

N°12

CINEMAG



COMPTOIR IMMOBILIER

RÉGISSEURS DEPUIS 1825

Real  
estate



managers since 1825, the Comptoir Immobilier Group celebrates its 33rd anniversary.

In 33 years, the Group, whose business activity is built around building management, has also become a developer, sponsor, builder, marketer, consultant and seller.

With 1,500 apartments undergoing construction, 1,000 of which are in Geneva, 50% of which are social housing, Comptoir Immobilier is contributing significantly to the growth of residential housing for the benefit of the population.

Thus, we are happy and proud to contribute to the building of new neighbourhoods in the Canton of Geneva, which are emblematic from every standpoint; particularly in terms of energy; such as Belle-Terre in Thônex with 670 new residential units and 12,000 m<sup>2</sup> of administrative and commercial spaces, as well as Champ-du-Château and Hauts-du-Château in Bellevue, with 287 residential units and 38,000 m<sup>2</sup> of office spaces, which will house the global headquarters of the Lombard Odier Bank.

We are also active in the Canton of Vaud, notably in the Boverattes neighbourhood in Pully, where we handled the construction of 123 apartments, 30% of which are accessible residential units, as well as a crèche. Furthermore, we marketed the 49 apartments of Le Domaine du Lac in Nyon in record time, which is a remarkable achievement given its location and architectural qualities.

We are well-established in Valais, where we are building a new neighbourhood in the city centre of Sion, in front of the railway station, comprising of 302 residential units, a 120-room hotel, 5,500 m<sup>2</sup> of commercial spaces, 12,000 m<sup>2</sup> of office spaces, a multipurpose hall for concerts and conferences, as well as a big underground car park; The railway station yard will thus become a focal point for the capital of Valais, at the meeting point of the 20th and 21st Centuries, located south of the railway tracks.

Comptoir Immobilier is carrying out two construction projects in Grimentz, the main lift station of the Valais Alps, including the Guernerés Exclusive Lodge, a magnificent 1,700 m tall “ski-in and ski-out” luxury complex overlooking the village, remarkable for its authenticity and charm.

In the area of prime real estate brokerage, our association with the Forbes Global Properties platform, which we co-founded with Groupe Forbes Média, has inspired us to design and launch a brand new dedicated subsidiary:

FGP Swiss & Alps SA, which is active all over Switzerland and in the French Alps, an entity that we are happy to present to you in more detail in the document at the back of this magazine.

When you read this CI MAG 12, you will also discover or find more information about our CI Conseils, CI Commercial, CI Résidentiel, CI Gérance, CI Durabilité, CI Ventes and CI Copropriétés branches.

The Comptoir Immobilier Group has reliable and efficient teams of specialists who are devoted to serving our customers; contact them right away!



**Paul Epiney**  
*President and Managing Director*  
*Comptoir Immobilier Group*



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Luca Fascini



## LAUNCHING OF FGP SWISS & ALPS | FORBES GLOBAL PROPERTIES



In June 2021, FGP Swiss & Alps, the prime subsidiary of the Comptoir Immobilier Group, a founding member of the Forbes Global Properties network, invited its friends, clients and partners to a memorable launching ceremony at the Golf & country Club of Bonmont, on the heights of Nyon. The programme featured: a golf tournament, test drives, dinner and live music. Details are on page 4 of the FGP Swiss & Alps document at the back of the magazine.

## GPHG



For more than ten years, Comptoir Immobilier and GPHG have been connected by an unwavering bond of partnership. This year, the Comptoir Immobilier Group, Official Sponsor through its prestige division and later main sponsor since 2020, entrusted the reins of this historic partnership to its new subsidiary, FGP Swiss & Alps. Details can be found on pages 6 and 7 of the FGP Swiss & Alps document on the back of the magazine.

## ABOUT TIME, DAYS OF WATCHMAKING EXPERTISE

In late October 2021, the Comptoir Immobilier



Group had the pleasure of supporting the "About Time, Days of Watchmaking Expertise" event organised by the Commune of Plan Les Ouates. Some of the objectives of this event were: to demonstrate expertise, to put the spotlight on the ecosystem, to introduce the trades to the youth and to promote innovation.

## THE 8<sup>TH</sup> EDITION OF THE "PIEDS DANS LE PAV"



## CONFERENCE

In late September 2021, the 8th Edition of "Pieds dans le PAV", a public conference and forum organised annually by the Comptoir Immobilier Group took place among key project stakeholders. Charming new neighbourhoods with modern residential units, a large public park and rivers made publicly accessible. That's it! The transformation of the Praille-Acacias-Vernets (PAV) is ongoing!

## YOUTH



The Comptoir Immobilier Group is proud to provide equipment to Team AVF – Région Martigny (FE-12) and to the youth of the Collombey-Muraz Judo School.

## TF35 YLLIAM XII – COMPTOIR IMMOBILIER



During the 2021 Edition of the Bol d'Or Mirabaud, the TF35 Ylliam XII – Comptoir Immobilier of Bertrand Demole won a historic victory. In fact, he's the first winner on a hydrofoil sailboat. See pages 32 to 37 for details and a special report.

## INTERNATIONAL AWARD



The Comptoir Immobilier Group is very honoured to have received the "Long Distance Referral Award" from Leading Real Estate Companies of the World® during the Global Symposium 2021 in Dubai.

## TRAIL DU BESSO



This extreme alpine trail is central to the Race of Five 4,000ers and it links five refuges in the depths of Val d'Anniviers by old, almost-forgotten alpine roads. Two glaciers and 4 passes at an altitude of more than 3,000 m. The Comptoir Immobilier Group is supporting this challenging trail for the 3rd consecutive year.

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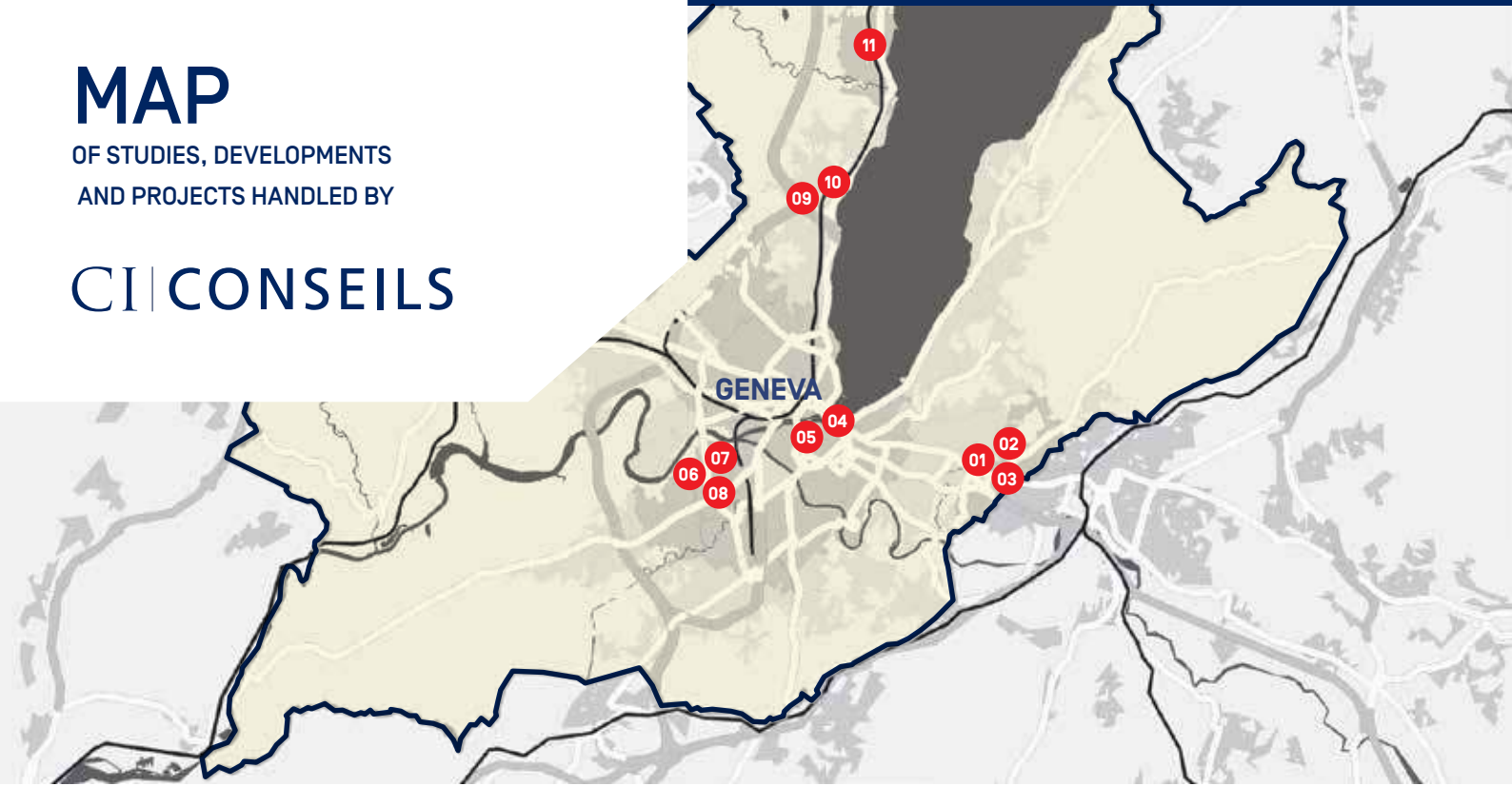
**BEERTOLT** 



# MAP

OF STUDIES, DEVELOPMENTS  
AND PROJECTS HANDLED BY

## CI CONSEILS



## MAJOR PROJECTS IN GENEVA

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

Development of 670 residential units for rent and co-ownership – Commercial spaces and administrative premises  
Role of CI CONSEILS: Construction Project Manager

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

Study for the development of 1,000 apartments and commercial spaces  
Role of CI CONSEILS: Construction Project Manager

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

Study for the development of around 880 apartments, mainly cooperative residential units and commercial spaces  
Role of CI CONSEILS: Construction Project Manager

### 04 GENEVA – AMANDOLIER

Study for the development of 48 apartments  
Role of CI CONSEILS: Construction Project Manager

### 05 GENEVA – COULOUVRENIÈRE

Study for the development of 1,200 m<sup>2</sup> of gross floor area (GFA), consisting of 10 apartments and 250 m<sup>2</sup> of arcades  
Role of CI CONSEILS: Project Owner Representative

### 06 LANCY – LES RAMBOSSONS

Development of 9,102 m<sup>2</sup> of gross floor area (GFA), corresponding to around 80 residential units and 3 arcades  
Role of CI CONSEILS: Project Owner Representative

### 07 LANCY – SURVILLE

Development of 95 apartments  
Role of CI CONSEILS: Construction Project Manager

### 08 LANCY – SURVILLE TOURS

Valuation, planning and sale of a plot of land for the construction of a tower which will house a hotel with over 200 rooms  
Role of CI CONSEILS: Project Owner Representative

### 09 BELLEVUE – CHAMP-DU-CHÂTEAU

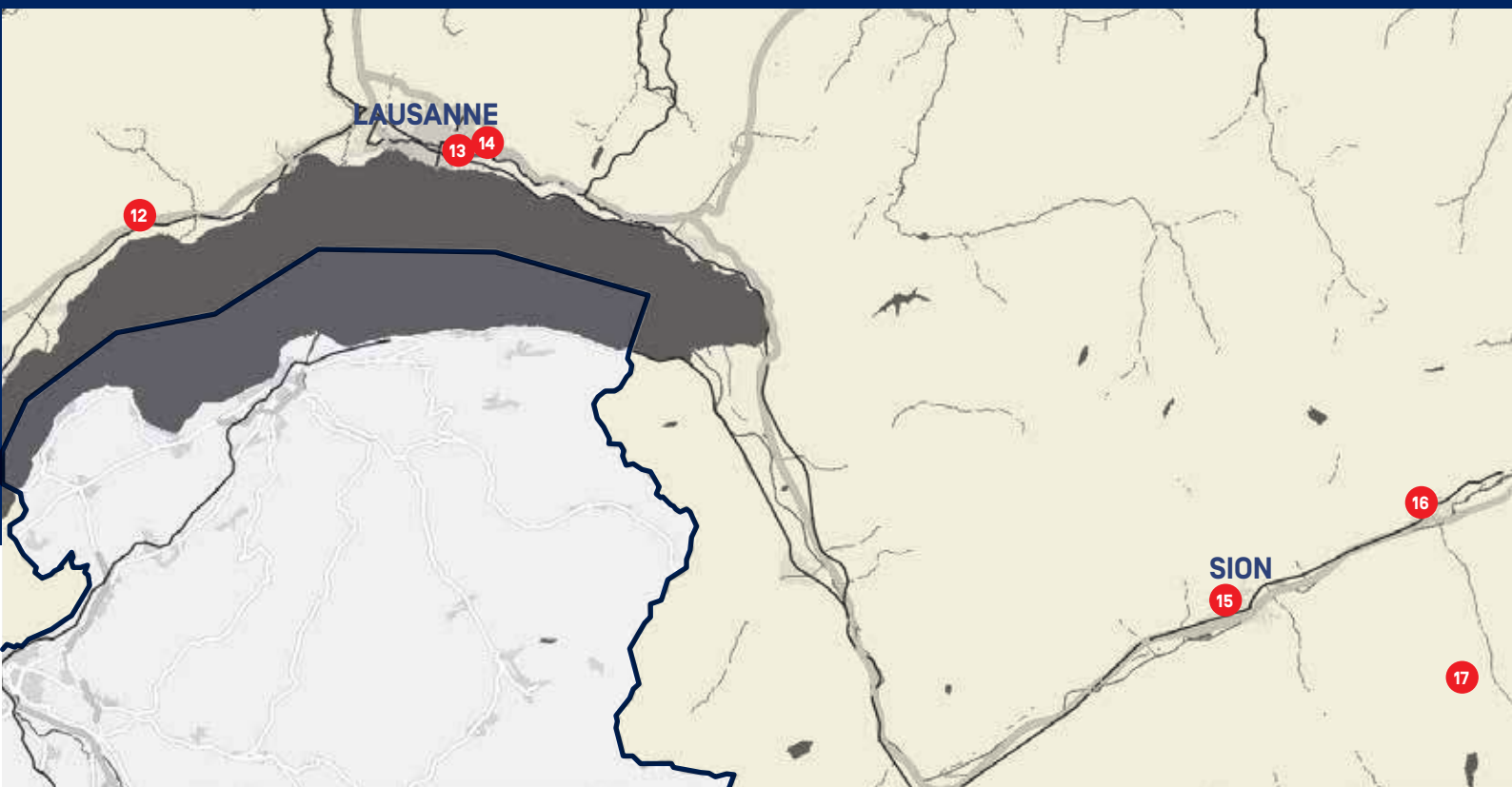
Development of the new headquarters of Banque Lombard Odier  
Role of CI CONSEILS: Property Developers and Total Service Contractors

### 10 BELLEVUE – LES HAUTS DU CHÂTEAU

Development of 26,000 m<sup>2</sup> of gross floor area (GFA) of residential units, corresponding to 287 apartments and 800 m<sup>2</sup> for commercial activities  
Role of CI CONSEILS: Property Developers and Total Service Contractors

### 11 VERSOIX – LES NAYS

Study for the development of 12 luxury apartments  
Role of CI CONSEILS: Construction Project Manager



## MAJOR PROJECTS IN VAUD

### 12 PERROY – LES PERRAILLES

4 luxury apartments with panoramic views of Lake Geneva

Role of CI CONSEILS: Construction Project Manager

### 13 LAUSANNE – ELYSÉE

Feasibility study for the renovation of a mansion and the construction of 3 small luxury apartment buildings

Role of CI CONSEILS: Construction Project Manager

### 14 PROPERTY DEVELOPMENT IN PULLY - LINEA

123 residential units, 30% of which are for the elderly and a crèche

Role of CI CONSEILS: Construction Project Manager for Vaudoise Assurances.

