>2</sub> emissions associated with the production of heat.



Atelier d'Architecture Jacques Bugna SA /  
Building with 47 housing units  
Scheduled delivery end of 2022

# COOPERATIVE COMPANY SCHS – L'HABRIK LES RAMBOSSONS

LANCY

The " Cooperative company SCHS-L'HABRIK, Les Rambossons ", resulting from a partnership between two housing cooperatives, is developing, together with the Commune of Lancy and the Canton, a project of 80 PUH-L-R housing units and activity areas at Chemin des Semailles in Lancy. The project is accompanied by a landscaping concept that aims to coordinate and better connect the private and public facilities around the building. The nine-storey building is currently under construction. A concept for the integration of independent activities on the floors is also being researched, to reduce work-related travel as much as possible. The large landings that can be converted, the forecourt, and the community hall will all promote social interaction.

## AT THE HEART OF ENVIRONMENTAL CONCERN

The building will meet Very High Energy Performance (VHEP) standards. It has decided to distance itself from certain well-known labels whose criteria often block innovations proposed by the representatives. From the outset, therefore, the cooperative chose to be accompanied by specialist engineers, including a building physicist, to develop a highly efficient and pragmatic energy concept.

This energy concept provides for efficient but straightforward equipment that requires little maintenance. The low-temperature heating will be produced by centralised boiler rooms set up by the SIGs in their CAD Pallets network (remote heating). The cooperative has also taken the initiative to introduce additional quantities of high-performance materials, particularly in

terms of thermal insulation or glazing and window frames. A PAC (heat pump) will also be installed, which will make it possible to recover heat from the air extracted in the flats and thus preheat the air injected into the building as well as domestic hot water. Also, the installation of a rooftop photovoltaic plant is being researched, probably on a contractual basis for economic reasons.

As far as mobility is concerned, the number of car parking spaces has been reduced and compensated for by a large number of bicycle spaces (less than 50 car spaces and more than 130 bicycle spaces for 80 flats). Discussions are underway with Service Providers to provide recharging subscriptions for all types of electric vehicle users (cars/motorcycles/bikes).

The outdoor development concept, designed in conjunction with the Commune

of Lancy, provides for a high proportion of greenery based around three mounds, reducing the mineral content (which mainly causes the sensation of high heat in the urban space) and creating a non-monotonous rhythm in the park in terms of topography, materialisation and species. This private park will be open to the public and will interact with the community hall and the arcades, which include a café-restaurant. A commission bringing together the future residents will be set up at the end of the year to prepare calls for tenders and execute files for the external developments. This will make it possible to restart the participatory concept, including the future residents, which had already been established during the development of the project up to the submission of the building permit application.

Currently, the site is in the phase of "structural work 1 - load-bearing structure", namely the pouring of the reinforced concrete walls and slabs. The foundation stone ceremony has been cancelled given the current pandemic situation, and a larger event (bringing together politicians, MOs, future residents, representatives and companies) will be organised for the construction site in the summer of 2021.



Discover "The cooperatives:  
a contemporary form of housing!"  
on page 51.



# LINEA

PULLY

A little more than two years after the first shovels hit the ground, and less than a year after the completion of the project, the LINEA project was delivered this autumn. Roughly 300 inhabitants have now taken up residence as workmen have vacated the site!

The ambitious LINEA project, located in North Pully, offers an exciting slope with a view of the lake.

The landscape of Lavaux has indeed been shaped to tame the incline. On the Boverattes site, in Pully, there was also the idea of creating terraces to develop a project that respects the topography of the site.

Developed by a partnership between Comptoir Immobilier - Vaudoise Assurances and Implenia, the project designed by Ferrari architects involved the construction of six MINERGIE-labelled buildings comprising 123 rental units, a 70 m<sup>2</sup> common room, a 250 m<sup>2</sup> childcare centre and three underground car parks with 130 spaces.

Delivered on 30 September 2020 with leases starting on 1<sup>st</sup> November 2020, the project has been met with strong interest from the population: nearly 95% of the project is already commercialised. The allocation committee received more than 400 applications for the 123 housing units (from 2.5 to 5.5 rooms). These homes are intended to accommodate a mixed and intergenerational population: 70% family housing and 30% adapted housing, mainly for seniors. The waves of move-ins were rigorously organised by the CI Management department of the Comptoir Immobilier. Thus, tenants have been able to settle comfortably into their new homes without hassle.

The flats on the incline are spread over three levels. The inflexions of the buildings make it possible to accommodate two meeting places. The exterior layout has been designed to encourage alternative transport and particularly the movement of people with reduced mobility. The flats face north-south. The bedrooms are on the north side and the living areas on the south side. A majority of the housing units have a view of Lake Geneva.

The programme includes different meeting areas, play areas with a central esplanade as well as a play area specially dedicated to the childcare centre. An eco-point has been set up on the site to manage the rubbish of the entire neighbourhood in collaboration with the Commune.





# COUR D E GARE

## COUR DE GARE

SION

This multifunctional complex, ideally located in the heart of the city, combines all the advantages of centrality and proximity. An unavoidable stopover for tourists who come to enjoy one of the largest ski areas in Europe, Sion is also an essential stopover on the trade route linking the Northern Alps to Italy. At the heart of a canton famous for its wine and agricultural products, Sion now promises even more, thanks to substantial growth in many fields: energy, health, services, education and industry.

### THE BUILDING PERMIT IS IN EFFECT!

After signing the land acquisition contracts and transferring ownership at the end of September 2017 with the Foundation for Investment of Crédit Suisse, the Cour de Gare project, located in the heart of the capital of the Valais and the direct vicinity of Sion station, has taken another decisive step: its building permit is now in force as of 20 May 2020. The project will come to life by the end of this year after more than thirty years of work. Work is scheduled to start no later than the end of November 2020, with the overall delivery of the neighbourhood planned for the summer of 2024.

The project was made possible thanks to the combined efforts of the three owners of the plots: the Cour de Gare - Sion SA company, the town of Sion and CFF Immobilier. Mandated by the latter, Comptoir Immobilier and its CI CONSEILS department manage the development and implementation of the project; CI Commercial is respon-

sible for its marketing. Finally, the Bonnard & Woeffray office in Monthei - appointed following a parallel research mandate - is in charge of the architectural design for the Les Mayennets building as well as for the public spaces, while the consortium of architects (Bureau Meier & Associés SA in Geneva, Cagna+Wenger SA in Sion) is responsible for the architectural design of the other six buildings.

### THE CONVERGENCE OF UNIVERSES

Resolutely turned towards the future, Sion has begun its metamorphosis. A transformation that will see a city of the 21<sup>st</sup> century emerge in its south-west, thanks to numerous accomplishments. The Cour de Gare project was conceived as a link between the historic city and the new city, as a union between these two urban spaces, both a place to live and a gateway to the Sion of the future.

### A FLEXIBLE PLACE TO LIVE

The Cour de Gare is also the ideal place to set up professional and commercial activities. Vast modular spaces, modern and bright, will allow retail shops to attract local and passing clientele. They will also promote the establishment of companies and services whose concentration will offer opportunities for interaction unique to Sion.

### A CITY ON THE HORIZON 2020-2030

With the forthcoming construction of public (gondola lift), academic (HES-EPFL campus) and administrative facilities in the south of the city, as well as the North-South link with an underpass, the Cour de Gare neighbourhood is at the heart of a combination of projects that will boost the regional economic fabric. A new era for Sion which will gain in scope and influence in the short term.

### THE COUR DE GARE SHOPS

The shops are spread out on the ground

floor of the buildings which will house more than 700 people, 750 jobs, 1 hotel with 100 rooms as well as the largest concert and congress hall in Valais, accommodating up to 600 spectators. This project is positioned between the old city and the future city and will benefit from an important daily pedestrian flow, as an obligatory crossing point to reach the city centre or the academic area south of the tracks. An academic area which will welcome 1,200 students, researchers and teaching staff.

Per the municipal master plan, Compétitor Immobilier has adopted a High Energy Performance (HPE) approach to its business. The Cour de Gare buildings, as well as the various facilities planned in this context, aim to comply with the Minergie P standard, guaranteeing a respectful and efficient use of energy. The remote heating system will provide the overall heating network.

## AN ECOSYSTEM THAT RESPECTS USERS AND THE ENVIRONMENT



# THE COUR DE GARE NEIGHBOURHOOD IN A NUTSHELL

## Housing units

303

for 650 residents

750

## Job opportunities

## Offices

10,372 M<sup>2</sup>

## Shops

5,421 M<sup>2</sup>

## Parking spaces

625  
places

1  
Concert & Congress hall

600  
seats

## The Minergie plus building



# GÉNÉRAL GUISAN

SIERRE

75 HOMES IN THE HEART OF THE CITY CENTRE

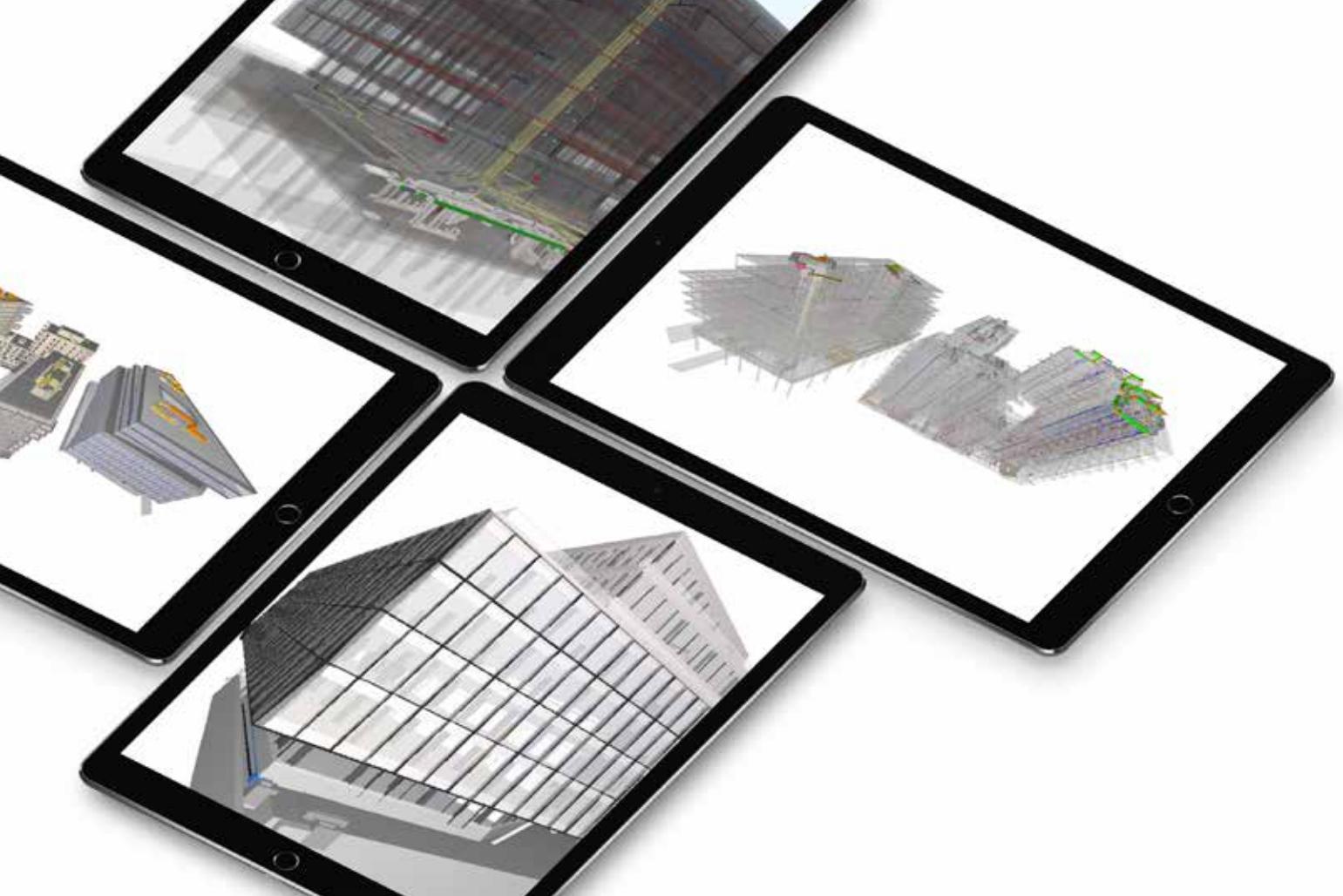
"Général Guisan" is a real estate project located in the city centre of Sierre, close to the train station. The high architectural quality and energy-efficient building complex will be built in an area between Avenue du Général Guisan - the city's busiest street with many shops and restaurants - which crosses Sierre from east to west, and Rue du Quai, which runs alongside the train station.

The building will be bordered by generous landscaped areas that will create meeting places and a high quality of life.

This project foresees the construction of housing that will be sold under co-ownership and which will range from 1.5 to 4.5 rooms with an underground car park.

The building permit application was submitted in October 2020. Marketing will begin in the spring of 2021, with work starting at the end of 2022 and delivery at the end of 2024.





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# LE HAMEAU DE LA COURONNE

GRIMENTZ

INTERVIEW

## GÉRAUD CORNILLON

— CEO AND FOUNDER OF THE TERRESENS GROUP  
LYON – FRANCE

### A COUPLE OF WORDS ABOUT THE TERRESENS GROUP...

Terresens is a group originating from Lyon in France, founded in 2008 and specialised in the leisure real estate market. We are at the origin of the concept of "residential tourist co-ownership [CRT]". It is, in fact, a luxury holiday home with services that an owner can enjoy from time to time and at the same time, benefit from in terms of rental management. First developed in the French Alps, the concept was met with great success. We now have around ten residences in operation and another ten or so under construction - with a rate of three homes delivered per year starting in 2021. Located either in the mountains - our core business - or by the sea, each residence has around 100 housing units. To date, 2,000 families have already trusted us with their project. Thanks to its internal and complementary departments [development, promotion, marketing, rental management], our Group is involved in all stages in the life of a residence, in a cross-functional way, from design to operation and marketing, which gives it 360° vision.

### WHAT ARE YOUR SPECIFIC RESIDENTIAL SERVICES? WHAT IS THE DADDY POOL CONCEPT AT TERRESENS?

Under the general term "residential services", in other words, CRT, we have developed two types of products. The first is the ancestral product that everyone knows: the holiday home. It is more akin to a family

property for owners who wish to make the most of it without renting it out. With this in mind, it is aimed more at families with children - owners are usually between 40 and 50 years of age. The notion of heritage and generation is also fundamental, all the more so in this period of the pandemic. We are indeed noticing an increase in the popularity of this type of property, which are shelters for families. The owners have access to all services all year round. It is, therefore, not a product exclusively dedicated to investment.

The second type of product is somewhat different, the Daddy Pool. It is a pure investment product: profitability is guaranteed for investors wishing to invest in this type of property, block or semi-block, governed by a commercial lease. The Daddy Pool concept is halfway between hotels and youth hostels revisited in the style of a "new generation hostel". This is a group of accommodation aimed at a clientele of sports enthusiasts in their thirties, of the free-riders type, who appreciate "living together", exchange and sharing in areas dedicated to them (playroom, tapas bar, and so on). Dormitories for up to 12 people can even be proposed for weekends skiing with friends. Flexibility is a key requirement in the Daddy Pool concept. A Daddy Pool flat is a 3-room flat, called T3 divisible, distributed by three screen doors, with the first opening onto a landing with 2 other screen doors. One of them opens onto a 2-room apartment composed of a living room, kitchen, shower room, bedroom, terrace - the other gives access to a studio (hotel suite type, with bedroom, coffee corner/microwave, shower room, balcony). Several advantages: it is, therefore, possible to group or separate

the two modules according to the needs of a family or a couple and according to the seasons. In this way, we multiply the targets and tourist units. We also optimise our filling sources and can rent a divisible T3 to two different tenants because of its flexibility. This ensures profitability. We have already developed this concept in four residences in France and have met with great success. This is our hallmark.

### WHAT MOTIVATED YOUR GROUP TO DEVELOP ITS RANGE IN SWITZERLAND, IN THE TOWN OF GRIMENTZ?

"ENJOY THE EXPERIENCE OF GRIMENTZ: THE SLEEPING BEAUTY".

This is our first operation in Switzerland. We propose a somewhat atypical concept, and we wanted a resort with its own identity and strong character. As laws and regulations can significantly hinder foreign developers in their endeavours, we were looking for a renowned group, historically established on Swiss soil and with proven project development skills to accompany us. Comptoir Immobilier was a natural choice, having a project under development in a locality that we had already identified: Grimentz. This resort was exactly what we were looking for in terms of positioning. A search for a more intimate experience, off the beaten track. The authenticity of the village, the surrounding unspoilt nature, the resort's young and sporty clientele that I could describe as "bohemian chic", the whole of this generational mix, represent what we had come to find. And finally, the Hameau de la Cou-





ronne project in itself...

