



AIRPORT CITIES 2016  
SHANGRI-LA HOTEL, QINGDAO | CHINA  
15-17 NOVEMBER 2016  
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**FACE-TO-FACE WITH:**



**Hubert Fontanel**  
*Deputy Director*  
**Real Estate Division, Groupe ADP**

IPEF Chief Engineer, 95' class (Ponts, Eaux et Forêts - Bridges, Water and Forestry Master's Degree) - MBA Engineering College, 95' class.

Started his career as engineer in charge of key projects at the Departmental Facilities Directorate (DDE) 94.

From 2000 to 2006, he was Project Director for air terminals 2E and S3.

In 2007, he was appointed Real Estate Deputy Director in charge of Development at Groupe ADP.

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### **Share with us the approaches which Groupe ADP adopts to develop its airport to optimise airport city property development**

Groupe ADP takes benefits of an exceptional development potential owed to quantitative and high qualitative 381 ha landbanks close to Paris. Paris Charles-de-Gaulle and Paris-Orly airports take place at the heart of the 2 out of the 3 leading economic poles of Paris Region.

On them, we have built a unique integrated real estate model with two business lines: management and planning plus development based on two business activities: developer or investor, depending on our tenant's needs.

For that purpose, we forecast a € 800 M investment for development over 2016-2020 period owed to diversified asset classes (commercial real estate with hotels, services, offices, retail, logistics warehouses, industrial premises on one hand, airport real estate with cargo facilities and aircraft hangars on the other hand) and for an active asset management policy to refurbish existing assets.

### **What do you feel concerning the most likely scenarios or changes that the airport city or aerotropolis industry will face in the next 5-10 years ?**

Connectivity and urban experiences will be the key success factors. After developing assets for airport related clients (Cargo facilities, offices, hotels...), how will we concentrate activities on our platforms and attract new tenants with the only existing infrastructures (roads, railway...) which have been designed for the airport activity? In term of urban experiences, how will we be able to face our strongest competitor which is Paris Downtown. How our hotels will face the competition with airbnb?

We have to create real urban districts by developing services, creating animations, preventing safety problems.

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**What do you think is the role of UBM Airport City (ACE) and how does this benefit the industry?**

Qingdao will be the 6<sup>th</sup> airport cities forum in which I participate. It is a unique opportunity to share experiences and best practices, to meet colleagues, to see how the projects submitted in previous sessions deal with market realities.

**What do you hope to see in the future series of UBM Airport City (ACE)?**

How does the new economy influence our developments, how the competitive airport cities system faces the challenges of the new modes of traveling, of the nomadism in the use of office space, of the new expectations of our hotels clients.



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