## MAJOR PROJECTS IN VALAIS

### 15 SION – COUR DE GARE

Construction of a neighbourhood comprising of 300 residential units, 17,000 m<sup>2</sup> of commercial premises, an events centre/conference hall, a 100-room hotel

and a car park

Role of CI CONSEILS: Director

### 16 SIERRE – GÉNÉRAL GUISAN

Survey for a project of 75 residential units in the city centre

Role of CI CONSEILS: Construction Project Manager for C2I SA

### 17 GRIMENTZ

Developments

Role of CI CONSEILS: Project director

#### 1. HAMEAU DES BAINS

A charming 75-room hotel, a car park with 225 parking spaces, a festive recreational spa and residential apartments

#### 2. HAMEAU DE LA COURONNE

84 serviced apartments

#### 3. COURTARÉE

3 apartment buildings in second homes

#### 4. GUERNERÉS RESIDENCES

16 luxury chalets comprising of 23 apartments and 9 individual chalets, 1 residential complex of 41 serviced luxury apartments





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Photo credit: Luca Fascini

# BELLE-TERRE

THÔNEX

## A CITY IN THE COUNTRYSIDE

Belle-Terre is located in Thônex in the heart of an extraordinary landscape, surrounded by countryside. Thus, it boasts a unique location between the city and the countryside, which simultaneously affords closeness to the city-centre and connection with nature.

## THE BIRTH OF A NEIGHBOURHOOD

The Communaux d'Ambilly project emerged more than twenty years ago.

Today, the construction project of the new Thônex neighbourhood has reached the end of the first stage and the residents of the 670 new units will start moving in late 2021. After more than three years of construction work, the neighbourhood will soon accommodate 1,500 additional residents. Essentially, a new neighbourhood has been born in the city of Thônex.

This construction work has seen a lot of ups and downs, discussions, negotiations and changes over

the years. Finally, it has given rise to the neighbourhood that we see today. Belle-Terre is one of the ten largest urbanisation projects of the Canton in recent years. It is more than just an urbanisation project; in fact, it is a global concept. In order to provide optimal living conditions to its future residents, a number of issues were taken into consideration, such as the question of mobility and environmental sustainability.

In fact, Belle-Terre is set apart by its environmental action which was integrated into the design of the project, with an intelligent and sustainable energy concept that operates based on 85% renewable energy sources and energy recovery. The neighbourhood will also boast more than 50% landscaped areas reserved for nature in different forms. Furthermore, Belle-Terre distinguishes itself as a No Car Area (underground car park) with ease of access throughout (plenty of pavements, bicycle paths and walkways). The proximity of the two Chêne-Bourg and Annemasse railway stations of Léman Express, as well as the adaptation of the Geneva Public Transportation (TPG) routes serving the neighbourhood centre, help to fully connect the area to all means of public transport.





Photo credit: Luca Fascini



## PROJECT DEVELOPMENT AND MANAGEMENT

The first stage of the Belle-Terre major project (formerly called “Les Communaux d’Ambilly”) is special not only because of its size; it is also the product of long-standing collaboration between two family businesses.

The development of the project was handled jointly by BATIMA (Switzerland) SA and C2I Comptoir d’Investissements Immobiliers SA. The Belle-Terre project, which took off in 2007, is ambitious because of the coming together of these two families of passionate professionals, who are experts in their respective fields. It is a joint work by two groups that are very complementary and share the same vision.

The project was jointly managed in the development and construction phase by the CI Conseils department of the Comptoir Immobilier Group (on behalf of C2I SA) and by BATIMA (on its own behalf). Thus, BATIMA and the Comptoir Immobilier Group (CI Conseils) are the joint managers of the Belle-Terre project.

It should be noted that CI Conseils managed the work on public spaces on behalf of the Commune of Thônex, in order to ensure proper coordination and to provide the necessary harmony to the neighbourhood.

## TELL ME ABOUT BELLE-TERRE

In order to gain public interest at the height of the project, the Commune of Thônex collaborated with Festival Antigél, known for the originality of its shows, in order to design a unique and free specially-customised event. The programme featured an impressive show of sound and lights where more than 40 artists performed, as well as a roller skate party, an art rally and food trucks. The Belle-Terre neighbourhood was commissioned with the support of its partners who were involved in this neighbourhood project: Comptoir Immobilier, BATIMA-C2I, Industrial Services of Geneva (SIG) and TPG.

Furthermore, several exhibition stands were set up in the village of Antigél to showcase all aspects of the neighbourhood, including that of Comptoir Immobilier with its CI Conseils, CI Gérance, CI Copropriétés and CI Commercial departments, as well as to introduce the neighbourhood management concept and to answer questions from future owners and tenants or to provide information about the commercial opportunities available.



Photo credit: Christian Broomley

# MEETING WITH THE CO-DEVELOPERS OF THE BELLE-TERRE NEIGHBOURHOOD

GILLES ET YVES AKNIN - PARTNERS AND DIRECTORS OF BATIMA GROUP

— MEMBERS OF THE EXECUTIVE BOARD OF BATIMA (SUISSE) SA,  
CO-MANAGER OF THE PROJECT

— MEMBERS OF THE EXECUTIVE BOARD OF BATIMA-C2I SA,  
PROJECT DEVELOPER

## WHAT IS YOUR TRACK RECORD AND HOW DID YOU GET INVOLVED IN PROPERTY DEVELOPMENT IN SWITZERLAND?

**Gilles Aknin:** In the early 2000s, my brother and I joined and later took over the Batima Group, a company founded in Paris in 1965 by our father, with business activities consisting of property development, investment, management and real estate transactions.

Our project back then was to anticipate and support the urban renewal of Paris with the construction and particularly the renovation and promotion of apartment buildings in fast-changing neighbourhoods. Batignolles, Pigalle/Abbesses, Oberkampf, Grands Boulevards/Poissonnière and others were our initial operation sites.

Since my brother and I have dual French and Swiss citizenship and we wished to participate in bigger urban development projects, we relocated our business activities to the Lake Geneva region in 2004 by taking over the development of a lovely piece of escheated land of nearly 3 hectares in neighbouring France, on the border with Switzerland.

In less than two years, we brought this project out of the ground by carrying out the initial operation on the constructible part of the land, which continues today with the ongoing construction of a big luxury residential project called La Canopée ([lacanopée-ambilly.com](http://lacanopée-ambilly.com))

By doing so, we earned the trust of the representatives of the Commune of Ambilly, who then called on us to constitute a group of real estate professionals from the Swiss real estate industry, capable of showcasing and handling the development of a piece of land bequeathed to them by history in the Swiss Commune of Thônex, known as Communaux d'Ambilly.

## HOW WOULD YOU DESCRIBE THE PARTNERSHIP WITH C2I (COMPTOIR D'INVESTISSEMENTS IMMOBILIERS SA)?

**Gilles Aknin:** Even before we got established in Geneva, we had friendly and professional ties with the Comptoir Immobilier

Group. We were aware of what set us apart, our complementary skills and what united us; a shared, familial, sound and proactive culture and approach to work.

Therefore, it was quite natural for us to connect with Paul Epiney and become associated with his investment organisation, C2I-Comptoir d'Investissements Immobiliers, to co-develop the Communaux d'Ambilly project.

Since 2006, we have faced a lot of challenges, expended considerable resources and shared in numerous experiences, particularly with CI Conseils teams, with whom we co-managed the project.

In terms of financing and duration, it is not possible to fathom such a collaboration and engagement without real shared values and mutual trust, built in times of challenges and adversity, strengthened by mutual commitment, vision and enthusiasm, with all transparency and probity.

## **15 YEARS OF ADVENTURE IN BELLE-TERRE: WHAT ARE YOUR KEY MEMORIES AND HOW DO YOU SEE THE RESULT?**

**Yves Aknin:** Land disputes, legal proceedings, administrative errors, default of partners, the health crisis and breakdown of supply chains and so on. In 15 years, we have seen ups and downs, some of which nobody could have foreseen. However, we prefer to place emphasis on the wonderful human and urban experience in which we participated and shared.

From the initial urban planning contest (MEP) to thematic workshops organised with the four selected architectural firms, we have been at the front line in order to ensure quality, build consensus and literally work on the project.

From the laying of the first stone to the completion of the construction work, we have been happy to see the progress of the project which has harnessed so much energy, resources and enthusiasm, fulfilling the promise of the first strokes of the design, subtle reflections and ambitious projections.

Today, with the arrival of the first resi-

dents and business owners whose needs, aspirations and constraints have always been at the heart of our concerns, we view the birth of this new neighbourhood of Belle-Terre with excitement.

## **IN YOUR OPINION, WHAT WERE THE KEY ELEMENTS WHICH HELPED YOU TO MAINTAIN A HIGH LEVEL OF REQUIREMENTS AND QUALITY FOR THIS PROJECT?**

**Yves Aknin:** This high level of requirements and quality is the product of multi-disciplinary and participatory work, which is of extraordinary scale, considering the multiple and diverse skills that were utilised.

It is a big challenge to maintain this level of requirements and quality for 15 years. That relied entirely on the mindset of those who participated in the project all these years and we warmly express our gratitude to them.

Batima and C2I, co-developers of the project and project owners, are family businesses. In that respect, they share the same awareness and time frames different from those of ordinary businesses; that undoubtedly played a key role.

However, as project owners, we also took care to surround ourselves with a variety of remarkable project managers, architects, engineers and agents. The quality of the project is the product of their talent, enthusiasm and perseverance.

Finally, we took the risk of carrying out this construction work in the traditional manner, with separate subcontracts for each building trade, and not as a general or total service contract. By interacting directly with construction companies under the coordination of our project management offices, we were able to benefit fully from their professionalism and experience, especially in the face of the unprecedented difficulties that we encountered.

## **IN YOUR OPINION, WHAT ARE THE FUTURE ISSUES AND CHALLENGES OF UPCOMING STAGES WITH RESPECT TO SUSTAINABLE DEVELOPMENT?**

**Yves Aknin:** By aiming for almost complete reuse of excavated material, imple-

menting a heating system based on nearly 90% renewable energy sources, encouraging the use of alternative mobility solutions and adopting the THPE standard and so on, the first stage, which was conceptualised more than 10 years ago, was already based on particularly ambitious and innovative environmental concepts and made use of standards that were indeed superior to regulatory requirements.

There will be new challenges to deal with in upcoming stages, such as the reduction of the grey energy of buildings by increasing the proportion of biosourced materials for example, or by recycling water (waste or rain water) for energy uses or for the needs of the buildings and developments. This will require the availability of resilient and reliable subsidiaries and companies, constructive solutions and tested innovative technologies.

I would like to add that the concept of sustainable development covers more varied and multifaceted issues, based on what we call living together, the urban framework of a new neighbourhood located, as in this case, between the city and the countryside. We had to answer these questions in the first stage but we must certainly revisit them in upcoming stages.

Thus, it will involve paying very special attention to the quality of public spaces, to the transitions between these public spaces and private spaces, to social venues and the associated feeling of security, to the richness and variety of public infrastructure, commerce and commodities that will be made available, to the conditions for social and generational interaction based on non-discriminatory and non-stigmatising architecture and to the architectural and typological variety of the buildings.



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# SURVILLE

LANCY

On behalf of two owners, CI CONSEILS is developing two apartment buildings in the area known as "Surville". The site is located in the Commune of Lancy, in a future residential neighbourhood established in a beautiful green setting, overlooking the entire Praille-Acacias-Vernets area. The setting boasts of an extraordinary view of the Salève and in proximity to Parc Chuit.



Photo credit: Atelier Bonnet Architectes

## GALERIE-JARDIN APARTMENT BUILDING

The project was developed with the aim of offering a lifestyle that fits in with special quality of the landscape of the site, which is simultaneously "in the city" and "on the city". The construction of the apartment building on open ground in the centre of a garden preserves the tree-lined edges, with the dream of "living at the centre of a park".

**8 storeys**

**48 residential rental units**

**Volume : 30,773 m<sup>3</sup>**

**Surface area: 5,048 m<sup>2</sup>**

**Topping-out ceremony: late August 2021**

**Scheduled delivery date: July 2022**

## CHEMIN DES ERABLES 43-45 APARTMENT BUILDING

Environmentally-friendly architecture, particularly the park in which the project is located. This choice is thus reflected in the materials used for the façade, allowing for a gentle combination of transparency and elegance.

**8 storeys**

**47 residential rental units**

**Volume: 25,000 m<sup>3</sup>**

**Surface area: 5,000 m<sup>2</sup>**

**Topping-out ceremony: November 2021**

**Scheduled delivery date: January 2023**



Photo credit: Atelier d'Architecture Jacques Bugna SA



Photo credit: Favre & Guth SA

# LES HAUTS DU CHÂTEAU

BELLEVUE

2 buildings

8 storeys

26,000 m<sup>2</sup> of residential units

287 studio apartments  
with 8 rooms each

800 m<sup>2</sup> of commercial spaces

Topping-out ceremony: November  
2021

Scheduled delivery date: starting from  
2022

Located in the Commune of Bellevue, in the same area as the future head office of Banque Lombard Odier, Les Hauts du Château will house 287 residential rental units, commercial spaces and an underground car park, starting from 2022.

The project is based on contemporary architecture and is inspired by the topography of the land, formed by a promontory which slightly leans towards the lake. Preference has been given to materials such as white concrete and glass. Heating will be provided to Minergie-P labelled buildings through the GeniLac network (water pumped into the lake) with the use of high-performance heat pumps.

The project comprises of two eight-storey apartment buildings. The apartments

enjoy a view of the lake and the Alps. They have big balconies lined with long plant troughs, based on the concept of hanging gardens, giving the building's façade a lively and expressive appearance.

The apartments - which are nearly all dual-aspect apartments - have plenty of windows and modular spaces thanks to sliding doors. These are extraordinary qualities in a developing area.