## WHAT ARE THE ASSETS OF THE HAMEAU DE LA COURONNE?

Our two products (CRT and Daddy Pool) mentioned above will be proposed within the Hameau de la Couronne project in Grimentz. It is above all a project located in the heart of this charming resort. The accommodation will be equipped and decorated with high-quality materials and sober colours to create cosy chic atmospheres. Special attention will be paid to the common areas to satisfy the whole family (tapas bar, baby club, kids club and teenage club with free access, swimming pool, SPA, beauty and wellness area, co-working area, and so on). The concierge service is available to users for any request or for the organisation of collective or private activities.

The Daddy Pool and CRT housing units will be located in dedicated buildings, allowing the various types of customers to evolve while respecting their lifestyle. The common areas of the Daddy Pool will, however, be accessible to all and will bring together common rooms and activities, promoting exchange. Mixing is part of the magic of holidays, people mix and share holiday time together.

**THE HAMEAU DE LA COURONNE IS PART OF A LARGER COMPLEX KNOWN AS THE HAMEAU DES BAINS, WHICH INCLUDES A SPA CENTRE, A HOTEL, A CAR PARK, AND SO FORTH. WHAT DO YOU EXPECT FROM THE CONTINUATION OF THE PROGRAMME**

## MANAGED BY COMPTOIR IMMOBILIER?

We are delighted with the deployment of the Hameau des Bains programme around our project and are confident that the whole will be an "all in one" that will bring value to our respective projects, particularly in terms of synergies and user flows.

I know how much Comptoir Immobilier is committed to respecting the environment and preserving the authenticity of the village. The projects developed in this set are in total adequacy. Hameau des Bains will bring a wider dimension and add undeniable value to the site, thanks in particular to the spa centre that will be developed there.

The Hameau de la Couronne is one of the first developments in the resort. The articulated prices are therefore very competitive, below the market price in Grimentz. The developments that will see the light of day around the Hameau des Bains will increase the average price per square metre in the neighbourhood. Investors will quickly see their interest.



## KEY FIGURES

7,000 M<sup>2</sup> DE SBP ON 4,800 M<sup>2</sup> OF TERRAIN

13 T3 APARTMENTS (3 ROOMS) DIVISIBLE, REPRESENTING 26 UNITS DEDICATED TO DADDY POOL IN THE H1 BUILDING.

51 RENTAL UNITS (CRT) FROM 2 TO 5 ROOMS IN BUILDINGS H2 TO H7 (HOTELS AND RESIDENCES BRAND)



# GUERNERÉS EXCLUSIVE LODGE

GRIMENTZ

INTERVIEW

## JOFFRAY VALLAT

— CEO AND FOUNDER OF VALLAT GROUP, ANNECY - FRANCE

### MR. VALLAT, WHO ARE YOU? WHAT ARE THE ACTIVITIES AND GEOGRAPHICAL COVERAGE OF THE VALLAT GROUP?

The VALLAT real estate adventure began nearly seventy years ago, in 1956, when my grandfather, a merchant and hotel agent, was able to resell a property that he had negotiated well and then renovated. My father, who is still Chairman of the Group's Supervisory Board, then took the torch and passed on his passion for real estate to me. In fact, I made my first transaction at the age of 14! Self-taught and entrepreneur at heart, I have always liked challenges. In 1992, when I joined the group, we vertically developed all the real estate businesses: construction, development, renovation, fitting out and interior design, property administration, as well as para-hotel and hotel management - for an occupancy of more than 3,500 beds every week in the ski resorts and seaside resorts in which we are present. Groupe Haut-Savoyard; our head office is based in Annecy and employs 90 people all year round, a number that doubles with seasonal staff in winter. We have acquired a certain notoriety in several main alpine resorts (Courchevel, Méribel, Tignes, Val d'Isère, Megève) but also around the alpine lakes (Annecy, Aix-les-Bains) or, further south, in the Monaco and the Bay of Saint Tropez. All these places have the peculiarity of being places where it is good to live.

### WHAT KIND OF EXPERIENCE DO YOU OFFER?

Real estate focused on pleasure and leisure above all. I often draw a parallel between my residences and the purchase of a third car or a fifth watch: the one you don't use every day and which doesn't always have a battery when you need to start it. With our solution, the property is operational at all times: the absolute pleasure of having a second home. We want to offer our customers a turnkey solution without constraints. We propose comfort from the moment of purchase (from financing to management) and with every use. Our credo: to simplify your life and allow you to enjoy your holiday to the fullest from the very first second - cleaning, shopping, a

### BEING AT HOME, BETTER THAN BEING AT A HOTEL".

chef, housekeeper, excursion booking and sports equipment are available on request. This is notably the case in the Antares Residence in Méribel, where the Vallat group has brought together 100% of its skills. This residence corresponds to the group's Palace brand. This is a true "Art de vivre" with "ultimate" service for a co-ownership with high quality hotel services (concierge, lobby, bar, spa 800 m<sup>2</sup>, swimming pool 25 m, ski-room 400 m<sup>2</sup> on the slopes, a kids room, play room, workshops, boutiques). The surface areas of the flats vary from 100 m<sup>2</sup> to 400 m<sup>2</sup> and offer beautiful volumes. The programme has been met with great interest. Delivery of the first chalet will take place on 15 December 2020. The pandemic has led to an increase in demand for second homes in unspoilt areas in the middle of nature.

**GUERNERÉS EXCLUSIVE LODGE IN GRIMENTZ, WHICH HAS TEAMED UP WITH VALLAT, IS A GREAT FIRST IN SWITZERLAND FOR YOUR GROUP. WHAT ATTRACTED YOU TO THE**

### LOCATION AND THE PROJECT?

The Guernerés Exclusive Lodge project presents all the essential criteria valued by our group. First of all, a number one location in the mountains, with a place on the "ski-in / ski-out" slopes which benefits from a panoramic view. This is a large-scale project in the form of chalets but also hotel flats with larger volumes than a classic hotel room.

Secondly, the village of Grimentz, even if in reality it is a double gamble for us. On the one hand, this is the first achievement in Switzerland for the Vallat group, and on the other hand, it is less well-known and therefore a more well-preserved resort. This gives me even more motivation: Grimentz is a gem! It has all the makings of a high-potential resort! Its authenticity, its ski area, snow cover, heliport and ski lifts are all assets not to be missed!

### WHAT PERSUADED YOU TO COLLABORATE WITH THE COMPTOIR IMMOBILIER GROUP ON THIS PROJECT? COULD WE TALK ABOUT THE SYNERGY OF COMPETENCES?

A French operator can't develop this type of project in Switzerland without the support of a local and experienced player, particularly in terms of regulations and legislation. Finding a plot of land and then obtaining the authorisations is a considerable amount of work. I found in the Residences Guernerés project a project that has already been completed with a licence in force thanks to the Comptoir Immobilier. Indeed, I think that we have jointly contributed our skills. The Vallat Group and Priams, which is our partner in the project, are familiar with the mountains, the types of accommodation required, and the codes and practices of the hotel residence clientele.

We have made some slight modifications to the initial project thanks to our know-how. The Comptoir Immobilier group, for its part, has done a great deal of work since taking over the project in 2017 with the continuation of the work and the completion of the 107-space car park in particular. It also made it possible to deal with all the legal issues related to this type of residence upstream. Each piece of the puzzle has found its place. The chemistry also worked with Paul Epiney and his son Quentin, both very complementary to the project. It is indeed a story of men and family, just like I had with my father. Our meeting was evocative for me; we shared the same values. Life is made of human relationships, and I am delighted to collaborate with them and their teams on this beautiful project.

#### **EXPLAIN TO US WHY GUERNÉS EXCLUSIVE LODGE MEETS THE "ART DE VIVRE" REQUIREMENTS OF YOUR POSITIONING... WHAT TYPES OF PROPERTY ARE PROPOSED, AND IN WHAT FORM?**

The project benefits from breathtaking views. Opening the curtains to a landscape like that in the morning is a true "Art de Vivre". The project, which overlooks the village, nevertheless remains directly on the

ski slopes; a fundamental requirement. It benefits from stunning architecture, in the middle of nature without any cars around, thanks to its underground car park. The result is 100% organic.

The layouts of the chalets and flats have been carefully worked out to be both very confidential and very open to the outdoors, to propose absolute comfort to our guests. Several options are proposed: chalet flats [1 to 5 bedrooms] and hotel flats [1 to 3 bedrooms, from 60 to 120 m<sup>2</sup>]. Current demand seems to favour flats as opposed to hotel rooms, especially during the Covid-19 pandemic, when people like to feel at home. These hotel flats will have the unique feature of having a lease and will allow investors to enjoy their property for a few weeks a year and then entrust it to the management company for the rest of the time. All the decoration will be made to measure thanks to our teams of designers.

#### **WHAT SERVICES WILL FUTURE OWNERS AND CLIENTS BE ABLE TO EXPECT WHEN THEY INVEST IN THIS HOTEL RESIDENCE?**

**"MORE THAN JUST REAL ESTATE!"**

All hotel services will be accessible to the guests. This includes routine maintenance of the property as well as the most unusual service requests. We want owners and tenants to be able to picture themselves in our residences and to enjoy every second of their stay. If the guest wishes, we will take care of organising and planning all of their travel, meals and outings (guides, yoga, fitness coach). The Spa and the 20-metre outdoor swimming pool will be accessible to all guests. Restaurants, shops, ski shop, an electric minivan for drop-offs at the heliport or in the heart of the resort, as well as heated premises with a bar at the base of the resort are just a few examples that will complete Guernerés Exclusive Lodge's tailor-made offer.



# FOUNDING MEMBER OF THE FORBES GLOBAL PROPERTIES NETWORK, CI EXCLUSIVE PROPERTIES BECOMES FGP SWISS & ALPS

A founding member of the brand new international network dedicated to luxury residential real estate, Forbes Global Properties, the Prestige division of the Comptoir Immobilier group changes its name in 2021 and takes the form of a wholly-owned subsidiary of the CI Group, FGP Swiss & Alps SA.

Benefiting from the international reputation of the famous Forbes multimedia platform, the new structure aims to become a key player in the field and a partner of choice for owners, buyers and also sellers of prestigious properties.



Answers from Quentin Epiney, member of the CI Group's General Management and head of the Prestige sector

## FGP SWISS & ALPS, A SMALL STRUCTURE WITH HIGH AMBITIONS?

The Groupe Comptoir Immobilier's Prestige division has been active since 2013. Only specialisation and absolute dedication enable the real estate professional to propose a service that meets the expectations of the most demanding clients. In 2021, CI Exclusive Properties moved towards a dedicated structure with a strong identity, within the Comptoir Immobilier Group, to meet this demand for excellence.

Moreover, true to its roots, FGP Swiss & Alps aims to offer its services throughout Switzerland and neighbouring France, with a focus on the Lake Geneva region and the Alpine resorts appreciated by international clients.

## WHO ARE FORBES GLOBAL PROPERTIES?

Forbes Global Properties is a natural extension of the famous Forbes brand, whose identity transcends notions of excellence, ambition and success. A reference guide for decision-makers

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Established in 2020, Forbes Global Properties is a new platform and a unique showcase of prestigious properties for the world's most discerning clientele. This platform is accessible

### "WHEN YOU STOP DREAMING, YOU STOP LIVING."

Malcolm Forbes

to hand-picked international property experts.

### THE PRINCIPAL ASSETS OF FORBES GLOBAL PROPERTIES: THE AUDIENCE AND GLOBAL REACH OF FORBES

Relying on the reputation of one of the most renowned international media since the last century, Forbes Global Properties brings together some of the most influential players in the global real estate industry to offer a "tailor-made" service to client owners and buyers on the one hand, and a partnership of choice for sellers of exclusive and prestigious properties on the other.

Also, through exclusive Forbes

events such as "30 under 30 Summit" or the "Forbes just 100 Summit", Forbes Global Properties affiliates will have access to the world's most influential personalities who are also enthusiastic about outstanding properties.

## WHAT DISTINGUISHES FORBES GLOBAL PROPERTIES FROM OTHER PRESTIGIOUS INTERNATIONAL NETWORKS:

- An outstanding global brand evoking quality, innovation, influence and success,
- Access to Forbes' extraordinary digital platform reaching up to 170 million unique visitors every month, as well as its publications around the world,
- An ultra-elitist international network of real estate companies carefully selected for their expertise, influence and impeccable reputation,
- Active participation of the founding members and Forbes towards the common success of buyers, sellers and luxury real estate enthusiasts,
- A dynamic and luxurious website providing direct access to the buyer's expectations, complemented by exciting editorial content on the field of luxury real estate,

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Simmons, Autumn 2019]

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# ALREADY THE 20<sup>TH</sup> EDITION OF GPHG

GRAND PRIX D'HORLOGERIE DE GENÈVE

FOR WHICH THE PRESTIGE DIVISION OF THE COMPTOIR IMMOBILIER GROUP IS THE MAIN PARTNER



THE GPHG CELEBRATED ITS 20<sup>TH</sup> YEAR ALONGSIDE COMPTOIR IMMOBILIER, WHICH WAS ALSO NAMED AS ITS LEADING PARTNER FOR THE YEAR 2021.

## ONCE UPON A TIME...

Time has always been at the centre of the history between Comptoir Immobilier, its Prestige division and the GPHG. An indefinite, unfailing, eternal time? But does it seem to be disappearing? The time it takes to set a course, a direction and hold it. The time needed to build a relationship. There is no doubt that time, from past to present, fascinates and shapes the men and women who capture it in their watchmaking creations, which are praised and honoured by the GPHG.

The Comptoir Immobilier Group's partnership with the GPHG has a long history, originating in 2011 around two people - Paul Epiney and Carlo Lamprecht - and shared values.

## THE PATH WE HAVE TRAVELED

Created in 2001, the GPHG cultivates independence and seriousness by relying, since 2011, on a Foundation of Swiss law, recognised as being of public utility and supported by the city and state of Geneva.

Intended to honour watchmaking excellence and know-how, the GPHG is recognised as the "Oscars" of watchmaking and represents a unifying showcase for contemporary watchmaking professionalism and creativity.



## THE STATUS QUO MERGES CREATIVITY AND INNOVATION!

Thus, for its 20<sup>th</sup> edition, the GPHG has embarked on a fundamental transformation by creating an International Academy of the profession. This wide-ranging initiative enables all players in the industry, who are very attached to the destiny of watchmaking throughout the world, to take part in the various stages of the watch selection process.

Based on the GPHG's founding principles of independence, neutrality and universality, the new Academy is made up of significant players from the main sectors of the watchmaking industry recruited by geographical area and constituted in colleges (354 members in 2020).

## GPHG 2.0

Almost as a premonition of worldwide confinement, the GPHG, , created a secure platform at the end of 2019 to keep its Academy alive, allowing academics from all over the world to take part in the various votes.

## FROM GENEVA TO THE INTERNATIONAL STAGE

The GPHG raises Geneva's profile as the watchmaking capital of the world in several ways: not only is it a prestigious ceremony that brings the watchmaking family together, there are also events based around watchmaking, its culture and its professions.

Usually, the 84 pre-selected watches travel around the world to be exhibited in the world's largest cities every year: Bangkok, Beijing, Dubai, Hong Kong, London, Macau, Moscow, Mexico City, Milan, New Delhi, Paris, Puebla, Rome, Seoul, Shanghai, Singapore, Sydney, Venice, Taipei.





These exhibitions are opportunities for large and small brands to reach new customers in diverse markets. They represent unique opportunities for the public to admire the most beautiful watchmaking creations of the year, exceptionally brought together.

In 2020, the travelling exhibition was kept 100% Swiss due to the worldwide pandemic. It made a stopover in La Chaux de Fonds, Zurich, Bern and Geneva, where the GPHG has always organised a large multi-faceted exhibition in collaboration with the Geneva Museum of Art and History, allowing visitors to not only discover the GPHG's watches but also the MAH's heritage collections as well as HEAD's watchmaking projects.

For several years now, it has been a much-anticipated meeting place for the general public, offering an exceptional and

renewed vision of watchmaking in all its forms.

As part of this Geneva exhibition, the GPHG also offers introductory watchmaking workshops, museum mediation and lectures to the general public.

#### THE PARTNERSHIP WITH THE COMPTOIR IMMOBILIER GROUP AND ITS PRESTIGE DIVISION

The partnership between the GPHG and the Comptoir Immobilier group highlights the fundamental values shared by these two entities: confidence in their

commitment and the quest for excellence.

Today, thanks to the support of its main partner, the GPHG can present this 20<sup>th</sup> and the 21<sup>st</sup> Grand Prix under the best conditions, to support the professionalism and expertise of the watch brands that are committed to innovation and always strive for excellence.