Les Hauts du Château will provide multiple benefits that are in high demand: a calm environment, unobstructed views of the lake and optimal accessibility due to its location at the entrance of Geneva, 5 minutes away from the airport and very close to the motorway slip road and the CEVA - Léman Express "Les Tuileries" railway station.



On June 16, when Geneva hosted the historic summit between the United States and Russia, Air Force One, on its way to Geneva Airport, with President Joe Biden on board, flew over the ongoing construction project of Les Hauts du Château, managed by CI Conseils, Construction Perret SA and Favre + Guth.



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Dépannage  
7/7 - 24/24

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Transport de matières dangereuses – Entretien et remplacement de canalisations  
Des pompes de relevage – Inspection vidéo - Relevé de canalisations – Travaux de maçonnerie

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Photo credit: Jaccaud Spicher Architectes Associés

# SCHS-L'HABRIK, LES RAMBOSSONS

LANCY

## LIVING TOGETHER

The SCHS-L'HABRIK cooperative in Les Rambossons is the product of collaboration between the Société Coopérative pour l'Habitat Social (SCHS) and Coopérative L'Habrik, who came together in response to a call for applications by the Geneva Housing Cooperatives Group (GCHG) on behalf of the Foundation for Affordable and Cooperative Housing (FPLC), the landowner.

Their shared values give priority to living together with respect for sustainable development issues. In fact, social cohesion is completely achieved if housing and its environment encourage and promote contact and interaction between the residents within the building and in the surrounding neighbourhood.

During the architectural contest, the specifications document was already ambitious in that it provided for the construction of a community hall on the ground floor for communal events, along with the inclusion of a cellar or even spacious and open-walled laundrettes on the ground floor for interactions between residents. The project also included large double height landings open to the outside in front of the apartments, which could be occupied by the residents.

During the development of the project, workshops held between a group of the future residents, architects and the Construc-

tion Project Manager (the Project Manager - CI Conseils) made it possible to adapt the project more closely to the aspirations and needs of the cooperators.

## THE ENVIRONMENTAL AMBITION OF THE PROJECT

The cooperative placed emphasis on the "Very high energy performance" standard by even surpassing its requirements. Specific developments were implemented for this purpose, particularly the increase of water retention (by making the rooftops green and recovering water trickling down the roof slabs to use for watering the park) or even the installation of a solar panel system to power all electric mobility equipment. There is also a plan for connection to district heating from SIG.

After a neighbourhood association joined the contest jury, the winning project by the Jaccaud Spicher Architectes Associés firm gave a proposal for a very angular shape, distinguishing itself from the linear layout of apartment buildings. These 80 apartments offer very varied typologies, including 2, 4, 5 and 6 bedrooms variations.

The external landscaping work was developed by FAZ Architectes in collaboration with the head of the Botanical Garden in order to incorporate a variety of interesting fragrances, producing a scented atmosphere which changes with the seasons and is adapted to each location (shade, soil thickness, etc.). The permeability of the soil

and the dense vegetation (orchard with fruit trees, a small hill with fun games for children, wooden balance courses, a rain garden, toboggan run, and a vegetable garden area for the cooperative) were incorporated in order to prevent the urban heat island effect and to encourage interactions.

In order to make all its dreams a reality, the cooperative mandated the CI Conseils department to represent it and give it the necessary advice for decision-making throughout the development of the project. The SCHS-L'HABRIK Cooperative Society in Les Rambossons had its topping-out ceremony in early September 2021. The delivery of the project is scheduled for July 2022.







# LES TERRASSES DES PÉRRAILLES

(LES PÉRRAILLES FLATS) PERROY

On a lovely piece of land facing Lake Geneva, the Comptoir Immobilier Group is in charge of a small luxury apartment development project comprising of four apartments. This is a contemporary architectural project which perfectly blends in with its environment. Construction is scheduled to begin in early 2022.

The distinctive element of the Terrasses des Pérrailles project is its extraordinary location; it is surrounded by vineyards and therefore located in an area where other building projects are not possible, thereby assuring the owners that the visual qualities of their environment will be preserved.

## TECHNICAL SUPPORT FROM CI CONSEILS

The land was acquired by an individual who wished to undertake a small luxury real estate development programme in Perroy, close to his place of residence. The project got delayed and since the construction approval deadline was approaching, there was a risk that the land would be declassified to an agricultural area and any construction would be prohibited for fifteen years based on the Territorial Development Law (LAT). Against this backdrop, the landowner contacted CI Conseils in order to arrive at a solution for avoiding the declassification.

The goal of the first stage was to rework the construction approval and to rescale the project by building smaller units at a more competitive cost, which is better suited to the needs of the market, within the framework of the initial construction approval.

The project was completely reconceptualised and the initial dimensions were retained in order to maintain the construction approval in force and to save time. The entire financing arrangement that was set up by CI Conseils teams, consisting of land share sales and total business contracts, also made it possible for the owner to recoup his land investment without taking on the risks of property development.

## CONTEMPORARY ARCHITECTURE

The final project, designed by the Arzier-based Atelier 94 architectural firm, comprises of two small buildings each housing two apartments facing the lake. Emphasis was placed on refined contemporary architecture, with flat green roofs, which blend in with the environment. With a surface area of more than 200 m<sup>2</sup>, the four apartments enjoy remarkable natural lighting thanks to big bay windows located in front of the buildings. There is a view of the lake from every room. CI Ventes was in charge of the marketing campaign.





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# LE HAMEAU DES BAINS

GRIMENTZ

Located in Grimentz, the important Hameau des Bains project revitalises and gives a new life to tourism in the Valais station with the construction of a four-star hotel, a recreational spa, chalets and residential apartment buildings. Construction work has started on the project, which is being developed in an extraordinary environment at the entrance to old village of Grimentz.

The Hameau des Bains project is being built around the old A La Marenda hotel. The hotel dates back to the 19<sup>th</sup> Century and has an ideal location on a land area of 14 hectares. In the early 2000s, the dilapidated hotel became the centre of a vast real estate and tourism project consisting of a recreational spa - bubble pools, nozzles and fountains, wellness centre, etc. - and apartments. The property developers of that time experienced serious difficulties, the project lagged behind schedule and the construction work came to a halt.

Since 2017 when it was taken over by Paul Epiney, the President of the Comptoir Immobilier Group, who was captivated by Val d'Anniviers, the project has been managed entirely by the CI Conseils department. The latter had conducted different expert reports and market surveys in order to estimate the potential of Hameau des Bains. "It was a difficult environment", recalls Alexandre Castillon, head of real estate development and Management Board member of the Comptoir Immobilier Group. There was declining interest in mountain residences and the project was oversized. We called upon agents specialised in the bathroom sector in order to redesign and rescale the project both with respect to its size and strategy, by creating a new offer for use throughout the 4 seasons."

## OVERALL MANAGEMENT OF THE

## PROJECT

A new concept was then designed, based on the desire to enliven the village through the addition of a recreational spa. During winter, the recreational spa will have a festive setting whereas during summer, it will be more oriented towards rehabilitation, balneotherapy, care of the elderly or child-care services with dedicated programmes.

However, this repositioning of the project comes within a new legal framework due to the 2012 approval of Lex Weber, an element which CI Conseils had to put into consideration. "Approval for the neighbourhood plan was obtained in 2008", stated Alexandre Castillon. "It is therefore not subject to Lex Weber. On the other hand, the neighbourhood plan requires warm beds and we had to put that into consideration by reworking the project of the time".

Today, the Hameau des Bains project includes a charming hotel with 73 rooms which all have a view of the valley and the Weisshorn, a car park with more than 200

parking spaces, a festive recreational spa and residences located on both sides of the hotel. "Grimentz needed this type of cosy, classy and homely hotel", Alexandre Castillon noted. "Its presence will contribute to enlivening the station".

Throughout the development of the project, emphasis was placed on obtaining a harmonious blend with the environment. The architecture is inspired by the traditional buildings of the village.

According to CI Conseils, which manages the entire project, the next important stage consists of finding a hotel operator. The latter could be either a big hotel chain or an individual who desires to make this place an iconic destination.







# LE HAMEAU DE LA COURONNE

GRIMENTZ

At the heart of Grimentz, Le Hameau de la Couronne enjoys an ideal location in the village, in proximity to ski lifts and shops. Situated opposite the Couronne Impériale which joins the five peaks at an altitude of more than 4,000 metres, Grimentz is a must-see destination for skiing or mountain hiking enthusiasts, thanks particularly to its unique heliskiing spots. It is a summer and winter station with a range of activities for everyone.

The project is managed by CI Conseils, a department of Comptoir Immobilier specialised in property development, and it is collaborating with the French group Terrésens which is coming in as the marketer and project manager.

Le Hameau de la Couronne comprises 7 buildings and offers 84 studio apartments with 5 rooms apiece. The furnished and fitted apartments are complemented by luxury services.

The residence offers multiple activities and services: indoor swimming pool, wellness area with jacuzzi, sauna, hammam, massage room and tapas bar with a view of the surrounding mountains, and a play-room for very young children. A reception and concierge service is made available to owners to afford them a pleasant stay.

## TWO TERRÉSENS CONCEPTS: DADDY POOL AND CRT (CO-OWNED TOURIST RESIDENCES)

### 1 Daddy Pool building

The only building of the project which allows the investing owner to sign a leasehold agreement with the overall manager with guaranteed rent.

### 6 CRT buildings

The investing owner signs one of the following contracts: leasehold contract, asset management contract or concierge services contract. The profitability of real estate investments is speculative and depends on the turnover generated by the apartment. If the accommodation is not rented out, the owner has the right to occupy their property for up to 6 months per year and to enjoy VIP reception and customised concierge services.

The marketing of the project continues with 40% reservation in late 2021.

## FOR MORE INFORMATION, CONTACT:

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# GUERNERÉS EXCLUSIVE LODGE

GRIMENTZ

INTERVIEW

## ALEXANDRE CASTILLON

— DIRECTOR, CI CONSEILS VAUD & VALAIS

— MANAGEMENT BOARD MEMBER OF THE COMPTOIR IMMOBILIER GROUP

### WHAT DOES THE GUERNERÉS EXCLUSIVE LODGE PROJECT CONSIST OF?

It is a prime project on a piece of land measuring more than one hectare which offers unmatched views of the village of Grimentz and the valley. The project is located directly on the ski slopes and comprises 16 chalets - 9 individual chalets and 7 chalets divided into apartments - and a residence housing 41 apartments, restaurants, a swimming pool, a spa, a lobby and a ski-room.

The properties are sold fitted and furnished in a contemporary style, and clients may choose finishes from a range offered



by our interior architects. This concept is very much appreciated because it helps the owners to have an apartment which meets the codes of the five-star hotel industry and to quickly enjoy the use of their apartment.

### DO YOU ALSO SUGGEST THAT OWNERS RENT OUT THEIR PROPERTY...?

We have a complete rental service which, for example, takes charge of property valuation, property allocation schedule,

selection of tenants and their reception on the site. We also send a yearly profitability report to the owner. The owners are greatly pleased with the rental arrangement because it helps them to enjoy a better return on their investment without the constraints of supervising rental procedures. We pay them 65% of the income generated.

### WHAT IS THE NATURE OF THE "ALL INCLUSIVE" CONCEPT?

We have a partnership with the French firm Vallat, which has great experience in the management of 5-star mountaintop hotel residences and provision of high-end services. The owners enjoy luxury concierge services able to meet all their needs, ranging from VIP transfers to the engagement of a private chef and arrangements for excursions with professional guides. Vallat also makes its expertise in ski room management available to us, providing a very high level of dedicated services and support to residents during their stay and cutting edge equipment

that is renewed every year. This level of service helps the residents to fully enjoy their stay.

### HOW IS THE MARKETING GOING?

Very well. The marketing of the chalets began in December 2020 and 75% of the units are already reserved. As for the residence, the offer for the apartments was opened in June 2021 and the level of reservation is already at almost 20%. Our prices

are attractive for the product offered and the prices in other stations allow us to make quick sales. Swiss and foreign buyers are looking for authenticity, and Grimentz offers a unique environment which brings togeth-

"THE OWNERS HAVE ACCESS TO LUXURY CONCIERGE SERVICES."

er the charm of a pristine station with a very high quality skiable area.

### WHAT WAS THE ROLE OF GROUP CI IN THE DEVELOPMENT OF THIS PROJECT?

We took over the project in 2017. It was necessary to do a rework in order to stay within the framework of the issued construction approval, and to give it a luxurious and contemporary appeal. CI Conseils managed the entire project: complete revision of the typologies and architecture, additional construction approval, marketing and monitoring of the construction work. For that purpose, we relied on all the services of the Comptoir Immobilier Group: marketing and communication, sales, expertise and management. A branch office was specially opened on the site for the marketing of this magnificent project.

*See page 13 of the FGP Swiss & Alps special document at the back of the CI MAG.*



# COUR DE GARE

## SION



### A SIGNIFICANT MILESTONE HAS BEEN ACHIEVED!

At the centre of Sion, the important Cour de Gare project is taking shape with the foundation laying ceremony in Autumn 2021. Once completed, this new neighbourhood will deeply change the appearance of the city, renewing the residential, commercial, hospitality and cultural offerings. This project, which comprises of eight buildings on some 16,000 m<sup>2</sup> of land, is scheduled to be completed by Autumn 2024.

Time and patience. That is what the Cour de Gare needed to become a reality. After three decades, this new neighbourhood is emerging on old industrial wastelands located very close to the CFF railway station of Sion and the city centre.

The Comptoir Immobilier Group was one of the major actors in this ambitious project. In 2008, the Swiss Federal Railways (CFF) and the city of Sion launched an European contest. Thereafter, the project continued with a parallel study mandate and with the support of the Comptoir Immobilier Group. The selected proposal in 2011 was that of the Valais architectural firm, Bonnard + Wœffray. The following stages notably comprised of a modification to the area plan and development of a neighbourhood plan. These activities were managed by CI Conseils, which oversaw the project. A call for investors was concluded in September 2017 with the signing of land acquisition contracts and the transfer of ownership to Credit Suisse Investment Foundation in late 2017. CI Conseils submitted another application for construction approval in 2018, which was granted in 2019. The construction permit entered into force in Spring 2020 and construction work began in Autumn.

### A HIGH-TECH VISION

The laying of the foundation in October 2021 represents a new step forward in the construction of this new neighbourhood which will play a pivotal role and serve as a bridge between the 20th Century city and the 21st Century city. Sion will take on a new look, Cour de Gare will include 302 apartments, 10,372 m<sup>2</sup> of offices, 5,759 m<sup>2</sup> of commercial spaces, a 119-room hotel with a restaurant, a 580-seat events and conference hall and an underground car park with 625 parking spaces.

The latter is a new demonstration of the expertise of CI Conseils. "We wanted to be minimalists in order to create spaces and ambitious with respect to the principle of use". Their number was calculated based on the frequency of use and not by the aggregation of needs", explained Alexandre Castillon, the head of real estate development and a Management Board member of the Comptoir Immobilier Group. A classical approach to the number of spaces needed would require 900 spaces compared to the 625 spaces planned for the future car park of Cour de Gare. This rationing will have no impact on the comfort of the users; "The residents will have a localised space while other categories of users will have subscriptions guaranteeing a parking space at the first level of the shared car park. Thus, we guarantee a space, but not its location. During off-peak periods, the car park will even be opened to the public in order to maximise its use". In the same vein, CI Conseils is working on the development of a computerised management system which should allow the residents to gain access to their apartment using their smartphone. The installation of WiFi in the entire neighbourhood is also being contemplated. "The goal of the Cour de Gare neighbourhood is to be a role model in all areas". This is a groundbreaking vision in all respects, which also gives CI Conseils the opportunity to showcase its expertise.



### THE MARKETING IS GOING WELL MORE THAN 3 YEARS BEFORE DELIVERY OF THE PROJECT!

#### Nicolas Comby

Director of Valais branch offices  
Management Board member of the Comptoir Immobilier Group

"Half of the 5,759 m<sup>2</sup> of commercial spaces also known as "retail spaces" have already been reserved. As for the 10,372 m<sup>2</sup> of office spaces, 30% have been allocated. The majority of brands which showed immediate interest were local brands or popular national brands and they saw the commercial potential of Cour de Gare thanks to its central location and connectivity, especially with direct access to the CFF railway station."

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SPECIAL REPORT TF35 YLLIAM XII - COMPTOIR IMMOBILIER

# YLLIAM FINISHES OFF THE PODIUM BUT HAPPY





*Article by Vincent Gillioz*

The TF35 Ylliam XII - Comptoir Immobilier finished in 4<sup>th</sup> place in the 2021 Championship. The team led by Bertrand Demole experienced ups and downs during the seven events in the Lake Geneva and Mediterranean Regions. The victory at the Bol d'Or Mirabaud is the undisputed highlight of this season, which was conducted with relentless enthusiasm.

The pandemic made it impossible for the TF35 hydrofoil sailboats, worthy successors of the D35 Catamaran, to contest in an actual championship in 2020. The teams of the seven constructed boats had to content themselves with some training regattas and two Test Events, which took place between September and October 2020.

### CHILLY OPENING SEASON

Thus, the 2021 season was really the first for the new masters of the lake who gathered in Nyon in late April for the open-

"THE NAME OF THE SAILBOAT IS YLLIAM XII AND WE ARE 12 JUNE. IN ADDITION, WE CAME 3<sup>RD</sup> IN 2018 AND SECOND IN 2019... THEREFORE, WE HAD TO COME FIRST THIS YEAR!"

ing season meet. Unfortunately, the weather did not favour the competitors who were only able to hold three races on Saturday.

The winter-like conditions made things difficult for the teams who ended the day of races exhausted and cold. Ylliam XII - Comptoir Immobilier finished the Grand-prix in fifth place in the general category. The on-board tactician, Erwan Israel considered this result to be encouraging at the end of the meet: "We know our weaknesses and they have been identified. However, we have also seen that we could do well and be in the game"

It is noteworthy that Ylliam XII - Comptoir Immobilier began the season with a slight deficit in training, due to several technical problems that limited the preparation sessions before the season. "We detected cracks in the rear girder during our trainings in April", explained Teva Plichart, the head-sail adjuster. It was necessary to disassemble the boat, do repairs and reassemble everything. We lost a valuable number of days." Other electronic problems also hindered the regatta team from making the most of the time they had to prepare. "It takes ten hours of work on the boat to sail for one hour", revealed Bertrand Demole. We must make progress and sail more, but we're on track."

## ALWAYS MAKE PROGRESS

In mid-May, the hydrofoil sailboats gathered at the same club, for the second event of the season. A sustained south-west current helped to test the boats in conditions that were a little tougher. The fleet succeeded in holding three races following the first day of the meet, in an increasingly stronger wind that reached up to twenty knots. The regattas were dominated by Alinghi, Realteam and Spindrift, who all claimed victory. Ylliam XII - Comptoir Immobilier finished 7<sup>th</sup>, then 3<sup>rd</sup>, and 6<sup>th</sup>. "We had great conditions", remarked Pierre Pennec, adjuster of running backstay. It was the first time that we were sailing without so much wind, and in contact with others, around buoys. It was also the first time that Erwan Israel used this tactic in this team configuration. We set up the communication procedure between Bertrand, Erwan and me. We also discovered new frontsails, and we could finally dedicate ourselves to their performance, instead of managing technical aspects. It was really pleasant. We need to make progress in a number of areas: take off, speed and manoeuvres, but we also feel that this improves with each regatta, and we are in great spirits."

On Saturday, four races were held in conditions that were still as tough as ever, with wind speeds ranging from 14 to 18 knots. "Once again, we had an excellent day", continued Pierre Pennec. "We are still in the learn-

ing and progression phase. We have created a new record, by exceeding 34 knots of downwind speed. We have really improved our take-offs and our tack changes. We carried out more and more foiling tacks (changing tack while in motion). We must still make progress in contact situations. It

was not possible to launch any regatta on Sunday and Ylliam XII - Comptoir Immobilier once again finished in 5<sup>th</sup> place.

"THE TF35 IS A REMARKABLE BUT VERY DEMANDING SAILBOAT, IT IS NOT EASY TO TAME, AND IT FORCED US TO INCREASE POWER.. IT DOES NOT ALWAYS DO WHAT IT IS EXPECTED TO DO AND WE STILL HAVE A LOT TO LEARN."



Photo credit: Loris von Siebenthal

## TWO-IN-ONE

In early June, two events were held during an entire weekend. Traditionally, and since the Genève-Rolle-Genève is held on a Saturday, the category took advantage of that to optimise the movements of the teams and organised the TF35 Mies meet on Friday and Sunday, around the first big race of the season.

The seven TF35s took advantage of a window of favourable weather and were able to hold five races on the first afternoon in Mies with winds ranging from 8 to 12 knots. Coming fourth on two occasions, Ylliam XII - Comptoir Immobilier has demonstrated its leadership potential. However, some minor errors prevented it from going beyond the first half of the ranking.

On Saturday, the Genève - Rolle - Genève, a classic



event of the Geneva Yacht Club started at 1:00 p.m. The event is the first long race of the season and was highly anticipated. Erwan Israel held a briefing session with the team late in the morning, in order to explain the different weather scenarios that could arise. For the first half of the race, the fleet's movement ranged from small bouts of motion to windless passage through the small lake. The first transition was managed between Yvoire and Rolle. Ylliam XII - Comptoir Immobilier was in 5<sup>th</sup> place at half time. Favouring a transition, the hydrofoil sailboat leapt and came down on a tack and at the very head of the small lake. Although it was tailed by the rest of the fleet, Ylliam XII - Comptoir Immobilier was sadly not able to contain the attacks of its immediate pur-

suers and after an inopportune change of sail, crossed the finish line in 5<sup>th</sup> place after 3 hours 36 minutes.

On return to Mies on Sunday, three races were held and Ylliam XII - Comptoir Immobilier was able to finish in 3<sup>rd</sup> place during one of the races, thereby demonstrating its leadership potential.

#### THE REAL TEST

The following week, the sailors once again gathered at the take-off line of the famous and highly-anticipated Bol d'Or Mirabaud. For this 82<sup>nd</sup> Edition, the teams hesitated for a long time to leave with the C-centreboards (instead of T-foils) which

are more appropriate for mild weather, because they generate less drag; However, they are less efficient because they reduce speed. After a reflection on this, all the boats left with their foils, despite the fact that low winds were forecast. "It will be very long in the beginning and the time will be short", Bertrand Demole noted shortly before the departure. And he continued: Thereafter, we will catch the wind and glide on our foils towards Geneva and we will win." The coxswain had no idea how right he was at the time he made that statement.

The men of Ylliam XII - Comptoir Immobilier went through all imaginable emotions during this event for ranking in the long Bol. The take-off took place in very mild conditions, which allowed the small M2 Catamarans as well as the two D35s present to



remember that they were real contenders in the low winds. Moreover, an M2 led by Olivier de Cocatrix was the first to cross the Bouveret mark a quarter hour ahead of the second. The first TF35 to pass by the famous barge was Team Sailfever, in sixth position, 21 minutes behind the leader. Ylliam XII - Comptoir Immobilier reached the Valais Port in 15<sup>th</sup> position, almost one hour after the first boat.

On the return journey, the expected wind blew at the end of the day, and the TF35s were very quick to remind the rest of the fleet of their superiority. The hydrofoil sailboats crossed the big lake at a speed of more than 25 knots, and recovered the ground lost in the high lake within one hour. For the competitors, entry into the small lake signals a new take off. In fact, the fleet once again stopped at Yvoire, once again bringing together TF35s, M2s and D35s. Ylliam XII - Comptoir Immobilier was able to take advantage of its observation when it saw M2s escaping in small wave. At nightfall, the leaders regained wind in their sails and hoisted on their hydrofoil sailboats, they

headed towards Geneva at high speed and in a straight line. Ylliam XII - Comptoir Immobilier took the lead by taking advantage of a brief wind hole for Zen Too. The race was over at the end of a final gybe, a short distance away from the north dike of the Geneva Nautical Society. It was a daring manoeuvre during which Bertrand Demole was able to maintain his calm and assert him-

self despite the pressure from competitors. TF35 event", Bertrand Demole said happily. "Erwan Israel, our tactician, did a remarkable job. The arrival was truly spectacular. We probably led the entire regatta by 1 hour 30 minutes. It seemed as if it was not a Bol for hydrofoil sailboats. But in the end, the TF35 were ahead, in flight only 10% of the time. This proves that this is a fantastic boat."

"WE WON THE BOL D'OR AND FINISHED 4<sup>TH</sup> IN THE CHAMPIONSHIP, JUST BEHIND THE THREE BIG PROFESSIONAL TEAMS: REALTEAM, ALINGHI AND SPINDRIFT."

self despite the pressure from competitors.

At the finish line, when he was asked about his opinion of the take-off, the skipper simply stated with a bit of humour: "The name of the sailboat is Ylliam XII and its the 12th of June. In addition, we came 3<sup>rd</sup> in 2018 and second in 2019... Therefore, we had to come first this year!"

With this success, the team won a historic victory in the landmark event of Lake Geneva. "We won the first edition of the

## A PLACE IN THE SALT

At the end of the world's biggest regatta in closed waters, the TF35 took advantage of a part of the summer to carry out

maintenance work and upgrades, before re-organizing some training sessions. Thereafter, the programme continued in September in Scarlino, Tuscany, and the boats returned to the shores of the Tyrrhenian sea, disassembled in their containers.

When they arrived at the site, it took each team four whole days to assemble the catamarans and put them on the water. The organisers and team managers joined forces in order to optimise overall logistics to the greatest possible extent. The Yacht-





Club Isole di Toscana was evidently excited to host this prestigious series and marvellously fulfilled its duty as the host club. Claudia Tosi, the secretary general of the club confided just before the beginning of the initial races: "The TF35s have aroused the interest of amateur sailors since they arrived. Rapid flying machines such as this have never been seen here before; Therefore, they generate real enthusiasm. All eyes will be on the race area from the beaches."

The teams went through several days of training before the initial regattas, in order to carry out necessary configurations after a transportation, and to familiarise themselves with the water. After the gloomy summer and especially the cold experienced in Switzerland, everyone was excited to sail in stable wind conditions, with sunshine and pleasant temperatures. Another very significant point highlighted by Pierre Pennec is that "All the teams were in the same place, with boats beside each other on the quay. This encouraged interaction

and we were able to glean information from here and there, to better understand the operations of our opponents".

### EXTERNAL PERSPECTIVES

Twelve official races took place during the first meet in Scarlino, and the Ylliam XII Comptoir Immobilier team achieved a positive result in the meet despite finishing in 5<sup>th</sup> place "Alinghi and Realteam sailed a step ahead of us", Pierre Pennec stated. We must try to get closer to them, but we are improving every day. We have improved our foiling gybe and the success rate of this manoeuvre is higher. It is nice when one makes progress on a daily basis." Quentin Ponroy, the head of North France sailmaker which supplied the boat's cloakroom was present for the event, and was able to provide his external perspective regarding the sail adjustments and possible improvements. Of the twelve race events, Ylliam XII - Comptoir Immobilier finished once on the podium, in 3<sup>rd</sup> place, and twice in 4<sup>th</sup> place. These are particularly encouraging results.

Fifteen days later, the final of the championship held at the same site, and Pierluigi De Felice came on-board for the event. He was a member of the Italian Prada team with James Spithill during the last America's Cup. Pierluigi brought valuable information on the potential of the team to make progress. "We have learnt a lot, but we must still put things into practice", remarked Pierre Pennec once more.

### UNTIL NEXT YEAR

For this final event of 2021, Ylliam XII - Comptoir Immobilier was not able to set itself apart from the rest of the fleet. Technical problems marred the first day of the race, and the team was not able to get back into the game on Friday and Saturday. "The

TF35 is a remarkable but very demanding sailboat", declared Bertrand Demole at the end of this season. And he continued: It is not easy to tame, and it forced us to increase power. It does not always do what it is expected to do and we still have a lot to learn. There were some disappointing races, but one should consider the big picture, and it is satisfactory. We won the Bol d'Or and finished 4<sup>th</sup> in the Championship, just behind the three big professional teams: Realteam, Alinghi and Spindrift. It is also superb to have experienced these events on the sea, with waves, wind and salt. We are no longer freshwater sailors."

During the winter, all the boats will go to the workshop to be optimised and reinforced, before leaving again for a new championship, which will hold between Lake Geneva and the Mediterranean. Ylliam XII - Comptoir Immobilier will once again be part of the event with some changes in the team. "Téva and Pierre are retiring and I heartily thank them for having done so much for the project during all these years. Billy Besson will be the project manager for the 2022 season with his proven experience in foiling, we are happy to have him!" Bertrand Demole confided.



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# La bonne gestion des énergies

# ENVIRONMENTAL INITIATIVES UNDERTAKEN BY OUR GROUP



For several years, Comptoir Immobilier has developed a veritable pro-environmental philosophy which is implemented in its different lines of business.

## NEW PROJECTS AND ENVIRONMENTAL AMBITIONS

We are investing in the development of new projects which are unique in terms of their environmental qualities from the standpoint of energy efficiency, and also in the area of mobility and social cohesion. With our CI Conseils division, we are specialists in the development of public, private and institutional projects, offering innovative projects such as that of the first building with the Minergie-P Eco label in the Canton of Geneva, or the new energy concept of the Belle-Terre neighbourhood (see pages 42-43)

## RENOVATIONS AND RECLAMATIONS, A SUSTAINABLE APPROACH

Renovation represents a major challenge for real estate owners. In fact, it is not easy to combine property development, better comfort and decreased energy consumption. Our CI Durabilité division is in

charge of the development, transformation and renovation of built-up assets. Our architects and technicians have the necessary competences (MPQ accreditation for architects and registration on Register A) and are capable of addressing questions relating to current issues. They guide the owners' energy renovation strategy and assess the possibility of a conversion or superstructure project. Thus, we are capable of providing our clients with expert report, support, planning and implementation services while providing innovative solutions which enhance the value of their properties.