The Prestige Division is proud to be the leading partner of the GPHG in 2020 and 2021; a major annual event for excellence. Stemming from the expertise established by the Comptoir Immobilier group in luxury residential real estate, in terms of sales, promotion and residential rentals, its philosophy and positioning express the desire to differentiate its approach, to meet the expectations of a demanding local and international clientele.

Performance, loyalty, elegance and discretion are the keywords of the tailor-made service provided by its Prestige division daily.

*"This main partnership is a continuation of*

*our support to the GPHG. Indeed, we have been a loyal partner since the creation of the GPHG Foundation, sharing the values of precision, innovation and the transmission of traditions and teamwork with the watchmaking industry. We need to participate in the international influence of Geneva and French-speaking Switzerland's know-how with passion".*

Quentin Epiney, Member of the General Management of the CI Group



SPECIAL REPORT TF35 YLLIAM XII - COMPTOIR IMMOBILIER

# TIME TO SET SAIL



*Text by Vincent Gillioz*

The D35s, considered as Lords of the Lake for sixteen years, gave way to the TF35 flying sailboats this year. Bertrand Demole and his crew are back with renewed support from Ylliam XII - Comptoir Immobilier.

### WHAT IS THE PHILOSOPHY BEHIND THE ARCHITECTURAL PROJECT?

Present in the Decision 35 series with Ylliam-Comptoir Immobilier for seven years, Bertrand Demole finished the annual championship in second place in 2017, 2018 and 2019. The team also won the legendary Bol d'Or Mirabaud in the D35 class in the 2019 edition. These excellent results motivated the owner to pursue the latest generation multihull in a TF35, which rises above the waves as early as 6 knots of wind.

### A REMINDER OF THE FUNDAMENTALS

Foiling, or sailboat flying, is an evolution that allows boats to get out of the "Archimedean" mode where the craft is condemned to push a mass of water equal to its weight. By flying, boats break free from this physical principle and can reach very high speeds, probably around 35-40 knots [approx. 70km/h], for a TF35. The foils - immersed appendages to the wing profiles which act as support planes - can be L-shaped, V-shaped, J-shaped or T-shaped. The F50 catamarans of the prestigious Sail GP circuit are L-shaped, those of the GC32 are J-shaped. These design choices depend on the boat's specifications, the conditions in which it must be able to fly, and the performance required. The challenge of foiling is to allow a boat to take off as





quickly as possible so that it can accelerate out of the water while minimising appendage drag. The engineers have to find the right compromise in the surface area of the foils, which must be adapted to the needs of average sailing conditions. If we recall the principle that lift increases with the square of the speed, we can better understand the difficulty of designing a boat that can, on the one hand, take off with little wind and, on the other hand, sail very fast when conditions get stronger.

### WORKING WITH THE BEST

To take up this challenge, a renowned team has been set up. Directed by Spaniard Gonzalo Redondo, a renowned architect involved in most significant sailing projects of the moment, it is made up of the American-Dutch Dirk Kramers, the architect behind Alinghi's victory in the 2007 America's Cup. Luc Dubois from Vaud, an engineer who has been an essential part of the performance wing for several decades, is in charge of the electronic flight control tools. Marc Menec, a French engineer,



carried out 3D modelling, while British aeronautical engineer Adam May completed the Design Team. Vaudois Jean-Marie Fragnière finally coordinated all the trades and companies involved in this project so that the TF35 could be produced and finalised on time.

More than twenty months of development were necessary to design this new craft which, despite its high level of technology, is intended to be accessible to non-professional coxswains.

The boat is equipped with an electronic flight assistance system that manages stability in height and on the longitudinal axis. This system is not an autopilot, but assistance that allows the helmsman to concentrate on the essentials, without having to worry about complex flight parameters.

### GETTING STARTED

All the crews who acquired a TF35 were able to train for a few days on the lake, on board the boat n°0 launched in September 2019. The boat was then transported to Spain, to Mar Menor, in the region of Murcia, to continue its tuning. Bertrand Demole's team was on-site for five days at the



end of February and had ideal conditions for taking charge of the boat. "This stretch of water is very protected, and we had winds of 8 to 10 knots, quite similar to the conditions on the lake," said Thierry Briand, mainsail trimmer. And to continue: We took advantage of these outings to rediscover the boat after our first tests on Lake Geneva, and to evaluate the work to be done to master it in all conditions."

After this first conclusive contact, the COVID crisis arrived and disrupted the entire 2020 programme. Thierry Briand and Teva Plichard took advantage of the lockdown to carry out an initial assembly of Ylliam XII - Comptoir Immobilier at the Vannes shipyard (Brittany): "We assembled the boat. I'm delighted with this initiative; it was an excellent choice to do this assembly on a blank canvas, close to all the craftsmen who built the TF35s. It allowed us to anticipate a lot of things." explained Thierry Briand.



The unit was then disassembled again and transported by container to Mies. It took six days of assembly to be ready to be launched. "It's a real giant puzzle but now that we have gained experience, it will probably go a little faster next time. It remains a complex operation, and there is a lot to be done.

The platform, mast, rigging, trampolines and foils have to be assembled. The pieces are fragile, you have to be careful, be methodical and above all take the time to do things right."

## SAFETY AND PERFORMANCE

Ylliam XII - Comptoir Immobilier was launched on 18 June, and the crew followed up with the first week of tuning and training at the beginning of the summer. There was, first of all, a commissioning phase for the electronic flight tools, with the assistance of Luc Dubois and Morgan Guillou, the system's developers. Then, several reliability sailings took place, to test and optimise all the critical elements of the boat. The regatta sailors then moved on to the actual training phase. "We had to relearn everything, noted Pierre Pennec, also a member of the team. We acquired a good cohesion in D35, but we had to adapt it to this boat. It goes faster, and there is an extra dimension to manage."

Safety is at the centre of every navigation, and each crew member must put on a helmet and a shock-proof life jacket before setting out on the water. The risk of impact with the foil when falling into the water at speeds of up to 70 km/h should not be taken lightly. In addition to shock protection,

each crew member also has a knife that can be used to free themselves in the event of capsizing, as well as miniature breathing equipment designed to save a life, should a member become trapped underwater.

After a few sessions, and sometimes some scary moments, the Ylliam XII - Comptoir team went from tune-up mode to training mode and devoted themselves to working on improving performance.

## TEST EVENTS RATHER THAN GRAND PRIX

Given the particular situation, the owners of TF35 have decided not to compete in any official regattas in 2020. However, two test events took place at the end of September and beginning of October. These meetings made it possible to make an initial assessment of the work carried out during the summer and were very conclusive. The shortcomings of youth were identified, and many improvements were made, sometimes at the fine detail level, to optimise the boats. We had to wait until the last day of the second meeting for the whole fleet to finish the races. The evolution between the events of September and October was also quite flagrant. If the fleet was very spread out on the water during the 1<sup>st</sup> test event,

It was much more tightly packed in October, demonstrating the significant progress made by all teams. Ylliam XII - Comptoir Immobilier placed itself in the middle of the fleet overall, behind the three professionals Alinghi, Spindrift and Realstone, and often ahead of Artexplora, Zoulou and Zen Too. Bertrand Demole and his men even had the privilege of winning the last race of the year, thus validating the quality of the work done for this first blank season.

The return is scheduled for March or early April 2021, after a well-deserved winter break. The season will start with training sessions, then the first Grand Prix will take place in May. The important races Geneva-Rolle-Geneva and the Bol d'Or Mirabaud will follow in June. On these occasions, the general public will finally be able to admire these fantastic flying machines which have established the reputation of Lake Geneva throughout the world.





## FOUR QUESTIONS TO BERTRAND DEMOLE,

OWNER AND COXSWAIN  
OF YLLIAM XII COMPTOIR IMMOBILIER

### THE INITIAL TF35 PROGRAMME SUFFERED FROM THE COVID 19 CRISIS. HOW DID YOU ADAPT?

Fortunately, we had anticipated the situation and realised quite quickly that the programme had to be adapted. Thierry Briand and Téva Plichard prepared the boat in Brittany, which allowed us to receive a finished yacht when it arrived in Switzerland.

It was disappointing not to start as planned, but looking back, maybe it was a good thing. It would have been reckless to start a race like the Bol d'Or with little training and a lack of focus.

### YOU STARTED SAILING ON PROTOTYPE N°0, BEFORE TOUCHING YOUR BOAT. WERE THERE ANY DIFFERENCES?

Boat n° 0 was destined to evolve. The software system that stabilises the flight has made considerable progress. The algorithm learns from each experience and enriches itself over time. When we first received Ylliam XII - Comptoir IMMOBILIER, it was already an evolution of the prototype. It flew much better with more stability.

### WHAT CAN YOU SAY ABOUT THE FUNDAMENTAL DIFFERENCES BETWEEN THE D35 AND THE TF35?

There are a lot of changes at a logistical level. The TF35 has to be taken out of the water regularly, and each navigation requires more preparation and support. We have to connect the computer, create a precise programme for what we are going to do.

In terms of navigation, flight behaviour is also very different, and we had to adapt to this evolution in 3D. In particular, we need to use a new vocabulary. We're talking about altitude, pitch...

### WHAT IS YOUR ASSESSMENT OF THIS UNUSUAL FIRST SEASON?

It's excellent, we've made huge progress, and the boat has also evolved. For example, we managed to get past the foiling-gybes, or downwind edge changes, by staying in the air. This is very satisfying. The last meeting in October was already very tight, and it was starting to look like what we experienced in D35. We saw that we could distinguish ourselves from the pack by winning the last race. We are looking forward to the 2021 season, which should run smoothly. We will resume training quite early, at the beginning of spring to prepare ourselves.

Photo credits: Loris von Siebenthal



## THE TF35 IN A FEW WORDS

### CONCEPT

Allowing non-professional owners to have access to a high performance hydrofoil catamaran.

To have an automatic flight assistance system.

Both the foils and the T-shaped rudder are fitted with flaps.

The safety of the crew is a priority.

The TF35 is a one-design boat.

The TF35 is designed to sail on lakes as well as at sea.

The TF35 is [relatively] easy to transport [2-part mast, fits in a standard 40-foot container].

Can be packaged for transport and assembled in one or two days.

### CHARACTERISTICS:

**15M**  
Overall length

**10.85M**  
Hull length (excluding appendages and bowsprit)

**9.2M**  
Overall width

**6.3M**  
Boat width (without ladders)

**1200KG**  
Weight

**500KG**  
Weight of the crew (6 people)

**2.45M**  
Water drag

**2.7M**  
width of the foils

### THE CREW OF YLLIAM XII COMPTOIR IMMOBILIER (SUI XII)

**Owner and coxswain:**  
Bertrand Demole (SUI)

**Strategists:**  
Erwan Israël (FRA), Hervé Cunningham (FRA)

**Mainsail:**  
Thierry Briand (FRA)

**Mainsail carriage:**  
Pierre Pennec (FRA)

**Front Crewman:**  
Alexis Rochat (SUI)

**Headsail trimmer:**  
Teva Plichart (THA)

**Spare crew member and tender:**  
Gautier Germain (FRA), Pierre Leclainche (FRA)



INTERVIEW

# JAN ISLER

— FOUNDER AND DIRECTOR - ONEACTION ASSOCIATION

tic connection with the Earth?

## TELL US ABOUT THE REFORESTATION PROJECT WHICH COMPTOIR IMMOBILIER WAS KEEN TO PROVIDE SUPPORT FOR AS OF 2020? WHAT IS SO SPECIAL ABOUT IT?

Our reforestation project is innovative in many ways. On the one hand, it is based on research conducted by the University of Lausanne on so-called oxalogen species. In addition to producing nuts, fruits or edible leaves, the latter allow for the permanent storage of part of the CO<sub>2</sub>, unlike most trees, and act as an exceptionally efficient vector for soil restoration, giving the people most affected by climate change the opportunity to cultivate the land again, especially in arid zones. On the other hand, our model is designed to be replicated on a large scale. Our mobile reforestation units - trucks full of seedlings - travel around the country distributing oxalogen trees and providing valuable planting and water conservation techniques. Each tree has GPS coordinates and long-term monitoring can be done using satellite imagery. Our pilot project aims to plant 150,000 trees in Kenya, India and Haiti and to demonstrate the effectiveness of our model, which is characterised by very high survival rates. This is made possible by the strong participation of the inhabitants, who benefit directly from the trees. This goes to show that their maintenance can prove to be as good as their felling.

## AS FAR AS ENVIRONMENTAL PRESERVATION IS CONCERNED, IS EDUCATION THE KEY TO CHANGE AND AWARENESS?

Absolutely, even if awareness is not only raised at school. It is above all the result of experiences with nature. This is why, for ex-

## DESCRIBE THE ONEACTION ASSOCIATION AND THE DRIVING FORCES BEHIND ITS CREATION IN A FEW LINES.

OneAction is a Geneva-based NGO born in 2011. Seeing the potential to bring about lasting change in everyone, we aim above all to encourage the transition from intention to action, by helping individuals and communities to carry out various charitable projects. This vision came from many journeys where, far from one's comfort zone, one finds unsuspected resources and sees what can unite people. In a rather gloomy global context marked by a depleted system, we wish to instill this inexhaustible surge of optimism that quickly reverses perspectives: action is no longer necessarily conditioned to its goal; it becomes an attitude in itself.

## WHAT ARE THE ASSOCIATION'S MAIN AREAS OF DEVELOPMENT, AND THE MAIN ISSUES AT STAKE...?

OneAction operates in the areas of environment and education in particular. We work tirelessly to implement and publicise our solutions to environmental degradation and climate emergency. At the same time, conscious that material progress does not solve everything by far, we highlight the capacities of each person, self-knowledge and appreciation for others, for the Earth and for mutual aid from a very young age. We are convinced that a paradigm shift requires values that we stand for, and not only concepts that we learn by heart. How can we ask new generations to preserve the environment if there is no strong and authen-



ample, our partner school in Ecuador gives part of its courses in nature to its 700 students, constantly seeking to bring theory to life through practical experience. One does not change one's mind because one is intimate with it, but because a change is taking place within us. It is these changes that we instill in our projects.

#### **HOW ARE THE ONEACTION TEAM AND ITS PARTNERS ORGANISED TO CARRY OUT THEIR PROJECTS? IN SWITZERLAND AND INTERNATIONALLY?**

In Geneva, OneAction has a team that identifies, hosts or develops projects in Switzerland or abroad, often in conjunction with its local partners. The latter are generally responsible for implementation. Beyond very frequent virtual exchanges with our partners, we regularly visit them, not so much to "control" the implementation of projects as to nourish our reflections and strengthen our bonds of heart and values. In our eyes, the "helper/helped" barrier must be broken because it is an antinomic one.

#### **HAS THE COVID-19 GLOBAL PANDEMIC UPSET THE ACTIONS CARRIED OUT BY ONEACTION? HOW HAVE YOU COPED AND ARE STILL COPING IN YOUR INTERNATIONAL PROJECTS?**

We have been quite impacted, as our projects had to be temporarily stopped. We sometimes had to improvise as humanitarian actors over a very short period of time, as our partners no longer had enough to eat. But we remain very privileged in Switzerland.

#### **A FEW WORDS ABOUT BANYAN ALLIANCE...**

Banyan Alliance represents the culmination of years of thinking about a sustainable way to build a new financial windfall for OneAction. We have thus created a chocolate brand which, in addition to supporting our association, offers a pioneering business model, objectively tracing the contours of a "fair price" for all players in the industry. In addition, we are fortunate to be able to count on an amazing chocolate maker who produces wonders!

#### **AND YOU JAN ISLER, WHO ARE YOU?**

I was born in Geneva where I spent most of my life. An inveterate traveller, a gardener at heart and an eternal optimist in search of freedom, I had a sinuous journey that took me to Sydney, then to Barcelona, before getting back to Switzerland. I started studying economics, finished law school, left an internship in a law firm and wrote a book about a Himalayan crossing. I have never been too fond of hierarchies, it is this period of time and these experiences that made me decide to create OneAction as a means of expression. Today, almost 9 years later, this space has become the fertile ground for many others, who work passionately to bring tomorrow's ideas to life.



# 2050 ENERGY STRATEGY

Based on ambitious goals, the Swiss government's 2050 Energy Strategy opens up a wealth of opportunities. It encourages us to use energy sparingly, while at the same time boosting innovation geared towards sustainable development. Switzerland is capable of taking this step: productivity and efficiency are part of our country's DNA. Optimising our energy management does not impose constraints, but leads to greater comfort!