## OTHER INITIATIVES

Other initiatives underscore the commitment of our Group to the environment. To qualify for the Green Label of USPI Geneva, we are opting for 100% ecological and local energy in all our activities wherever possible. We use recycled paper on a daily basis and we do strict waste sorting. Our Group also hopes to reduce its CO<sub>2</sub> emissions by encouraging its personnel to use public transport through a financial investment. As much as possible, we are limiting our paper consumption by opting for digital statements. Finally, our group acquired hybrid company vehicles and encourages its

concierge staff to use non-toxic and biodegradable products.

## AN INTERNATIONAL REFORESTATION PROGRAMME WITH A SWISS NGO

Lastly, our Group collaborates with the NGO OneAction in a vast pilot reforestation project in Kenya, Haiti and India. The goal is to reverse the soil degradation process in arid regions and strengthen the resilience of communities in the face of climate change (see opposite).





# QUALITATIVE REFORESTATION

INTERVIEW

## SASKIA PETIT

— PROJECT DIRECTOR – ONE ACTION

Since 2020, the Comptoir Immobilier Group has been supporting the Geneva NGO OneAction in its innovative international qualitative reforestation project with oxalogen tree species. This holistic approach corroborates Group CI's desire to participate actively in environmental initiatives, including those implemented beyond the borders of Switzerland. This is because sustainable development is one of the four core values of the Comptoir Immobilier Group.

The goal of this project is to reverse the process of accelerated soil degradation. In contrast with most trees that only sequester carbon in an organic manner, oxalogen tree species allow for part of the CO<sub>2</sub> to be permanently stored, contributing in an extraordinary manner to soil regeneration.

### WHAT ARE THE STAGES FOR THE IMPLEMENTATION OF THE PROJECT?

The first key stage of the project was the meeting between OneAction and Sadhana Forest, which has transformed degraded landscapes into food forests for more than 18 years. We have been working together to develop and expand a reforestation model to remote areas that are extremely affected by aridity and food insecurity, and strongly threatened by climate change. The advanced knowledge of our teams regarding the environmental background and needs of the populations has enabled us to model a particularly suitable project. After the initial fundraising in which the Comptoir Immobilier Group participated, we were able to create and form teams, develop nurseries, prepare training materials and buy and convert an all-terrain truck for transporting plants and water to the target villages.

### IN WHICH COUNTRIES ARE THE INTERVENTIONS CURRENTLY TAKING PLACE AND HOW IS THIS BEING DONE?

Nurseries were developed in Samburu County in Kenya and in Tamil Nadu in India. They are home to about thirty nutritive local species that are particularly resistant to drought, including oxalogen trees with exceptional soil regenerating properties. Furthermore, teams were trained on simple and efficient techniques for planting, water conservation and harvesting of fruits, nuts and nutritive leaves. The mobile team in Kenya recently began its interventions in the villages while the team in India is in the preparation phase and aims to launch reforestation activities in early 2022. Thereafter, we plan to develop the project in Haiti where Sadhana Forest has been active for more than 10 years.

### HOW WELL ARE THE ACTIVITIES GOING ON THE FIELD?

In every region, our mobile reforestation teams go from village to village, offering each participant young plants and giving theoretical and practical training in agroforestry, supporting families in planting and maintaining their trees. The participants can choose from a catalogue of carefully-selected local species to plant on their land. In coordination with the villagers, our teams also build small dikes, dams and channels in order to ensure optimal percolation of water into the soil and thereby increase the quantity of water accessible to everyone.

### WHAT IS THE FEEDBACK FROM LOCAL POPULATIONS?

Our activities meet the most pressing needs of the population directly, by providing solutions to address water shortages and infertile land. Therefore, our teams

are generally welcomed with great enthusiasm and the news of their arrival travels fast to surrounding villages to call on them. Thanks to the water supply and water conservation facilities, the local population see the impact of our activities immediately. Furthermore, simple planting and irrigation techniques, inspired by natural cycles and ancestral local methods are very well-integrated and make it possible to see the short-term results. Thanks to the planting of nutritive species such as Moringa, the populations have rapidly gained access to new sources of food. In the longer term, the regenerated soils will become fertile and help the trees to multiply.





INTERVIEW

# THE ENERGY CONCEPT OF THE BELLE-TERRE NEIGHBOURHOOD IN THÔNEX

**SOME YEARS AGO, THE ISSUES AROUND THE CLIMATE EMERGENCY WERE NOT SO CLEARLY DEFINED; YET, THE DEVELOPERS OF THE BELLE-TERRE PROJECT MADE A PROPOSAL FOR MASSIVE REDUCTION IN THE USE OF FOSSIL FUELS AS A PREREQUISITE MORE THAN 10 YEARS AGO.**

**Vincent Collignon:** Renewable energy, sustainable development and the energy transition have been at the heart of our strategy for the past 12 years. A project such as Belle-Terre fully complies with our strategy. Our staff members are trained and have the skills for carrying out such projects with a significant reduction in greenhouse gas emissions.

**IN YOUR OPINION, WHAT ARE THE FACTORS THAT CONVINCED SIG TO GET INVOLVED IN THE BELLE-TERRE ADVENTURE?**

**Vincent Collignon:** When we learnt of this project, we realised that it corresponds to our vision of future neighbourhoods. Thus, this project was a source of motivation for the entire team, but it was also a challenge to work on ultra-efficient energy concepts while making use of local renewable energy sources.

**IN YOUR OPINION, WHAT INNOVATIONS MADE THE PROJECT TECHNICALLY POSSIBLE?**

**Carmen Popescu:** The energy concept is composed of 85% local renewable heat sources. The reduction in CO2 emissions will be about 90% compared to the heat-

ing using diesel. Ultimately, the residents of the 2,600 residential units in Belle-Terre will emit only 132 tonnes of CO2 every year to provide heating, or even less.

In order to reduce noxious emissions, SIG revived the deep geothermal wells of Thônex, which have not been in use since the 1990s. This is in addition to 89 probes located at a depth of 300 metres. The heat extracted during the heating season cools the ground. In summer, the apartments are naturally cooled and the recovered heat is reinjected and stored in the ground. This technique helps to re-equilibrate the energy system and guarantee its sustainability.

The entire network of SIG underground conduits are covered by green spaces, because we are aware of the usefulness of combining uses in order to address global warming and contribute to a high quality of life for residents.

**TODAY, THERE IS A TREND TOWARDS ZERO CARBON EMISSIONS AND ZERO PARTICLE RELEASES, NOT ONLY FOR HEATING BUT ALSO FOR COOLING, INCREASINGLY BY INTEGRATING THE LIFECYCLE OF FACILITIES AND THEIR OPERATION. IN YOUR OPINION, WHAT ARE THE CHALLENGES THAT WILL BE FACED BY PROJECT OWNERS WITH RESPECT TO THIS ENERGY TRANSITION WHICH REQUIRES A MORE HOLISTIC APPROACH?**

**Carmen Popescu:** The main challenges before real estate actors will be to commit to lower and better energy consumption. SIG is fully involved in this initiative, working with

project owners in order to build concepts that encourage energy efficiency, energy savings and renewable energy. Real estate accounts for many of the challenges to the reduction of CO2 emissions and improvement of the air quality in Geneva.

The evolution of buildings will be part of the overall approach to the optimization of energy consumption, energy systems and energy use by the residents. Finally, renewable electrical energy, particularly solar energy and thermal energy will be strongly developed in the real estate industry, which will help to further reduce CO2 emissions in Geneva.

**FROM THE STANDPOINT OF CONSTRUCTION STANDARDS OR LABELLING, THESE USUALLY FOLLOW THE ISSUES AND ARE SUBJECT TO TRENDS. IN YOUR OPINION, WHICH ONES NEED TO BE "PUSHED" A LITTLE BIT IN ORDER TO ACHIEVE THE OBJECTIVES OF THE CLIMATE PLAN IN GENEVA?**

**Carmen Popescu:** Unfortunately, the regulation lags behind market expectations. This is the case for energy and for a lot of other issues. This is why we strongly encourage our sponsors and owners to give feedback so that we can improve the operation of our energy system and achieve the energy transition more quickly. We can only achieve the energy transition by working together.

**WE KNOW NOW THAT ONE OF THE BIG ISSUES IS THE METHOD OF STORING AND RECOVERING ENERGY OVER**



## VINCENT COLLIGNON

— EXECUTIVE DIRECTOR OF CLIENT AFFAIRS OF SIG

## CARMEN POPESCU

— DIRECTOR OF CLIENT AFFAIRS AND BUSINESS  
ENGINEERING OF SIG

### THESE SHORT CYCLES (DAYS) AND LONGER CYCLES (SEASONS). ARE THERE INNOVATIONS AND TRENDS THAT COULD GUIDE PROJECT OWNERS IN THEIR PROJECTS?

**Vincent Collignon:** The energy transition will happen through decentralised energy production units. SIG is working on pilot projects in connection with the Smart City, on decentralised solutions for energy storage in partnership with major actors from Swiss electricity and gas companies.

In order to achieve the energy transition, energy saving mechanisms must be developed first. In this regard, SIG's éco21 programme has helped to save 8% of the electricity consumption of the Canton of Geneva for the past 10 years, without reducing our comfort. We should continue to improve the energy efficiency.

### COULD YOU TELL US ABOUT THE BIG CHALLENGES OF SIG FOR 2030 AND THE ROAD MAP PUT IN PLACE TO ADDRESS THEM?

**Carmen Popescu:** In September 2021, SIG launched its Climate Pact in response to the climate emergency. This is part of the Canton's Climate Plan and its objective is to contribute significantly to the goals of the Canton's Energy Master Plan (PDE) for 60% reduction in CO<sub>2</sub> emissions by 2030.

For SIG, the priority will be to construct networks of renewable thermal power which will operate either using the lake water, GeniLac, or by heat recovery and geothermal stations, GeniTerre.

SIG will offer highly efficient energy solutions to neighbourhoods which cannot be connected to these networks. The public company will continue to develop renewable energy while preserving nature, biodiversity and the environment as well as the quality of life of the people of Geneva.

### IT IS SAID THAT THE PACE OF BUILDING RENOVATION AND CHANGE OF ENERGY SOURCES FOR ACHIEVING ZERO CARBON IS SLOW IN GENEVA IN PARTICULAR. IN YOUR OPINION, WHAT COMPETENCES AND EXPERTISE CAN SIG BRING TO THE MANAGERS OF REAL ESTATE ASSETS?

**Vincent Collignon:** By adopting a Climate Pact, SIG has set up an action plan for a 7-fold increase in its efforts towards the energy transition. This road map rests on three pillars: SIG as an exemplary company, SIG as an involved company and SIG as a facilitator company. SIG's Climate Pact will contribute to CO<sub>2</sub> reduction initiatives involving the residents, Canton businesses as well as building professionals and real estate asset managers.

SIG's éco21 action plans help real estate actors to optimize the energy consumption in their facilities, by tracking the cost savings of buildings with respect to heating, lighting, ventilation or energy uses with the residents.

Furthermore, SIG offers solutions so that the real estate holdings of its clients can make the move to renewable energy



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## INTERVIEW

**PHILIPPE MOESCHINGER**

— CHAIRMAN OF THE MANAGEMENT BOARD

— MEMBER OF THE EXECUTIVE BOARD OF THE COMPTOIR  
IMMOBILIER GROUP

Philippe Moeschinger, the chairman of the Management Board since 2011, seizes the occasion of his 10<sup>th</sup> anniversary at the helm of Comptoir Immobilier to give an overview of past achievements and especially to make projections for future developments.

Paying full attention during an interview conducted at a very fast pace, corresponding to the character and personality of the man known as “PHM” by everyone on the corridors of the company.

**WHAT DO YOU REMEMBER ABOUT THESE PAST 10 YEARS AT THE HELM OF COMPTOIR IMMOBILIER?**

I remember having participated in an important development of our company. We virtually doubled our business activity in terms of turnover, particularly with the

two great acquisitions of Gendre & Emonet and CI Chablais (formerly Jérôme Nicolet). Today, Comptoir Immobilier has a true Romande identity. It is established along the Rhône and today, we have 3 distinct entities within the Group - CI-Geneva, CI-Vaud and CI-Valais, each of which has its own structure and organisation.

**WAS THIS GROWTH IN EXTERNAL ACQUISITIONS PART OF THE COMPANY'S OVERALL STRATEGY?**

Yes, it is totally part of the Group's strategy to get established in local markets in order to ensure great proximity. We make this proximity a point of honour, it is part of the culture of a family business. Proximity to customers, of course, as well as proximity to the personnel and managers. In all our branch offices, the local network of managers and all our personnel also work actively to achieve success.

## DESPITE YOUR MANY DUTIES, YOU ARE STILL VERY INVOLVED IN THE RECRUITMENT AND MANAGEMENT OF PERSONNEL

I place great value on discovering talents and coaching the personnel. I love doing this work and I love to share knowledge. I believe that it is important to remain mindful of the diversity of generations and viewpoints. I place great value on professional development and the need to retain young talents.

## YOU PLACED A LOT OF EMPHASIS ON "CHANGE MANAGEMENT" DURING YOUR SPEECH AT THE COMPANY PARTY. WHAT DO YOU EXPECT FROM YOUR MANAGERS?

Above all, that they should be committed and concerned about what they are doing. I want them to be result-oriented and client-oriented. I want them to ensure and propagate a professional and pleasant work environment. I would like our 330 personnel to feel at ease in their professional activities, in spite of the occasional complications of the external environment. I want them to contribute to solving problems and finding solutions, to make proposals and to be creative. That is what "change management" means.

## THEREFORE, YOU PLACE A LOT OF IMPORTANCE ON INDIVIDUAL RESPONSIBILITY?

Clearly, yes. Nothing irritates me more than an employee who sends an email and thereafter "washes his hands off it" because he copied me! On my part, I am a big fan of new information and communication technology which make life easier and help us to be a lot more closer to our clients. However, I always prefer direct contact: I make telephone calls and I visit people. I love to be on the field, both internally and externally. I would mostly consider myself as a companion who is involved in the process.

## COMPTOIR IMMOBILIER ESTABLISHED AN INVESTMENT CENTRE. WHAT IS ITS MISSION?

In Comptoir Immobilier, we are lucky to have a number of very important private clients who have trusted us for many years. It is our strength, which helps us to work under great conditions in our original trades which are the administration and management of co-owned properties. However, it is always necessary to expand and diversify our activities. Thus, we wish to position ourselves for greater involvement in the sector of acquisitions, expertise and valuation of institutional portfolios, which are sources of new income.

## "I PLACE GREAT VALUE ON PROXIMITY"

## THUS, YOU WISH TO FURTHER DEVELOP THE INSTITUTIONAL CLIENT SEGMENT?

Absolutely! We carried out one of the largest transactions in Geneva last year when we made a sale of CHF 601 million.

We have built a great credibility in the transactions market. Among others, the goal is to develop Asset Management and new services for our clientele, by taking advantage of our routine expertise in real estate property management.

## SHORT BIO

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# CI | COMMERCIAL

INTERVIEW

## MADJID MASSIH

— DIRECTOR OF CI COMMERCIAL

— DEPUTY MANAGEMENT BOARD MEMBER OF THE COMPTOIR IMMOBILIER GROUP

### YOU JOINED CI COMMERCIAL IN SPRING 2021. WHAT IS YOUR FIELD?

I am an economist. I studied at the HEC, in Geneva, where I obtained a Master's degree in business administration. I am also a MAS EPFL in real estate expertise and a Member & Assessor, Royal Institutional Chart of Survey (MRICS). I started my career in finance in a multinational company and in 2007, I founded Courtagère, a company specialised in providing consultancy services to institutional and residential clients as well as in the sale and management of real estate developments. In 2012, I joined Touring Club Switzerland as the head of Swiss real estate management before joining Swiss Prime Site Group four years later where I was the head of the Marketing department for Wincasa in French-speaking Switzerland. Thereafter, I served as the Head Region West Letting Advisory at Im-moveris and then, following a merger, at Swiss Prime Site Solutions.

### WHAT IS YOUR ROLE IN CI COMMERCIAL?

I oversee the department for the Cantons of Geneva, Vaud and Valais whose mission is to support the private or institutional owner in his search for a tenant or commercial user. During the past ten years, notably due to the increased offer of commercial spaces on the market and the simultaneous decline in demand, the rental business has become a lot more complex and the knowledge of a professional specialised in

this sector has become indispensable.

### WHAT ARE THE STRENGTHS OF YOUR DEPARTMENT?

Above everything else, it is the team, composed of about ten highly qualified personnel, polyglots with sound experience in the real estate industry. In fact, we have multiple complementary competences which help to offer our clients a holistic approach to their situation. Our know-how ranges from conducting studies to drawing up expert reports and rendering consultancy services. We have all it takes to support our clients in all aspects.

Another strength is our local presence through our branch offices. Furthermore, we have an international network thanks to our partnership with Savills, which has a strong global presence in real estate consultancy services.

### HOW DO YOU SEE THE EVOLUTION OF THE MARKET?

After a period of passivity due to the Covid-19 pandemic, activity has now resumed with increasing demand. On the other hand, tenants are less willing to commit themselves on the long-term and this trend has become accentuated following this pandemic. Proximity to public transportation remains a key factor and locations close to train stations are the first to benefit from it. City centres remain in demand. As for offices, remote work has had a little im-

pact on the size of spaces up to the present time because the optimization of spaces is only a concern for companies with more than fifty employees.

For retail business, city centres are still attractive, but it is mainly for very busy areas. It is noteworthy that some commercial centres have benefitted from the renewed attractiveness of the countryside following the health situation.

### ICONIC PROJECTS

CI Commercial is active in different ongoing projects at CI Conseils.

The first apartments have just been handed over in the new neighbourhood of Belle-Terre in Geneva, which has 11,750m<sup>2</sup> of commercial and office spaces. In Bellevue, the Hauts-du-Château project comprises of 287 apartments and 900 m<sup>2</sup> of commercial spaces. In Sion, the important Cour de Gare project, where the foundation-laying ceremony took place in October 2021, will comprise of 12,000 m<sup>2</sup> of office spaces and 5,700 m<sup>2</sup> of commercial spaces also known as "retail spaces".

There is a sustained demand for these three developments with marked interest from managements of neighbourhood businesses.





# CI | VENTES

INTERVIEW

## PAUL VEZIN

— HEAD OF THE CI NYON BRANCH OFFICE

### DOMAINE DU LAC: A SUCCESSFUL MARKETING EFFORT!

#### THE MARKETING OF THE DOMAINE DU LAC IN NYON WAS A HUGE SUCCESS. WHAT IS THE ORIGIN OF THIS PROJECT?

It was conducted by Halter, the Schlieren-based Zurich real estate development company which entrusted the marketing to Comptoir Immobilier, through the CI Nyon branch office. Le Domaine du Lac is a high-end project which began several years ago with the acquisition of an exceptional piece of land in the region. The collaboration between Halter and the CI group is also the product of a long relationship based on professionalism, competences and trust, which are indispensable elements for the success of a project of this magnitude.

#### THE APARTMENTS WERE SOLD IN RECORD TIME. WHAT WERE THE KEYS TO THIS SUCCESS?



This project perfectly meets the needs of the market by its location, privileged environment and the varied typology of the 49 apartments, ranging from 65 m<sup>2</sup> to 129 m<sup>2</sup>.

Le Domaine du Lac, which comprises of three apartment buildings, is located at an incredible site opposite Mont-Blanc and the lake. Its attractiveness is also due to its proximity, since it is only a few minutes away on foot to the beach, Boiron Park, city centre, shops and the CFF railway station. The project is at the heart of a controlled urban development area where additional construction is not possible, which the buyers greatly appreciated.

#### WHY WAS THERE NO MARKETING DRIVE FOR THIS PROJECT?

It was a deliberate decision. The marketing strategy was jointly put in place with Halter and CI. The idea was to give the project a very exclusive image and therefore support it with the confidentiality necessary for this purpose. The majority of buyers come from the Nyon region. The buyers were very enthusiastic due to the location and the elegant architecture of the project. On our part, we have a vast portfolio of preferred clients who might potentially be interested in this type of development project. This is why our database and expertise are important.

The subsequent communication regarding Le Domaine du Lac, in agreement with Halter, brought us great visibility and popularity.

#### WHAT IS THE HUMAN ELEMENT IN THE COMMERCIALISATION OF SUCH A

#### PROJECT?

It is a key element. It is important to know how to build trust with buyers and listen to them, understand them and give them advice. In the case of Le Domaine du Lac, we placed emphasis on the profes-

#### “CONFIDENCE IS A CENTRAL ELEMENT OF SUCCESS”

sional experience and prior experience of this high-end clientele with very specific expectations. Throughout the project, we were the only ones interfacing with the clients, which was appreciated. Team work always ends in success. Carole Zoller, specialist broker in the commercial sector of CI Nyon, and me led this extraordinary project with great energy and motivation.



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# CI | GÉRANCE

INTERVIEW

## JULIE CALIN

— MANAGER OF THE BELLE-TERRE NEIGHBOURHOOD

— CI GÉRANCE OF THE COMPTOIR IMMOBILIER GROUP

The size of the Belle-Terre neighbourhood as well as its ambition to guarantee complete cohesion requires special neighbourhood administration.

### WHAT ARE THE CHARACTERISTICS OF NEIGHBOURHOOD ADMINISTRATION?

Neighbourhood administration is an extension of our "classical" apartment building administration. In fact, as part of our business activity, we have to manage apartment buildings and sometimes out-buildings for a group of apartment buildings. The neighbourhood administration that we envisage takes on another dimension. Beyond routine management activities, the administration office will, among other things, arrange for all the logistics required by neighbourhood activities and mobility, particularly by coordinating access for deliveries in order to guarantee free flow of traffic and to ensure compliance with the regulations and directives for harmonizing and improving the lives of future residents in this new living space, and ultimately to inspire occupants and visitors alike to develop good environmental practices.

### WHAT ARE THE PECULIARITIES OF THE ADMINISTRATION OF THE BELLE-TERRE NEIGHBOURHOOD?

Belle-Terre is the first neighbourhood administration in the Canton of Geneva to make available a special dedicated site management system, starting from Winter 2021, as well as supplementary services administered directly by the administration office. It will pro-

vide local management and better address the expectations of clients. The owners as well as the residents or visitors can contact the team on ground easily simply by visiting the administration office located at the heart of the same neighbourhood.

The supplementary services offered are accessible to the residents and businesses and also to visitors, in order to facilitate everyday tasks. Notably with a postal service, laundry service, administrative support, technical service, lost and found property management, waste disposal management, etc. Of course, this list

### "LIFE WITHIN A NEIGHBOURHOOD REQUIRES LOCAL MANAGEMENT IN ORDER TO BETTER SATISFY THE YEARNING OF CLIENTS."

of services will change depending on the demand and needs of the residents. The management team will also be supported by an exclusive and dedicated neighbourhood maintenance service as well as a night watch team to ensure the security of the site.

Finally, our firm will be in charge of forming a residents' association as well as a business owners' association, in order to create social cohesion and enrich neighbourhood life by organizing special events.

### WHAT MUST BE PUT IN PLACE TO GUARANTEE THE PROPER OPERATION OF SUCH A NEIGHBOURHOOD?

The operation of a neighbourhood like

Belle-Terre requires indispensable ground-work.

Several teams of professionals from a wide variety of fields worked in close collaboration for several months and even several years, to prepare as best as possible for the arrival of the first residents and to support the birth of this neighbourhood life.

Working in coordination with different building owners and different services of the Commune of Thônex, who are very involved in this organization effort, we have laid down rules and directives to guarantee unity and cohesion in this new site located between the city and the countryside.

Belle-Terre neighbourhood also represents the desire to offer residential units in a range of categories such as co-ownership, ZDLOC and subsidised accommodation in order to encourage social, cultural and intergenerational mixing.

571 rental apartments (ranging from 2 rooms to 10 rooms) or around 1,800 subscriptions registered for rent

30 commercial spaces distributed over the neighbourhood

1 building for commercial use, with 6,400 m<sup>2</sup> of business spaces and 1,000 m<sup>2</sup> of commercial spaces

More than 1,000 underground parking spaces



# CI | COPROPRIÉTÉS

INTERVIEW

## ALAIN JORDAN

— PPE (CONDOMINIUMS) MANAGER VALAIS CI COPROPRIÉTÉS

— MANAGEMENT BOARD MEMBER OF THE COMPTOIR IMMOBILIER GROUP

### WHAT IS YOUR TRACK RECORD IN THE REAL ESTATE INDUSTRY?

I come from the finance and accounting sector and I discovered real estate as the financial manager of a branch office located in the mountains. I was initially interested in the technical and financial aspects of the trade, and then I underwent training, particularly at USPI, and currently, I am the co-ownership administrator. I love the diversity and human contact which characterises the real estate sector, particularly in the co-ownership space. The management of a PPE (Condominium) includes accounting and legal aspects and technical asset management. I find this multiplicity of areas fascinating.

### WHAT IS YOUR ROLE IN THE COMPTOIR IMMOBILIER GROUP?

I am a member of the Management Board and the head of the PPE (Condominiums) department of our three branch offices in Sierre, Sion and Monthey, with about fifteen members of staff. Currently, the Comptoir Immobilier Group manages 160 PPEs in Valais. The majority of them are located in the plains and others are located in the station. The Group is one of the five most important actors of the Canton in the sector.

My role is to manage the three branch offices, to ensure coordination between the different services, to set up procedures and develop the client service.

### HAVE NEW TRENDS EMERGED IN RECENT YEARS WITH RESPECT TO PPEs?

The energy issue has taken centre stage. The owners want to make savings and are sensitive to ecological aspects; Whenever possible, they wish to adopt renewable energy sources. I also note a coming to awareness with respect to the need to set up a sufficient renovation fund and to undertake renovation in a more holistic and systematic manner with the use of preliminary advanced studies.

The installation of electric vehicle charging stations is a top priority for PPEs in the mountains due to the demand from an urban clientele hitherto accustomed to this type of infrastructure.

### WHAT ARE THE STRENGTHS OF THE COMPTOIR IMMOBILIER GROUP ENJOYED BY THE TEAMS IN VALAIS FOR THEIR PPE CLIENTS?

With respect to the technical aspects, the Comptoir Immobilier Group developed the My-immo platform, a software tool which is specially dedicated to owners and joint owners. They can login at any time and access all documents related to co-ownership - contracts, minutes, etc., as well as their personal data, such as their accounts. We also have a communication platform which helps us to communicate quickly by email with all the joint owners of a PPE, in case an urgent technical intervention is required, for example.

We are all working with a philosophy of sharing know-how with the personnel who enjoy continuous training. There is a cross-fertilization of ideas which ultimately benefits the PPE owners.

### IS THERE SYNERGY WITH THE OTHER SERVICES OF THE GROUP?

Ultimately, and generally, the Comptoir Immobilier Group offers a wide range of services in all real estate sectors and in all Cantons where it is present. Thus, our CI Ventes teams are quite capable of making their knowledge in residential brokerage available to joint ownership clients who desire to sell their property or acquire another.

### COULD YOU MENTION AN ICONIC JOINT OWNERSHIP IN VALAIS CURRENTLY MANAGED BY CI?

The Aminona towers, on the Crans-Montana Haut-Plateau, due to its large size, since it comprises of 300 lots. We have been managing it for more than 20 years.

I am also thinking of the Rives de Bramois, very close to Sion. This project of eleven small apartment buildings includes 110 PPE lots. It was developed on the basis of a concept of energy optimization, permaculture and easy mobility.



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# CI | RÉSIDENTIEL

INTERVIEW

## ESTEL FOGO

— RENTAL BROKER CI RÉSIDENTIEL VAUD

— AUTHORISED REPRESENTATIVE

### HOW DID YOU JOIN THE COMPTOIR IMMOBILIER GROUP AND THE REAL ESTATE INDUSTRY?

I joined in 2010 as an executive assistant in CI Vaud and CI Valais. In tandem with my duties as executive assistant, I managed the commercial centre of Portes St-François in Lausanne for ten years. I was the link between the owner, tenants and service providers. I also managed the Traders' Association and I was able to organise numerous events. It was fascinating and intense. Today, my position has evolved since I am now in charge of the residential rental property sector. I have always been a multitasker and I appreciate the opportunities offered by the Comptoir Immobilier Group.

### WHAT ARE THE TYPES OF PROPERTIES OFFERED BY CI RÉSIDENTIEL VAUD ?

They are very varied. We have many new properties in both big projects and small residences. Our portfolio also includes old properties. Our expertise extends from apartments to luxury properties, furnished or unfurnished as we are able to arrange custom furnishing if the owner wishes. Our role is to offer the owner customised support depending on his needs.

### HAS THE RETURN TO NORMALCY AFTER COVID-19 HAD AN IMPACT ON THE DEMAND FROM TENANTS IN THE RESIDENTIAL SECTOR?

The desire to have an exterior which identified during the pandemic has been

confirmed. We also have a considerable demand for rental properties in the countryside because people now wish to get closer to nature. The current remote working trend makes this return to greenery possible. This interest for this type of properties concerns the Cantons of Geneva and Vaud of course, but it also concerns all of French-speaking Switzerland.