## A GRADUAL TRANSITION

After the Fukushima disaster in 2011, the Federal Council and Parliament decided to take Switzerland out of nuclear energy. This decision required a transformation of the energy system. Thus, the 2050 Energy Strategy was created in 2017, coupled with the revision of the Energy Act (January 2018). Its goal: to guarantee a secure, cheap and environmentally friendly energy supply in the long term. For this purpose, and particularly in the first phase, the Federal Council is focusing on increasing energy efficiency

and developing renewable energy. In addition, the Federal Council wants to intensify energy research. In a second phase, the current encouragement system will be replaced by an incentive system. The stick after the carrot!

## GUIDING VALUES

The 2050 Energy Strategy sets quantified objectives, which are in turn followed by systematic monitoring. The average final energy consumption per capita per year will have to decrease by 43% by 2035, and by

54% by 2050. Electricity consumption will have to be reduced by 13% (2035) and 18% (2050) respectively. On the other hand, the average internal production of renewable energies, such as solar, wood, biomass, wind and geothermal energy will have to increase. According to the federal government, the greater the amount of renewable energy available, the less Switzerland will depend on imports of fossil fuels. The cantons are responsible for implementing this federal framework; thus, through its 2020-2030 Energy Master Plan (currently being finalised), Geneva is aiming for even higher thresholds, some of which will have to be complied with.

## BUILDING; ONE OF THE PRIORITIES OF THE STRATEGY

In order to achieve the goals set, the Federal Council has developed numerous measures. Some of them aim to increase energy efficiency in the building, mobility, appliance and industrial sectors. Others relate to increasing the share of renewable energies.

In Switzerland, buildings are responsible for 50% of energy consumption and almost a third of CO<sub>2</sub> emissions. Thus, there are plans to expand the building renovation programme, in particular by increasing the financial resources available. Property owners can thus benefit from financial support if they improve the insulation of their property, replace glazing or their boiler room system. The programme is financed in part by revenues from the CO<sub>2</sub> tax levied on fuels.





In terms of taxation, investments made in energy retrofits could already be deducted from income tax. With the implementation of the Energy Strategy, demolition costs required for new construction are also deductible. This should lead to an increase in the number of complete renovations, which are more energy-efficient and tax-efficient than partial renovations.

## OTHER FIELDS OF ACTION

The demands on electrical appliances will continue to increase. Motorised traffic accounts for 38% of final energy consumption in Switzerland. For this reason, the Energy Strategy requires motor vehicles registered for the first time to have reduced CO<sub>2</sub> emissions. Finally, with regard to nuclear power plants, no new licences are being granted; existing plants will remain in operation as long as their safety is guaranteed.

## HOW CAN THIS BE ACHIEVED?

Parliament had already decided in 2007 that the annual production of electricity from renewable energies should be increased. In 2009, the main instrument was the introduction of cost-covering feed-in remuneration (CRF). The CRF is used to promote the following technologies: hydropower, photovoltaics, wind power, geothermal energy, biomass and biomass waste. The "CRF fund" is financed by the grid surcharge, which is paid by electricity consumers for each kWh drawn from the grid. The

surcharge set in the Energy Act was 0.45 ct/kWh in 2013; it increased to 2.3 ct/kWh in 2018 following the adoption of the Energy Strategy 2050.

The ongoing revision of the Electricity Supply Act, which aims at a complete opening of the electricity market, also provides for an adaptation of the Energy Act. As accompanying measures in the context of market liberalisation, the Energy Act is to be amended to include better incentives for investment in domestic renewable energies. Here, too, the aim is to strengthen security of supply.

## LIVING WITHOUT DESTROYING OUR PLANET

We have a territory that allows us to produce most of the energy we need, as long as we avoid unnecessary consumption. The 2050 Energy Strategy marks the end of the "every man for himself" approach and the birth of an ecosystem design. It requires strong actions and a strengthening of public-private partnerships. In the field of energy management, adjacent buildings will no longer be able to avoid sharing their installations. It will be a matter of mobilising the required energy in a more efficient and responsible manner. The solutions exist, but to move forward, we must perpetuate a virtuous circle and show perseverance!

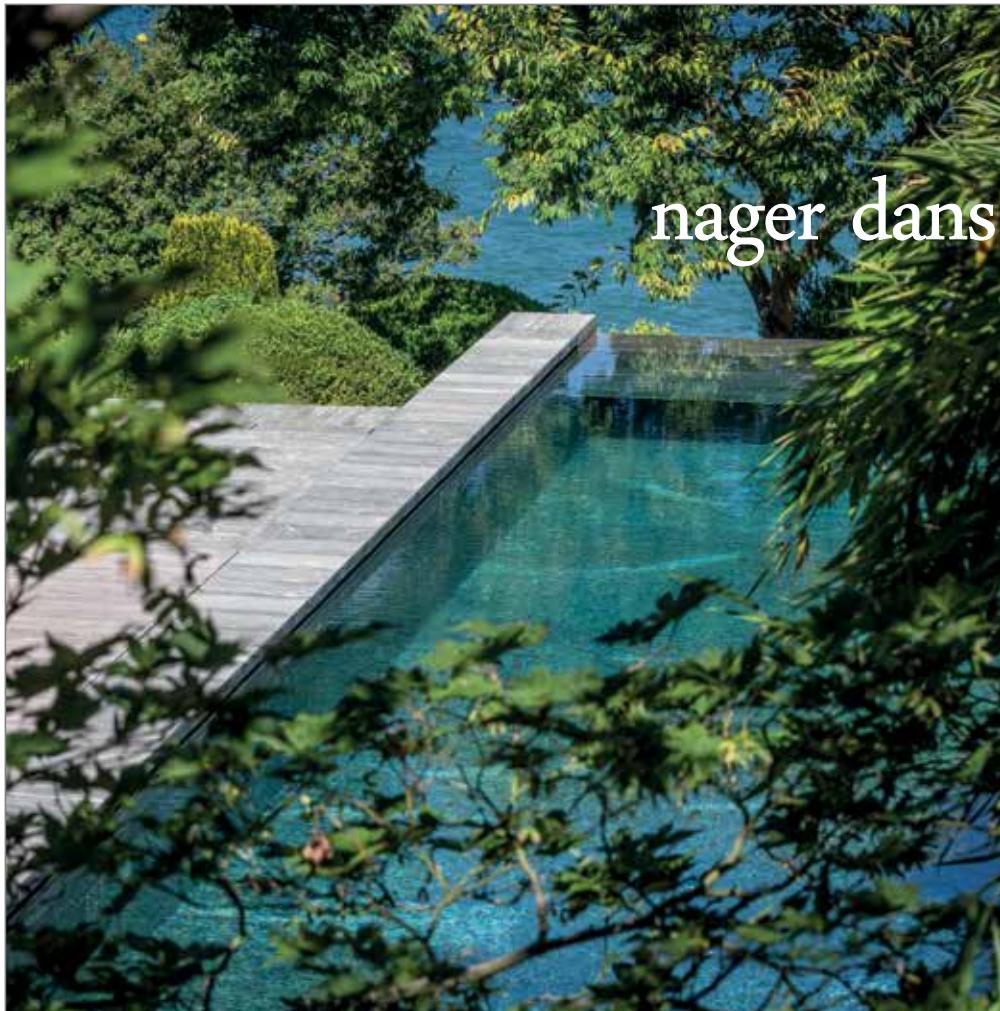
## THE CLIMATE IN QUESTION

In connection with the 2050 Energy Strategy, the new CO<sub>2</sub> Law was finalised by the Federal Chambers in September of this year, with an expected entry into force in January 2022 (unless there is a referendum). In line with the Paris Climate Agreement, this Swiss law aims to reduce greenhouse gases by half by 2030, compared to 1990, and to limit global warming to 1.5 degrees. The following measures are envisaged: introduction of a tax on airline tickets, compensation of CO<sub>2</sub> emissions by fuel importers, increase in the price of petrol. As for buildings, heating oil will become more expensive; the CO<sub>2</sub> tax, which has been levied since 2008 on fossil fuels such as heating oil and natural gas, will also increase.



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INTERVIEW

## JUAN MUÑOZ

— MEMBER OF THE GENERAL MANAGEMENT OF THE CI GROUP  
— DIRECTOR OF THE VAUD AGENCIES AND THE GENEVA MANAGEMENT DEPARTMENT

### DESCRIBE YOUR EXPERIENCE AND YOUR ROLE WITHIN CI...

After studying architecture, I had the opportunity to work on new-build and renovation projects, both in Geneva and Vaud. In the early 90s, I switched to the world of stage management.

In 2008, I decided to leave real estate management to perfect my professional experience in the field of large project management and real estate expertise until the summer of 2019. In addition, I hold a federal diploma in real estate management, a diploma in property administration and a MAS EPFL in real estate expertise.

Having a global vision of the different professions of real estate management, my role consists of organising and coordinating the necessary resources to provide a service adapted to each of my clients.



### HOW HAS THE PROFESSION OF PROPERTY MANAGER EVOLVED IN RECENT YEARS AND HOW DO YOU IMAGINE THE MANAGEMENT OF TOMORROW?

The real estate sector has changed a lot, due to the economic situation, the development of technologies and digitalisation. This transformation is certainly a source of concern, but also of opportunities. This digital revolution will have to be accompanied by a drastic change in culture.

In order to respond to this evolution, access to information is unavoidable for owners, tenants and various service providers. On-line access and the dematerialisation of digital documents are the keys to tomorrow's management. To this end, Comptoir Immobilier offers a dedicated secure platform; "my-immo.ch".

To take advantage of the opportunities that arise in the changing management level, it will be necessary to have more specialised and appropriate skills. A building manager must be familiar with these new technologies, change their way of communicating and add the role of advisor to their "classic" functions: they must be able to give advice on the evolution of legislation, market trends and future forecasts, whilst always keeping the most important part of their job in mind: the human factor. The latter, in addition to being indispensable, is perhaps the most complex facet of the profession because we must be able to maintain a position of balance at all times.

### TELL US ABOUT OPERATION CI VOISINS, HOW WAS IT RECEIVED

### IN THE CONTEXT OF THE COVID-19 PANDEMIC?

This operation is the result of a reflection by the General Management, coordinated by myself and carried out by our sister company CI Facility Management, with a view to protect both owners and tenants.

As a reminder, this operation included the display of information and a solidarity kit



for neighbours in the entrances to buildings managed by the CI group in urban areas, and a disinfection kit with a hydroalcoholic gel dispenser to limit the spread of the virus while reinforcing the disinfection of common areas.

We have received very positive feedback from both the owners who have joined the operation and the tenants, with messages of thanks for this citizen initiative. These facilities continue to be supplied and building maintenance managers can order hydroalcoholic gel refills from their contact person.

## SUSTAINABLE TRANSFORMATIONS AND RENOVATIONS

With its financial, technical and legal aspects, renovation represents a real challenge for any owner who wishes to take the plunge. If carried out correctly, this investment is synonymous with enhancing the value of the property and reducing energy consumption.

### ENERGY TRANSITION

More than ever, sustainable development is at the forefront of the debate on the changes linked to the health crisis. Reorienting certain sectors to make them less polluting is an obvious choice. One of the priority goals of environmental policy is therefore to reduce CO<sub>2</sub> emissions. To this end, the Federal Council has formulated the 2050 Energy Strategy, which the people approved by a large majority in May 2017. The promotion of renewable energies and energy efficiency play a central role in the adopted set of measures. The Canton of Geneva has also set itself specific energy targets, for example, by aiming to cut its thermal fossil energy consumption per-capita in half by 2035.

### CONSTRUCTION SECTOR

Buildings are at the forefront: in Geneva, they account for 50% of total energy consumption. However, the Canton has one of the lowest renovation rates in Switzerland. Buildings from the 1950s-60s-70s, which are real energy sieves, are in urgent need of renovation. The owners have everything to gain by taking the necessary measures to limit energy losses. By identifying weaknesses in the building and undertaking the necessary modifications, they add value to their property and save money in the long term.

### ENERGY OPTIMISATION: FOCUS ON THE BEST SOLUTIONS

CI DURABILITÉ - a department of Compétior Immobilier - is dedicated to the management of major improvement works, transformations and heavy maintenance

of buildings. All types of buildings are considered: administrative, commercial and residential. The team offers expertise, support, planning and implementable services. In addition, the department integrates the necessary skills (accreditation of architects of MPQ type and registration in the Register A) to intervene on the structure of the building. As a result, it can therefore manage building transformation-elevation operations.

### CI DURABILITÉ'S ESSENTIAL EXPERTISE

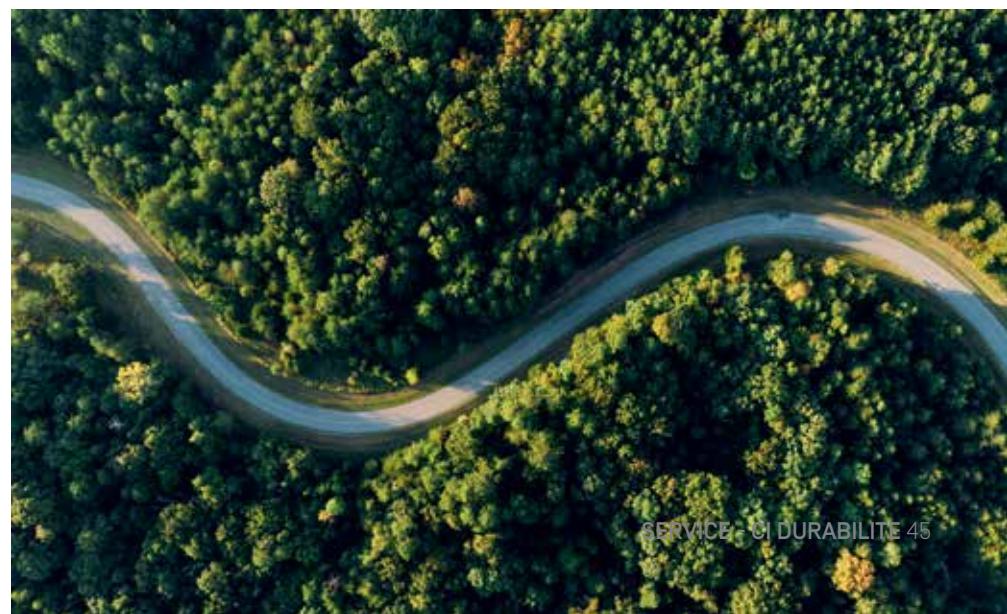
On the basis of a CECB® audit to determine the energy class of the building and the Heat Expense Index (HEI), CI DURABILITÉ provides owners with detailed expertise. This report identifies the technical characteristics of the building, identifies potential measures to be taken, and evaluates the costs of the work and the savings generated.

### WHAT CAN WE DO ABOUT IT?

Many measures have a positive energy impact on the building. These include the structure (facade, roof, windows), technical equipment related to heating and hot water production (solar thermal and photovoltaic systems, heat pumps, connection to a heating network, for example), as well as ventilation and air conditioning infrastructures. Finally, lighting in the communal areas of buildings and electrical appliances can be replaced to save energy.

### RENOVATION AND RESPECT FOR HERITAGE

Taking action on buildings with a valued heritage is delicate and requires specific skills. Thanks to its experience in the field, the CI DURABILITÉ team regularly collaborates with the Service des Monuments et Sites (SMS) of Geneva to carry out projects that combine energy performance with preservation of the sites heritage.





# CI|COPROPRIÉTÉS

INTERVIEW

## MARIE-CLAUDE LÉVY

— CO-OWNERSHIP MANAGER VAUD - MEMBER OF THE BOARD

### TELL US ABOUT YOUR CAREER WITH THE CI GROUP?

I have been in charge of the CI COPROPRIÉTÉVaud department for the past fifteen years, which is made up of seven employees. I chose to specialise in the administration of co-ownership because this field requires working in the interests of owners who are often very different, pursuing common goals, which sometimes requires diplomacy and conciliation skills.

### HOW IS THE CI COPROPRIÉTÉVAUD TEAM STRUCTURED?

All the employees of the co-ownership department have specific training in the real estate field. Members of the Vaud team work from our offices in Lausanne, Nyon and Montreux. I personally know the history of each of the co-ownership properties that are part of our portfolio. In terms of organisation, each co-ownership property is assigned a team of 3 employees. This team is dedicated and composed of an administrator, an assistant and an accountant. The stability of our teams helps us create a relationship based on trust and long-term collaboration.

### HOW MANY CO-OWNERSHIPS DO YOU MANAGE IN THE CANTON OF VAUD?

We manage more than 90 co-ownership properties with between 3 and 90 co-owners, located throughout the canton of Vaud. Their typologies and characteristics vary greatly. We handle mixed co-ownership properties (commercial premises and apartments), new co-ownerships requiring work to put them into operation and to monitor guarantees, as well as properties classified in the inventory of historical monuments with their specific features. Our team also

masters the administration of complex co-ownership projects, consisting of several buildings and the plots that depend on them.