### ARE YOU SPEAKING OF A SPECIFIC ONGOING PROJECT IN THE CANTON OF VAUD ?

Yes, the Honolulu project, located at the heart of the Littoral Parc, in Etoy. Our principal adopted an original concept for independent seniors, single or couples, as well as for persons with reduced mobility. The idea is to offer rental independent and unfurnished apartments, with the necessary developments for perfect mobility. The Résidence Honolulu, which comprises of 3

storeys and 58 apartments ranging from studio flats to 2.5 rooms, will have shared areas, a doctor's office, a reception and a launderette on the ground floor, as well as an external area with terrace and garden. Furthermore, the immediate proximity of a nursing home (EMS) and a medical and social centre (CMS) will help tenants who wish to make use of à la carte home services.

"THE RÉSIDENCE HONOLULU DEPENDS ON AN ORIGINAL CONCEPT."

The project also places emphasis on the accessibility of Résidence Honolulu given that it is located in a commercial area, close to shops and public transportation. The first tenants will move in by January 2022.





# CI | DURABILITÉ

INTERVIEW

## STÉPHANE BIAGI

— HEAD CI DURABILITÉ

— MANAGEMENT BOARD MEMBER OF THE COMPTOIR IMMOBILIER GROUP

### WHAT IS YOUR ROLE IN COMPTOIR IMMOBILIER?

Since 2014, I have served as the technical manager of CI Gérance which involves managing the technical aspects of apartment buildings in our portfolio. For the past two years, I have also been the head of CI Durabilité, an architectural firm specialised in energy renovation strategies of built-up assets. My job consists of setting up and managing projects

I am also a member of the Technical Committee of the Swiss Union of Real Estate Professionals of Geneva (USPI) as well as a member of the Professional Association of Building Administrators and Brokers of Geneva (APG-CI) and lecturer within the Immo technique training framework

### WHAT ARE THE SPHERES OF ACTIVITY OF CI DURABILITÉ?

We deal with all types of buildings, especially in Geneva, whether they are for rental, administrative or commercial purposes, as well all types of architecture, which includes buildings with heritage interest. Our area of competence also extends to building superstructures and their feasibility depending on the structure of the building and its environment. For this purpose, we hold consultations with competent cantonal authorities, our first work tool is the Information website of the Territory of Geneva which

gives us preliminary, broad guidelines. Other aspects are also studied, such as the valuation and profitability of the project.

### HOW IS OWNER SUPPORT PROVIDED?

We have a proactive approach with respect to energy renovation. Depending on the results obtained from the energy surveillance that we conduct on each apartment building in our portfolio, we contact the owner in order to suggest renovation strategies that will enable the building to achieve the set goals of the Energy Master Plan. We manage all aspects of the project, which also includes guiding the owner towards different sources of financial assistance.

Energy renovation is a promising investment because it helps to increase the value of the property and to sustainably guarantee its attractiveness on the real estate market in the event that the owner would wish to sell or bequeath it to his heirs.

### DO YOU HAVE ONGOING RENOVATIONS?

We have several ongoing renovations and they are very different from one another. In Meyrin, we are carrying out an energy optimization of the building envelope as well as the standardization of a 122-apartment building. In Geneva, we are also working on a building of architectural and heritage interest comprising of 13 apartments, located within the protected area of the old

city.

CI Durabilité is actively involved in the protection of common swifts in Geneva. During renovation, conversion or superstructure operations, and with the assistance of the Ornithological and Rehabilitation centre, we install nest boxes on the buildings of its real estate park. These developments contribute to the conservation of a species which is becoming increasingly rare in our cities.





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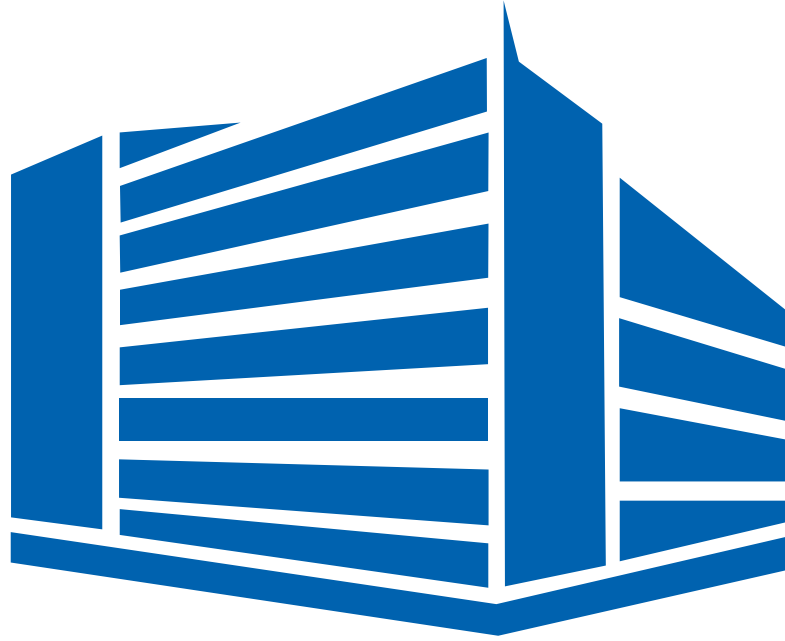
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# CI | CONSEILS

INTERVIEW

## MARIAMA RAULET

— CI CONSEILS PROJECT MANAGER

— MANAGEMENT BOARD MEMBER OF THE COMPTOIR IMMOBILIER GROUP

### HOW DID YOU BECOME THE PROJECT DIRECTOR?

My interest in construction and construction projects dates back to my childhood. A construction project was started opposite my home and I was simply fascinated by its progress and daily advancement until its completion. I could have studied architecture, but I am more pragmatic and technically curious, so I preferred a training suited to the very act of construction. I am a civil engineer, I graduated from the Ecole supérieure d'ingénieurs des travaux et de la construction (ESITC). I worked for many years in general businesses in Switzerland before yielding to a desire for a new professional challenge. I joined the Comptoir Immobilier Group in 2017.

### WHAT IS YOUR ROLE IN CI CONSEILS ?

My role is to advise and assist private or institutional Project Owners at all stages of the development of their project. Therefore, first of all, my job consists of assisting them in making a statement of their needs in order to address them as best as possible. In order to do this, special attention is paid to the conceptual and technical aspects, as well as the property and legal aspects, in order to provide complete assistance and high-quality service.

It is important to listen to Project Owners because that helps to know and address their interests and to guarantee them to all project actors, particularly the multi-disciplinary teams of agents.

Technical knowledge, organization and planning skills and especially anticipation are indispensable. It is also essential to know how to communicate and show discernment. One needs to be confident in one's abilities and in other actors and to be confident of life. Contingencies and unforeseen circumstances are common in the development of a project and building this confidence makes it possible to remember

### "THE PUBLIC SPACES OF BELLE-TERRE MAY INSPIRE NEW PROJECTS."

that we have at our disposal all the resources for addressing all challenges in order to achieve our goal: the success of the project and the satisfaction of the project owner.

### THE CITIES ARE CURRENTLY EXPERIENCING A RAPID TRANSFORMATION. WHAT WILL BE THE ROLE OF PUBLIC AREAS?

There role is increasingly central in projects. These shared spaces create the link between residents and the built spaces in order to ultimately bring about the birth of a neighbourhood identity. It is the reason why special attention must be paid to their design. Every project has its own specific issues, but there are strong trends which are based on the three pillars of sustainable development. The wellbeing of users, the sense of belonging to a neighbourhood, respect for the fauna and flora, blending in with the surrounding environment and mobility issues are some of the vital issues which are taken into account in the design

of spaces. Every project owner makes use of these issues and others, taking into account the environment of the neighbourhood and the needs of the local population in order to achieve a high-quality and suitable project. It is with respect to all these variables that the management of such a project differs from that of an apartment building because it is indispensable to address the multiple and diverse needs and preferences of future users.

### WHAT ARE THE PECULIARITIES OF PUBLIC SPACE DEVELOPMENT MANAGEMENT FOR SUCH A PROJECT BELLE-TERRE?

The main peculiarity is in the interactions between public spaces and the different related projects located around the neighbourhood. Therefore, numerous variables have to be taken into consideration, including the expectations and needs of third parties in particular. For Belle-Terre, it is therefore important to have a panoramic vision in order to conduct all the necessary coordination involving both aboveground and underground aspects. A project of this magnitude requires meticulous supervision for which regular contact with all the site actors is important.





INTERVIEW

## PHILIPPE ANGELOZZI

— SECRETARY GENERAL OF THE SWISS UNION OF REAL ESTATE PROFESSIONALS OF GENEVA (USPI)

### THE COVID-19 PANDEMIC RESULTED IN THE SETTING UP OF ASSISTANCE MEASURES TO TENANTS OF COMMERCIAL PREMISES (VESTA ACCORDS). WHAT WAS THE CONTEXT AT THE TIME?

We experienced the closure of businesses and a partial lockdown and we had no time to prepare ourselves for this unprecedented situation. There was an immediate response from USPI Geneva. We did not expect that the owners would be faced with the initial payment difficulties on the part of the businesses. We had to find a quick and transparent solution. We worked on its development in collaboration with the State of Geneva and Asloca on the Legal Insecurity Fund.

### THE OWNERS MADE GREAT EFFORTS...

Yes, we estimate that in Geneva, more than 20 million francs in rent was waived. Companies that were members of USPI Geneva quickly came together to find a solution and explain the situation to owners in order to prevent the situation from becoming uncontrollable. The owners really demonstrated solidarity regardless of whether they were private or institutional owners. Starting from the initial contact, the members of USPI Geneva received massive approval from their owner clients with a rate of acceptance of 95% by private owners. The vast majority of owners who could undertake this financial effort did so. It is one of the rare corporations which assumed its responsibilities during the crisis.

### WHAT IS THE SITUATION LIKE AT THE PRESENT TIME?

The commercial premises are experiencing a recovery. Some shops could not make it, but they are businesses that were already experiencing problems before the Covid-19 crisis. Currently, the market offers interesting opportunities with arcades available at the immediate fringe of the busy centre and attractive rents.

We really sense an entrepreneurial spirit

### “USPI GENEVA AND MEMBER COMPANIES WERE THE DRIVERS OF THE VESTA ACCORD”.

which was not discouraged by the Covid-19 crisis, on one hand because the social net worked well with all the different types of assistance provided, and on the other hand because the owners assumed their responsibilities when they were required to do so. These factors contribute to inspiring confidence in future entrepreneurs.

### WHAT COULD BE THE IMPACT OF REMOTE WORKING ON THIS MARKET?

Remote work has moved businesses to reflect on their needs and expectations, but there is currently no general trend towards a massive decrease in spaces. In-person work remains an important given; it is clear that employees love to see each other at work and interact. In contrast, as we see in our own staff, the process which aims to offer employees a weekly day of remote work has kicked off. Over the short and medium term, if companies set up a rotation between staff present and those working from home, we can imagine that the size of spaces will slightly decrease. However, this re-sizing should remain below 10%.



In July 2020, USPI Geneva elected Quentin Epiney, a Management Board member of the Comptoir Immobilier Group, to sit on its Committee for a 4-year term. He took part in the implementation of the Vesta Accords jointly with USPI Geneva during the period of the pandemic.

CI group is happy to participate actively in this organization, which is the cornerstone of the real estate association in Geneva, involved in the representation of the trades in the company.



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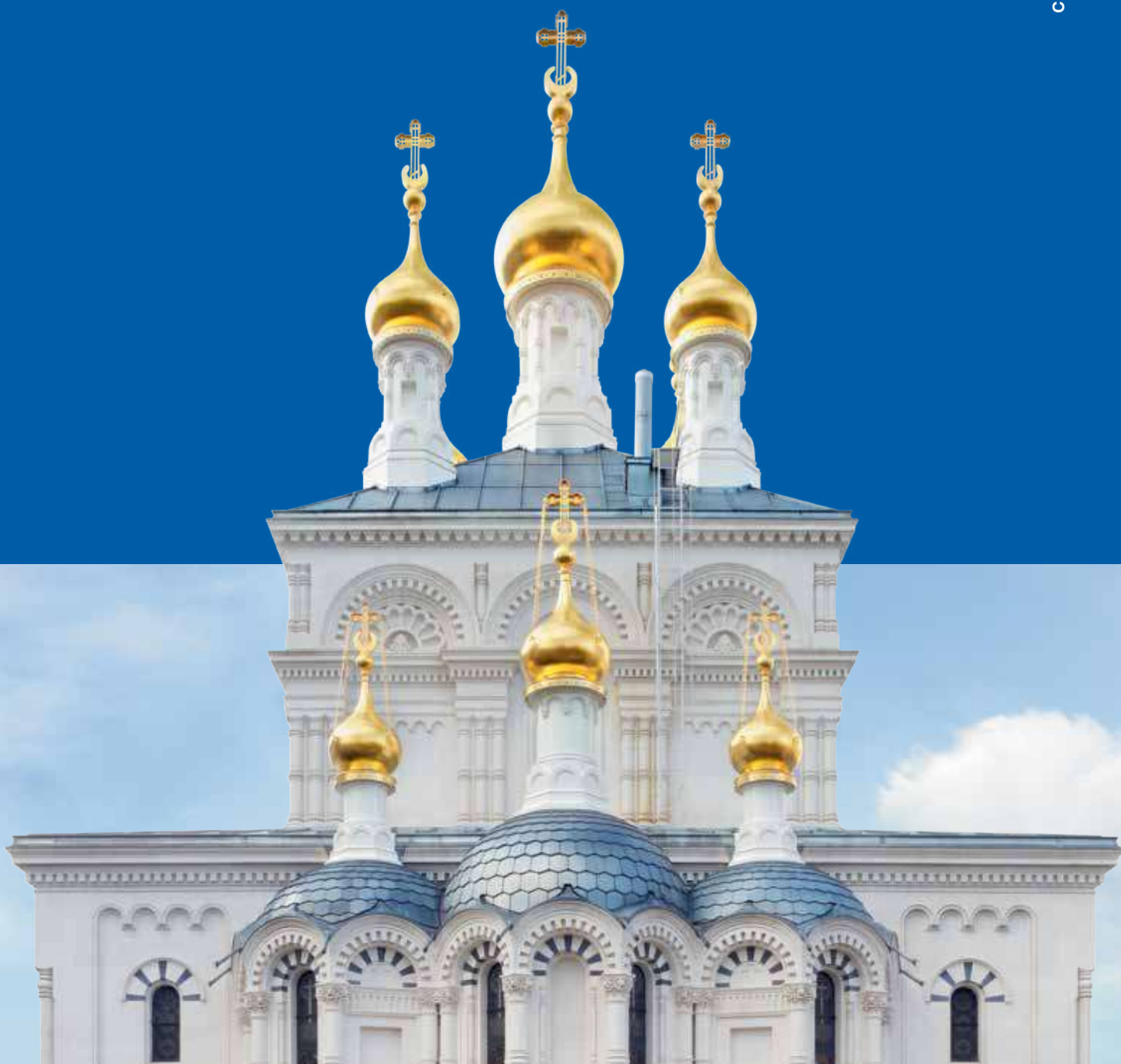
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**Olivier Grillet:** Telephone +41 (0)22 319 89 57

**Price:** Upon request



## ROCHE

### RÉSIDENCE LES BOIS

This village-style construction located very close to Chablais will comprise of 2 apartment buildings with 11 apartment apiece, spread over 4 levels with 1.5 to 3.5 rooms apiece. Underground car park. Finishing touches according to the buyer's taste! Delivery by Summer 2022

12 apartments are still available

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

**Rooms:** From 1.5 to 3.5

**Thérèse Egger:** Telephone +41 (0)21 977 30 60

**Price:** Starting from CHF 255,000.00





**Reference:** 32298

**Surface area:** 101 m<sup>2</sup>

**Rooms:** 3.5

**Sierre Branch Office:** Telephone +41 (0)27 452 23 03

**Price:** Starting from CHF 532,000.00

## BRAMOIS

### LES RIVES DE BRAMOIS

Property development focussed on sustainable development and nature - From 3.5 to 4.5 rooms - More than 16 lots are available - internal park spaces - Located some minutes away from Sion - 300 days of sunshine every year - Close to all commodities.