### WHAT ARE THE MAIN ROLES TAKEN ON BY THE TEAMS IN THE MANAGEMENT OF CO-OWNERSHIP PROPERTIES?

The tasks are varied and revolve around the holding of General Assemblies during which decisions for the future of the property are taken. It is essential that these annual meetings are very well prepared. To do this, the teams are proactive and anticipatory in order to formulate proposals and submit quotes that will facilitate voting. The follow-up of decisions and their coordination with the service providers, the respect of the administration regulations, the management of technical and neighbourhood problems, the taking into account of new legal standards are also part of their daily work. In short, all the administrative and technical support as well as the accounting of the co-ownerships.

### ARE THESE PROPERTIES INVOLVED IN ENVIRONMENTALLY FRIENDLY BUILDING RENOVATION WORKS? WHAT IS THE ROLE OF CI COPROPRIÉTÉS ?

We have to keep abreast of legislative developments because we play an important advisory role. We strive to anticipate needs in order to allow the co-ownership to evolve according to the legal framework and technological innovations (insulation, renewable energies, photovoltaic, etc.) while taking advantage of financial aid and subsidies that may be sought. We are committed to making our co-owners aware of the need to maintain the value of their property through relevant investments.

### DOES THE CI COPROPRIÉTÉS VAUD SERVICE MANAGE ANY CO-OWNED PROPERTIES WITH SPECIAL CHARACTERISTICS?

We have been managing the "Le National" property in Montreux for 11 years. This prestigious co-ownership has the particularity of being made up of a strong majority of foreign co-owners, living outside Switzerland. When the units are not occupied by their owners, these properties can be rented out on a short-term basis, in order to generate rental income to reduce the charges. These seasonal rentals are managed by a dedicated team of employees from the hotel industry, located on site in the listed building: The CIEFM (CI Exclusive Facility Management). This service offers specific services to both tenants and co-owners, ranging from cleaning to the provision of multiple services on request.

### YOUR CI COPROPRIÉTÉS CONTACTS

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## OUR ASSETS AND STRENGTHS

Selling or buying a property is not insignificant: it is often the project of a lifetime. A qualified broker will offer you tailor-made guidance, from the moment the property is put up for sale to the signing at the notary's office.

### AT THE RIGHT PRICE AND IN THE SHORTEST POSSIBLE TIME

Whether it is in charge of the sale of an apartment, a villa or a building, our team of professionals carries out multiple tasks at the same time: estimation of the object, preparation of the file, valuation of the property, visits, negotiations, contacts with the notary, etc. A qualified broker does not simply enter data into a software program. They go on site to examine the property in question, so that no parameter (nuisances, view, hidden defects, condition of the property, etc.) goes unnoticed. The broker will refine the estimate based on their observations and detached from emotional aspects.,



### FULL SERVICES

The broker has in-depth knowledge of the local real estate market and is familiar with the legal, judicial and fiscal framework of their region. Finally, they master the energy and technical aspects: skills that are necessary in many situations.

### HUMAN QUALITIES

The broker develops a personalised relationship with both the seller and the future buyer. There is an emotional side of the buying and selling process, which the broker will be able to soothe by listening and advising. A good sense of negotiation and communication are also indispensable. The sale or purchase of a house or an apartment is not a simple transaction that can be managed with a few clicks on the computer. By providing reliable information, the broker will be able to remain reassuring throughout the process.

### OUR TEAM

Real estate is a personal process. There are no standard solutions, because each sale is unique. This is why CI VENTES puts its know-how at your service to accompany you at every stage of your project.

Clients who turn to CI VENTES can rely on the vast portfolio (properties and buyers) of the teams in the ten agencies that operate in the French-speaking part of Switzerland. They also benefit from the national (Courtiers Partenaires) and international (Leading Real Estate Companies of the World, EREN, Forbes Global Properties for prestige properties) networks of CI VENTES.

Should the owner so desire, their property can be made visible in the windows of the six main agencies in French-speaking Switzerland (Courtiers Partenaires) and also internationally via the above networks.

Although Comptoir Immobilier relies on new technologies - such as virtual tours to get a first impression of the property - the

broker's advice remains indispensable.

In addition, CI VENTES makes all the steps with your bank, the Town Planning Office, the Land Registry and/or the notary easier.

The broker is only remunerated if the sale is concluded. A written contract clearly stipulates the brokerage rate and the services included. In addition, an activity report is regularly sent to the client.

Give yourself every chance to succeed in the sale of your property!

# CI | COMMERCIAL

## CHALLENGES AND OPPORTUNITIES FOR COMMERCIAL REAL ESTATE IN THE CURRENT CONTEXT

While residential real estate is doing rather well in this period of prolonged health crisis, the situation is more tense for commercial and administrative properties. How can we face up to the many challenges and implement realistic solutions? A quick overview of the commercial sector.

It has often been said that the coronavirus pandemic has changed the way we live, consume and work. Inevitably, these lifestyle changes are having an impact on the real estate market. Let's distinguish the sub-segments that make up commercial real estate, some being more affected than others.

### OFFICES AND ADMINISTRATIVE SPACE: FLEXIBILITY ABOVE ALL!

The deterioration of the economy and the rise in unemployment in recent months are the main factors leading to a decrease in demand for office space. However, there is a significant gap between urban centres and their outskirts. In addition, the practice of remote working is helping to reduce the need for office space to some extent. However, because of the leases in place (generally for five years or more), this reduction in demand will not immediately result in higher vacancy rates; the vacancy rate will be released gradually. Geneva has the highest vacancy rate in Switzerland (5% to 10%). As for rents, they are already showing a significant decline throughout the Lake Geneva region.

Nevertheless, the construction of new offices in French-speaking Switzerland is still going on, in anticipation of the recovery desired by all. The location (city centre, proximity to transport, etc.), size and modularity of workspaces are key factors. With the new rise of the home office, proximity to the workplace is becoming less and less important. Well-connected towns or cities that are conducive to commuting (Nyon, Renens, for example) become more attractive. In ad-

dition, co-working spaces offer an interesting alternative for remote workers who are looking for an adequate infrastructure away from home. Some companies also use this solution when they do not have sufficient space due to health standards or when they want to reduce their fixed office premises.

For existing premises, the main room for manoeuvre is in terms of office occupancy. Workplaces have been carefully re-examined by managers, who define their specific strategies as: reduction in the number of employees, part-time work, alternating remote working, desk-sharing, separation by Plexiglas walls, social distancing between the offices (1.5 metres required), etc.

### TRADE, RESTAURANTS AND HOTELS

In spite of state aid (rent, RHT, deferral of AVS and VAT payments, loans, etc.), workshops, stores, cafés-restaurants and hotels are heavily affected with numerous temporary closures, relocation of premises and bankruptcies. Small businesses, deprived of several months of turnover, are the first to be affected. Some retailers are heavily in debt. This is due to phenomena already present before the pandemic, but which have accelerated, especially online shopping. What can be done about this ubiquitous online presence? In addition to Geneva, there is also shopping tourism in neighbouring France, temporarily stopped by the pandemic, but which has now resumed with renewed vigour. Thus, local businesses must be creative, relying on promotion (advertising, special offers, etc.); service and advice to clients remain undeniable assets. Finally, the complementary nature of the brands on

the same site can work in favour of retailers.

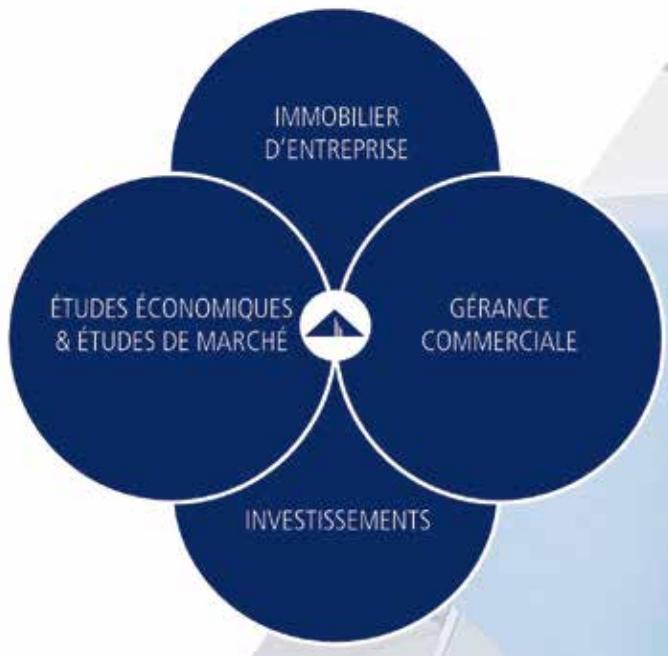
### WHAT CREATES MISFORTUNE FOR SOME CREATES HAPPINESS FOR OTHERS ...

While the general outlook for commercial real estate is not good, certain sectors are developing, such as those related to health and hygiene, or electronics. In addition, stores and restaurants specialising in healthy and local products are flourishing, and are more sought-after than ever before. Furthermore, storage space is becoming more and more important. In logistics, the increase in e-commerce is stimulating the demand for warehouses. The number of collection points for goods could also increase. In addition, working from home requires better connectivity and therefore more data centres.

For commercial real estate as a whole, the decreasing duration of leases and rents offers new opportunities, such as the possibility of "testing" services or products in the short term (pop-up stores, for example).

## FOCUS ON THE INVESTMENT DIVISION

CI Commercial is a department that brings together several areas of expertise: commercial management, commercial real estate, investments, and market and economic studies.



The real estate investment opportunities are varied and complex at the same time: sale or purchase by name or by SI, commercial real estate, purchase of land with total business contracts; there are numerous alternatives. In order to do so, it is essential to carry out a preliminary analysis and to get support from specialists. To guide buyers and sellers in their search for any kind of property, Comptoir Immobilier provides a set of services that are as efficient as they are personalised, as well as a thorough knowledge of the market and its fluctuations.

For many years, the Investment division has been specialised in the sale of residential, commercial, industrial and artisanal properties. Its notoriety is solidly established since it works with all major institutions, banks, insurance companies and pension funds to evaluate and sell their property, in Geneva and throughout Switzerland. Very active within the Savills network, which brings together major international buyers and sellers, our Investment division is also able to offer you a complete and accurate valuation of all types of real estate.

### Contact us :

Tel +41 (0)22 319 89 92

[ci-investissements@comptoir-immo.ch](mailto:ci-investissements@comptoir-immo.ch)





# CI RÉSIDENTIEL

INTERVIEW

## OLGA MIRANDA

— RESPONSIBLE CI RESIDENTIEL GENEVA

### WHAT IS YOUR PROFESSIONAL BACKGROUND AND YOUR CURRENT FUNCTION?

I have been working at Comptoir Immobilier for the past 22 years. First at the reception, then at the management and the sales department. My contact and interpersonal skills naturally led me to take the position of Residential Rental Manager. I've been working in this position - which is mainly on-site - for 16 years.

### HOW WOULD YOU DESCRIBE YOUR JOB?

My job is to look for tenants for luxury apartments and villas on behalf of private or institutional owners. Another important part of my work is to estimate the "fair" value of rental properties. We are able to offer two types of mandates: a mandate to search for tenants; or a mandate to search for tenants and property management.

### WHAT TYPES OF TENANT CLIENTS DO YOU WORK WITH?

They are mainly expatriates, managers or employees of multinationals, international organisations, trading companies, banks, etc. I also work with intermediaries: relocation companies that handle all aspects related to the relocation of expatriates. We also have quite wealthy private clients who come to Geneva either to enjoy the quality of life offered by Switzerland or for tax reasons.

### WHAT REAL ESTATE DO YOU OFFER?

We only offer luxury apartments and villas for rent equivalent to or higher than CHF 4,000.00. These properties are located in the city or in the countryside; they come in all shapes and sizes, new or old styles.

### IN WHICH CANTONS IS YOUR CI RÉSIDENTIEL SERVICE ACTIVE?

My service covers the whole canton of Geneva; my colleagues offer the same services in the canton of Vaud and in Valais.

### WHAT ARE THE MAIN CHANGES IN RECENT YEARS?

As always, geographical location has always been essential, in particular the proximity of the workplace and schools. Although most of my clients travel by car, some of them would like their homes to be as easily accessible by public transportation. As time goes by, we have noticed a significant change in the requirements of the tenant clientele. Special attention is paid to the condition and finishes of the real estate properties and equipment. Nowadays, clients refuse to rent properties that have not been renovated or which have dilapidated sanitary facilities and kitchens.

I therefore have a role in advising owners on possible work to be undertaken in order to maximise the chances of re-letting, thanks to the technical skills of our CI GÉRANCE and CI DURABILITÉ departments.

### HOW HAS COVID-19 MADE RESIDENTIAL RENTALS MORE COMPLEX, ESPECIALLY AMONG EXPATRIATES WHO CAN NO LONGER MOVE EASILY ?

It is true that we have witnessed a sudden halt of demands due to the Covid-19, since mid-March. We therefore had to reinvent ourselves and set up, as much as possible, 360° virtual tours or videos presenting the apartments and villas. Expatriates who were already planning to settle in Geneva have not cancelled their visit, just postponed it. Fortunately, visits could be organised with local clients who were looking to move for different reasons: to find a more spacious home, to move to a different geographical area, or to move to a smaller home when the children left the family nest. We hope that the influx will return to normal levels in the coming months, but we are dependent on international travel regulations.

### IN YOUR OPINION, WHAT ARE THE MAIN CHALLENGES? DO YOU THINK THAT A POSSIBLE ADAPTATION OF YOUR SERVICES IS NECESSARY?

It is still too early to say. No one is in a position to assess the repercussions of this health crisis. Switzerland remains very attractive due to its quality of life and stability. If our borders open up to the whole world, we may have to deal with a massive influx of foreigners, which we welcome for our profession and for the Swiss economy in general!

## PORTRAIT

## COOPERATIVES: A FORM OF HOUSING IN TUNE WITH THE TIME !

The tried and tested model of the housing cooperative is now taking on its full meaning. It allows for innovation in economic terms, while maintaining a perspective of sustainability. Comptoir Immobilier develops and launches several cooperatives in Geneva through its CI COUNSELLING department. The CI GÉRANCE department manages them. The Group's know-how is deployed to implement these complex real estate projects, which are largely integrated into major operations planned by the State.

### QUALITY HOUSING AT REASONABLE PRICES

The housing cooperative is a form of intermediate housing between traditional rental and private ownership. It is a non-profit organisation whose objective is to provide housing for its members under the best possible conditions. Individuals do not buy their housing, but are "co-owners" through their shares. The shares - whose amounts are much lower than the equity required to become an owner in the classic sense of the term - give co-operators the right to live and participate in property management. The membership shares constitute the cooperative's equity, while the rents cover the cooperative's operating costs and reimburse the financing of the real estate project.

### NUMEROUS ADVANTAGES

Generally built on land allocated by the State under the droit de superficie (DDP), Geneva cooperatives reflect the real costs of construction, outside the speculative mar-

ket. Whether they are public utility or rent-free housing, rents are on average 20% cheaper than on the open market. With proven long-term rent stability, these structures thus represent economically interesting solutions, especially for the middle class. In addition, they contribute to the socio-cultural, generational and economic mix of the neighbourhood, a mix that is often seen as synonymous with quality of life. Cooperatives also aim to optimise the integration of buildings and collective spaces into the existing urban fabric. Finally, most cooperatives base their choices and actions on a sustainable housing approach in the broadest sense of the term.

### DEMOCRATIC AND SOLIDARITY-BASED MANAGEMENT

The General Assembly is the governing body of the cooperative, in which each member has one vote. Cooperatives have a proven experience in participatory processes; this can be valid not only when the inhabitants enter their housing but also upstream, during the design of the building. Some cooperatives have a more participatory sensibility than others. In addition, cooperatives allow for public-private partnerships, a decompartmentalisation that is beneficial to the common good. In many cases, the involvement of various partners (project management, authorities, representatives, residents, etc.) often leads to innovative solutions. This is reflected in the architecture, typologies and shared premises, the materials used, collective spaces, outdoor amenities, etc. If the participative approach takes time, the

quality of the real estate delivered is improved.

### URBAN PLANNING AND ARCHITECTURAL LABORATORY

Leaving the conventional model of housing opens up new perspectives. Members of cooperatives are led to question all the parameters of their "ecosystem": organisation of space, natural resources, mobility, energy, relationship with others, etc.. But cooperative does not mean that everyone has to live together. Far from it! It is the search for the right balance between the collective and the private. In other words, the transition from the public or collective space to the most private space (the "home") must be carefully thought out. Entrances and communal areas of buildings, landings, loggias, small squares, pathways between buildings are among the key elements that contribute to a comfortable life together.

Discover The Company  
Cooperative " SCHS-l'Habrik,  
les Rambossons " page 16

# GENDRE & EMONET : AN AGENCY OF THE COMPTOIR IMMOBILIER GROUP

Based in Montreux (VD), Gendre & Emonet Gérance immobilière SA is one of the leading property management companies on the Vaud Riviera. It has been part of Comptoir Immobilier since 2015, in line with the Group's development strategy in French-speaking Switzerland. This collaboration is proving to be profitable on many levels.



Gendre & Emonet brings together the activities of property management, administration of co-ownership properties and brokerage. It is made up of 29 experienced staff members spread across various departments. Philippe Gendre and Jean-Marc Emonet, both of whom were then heads of property management companies, founded the agency in 1994. Although its area of activity is essentially the Vaud Riviera, Gendre & Emonet SA is present throughout French-speaking Switzerland and has a branch in Lausanne. It has grown steadily thanks to the quality of the services provided and the loyalty of its staff. Over time, the agency has thus built up a solid reputation mainly thanks to the recommendations of its clients.



## PURE SERVICE COMPANY

Whether it concerns buildings or unique properties, property management is Gendre & Emonet's core business. Its mission is to relieve owners by taking charge of the man-

agement of their properties, as well as relations with tenants. Among other things, the management department is responsible for technical follow-up, rental procedures and the administrative work necessary for the smooth running and optimal management of the properties. Its major clients are private owners, pension funds, municipalities, foundations, investment funds, insurance companies, banks and cooperative societies. The agency currently has more than 7000 properties under management.



Gendre & Emonet also provides co-owners with tailor-made support. The administration of co-ownership properties is a field that requires specific skills. In order to ensure the best possible administrative, financial and technical management of co-ownerships, a dedicated contact person is assigned to each mandate. This guarantees a personalised follow-up of the various aspects inherent in the life of a co-ownership. The service administers 150 co-ownership buildings.

## SALES DEPARTMENT

In addition to these two sectors, the Gendre & Emonet agency offers a brokerage service aimed at anyone who wants to sell or buy a property (flat, villa, land,

building or development). Benefiting from a perfect knowledge of the local market, a professional broker accompanies the client throughout the process, providing personalised advice and administrative follow-ups. The agency's client portfolio is made up of more than 2000 potential buyers.

## REWARDING RELATIONSHIPS

The Comptoir Immobilier Group and Gendre & Emonet are bound by the same professional code of ethics. The partners are committed to quality work, with a constant desire to improve and strong involvement of their employees. According to a shared philosophy, both clients and employees deserve absolute respect. Thanks to their collaboration, CI Groupe and Gendre & Emonet benefit from a vast network and exchange of skills, beneficial to all. The Board of Directors of Gendre & Emonet is composed of : Paul Epiney, Director, Chairman; Alain Pintor, Director, Managing Director; Jean-Marc Emonet, Director; Philippe Moeschinger, Director.

## GENDRE & EMONET GÉRANCE IMMOBILIÈRE SA

[www.gendre-emonet.ch](http://www.gendre-emonet.ch)



# FROM STAGE J. NICOLET SA TO COMPTOIR IMMOBILIER - CHABLAIS SA

The history of the Monthey agency - historically J. Nicolet SA - began in the midst of a period of economic prosperity in the 1960s, which was conducive to the development of the real estate business in Valais. Active in the Chablais region for nearly sixty years, the J. Nicolet SA agency was, until 2017, a private and independent company driven by the close collaboration between Jérôme Nicolet and Yanik Gianadda for over thirty years.



## THE TRANSITION

In 2017, after 37 years of professional activity and passion, Jérôme Nicolet, at the head of a 16-strong agency, retired and handed over the reins by selling his company to Paul Epiney, Chairman of Comptoir Immobilier, a group already well established in Valais, notably in the Cour de Gare district project in Sion since the end of the 1980s.

Jérôme Nicolet remained in business for two more years and contributed to the company's development by developing the new district plan for Monthey le M Central, a landmark in the agency's Lower Valais stronghold. In 2020, he retired for good, giving way to a new management team.

## COLLABORATION AND SUSTAINABILITY

Three years of close collaboration have made it possible for the COMPTOIR IMMOBILIER SA group to understand the values of J. Nicolet SA and its way of working, as well as to forge links with the agency's clients, who will be able to draw on the group's vast network, services and extended skills.

Nicolas Comby, member of the Deputy General Management and Director of the group's Valais branches, is therefore taking over management of the Monthey branch. An event was held at the agency in September 2020 to bring together the agency's staff and J. Nicolet SA clients to present the new company name COMPTOIR IMMOBILIER - CHABLAIS SA.

## LE COMPTOIR IMMOBILIER - CHABLAIS SA

Located avenue du Crochetan 1, the agen-

cy specialises in rentals, co-ownership management, development and brokerage. Advice and tax estimates are also part of its services. The COMPTOIR IMMOBILIER - CHABLAIS SA has been managing the M Central shopping centre in the heart of Monthey for five years. It is thus one of the largest agencies in the town with twelve employees at your service.

## A FEW KEY FIGURES OF THE COMPTOIR IMMOBILIER GROUP IN VALAIS:

5,937 properties for sale under co-ownership  
4,192 managed properties

**COMPTOIR IMMOBILIER - CHABLAIS SA**  
[www.nicolet.ch](http://www.nicolet.ch)





# THE MAJOR ROLE OF BUILDERS FOR THE USERS OF TOMORROW

— ACCORDING TO YANNOS IOANNIDES, A MEMBER OF THE CI GROUP'S EXECUTIVE MANAGEMENT BOARD.

Faced with the paradigm shift that is impacting society as a whole, public authorities have to adapt. More than ever, they must demonstrate a long-term, comprehensive vision that guarantees sustainable choices. Thanks to its skills and experience, Comptoir Immobilier - in particular with its CI CONSEILS department - plays the role of a "positive influencer". Alongside investors and owners, as well as users/tenants, the agency is committed to finding qualitative solutions to the development of our built environment.

Let's not forget: builders, i.e. those who build, have the capacity to transform and shape our territories. Moreover, they provide work for companies, housing for the inhabitants, whether in villas or buildings, put social apartments, co-ownership properties, cooperatives and commercial premises on the market... In this vast process, the ethics of the developer and the manager are crucial. How can such an influential player position themselves in the urban ecosystem? There are two options. Either they are inevitably subject to new laws, standards and regulations, or they approach them proactively and contribute to their evolution. Comptoir Immobilier is part of the second option.

## CI, A KEY PARTNER

Comptoir Immobilier is a family business that already counts two generations. The young employees regularly question the older ones, thus benefiting from their expertise. The agency has set up a "sociological watch": an observatory that closely follows the trends, concerns and aspirations of citizens. This continuous review makes it possible to better align urban planning with the aspirations of residents. Technological aspects and innovations are also of great interest to the company.

One of CI's missions is to encourage own-

ers and investors to change their outlook and face new responsibilities. It's all about taking the right turns to ensure an optimal quality of life for all generations, from the youngest to the oldest. In other words, far from the prevailing demagoguery, intervening objectively, without too much emotion, will enable us to deploy the most appropriate solutions. This applies to the act of building as well as to other areas of life, such as food, distribution networks, resource management and public health.

## SEIZING OPPORTUNITIES

To achieve sustainability goals, however, everyone must be willing to step out of their comfort zone. A "shake up" which, in the long term, is synonymous to an increase in our well-being. There are still many innovations to be implemented, particularly in the way we manage our property assets. In urban planning projects, the emphasis on soft mobility and electromobility has a clear impact on future users, from a sociological and economical point of view, as well as on health. Territories must therefore be prepared to rebalance the sharing of uses, by guaranteeing sufficient space for modes of transport other than cars, but also for high-quality public and collective spaces.

The owner/sponsor is certainly encouraged to construct well-insulated buildings and

to use the cleanest possible energy. But what about the inhabitants/users? Should they be more involved or should they be sanctioned? In many cases there is a significant gap between good intentions and behaviour. The role of the housing authority is to support tenants in their good practices, because, as we know, the individual is a key contributor. To this end, facilitating the circulation of information is essential. For example, monitoring electricity consumption in an entertaining way can be an interesting means. However, we should be wary of over-technology by equipping all flats with screens, a material whose programmed obsolescence is well known! We would then only be postponing the problem and the solution would be worse than the problem itself... Could over-consumption of energy be considered a misuse of the rented property? Lease law will also evolve on environmental issues.



## A FEW WORDS ON YOU, YOUR ORIGINS AND YOUR EXPERIENCE... HOW HAVE THEY SHAPED THE COMMITTED WOMAN YOU ARE TODAY?

I was born to refugee parents in the Middle East. I believe that growing up with many labels and circumstances that limit your freedom and opportunities automatically pushes you to either conform and maintain the status quo, or to firmly believe that change is not only necessary but is ultimately the only choice you have. I chose the latter and I literally seized every opportunity my open-minded parents gave me. To put myself at the service of those who were not as fortunate as I was was an obvious choice.

## YOU HAVE BEEN THE CEO OF THE WOMANITY FOUNDATION SINCE APRIL 2020, DO YOU FEEL THAT YOU ARE NOW ITS STANDARD BEARER?

It's an enormous responsibility. The role is not only to ensure that the Foundation fulfills its mission, important as it is, but also to put our spirit of inclusion and equality at the heart of our work. It is also about balancing our thoughts and beliefs as individuals and how we can collectively build a future of equality and inclusion for our communities.

## WHAT ARE THE ACTIONS AND PROGRAMMES CARRIED OUT BY THE WOMANITY FOUNDATION? HOW DID THE FOUNDATION COME INTO BEING AND SINCE WHEN?

Womanity is a Geneva-based foundation, created in 2005 and ranked 146<sup>th</sup> in the world's Top 500 NGOs 2020 ranking. We invest in bold solutions that accelerate gender equality in order to create sustainable social change and foster an inclusive world where

# INTERVIEW RANA ASKOUL –

CEO - THE WOMANITY FOUNDATION

women and men enjoy equal rights and opportunities. Womanity works on a wide range of issues: from promoting girls' education in STEM (Science, Technology, Engineering, Mathematics), to preventing violence against women, to scaling up the impact of social enterprises focused on women's issues and through its media programmes in the MENA region that aim to change gender stereotypes, a major obstacle on the road to equality for women.

## IS THE WOMANITY FOUNDATION'S ACTION FOCUSED ON SPECIFIC COUNTRIES? HOW DO YOU IDENTIFY THEM?

Today, our programs are mainly active in Southern nations, and this geographic focus has developed organically over the years. We go where we identify opportunities to do things in innovative ways and where we think we can have the most impact.

## A FEW KEY FIGURES THAT HIGHLIGHT OUR EFFORTS OVER THE LAST 15 YEARS...

- 22.6 million people supported by Womanity since 2005
- 23 million media audience
- 34,200 students have benefited from our programmes in Afghanistan.
- 16 social enterprises receive our support and increase their impact

## WHAT DO YOU SEE AS THE CHALLENGES FOR THE NEXT 15 YEARS?

Our goal is to increase the impact of our work in order to create egalitarian and in-

clusive societies. For example, in the MENA region, we want to pave the way for the emergence of new platforms so that women's voices can be represented and heard. Our work through WeMean is focused on creating such platforms to digitally reach the minds and hearts of young people in the region. We measure our success not only by the reach and commitment of the different content we create - such as our latest YouTube series "Sm'i'touha Menni" - but also by our ability to inspire and collaborate with others so that more voices are heard calling for much-needed change.

## BIOGRAPHY (IN 10 KEY POINTS)

- 15 years of experience in the public, private and non-governmental sectors
- Established the Board Director Institute for the Gulf Cooperation Council at McKinsey & Co.
- Led General Electric's regional gender balance programme in the MENA region
- Founder of Changing Pink - advising on key regional projects to address gender inequalities in MENA
- Led the design and development of the leadership program for young Arab women scientists with the Bill & Melinda Gates Foundation and the Islamic Development Bank.



INTERVIEW

# ROBERT CRAMER

— CHAIRMAN PAV FOUNDATION (PRAILLE-ACACIAS-VERNETS)

After much political turmoil, the PAV Foundation was finally brought to the baptismal font during the past year. An indispensable instrument in the transformation of the Praille-Acacias-Vernets sector, as it is responsible for negotiating the future land rights of the main owner of the site (the State of Geneva), this Foundation will be chaired by Robert Cramer, former State Councillor in charge of development. The meeting and discussion on the launch, the stakes and the priorities of this Foundation will take place on an informal basis.

## ROBERT CRAMER, WHEN WILL THE PAV FOUNDATION FINALLY BE OPERATIONAL?

In the best case scenario, in the first quarter of 2021.

## THAT'S STILL A LONG TIME, SINCE WE'VE BEEN TALKING ABOUT PAV...

Yes, but at the moment I'm only at the start-up stage, in the same situation as someone who is going to open a grocery shop. All I have is a decree from the Council of State appointing me President, my Foundation Board is not fully formed, the Foundation is not yet registered in the Trade Register, I have no website (although I have reserved the domain names as a precaution), I have no e-mail address, my future premises are not yet available or fitted out, and the staff has not yet been hired. I want this Foundation to be small and agile: there will be a maximum of 4-5 employees, with a Director whose specifications we have just adopted. We will be looking for a specialist in real estate economics, with managerial skills.

## ONCE ESTABLISHED, WHAT WILL

## BE THE EXACT ROLE OF THE PAV FOUNDATION?

The PAV Foundation is at the confluence of two public policies: spatial planning and industrial policy. Planning, because we are regulated, limited by extremely detail-specific laws, which go as far as determining the percentage of each type of housing, and which make it possible to impose constraints on future investors that go beyond a land use plan. The PAV is also a perimeter within which it is possible to divert from the usual LCI construction rules, in particular by providing high density (more than 3 in certain perimeters) and the possibility of building up to 170 metres high. And the industrial policy, because we want to keep the existing companies and find a place in the canton for those who have to move.

## WHICH MEANS THAT YOU WILL BE WORKING CLOSELY WITH THE FTI, THE GUARANTOR OF THE CANTON'S INDUSTRIAL POLICY?

Yes, and for several reasons. First of all because the law still requires us to do so. Article 3 paragraph 4 of the PAV Founda-

tion Act states that we must enter into an agreement with FTI. In fact, the legislator (the Grand Council) has provided for the following architecture: everything relating to spatial planning is the responsibility of the PAV Directorate, a State service. As for the relocation of companies, this is the responsibility of the FTI, which we must support in this task. The role of the PAV Foundation is to free up the existing land and make it available to future investors in the form of long-term building rights (the land will remain in state hands). We are a land operator, without the land development extensions that remain with the PAV management.

## EVEN IF THE MISSIONS SEEM TO BE WELL DEFINED, ISN'T THERE A RISK OF COMPETITION AND DUPLICATION BETWEEN THE PAV FOUNDATION AND THE FTI?

No. We know Guy Vibourel, the new President of the FTI very well. I sat with him on the Board of Directors of Migros, from which we both obviously resigned. I believe that we are pragmatists. We will be moving in under the same roof as the FTI, the floor below. And the State PAV Directorate will, I hope, occupy the same premises as us. I hope that we will all operate within a project mindset, in a common atmosphere. The entire back office (HR, IT) will undoubtedly be outsourced to FTI. The common spaces will be shared. It is likely that we will open a storefront once we are operational.

## DON'T WORRY, YOU STILL HAVE A FEW RESOURCES IN THE PAV FOUNDATION, RIGHT?

Of course we do. We have received the land from the State, which represents an amount of 450 million, and we have received an additional allocation of 60 million. Our expected lifespan, still according to the law, is 40 years. My expectation is that the Foundation will make an initial profit. Then, in a second phase, it will undoubtedly lose money, because the amounts available will not be sufficient when it comes to compensating for the surface areas that will terminate their surface rights before the end of the term. And in a third phase, the Foundation will regain money with the new surface rights granted to investors.

## DON'T SUCH AMOUNTS RISK WHETTING THE APPETITES OF THE PLOT OWNERS TO BUY BACK THEIR RIGHTS DURING NEGOTIATIONS?

Certainly, but let's not forget that the PAV Foundation is a public foundation, therefore governed by public law. This means that it must imperatively respect two principles: that of legality and that of equal treatment. One of our first tasks will be to establish a transparent scale for the compensation of surface rights, based on several criteria such as the future use of the land (LUP housing, co-ownership (PPE), activities, public domain). We will therefore be strict.

## ADMITTEDLY, BUT CURRENT SURFACE RIGHTS RUN FOR THE MOST PART UNTIL 2050 OR EVEN 2060. CURRENT HOLDERS HAVE NO REASON TO RUSH.

Yes and no. Compensation depends on the number of years remaining. It therefore decreases over the years and, after a while, it will become more interesting for the Foundation to wait for its pure and simple extinction, which will not give rise to any compensation. If there is too much reluctance to release the land, the PAV Foundation and the State will take the time it takes. Secondly, as we are also the owners of the land, this means that the current landowners cannot transform their buildings without our permission. So everyone will make their own calculations and everyone will have to find a win-win solution. There won't be a standard solution, but there will undoubtedly be a solution tailored to each company.