**Reference:** 34765

**Surface area:** 184.60 m<sup>2</sup>

**Rooms:** 4.5

**Camelia Yvan:** Telephone +41 (0)24 473 40 90

**Price:** Starting from CHF 820,000.00

## CHOËX

### 11 VILLAS HAVING 4 OR 5 ROOMS EACH, WITH A VIEW

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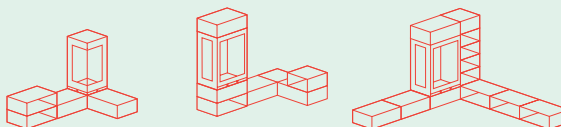


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## RIVE-DROITE, GENEVA

ATTIC WITH TERRACED ROOF AND 3 TERRACES

With its terraced roof and three other terraces, this attic overlooks the city from all sides and affords an amazing panoramic view of the rising and setting sun, with access to the terraces from every room. The day part offers you a big living space with its en-suite living room and dining room/kitchen with a massive oak parquet floor and fireplace. The night part has two rooms and two bathrooms. A cellar and two car parks for rent have complement this property.

**Reference:** 34790

**Surface area:** 182.8 m<sup>2</sup>

**Rooms:** 4

**Nathalie Assir:** Telephone +41 (0)22 319 89 19

**Price:** CHF 2,290,000.00



## THÔNEX

SPACIOUS TRIPLEX CITY HOUSE

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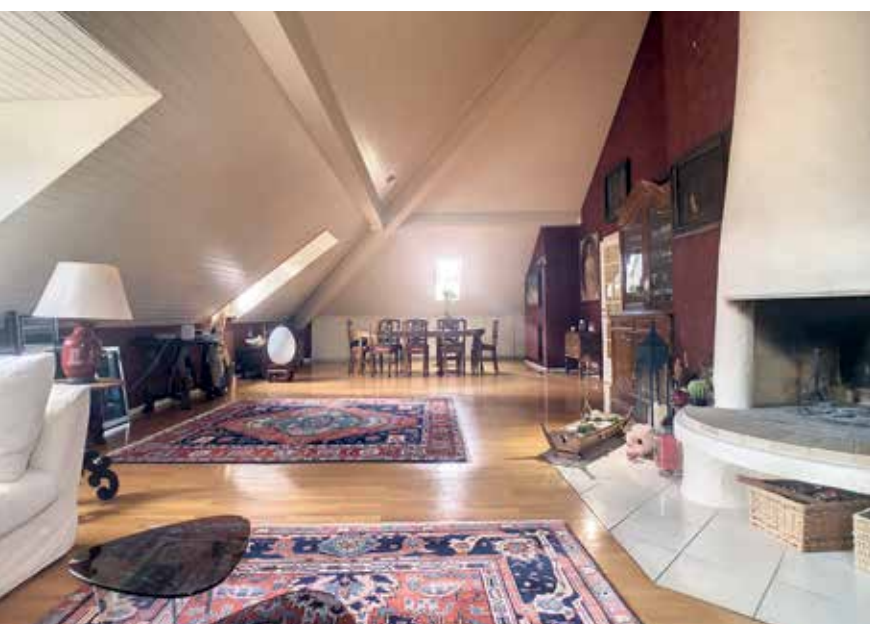
**Reference:** 34937

**Surface area:** 170 m<sup>2</sup>

**Rooms:** 5/6

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

**Price:** CHF 2,150,000.00



## CAROUGE - GENEVA

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**Reference:** 34993

**Surface area:** 238.6 m<sup>2</sup>

**Rooms:** 4

**Olivier Grillet:** Telephone +41 (0)22 319 89 57

**Price:** CHF 2,740,000.00

## AUBONNE

### ATYPICAL MODERN PROPERTY

It is a modern and atypical villa constructed with high quality materials and built on a parcel of land measuring 2,196 m<sup>2</sup>. The residence of 511 m<sup>2</sup> is divided into 2 levels and 1 excavated and developed basement. There is a view of the lake from the 1<sup>st</sup> storey. Real estate development is possible on the parcel of land.

**Reference :** 33725

**Surface area:** 511 m<sup>2</sup> + 2,196 m<sup>2</sup> of land

**Rooms:** 8

**Paul Vezin:** Telephone +41 (0)22 365 99 93

**Price:** Upon request



## MONTREUX

### NATIONAL DE MONTREUX

Superb apartments in a prestigious Residence. An exceptional location which is two minutes away on foot to the city centre and the quays Terraces due south with a view of the lake. Wellness area of 320 m<sup>2</sup>.

**Rooms:** 2.5 to 4.5

**Geneviève Iglesias:** Telephone +41 (0)21 966 23 35

**Price:** Upon request



## CULLY

### IT IS A SUPERB PARCEL OF LAND WITH A PERMIT IN FORCE

A magnificent parcel of land measuring more than 1,400 m<sup>2</sup> with a view of the lake and the Alps in a special neighbourhood. The permit in force allows the construction of a villa of around 1,700 m<sup>3</sup> with a swimming pool and a garage. Free of mandate.

**Reference :** 35014

**Surface area:** Around 1,400 m<sup>2</sup>

**Geneviève Iglesias:** Telephone +41 (0)21 966 23 35

**Price:** Upon request







## CRANS-MONTANA

### CONSTRUCTIBLE PARCEL OF LAND FOR A CHALET

Chermignon Sector- A few minutes away from the Crans-Montana station - Zone 1B - Density of 0.30 - Extraordinary environment and amazing views of the Alps and the Rhône plain - It is possible to acquire the project as well - Main residence.

**Reference:** 33939

**Surface area:** 1,149 m<sup>2</sup>

**Sierre Branch Office:** Telephone +41 (0)27 452 23 03

**Price:** CHF 574,500.00



## SAINT-JEAN

### CHALET LES CLOCHETTES

At the heart of the village, charming alpine property development - Two remaining lots of 4.5 rooms on 3 storeys - Main residence - Unique quality of life - Direct access to alpine activities - In proximity to skiing tracks.

**Reference:** 33406

**Surface area:** 134 m<sup>2</sup>

**Rooms:** 4.5

**Sierre Branch Office:** Telephone +41 (0)27 452 23 03

**Price:** CHF 940,000.00



## RÉCHY

### VILLA WITH 5.5 ROOMS

This new 300 m<sup>2</sup> 3-storey villa is located 6 minutes away from Sierre. The living room / dining room opens to a terrace facing the west. Three rooms, a suite and a spacious passage which can serve as a home office or games room Two garages, an equipment room, a cellar. A garden and an external car park.

**Reference:** 32593

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

**Rooms:** 5.5

**Sierre Branch Office:** Telephone +41 (0)27 452 23 03

**Price:** CHF 890,000.00



# THÔNEX

## GREEN WAY

Residential block of 77 apartments and car parks on 6 storeys (Ground floor and the four upper storeys including the attic, all aboveground). Building along the green lane with a very high standard of energy efficiency. A 5,500 m<sup>2</sup> public park will take its place at the heart of the site, with the establishment of a crèche. Delivery is scheduled for November 2022

**Surface area:** From 55 m<sup>2</sup> to 141 m<sup>2</sup>

**Rooms:** 3 to 6

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

**Rent:** Upon request



# ETOY

## RÉSIDENCE SÉNIORS HONOLULU

Located at the heart of Littoral parc in Etoy, the Résidence Honolulu is a small 3-storey building. It is mainly meant for a clientele of senior persons, singles or couples, independent but looking for friendliness, sharing, personal services and security.

**Reference:** 33806

**Surface area:** 55 m<sup>2</sup>

**Rooms:** 2.5

**Estel Fogo:** Telephone +41 (0)21 313 33 31

**Price:** Starting from CHF 1,350.00 and utilities



# MARTIGNY

## LA BASTIDA

A stone's throw away from a dynamic city centre, from the garage and all commodities, the La Bastida apartments are nestled in the midst of an extraordinary natural environment. Less than a kilometre from the entire city of Martigny, they are still close to the shores of the Dranse and to all the recreational possibilities of the neighbourhood, city and region.

**Surface area:** From 83 m<sup>2</sup> to 116m<sup>2</sup>

**Rooms:** 3.5 and 4.5

**Isabelle Godat-Maurice:** Telephone +41 (0)27 345 23 02

**Price:** Upon request







**THÔNEX**  
BELLE-TERRE  
OFFICES

Building with 6,310 m<sup>2</sup> of administrative spaces distributed over 6 storeys and divisible, starting from 190m<sup>2</sup>.

**Surface area:** 6,310 m<sup>2</sup>, divisible, starting from 190 m<sup>2</sup>

**Grégoire Mara:** Telephone +41 (0)22 319 88 17

**Rent:** Starting from CHF 310.00/m<sup>2</sup>/year



**SATIGNY MEYRIN**

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BUSINESS SURFACE AREA OF 9,000  
M<sup>2</sup>

A craftwork and industrial centre depending on your taste.

Building levels of 1,640 m<sup>2</sup>, divisible, starting from 200 m<sup>2</sup>.

**Surface area:** Starting from 200 m<sup>2</sup>

**Grégoire Mara:** Telephone +41 (0)22 319 88 17

**Rent:** Starting from CHF 190.00/m<sup>2</sup>/year

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- Travaux de transformation, rénovation ou remise aux normes.
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Activités	
<b>Description succincte</b>	Maison fondée à Montreux en 2010
<b>Activités principales</b>	Plâtrerie, faux plafonds (acoustiques et coupe-feu), cloison légère, alba, staff, papier-peint, peinture, vernis, <i>lasures pour bois, peintures pour sol</i> , décoration, etc.
<b>Activités secondaires</b>	Façade, isolation périphérique, chalet, etc.
<b>Nos atouts et notre philosophie</b>	Expérience, respect des délais et engagements, qualité des prestations et suivi des travaux.
<b>Points forts et particuliers de notre entreprise</b>	Travaux de rénovations et décorations. Faux bois, faux marbres, moulures, filage, dorure, trompe-l'œil, réfection de meubles, frise décorative, enduit à la chaux : stucco marmorino ou mantuvano, stucco florentin nacré, peau de crocodile 3D, patines, technique de pistolage, airless, etc.
<b>Zones d'activités</b>	La Riviera, Valais, Fribourg, Genève
Personnel et Direction	
<b>Personnes occupées</b>	Administration et technique : 3 Personnel d'exploitation : 10
<b>Personnel spécialisé</b>	2 chefs de chantier
<b>Membre de la Direction</b>	Dragan Marjanovic, directeur
Conventions, Diplômes et Brevets	
<b>Conventions collectives</b>	CCT romande du second œuvre
<b>Dispositions particulières</b>	Dispositions particulières d'hygiène et de sécurité
Références	
<b>Référence 1</b>	Gsmn SA - Clinique de Genolier, Clinique de Monchoisi, Clinique Valmont, Clinique Valère, Clinique CMEV à Genève, Centre médical Eaux-Vives à Genève, Swiss visio à Lausanne, Clinique Beaulieu à Genève
<b>Référence 2</b>	Losinger-Marazzi SA, Résidence-Les Perles de la Riviera-Chailly-sur-Montreux
<b>Référence 3</b>	Régie Flouck SA, Swiss Healthcare Properties AG, Gendre & Emonet SA, Swiss Bellfontaine, Furer SA, Patrimonium Healthcare AG
<b>Référence 4</b>	Linea Lombardo SA, MCR & Associés SA, Atelier K Architectes, Brönnimann Gottreux Architectes SA, Serge Tagliaboschi Sàrl, Meyga Créations SARL, Villas Suisses Construction Sàrl, M2 Propretés SA, Modern Worldwide Architects, Terrassment Niko Sàrl, Micado Properties SA, Blueprint Proprietes SA, Tecfor SA, Cran Ambassador hôtel à Crans-Montana
<b>Référence 5</b>	Patrick Fonjallaz SA, Hôtel Baron Tavernier Chexbres, Hôtel Helvétie Montreux, Restaurant Paradise Montreux, Tea-room Martel La Praille, BISA
<b>Référence 6</b>	Comptoir immobilier SA





**GENEVA**  
RUE DU RHÔNE 4  
ARCADE

Located at the heart of Geneva, in the commercial and financial district of the city centre, the building in which this shopping arcade is sited enjoys an extraordinary location. Shopping arcade of 846m<sup>2</sup> spread over three storeys.

**Reference:** 28973

**Surface area:** 846 m<sup>2</sup>

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

**Rent:** Upon request



**CRISSIER**  
SHOWROOM

Construction project with a large surface area of around 1,900 m<sup>2</sup> on only one storey, located at the heart of the commercial area with direct access to the highway.

Two offices measuring 150 m<sup>2</sup> in total as well as 65 internal parking spaces complement this property. Ideal for a Showroom.

**Surface area:** 1,900 m<sup>2</sup> of showroom

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

**Rent:** Upon request





**SION**  
**COUR DE GARE**  
**SHOPS AND OFFICES**

A new neighbourhood of mixed activities integrated with the existing urban fabric is about to be born in the very centre of Sion. Cour de Gare is the ideal place for setting up commercial spaces as well as business spaces.

**Surface area:** 5,759 m<sup>2</sup> of commercial spaces which may be divided,

10,372 m<sup>2</sup> of modular offices

**Contact:** courdegare@comptoir-immo.ch

**Rent:** Commercial spaces: 450.00/m<sup>2</sup>/year - Offices: starting from 250.00/m<sup>2</sup>/an



**GENEVA**  
**ARCADE – RESTAURANT**

Located at an ideal site on the left bank of Lake Geneva, opposite the water fountain, this 50-table restaurant offers you the possibility of practising your profession in a high-quality environment appreciated by lovers of International Geneva. The kitchens are fully equipped, modern and functional.

**Reference:** 34452

**Surface area:** 143 m<sup>2</sup>

**Contact details:** Telephone +41 (0)22 319 88 03

**Price:** CHF 4,500,000.00





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