## THERE ARE UNDOUBTEDLY SOME AREAS OF PAV THAT ARE MORE URGENT THAN OTHERS?

We can imagine that the perimeters closest to the city, those where the greatest density of housing is planned, and more particularly LUP housing, will be given priority. La Caserne des Vernettes and l'Etoile are already on the way, Acacias and Grosselin will follow. In this we will depend on the activity of the PAV department. We will act first in the sectors where LUPs are launched. We will then go to all the companies to negotiate with them. It's as simple as that.

## WHAT TYPES OF HOUSING WILL BE BUILT IN THE PAV?

The proportions are fixed in the law. Of all the land owned by the State, i.e. the majority, there will have to be 24% HBM LUP (public utility housing), 38% other LUP, 26% housing in developing zones and 12% co-ownership (PPE).

## THE PROPERTIES SOLD UNDER CO-OWNERSHIP (PPE) WILL NOT BE FREEHOLD, BUT SUBJECT TO LONG-TERM (90 YEARS) SURFACE RIGHTS. WON'T THIS DISCOURAGE BUYERS?

I think there will be enough buyers. Our relationship to ownership is changing and no one is living in the same house for more than 90 years. As for future generations, they no longer necessarily live in a family home that has been handed down from generation to generation. The land operations carried out in the villa zone illustrate this trend. In fact, the property will be cheaper to buy but owners will not be able to get a capital gain on the resale of their property. These properties are halfway between a classic co-ownership and a co-operative. This system is widespread in Britain.

## THE PERCENTAGE OF LUPS IS IMPORTANT: DO YOU THINK YOU WILL FIND ENOUGH OPERATORS TO BUILD THEM?

It will mainly be non-profit entities that will build them, Foundations for the LUP-HBMs, cooperatives for the other LUPs. The financial arbitrations have already been fairly well marked out by the OCLPF (Cantonal Housing and Land Planning Office).

## THE TRANSFORMATION OF THE PAV WILL TAKE ANOTHER FORTY YEARS OR SO. WHAT CAN ENCOURAGE PEOPLE TO SETTLE THERE?

I often say, we are going to build the City of the 21st century. It will be dense, diversified, offering a high quality of life. It will take climate change into account in its design. The Aire and Drize rivers will be put back into the open air, we want to plant many trees that will protect the inhabitants from the heat. There will be cycle paths and car parks will be on the outskirts of the perimeter. Moreover, the PAV is huge: 230 hectares. On arrival each district (Acacias, Grosselin, Praille, Vernettes, Etoile) will have its own identity.

## WILL THE PAV FOUNDATION ALSO INTERVENE IN PUBLIC SPACES?

Of course it will! We will be very attentive to this in the conclusion of the DDPs. Usually public spaces are the poorer sibling of the development. We are going to reverse the trend: first a large park, then housing. The PAV will have a very high density, so the more people there are, the better the quality of the public spaces has to be. In addition, we will have to use every trick in hand to protect ourselves from global warming, capture heat and humidify the air. Future constructions will have to integrate these types of elements, green façades, solar panels, etc...



INTERVIEW

# GUY VIBOUREL

(FRI PRESIDENT)

Guy Vibourel, former Managing Director of Migros-Geneva and then Chairman of its Board of Directors, was last year appointed President of the Foundation for Industrial Land in Geneva (FTI). He is therefore particularly familiar with the Praille-Acacias-Vernets sector in which he has spent a large part of his professional life. Interview with the head of the entity that will have the heavy task of accompanying the relocation of the PAV companies that are going to be displaced.

## THE PAV IS HUGE, THE COMPANIES NUMEROUS, THEIR ACTIVITIES MULTIPLE. WHERE DO YOU START?

From the beginning, that is to say by taking a census. There are about 1,200 companies in the PAV. Not all of them have the same future. In fact, we have identified 4 main categories:

1. The companies that will remain in the PAV, because they will be able to live alongside housing. 2. Companies that will have to move out of the PAV, because their activity is incompatible in terms of noise, future accessibility, etc. 3. Companies that will be able to operate within the PAV in the sector dedicated to industry (Praille-Ouest). 4. The companies that we could bring into the PAV because their activity would be essential to the life of the district. I am thinking in particular of certain service companies.

## THE MOST DIFFICULT CASES WILL PROBABLY BE THE COMPANIES THAT WILL HAVE TO LEAVE THE SITE. HOW DO YOU INTEND TO CONVINCE THEM?

We will have to convince them that this change can represent a real development opportunity and find them a new location that meets their current and future needs. We would like to get to know them better so that we can make transfers that are more peaceful. But we don't yet know what percentage of today's companies will have to leave the PAV. This work will be carried out in close collaboration with the PAV Foundation.

## BUT DO YOU HAVE ENOUGH ROOM?

There isn't much room, it's true, but we are currently making a lot of land acquisitions. Notably in the future Cherpines area in Planles-Ouates, as well as in the ZIMEYSAVER sector. We are also counting on a densification of industrial zones favouring a mix of activities. We manage around thirty industrial zones.

## THE FTI DOESN'T ONLY TAKE CARE OF THE PAV, IT ALSO PLAYS MANY OTHER ROLES.

We are a multi-service and multi-activity company. An essential facilitator for the proper functioning of the industrial ecosystem. Our 35 employees are obviously active in the PAV territory, but also in the so-called "peripheral" industrial zones. They are also involved in the canton's sustainable development strategy, in all matters relating to energy savings, the use of raw materials and the development of inter-company collaborations. We manage land in our own name and on behalf of the State of Geneva and the municipalities. We plan and implement facilities for industrial and artisanal development zones. Finally, we are the armed wing of the canton to encourage established companies or those wishing to set up in an industrial zone to develop sustainable practices by pooling services or infrastructures such as district heating, for example. As part of the Canton's industrial policy, we also grant surface rights to companies and decide on their eligibility to set up in industrial zones.

## WITH REGARD TO LAND ACQUISITION AND BUILDING RIGHTS, HAS THE FTI INCREASED ITS RATES?

Our pricing policy is reviewed approximately every two years to keep up with the pace of economic developments. We need to have a defined and limited flexibility. The industrial zones are opening up to new activities, but it is a measured opening, by way of derogation. We must constantly find a balance so that traditional industries, which do not have high added value but generate a lot of jobs and are essential to the smooth running of the economy, can also remain in the zones.

## DOES THE FTI WORK AUTONOMOUSLY, OR ALSO WITH PRIVATE INDIVIDUALS?

Because of our multiple activities, we absolutely have to work with private individuals. For example, we are owners, and to set up real estate operations, we use the business expertise of external consultants. FTI is a key player in industrial real estate, which needs to gain visibility.

## HOW DOES GUY VIBOUREL MANAGE A BOARD COMPOSED MAINLY OF POLITICAL REPRESENTATIVES WHEN HE HAS ONLY PREVIOUSLY MANAGED PRIVATE COMPANIES?

I am totally transparent with my Council, and you have to listen and be patient. I want to be as close as possible to the Directorate General, which we have just changed. But we still have to achieve results: out of the approximately 35 million in turnover, we pay a little over 5 million to the State each year.



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## PERROY LES TERRASSES DES PERRAILLES

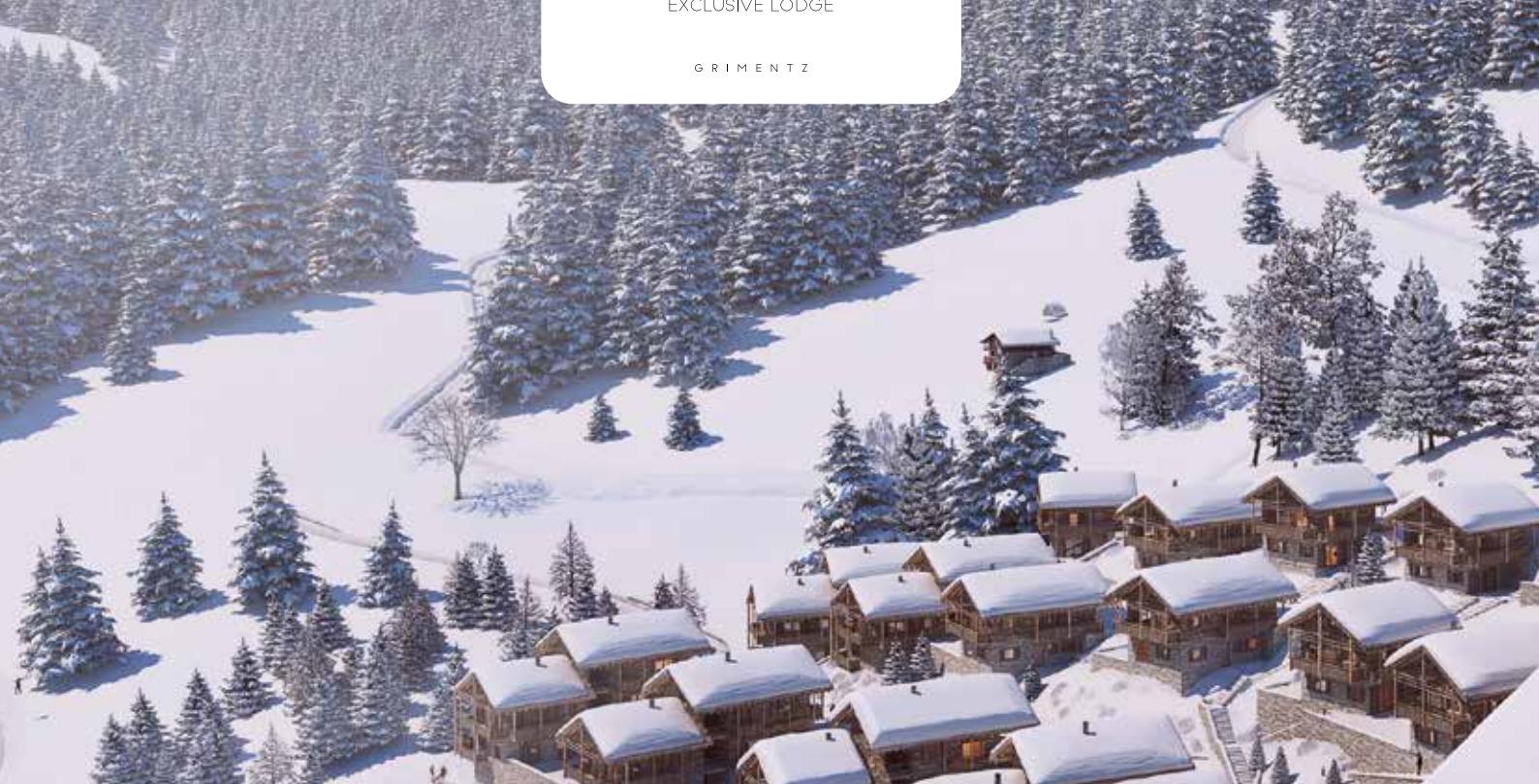


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REFERENCE	31325 and 31326
SURFACE	219.5 to 221 m <sup>2</sup> [219.5 to 221 sq.m]
NUMBER OF ROOMS	4.5
BROKER	Paul Vezin Tel. +41 (0)22 365 99 93
PRICES	CHF 2,385,000 to CHF 2,485,000.-



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REFERENCE : 31830

SURFACE AREA : 720 m<sup>2</sup> + 2,400 m<sup>2</sup> of land

ROOMS : 12 + 4 in the outhouse

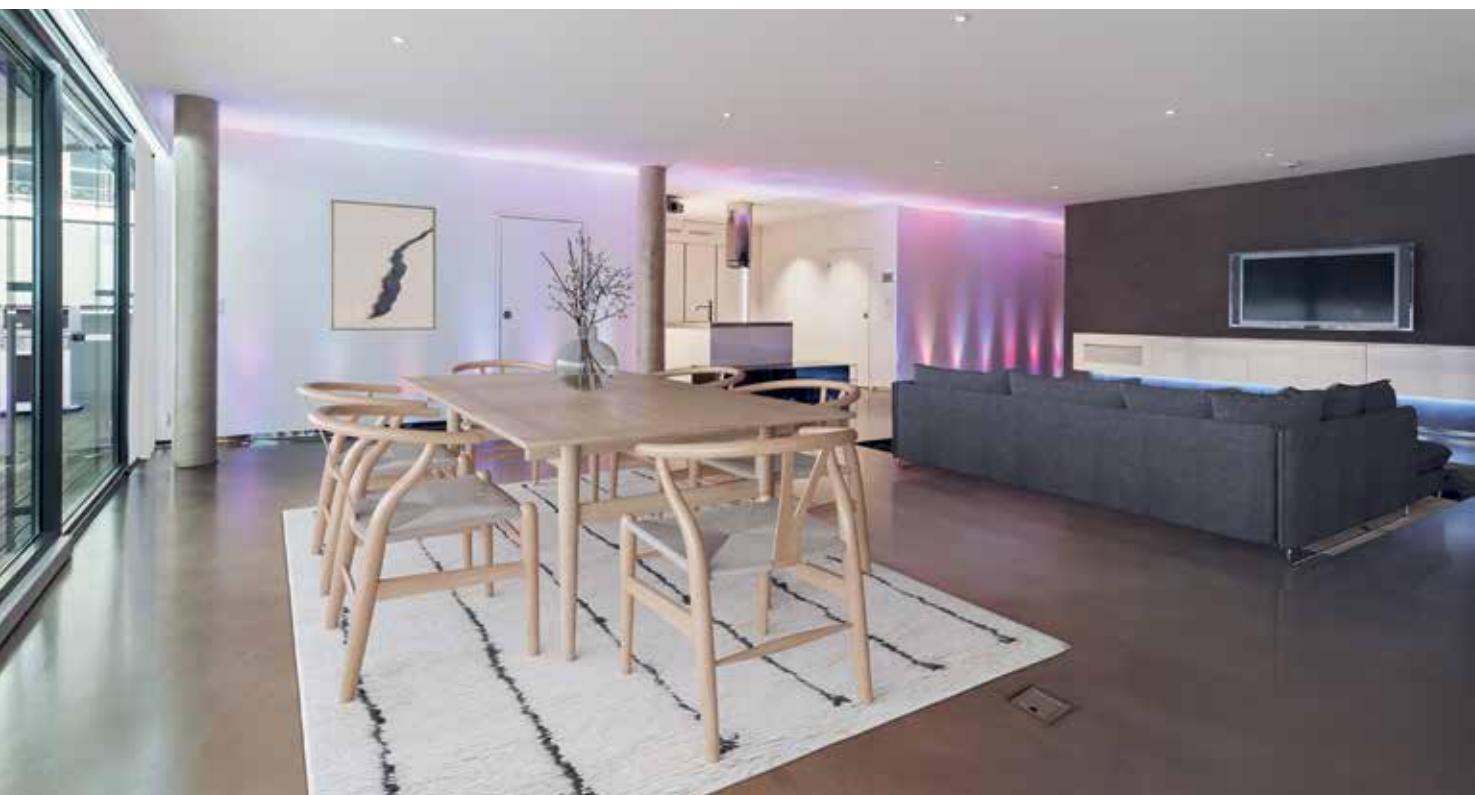
YVES BORTER - Tel. +41 (0)22 319 89 15

PRICE : On request

## COLLONGE-BELLERIVE

Luxurious contemporary villa

Close to the lake, this magnificent property is nestled away from view. This luxurious villa boasts outdoor and indoor swimming pools and access to the lake with a small private beach. 7 bedrooms, caretaker's house with independent access, shelter for 4 cars, home automation and video surveillance system.



REFERENCE : 30795

SURFACE AREA : 199 m<sup>2</sup>

ROOMS : 6

NATHALIE ASSIR - Tel. +41 (0)22 319 89 19

PRICE : CHF 2,960,000.- + Parking not included

## GENEVA

Space in Plainpalais

Modern and spacious flat of 199m<sup>2</sup> composed of 6 rooms, 4 bedrooms including a master suite, 3 bathrooms, a kitchen with a central island opening into a large living / dining room with fireplace, opening onto a nice terrace of 60m<sup>2</sup>. Ideal location.



## OUCHY - LAUSANNE

Master Property

This prestigious master property is nestled in the heart of a splendid park with magnificent views of the lake and the Alps. In a rare and favourable location, close to the quays of Ouchy, this incomparable place offers large spaces, distributed over 4 levels, all connected by a lift.

REFERENCE : 26432

SURFACE AREA : 750 m<sup>2</sup>

ROOMS : 14

GENEVIEVE IGLESIAS - Tel. +41 (0)21 966 23 35

PRICE : On request



## HAUTE-NENDAZ

Spacious flat ideally located

This flat is located in one of the best locations in Nendaz, right in the heart of the resort and at the foot of the slopes. A stay here invites you to relax in a warm and welcoming atmosphere. Stone fireplace, 6 bedrooms, sauna, terrace with spa. 2 indoor parking spaces, cellar and ski room.

REFERENCE : 31700

SURFACE AREA : 240 m<sup>2</sup>

ROOMS : 7.5

BENOÎT DORSAZ - Tel. +41 (0)27 345 23 08

PRICE: On request



CONTACT : Tel. +41 (0)22 319 89 15 .

PRICE : On request

## PROJECT BELLEVUE 74 VIENNA - AUSTRIA

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## COSTA SMERALDA - SARDINIA - ITALY Villa La Coluccia

Superb  
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A magnificent seaside villa overlooking the archipelago of La Maddalena, it is harmoniously integrated with its natural setting. Contemporary interior and new technologies. Generous living space. The outdoor spaces invite you to relax with direct access to the beach with private pontoon and infinity pool.



## MYKONOS - GREECE

### Villa Stargazer

Villa Stargazer is located on the quiet peninsula of Agios Lazaros. Suspended between sea and sky, this extraordinary estate is set on a 10,696 m<sup>2</sup> plot of land. The house of 1,062 m<sup>2</sup> is built around 2 residences. Terraces, gym, saunas, hammams, 2 heated infinity pools.

CONTACT : Tel. +41 (0)22 319 89 15

PRICE : On request



## VALENCIA - SPAIN

Exclusive villa with view panoramic view of the golf course

Overlooking the golf course, this exclusive villa offers exceptional views and maximum privacy. Modern design, high quality finishes, state-of-the-art technology with home automation and a security system. Fitness room, outdoor and indoor swimming pool, summer kitchen.

CONTACT : Tel. +41 (0)22 319 89 15

PRICE : On request



SURFACE AREA : 220 m<sup>2</sup> + basement.

ROOMS : 7

OLGA MIRANDA : Tel +41 (0)22 319 88 20

RENTAL PRICE : On request

## VANDOEUVRES

Splendid semi-detached villa

This bright, modern villa with a warm and elegant atmosphere is set in a beautiful wooded environment. The architecture blends perfectly with the surrounding nature. High-quality materials and finishes. 2 indoor parking spaces.



SURFACE AREA : 600 m<sup>2</sup> approximately

ROOMS : 12

MATHIEU FAVRE : Tel. +41 (0)21 313 23 72

RENTAL PRICE : On request

## PUIDOUX

Exceptional manor house

A rare property offering an exceptional quality of life in the heart of a 10-hectare park between Lausanne and Vevey, overlooking the lake and the vineyards. Restored in 2015, the manor can be rented furnished (new furniture) or empty. Exceptional rare rental property with a lot of charm.

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## VESSY - GE

### LAKE PARK



This magnificent project consists of three semi-detached villas offering magnificent amenities. Each villa, built on 2 levels and a basement, has a private garden, three bedrooms, three bathrooms, a terrace, parking spaces and a splendid park with a lake and an island. Close to amenities and schools.

REFERENCE	33096
NUMBER OF ROOMS	7
BROKER	Eric Fino Tel. +41 (0)22 319 88 05
PRICES	CHF 2,090,000.-



## MONTHEY DOMAINE DU CROCHETAN

**6 flats of 4.5 rooms**

6 spacious 4.5 room flats of 130 m<sup>2</sup> in the new "Le Domaine du Crochetan" residence located in the centre of Monthey. Large bay windows opening out onto a beautiful terrace. Bright living space. Quiet and peaceful setting. Cellar, garage included. Delivery end of 2022.

**Reference :** 32220

**Surface Area :** 130 m<sup>2</sup>

**Rooms :** 4.5

**Yvan Camelia** - Tel. +41 (0)24 473 40 90

**Price :** CHF 574,821.00 or CHF 4,420.00 per m<sup>2</sup>



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## MONTHEY DOMAINE DE LA PIERRE À MUGUET

The "Domaine de la Pierre-à-Muguet", erected on the heights of Monthey, overlooks the landscape and offers a 180° view of the Rhone valley and the mountains. This vast project with contemporary architecture includes the construction of a district comprising 6 buildings with 16 flats, 12 villas and the associated indoor and outdoor car parks. 35 flats are still available for sale.

**Weighted surface area :** From 49 m<sup>2</sup> to 112 m<sup>2</sup>

**Rooms :** 2.5 to 4.5

**Thérèse Egger** - Tel. +41 (0)21 977 30 60

**Price :** from CHF 245,000.- to CHF 600,000.-



**Surface Area :** From 40 to 79 m<sup>2</sup>

**Rooms :** From 1.5 to 3.5

**Thérèse Egger** - Tel. +41 (0)21 977 30 60

**Price :** From CHF 255,000.-

## ROCHE RESIDENCE LES BOIS

This village-style building located at the gateway to the Chablais region will consist of 2 buildings with 11 flats each, distributed over 4 levels from 1.5 to 3.5 rooms. Underground parking, playground. Furnishings at the buyer's discretion! Delivery in spring 2022. 16 flats are still available.



**Surface Area :** From 32 m<sup>2</sup> to 142 m<sup>2</sup>

**Rooms :** From the studio to the 5.5

**Benoît Dorsaz** : Tel. +41 (0)27 345 23 08

**Price :** From CHF 172,000.-

## SION LES RIVES DE BRAMOIS

An eco-responsible project of 95 flats from studios to 5.5 rooms in 11 buildings, Les Rives de Bramois focuses on nature and sustainable development. The flats are designed to blend harmoniously into the environment in terms of both architecture and choice of materials. Collective permaculture gardens, Minergie certificate. 50 flats are still available. Delivery summer 2022.



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Find the project on pages 22-23 of CI MAG n°11



# SION

## RUBIX



A new generation of spaces for rent in Sion with MOVEmment technology. In the town centre of Sion, Rubix's flats, shops and offices offer a living environment that combines dynamism, modernity and flexibility. Ideally located just 5 minutes from the train station and EPFL, you will benefit from all the advantages of the city. This building has 21 2.5 room flats and 39 studio flats. The building also offers commercial premises, ranging from 47 m<sup>2</sup> to 415 m<sup>2</sup>. The studios are equipped with MOVEmment technology, an intelligent and a surprising design concept. Thanks to sliding modules, the bedroom/kitchen/office areas are perfectly defined to adapt to your everyday life at the touch of a button. Each unit has an outdoor area, a cellar, a dishwasher, a washing machine/dryer column and a walk-in shower. Indoor and outdoor parking spaces can be rented. No rental guarantee is required for the accommodation.

Availability for summer 2021.

USABLE AREA	From 43.9 to 70.5 m <sup>2</sup> .
NUMBER OF ROOMS	From studio to 2.5
BROKER	Liliane Delessert Tel. +41 (0)27 345 23 02
RENT	From CHF 1,180 incl. advance payment of charges



## NOËS - SIERRE

### LES MAROUETTES HAS



Building of 12 new flats in the charming village of Noës. In a peaceful location, Noës will charm you by bringing you all the comfort of a small, warm and family-friendly village. The 2.5 and 3.5 room properties are made with quality materials. Each property has a cellar and a washing machine and dryer.

Close to all amenities, 500 metres from the primary school, two minutes from the Sierre-Ouest motorway entrance by car. Indoor parking CHF 90 and outdoor parking CHF 50.

The accommodation is available immediately.

USABLE AREA	From 46 to 94 m <sup>2</sup> .
NUMBER OF ROOMS	2.5
BROKER	Liliane Delessert Tel. +41 (0)27 345 23 02
RENT	CHF 1,080 including charges (first rent discounted for a lease concluded before 31.12.2020)



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**FOR SALE**



Reference : 33212

Surface Area : 155 m<sup>2</sup> + 21 m<sup>2</sup> terrace

Rooms : 5

Olivier Grillet : Tel. +41 (0)22 319 89 57

Price : CHF 2,500,000.-

## GENEVA

### UNIQUE PROPERTY IN THE OLD TOWN

Unique property in the heart of the Old Town (renovation work to be planned). Nestling in an inner courtyard on the 3<sup>rd</sup> floor without lift, this property enjoys a 21m<sup>2</sup> terrace overlooking the rooftops of the historic centre. Living area with fireplace, 3 bedrooms. Quiet environment.



Reference : 32563

Surface Area : 198 m<sup>2</sup>

Rooms : 6

Nathalie Assir : Tel. +41 (0)22 319 89 19

Price : CHF 1,850,000.-

## BERNEX

### CHARMING AND ENCHANTING

Pretty quadruplex of 198 m<sup>2</sup> with terrace and garden offering an entrance hall with cupboards, 3 bedrooms, 4 shower rooms, a fitted kitchen which opens into the living room, a dining room with exposed stone walls. The flat is completed by three outdoor parking spaces and a 6 m<sup>2</sup> storage space used as a cellar.



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Reference : 33011

Surface Area : 161 m<sup>2</sup>

Rooms : 4.5

Geneviève Iglesias : Tel +41 [0]21 966 23 35

Price : CHF 1,395,000.-

## MONTREUX

### LUXURY FLAT

This flat is located in an elegant bourgeois building and offers high standard amenities, a spacious surface area of 160 m<sup>2</sup>, generous dimensions and a 20 m<sup>2</sup> balcony with a view of the lake and the Alps. Indoor parking spaces are not included.



Reference : 33052

Surface Area : 520 m<sup>2</sup> + plot of 1'232 m<sup>2</sup>

Rooms : 11

Geneviève Iglesias : Tel +41 [0]21 966 23 35

Price : On request

## FRIBOURG

### JURA DISTRICT

Exceptional location for this property with 520 m<sup>2</sup> of usable space, spread over 3 levels. This property can house 3 flats or be used as a family home. The plot of more than 1,232 m<sup>2</sup> is in a medium density residential area and has the potential for extension. Renovations are planned.



## SAVIÈSE

### 4.5 ROOMS ATTIC PROPERTY

Spacious attic of 220 m<sup>2</sup> with breathtaking views over the Rhone valley with a large terrace and secluded veranda. Carnotzet-cave. Sold with a double garage, an outside parking space, a cellar and a storage room. Direct access to the flat by lift.

**Reference :** 32535

**Surface Area :** 220 m<sup>2</sup>

**Rooms :** 4.5

**Benoît Dorsaz :** Tel +41 (0)27 452 23 03

**Price :** CHF 1,295,000.-



## RECHY

### VILLA 5.5 ROOMS

This new villa of 300 m<sup>2</sup> across 3 floors is located 6 minutes from Sierre. The living/dining room opens onto a west facing terrace. Three bedrooms, a suite and a spacious hallway that can be used as a office or playroom. Two garages, a maintenance room, a cellar. Garden and outdoor parking.

**Reference :** 32593

**Surface Area :** 300 m<sup>2</sup>

**Rooms :** 5.5

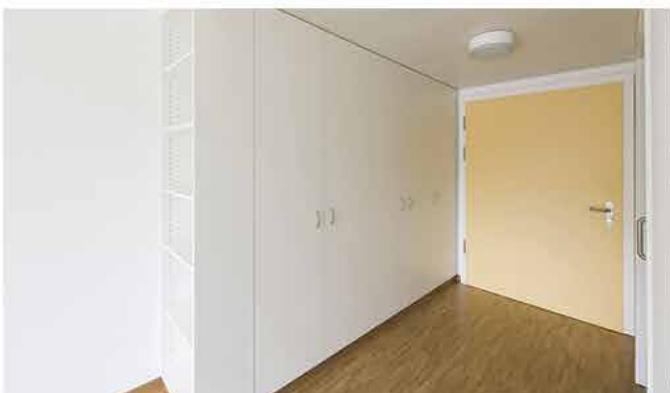
**Angela Werlen :** Tel +41 (0)27 452 23 03

**Price :** CHF 890,000.-



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# RENTALS RESIDENTIAL

GENEVA  
VAUD



**Surface Area :** 132 m<sup>2</sup>

**Rooms :** 5.5

**Olga Miranda :** Tel +41 (0)22 319 88 20

**Rent :** CHF 4,584.- + CHF 240.- in fees

## GENEVA FLAT IN THE HYPERCENTRE

This flat with balcony is located in a modern building in the hypercentre of Geneva. Composed of 3 bedrooms and 2 bathrooms, its living-dining room opens onto a balcony. Its open-plan kitchen is fully equipped. Parking space in the basement is not included.



**Surface Area :** 90 m<sup>2</sup>

**Rooms :** 4

**Olga Miranda :** Tel +41 (0)22 319 88 20

**Rent :** CHF 3,800.- + CHF 220.- in fees

## HERMANCE EXCEPTIONAL NEW FLAT

This beautiful new flat with modern materials is located in a new residential building with a view of the lake. On the ground floor of a two-storey building, it offers 2 bedrooms, 2 shower rooms, a terrace, a garden and a large balcony overlooking the lake. Large cellar and double garage at extra cost.



## PULLY

**3.5 ROOM FLAT**

Situated between Pully station and the lake, this new building offers absolute peace and quiet and all current building standards (Minergie). The flat benefits from two bedrooms, a living room/kitchen of 40 m<sup>2</sup> with loft-style opening onto a terrace. Bike room, underground parking. Visit as soon as possible!

**Surface Area :** 97 m<sup>2</sup>

**Rooms :** 3.5

**Mathieu Favre :** Tel. +41 (0)21 313 23 72

**Rent :** CHF 3,020.- + CHF 400.- fees

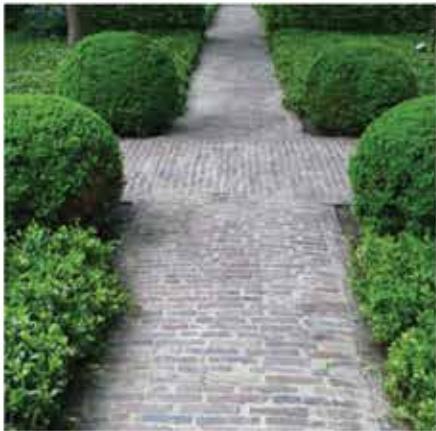


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**GENEVA**  
**RUE DU RHÔNE 65**  
**ARCADE AND OFFICES**

Magnificent commercial arcade of 794 m<sup>2</sup> spread over two levels

---

**Reference :** 28970

---

**Surface Area :** 794 m<sup>2</sup>

---

**Fabiola Christe :** Tel +41 (0)22 319 89 24

---

**Rent :** On request

Superb administrative areas of 850 m<sup>2</sup> divisible from 40 m<sup>2</sup>.

---

**Reference :** 28973

---

**Surface Area :** 850m<sup>2</sup>

---

**Grégoire Marra :** Tel +41 (0)22 319 88 17

---

**Rent :** On request



**GENEVA**  
**RUE DU RHÔNE 4**  
**ARCADE**

Commercial arcade of 1,270 m<sup>2</sup> distributed over 3 levels.

---

**Reference :** 28973

---

**Surface Area :** 1,270 m<sup>2</sup>

---

**Fabiola Christe** - Tel.+41 (0)22 319 89 24

---

**Rent :** On request

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**GENEVA  
MONT BLANC 7  
ARCADE AND OFFICES**

Superb arcade of 140 m<sup>2</sup> ideally located on the ground floor.

**Reference :** 41720

**Surface Area :** 140 m<sup>2</sup>

**Fabiola Christe :** Tel +41 (0)22 319 89 24

**Rent :** CHF 1,100.- / m<sup>2</sup> / year

Magnificent administrative surfaces of 3,800 m<sup>2</sup> divisible from 140 m<sup>2</sup>.

**Reference :** 41720

**Surface Area :** 3,800 m<sup>2</sup>

**Grégoire Marra :** Tel +41 (0)22 319 88 17

**Rent :** CHF 650.- / m<sup>2</sup> / year



**THÔNEX  
BELLE-TERRE  
OFFICES**

Building with 6,310 m<sup>2</sup> of administrative space spread over 6 floors and divisible from 200 m<sup>2</sup>.

**Surface Area :** 6,310 m<sup>2</sup> divisible from 200 m<sup>2</sup>.

**Grégoire Marra :** Tel +41 (0)22 319 88 17

**Rent :** CHF 310.- / m<sup>2</sup> / year

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**Surface Area :** From 200 m<sup>2</sup>

**Eric Fino :** Tel +41 (0)22 319 88 05

**Price :** On request



## NYON STAND 60 OFFICE

Illuminated administrative area of 506 m<sup>2</sup>, divisible from approx. 150 m<sup>2</sup>. Close to public transport, it is also 5 minutes from motorway access. To be fitted out according to the tenant's wishes.

**Reference :** 26479

**Surface Area :** From 150 m<sup>2</sup>

**Carole Zoller :** Tel +41 (0)22 365 99 91

**Rent :** CHF 255.- / m<sup>2</sup> / year



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