

N°10

CUMAG

COMPTOIR IMMOBILIER



COMPTOIR IMMOBILIER

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**T**hroughout the pages of the CI MAG 10, we want to give particular visibility to athletes and artists, as well as to the events to which we are providing our support.

You will also find reports or interviews with people close to COMPTOIR IMMOBILIER and who are involved in the field of the arts, whether it is contemporary art, writing or fine watchmaking.

Considering our property business as a sport and an art, we are also keen to present you the evolution of our major projects in Geneva, the Lake Geneva region, the Valais and in the mountains.

Aware of a rapidly changing economic context and an essential digital transformation, all our teams are at

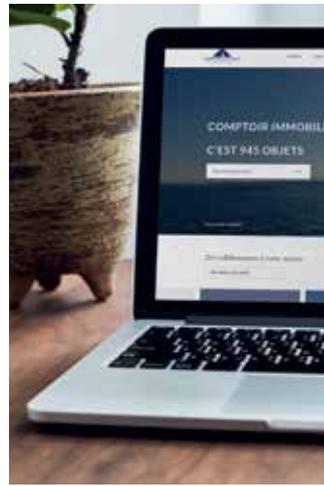
your service daily with a desire for renewed performance continuously, while respecting ethics in general.

The principles of sustainable development are omnipresent in our daily activities, as well as in our projects and achievements, which are intended to be environmentally friendly.

We are committed to establishing these standards as a guiding principle. This philosophy, combined with performance, is an art that we offer to our customers.



**Paul Epiney**  
*Chairman & Managing Director*



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## THE 30<sup>TH</sup> EDITION OF



### MIPIM

Last March, the highly publicised International Market of Real Estate Professionals took place in Cannes. This anniversary edition welcomed more than 26,800 participants from all over the sector, as well as 5,400 investors and 560 political leaders. As in previous years, Comptoir Immobilier was present on the "Horizon Léman" stand, alongside the 240 other participants.

## RÊVES DE GOSSE - SION



For this first Swiss edition, the "Rêves de Gosse" project revolved around Sion airport where the the French association "Les Chevaliers du Ciel" made a stopover on 3 June 2019. More than 150 ordinary and extraordinary young people from Valais had the opportunity of experiencing this day and sharing a plane ride. Comptoir Immobilier is delighted to have supported this project and in this way to have promoted the acceptance of differences with the younger generation.

## PATRICK KINIGAMAZI



Comptoir Immobilier is sponsoring the boxer Patrick Kinigamazi once again this year. In June 2019, the 35-year-old boxer

from Geneva gained a 31<sup>st</sup> victory at the 6<sup>th</sup> edition of the Geneva Art of Boxing at the Théâtre du Léman. Discover his exclusive interview in this new CI MAG.

## YVES BORTER, THE NEW FACE OF THE LUXURY DIVISION OF COMPTOIR IMMOBILIER



Six years on from its creation, the prestige division of the Comptoir Immobilier Group has comfortably established itself as a key player both in the Geneva market and internationally. CI Exclusive Properties has increased its staff by welcoming Yves Borter on July 1<sup>st</sup>. After thirty years of experience in luxury brokerage, Yves is now in charge of the division's Greater Geneva sales under the supervision of its Director, Quentin Epiney.

## 100 YEARS OF THE LAUSANNE SAILING CLUB



As sponsor of the 100<sup>th</sup> anniversary of the Lausanne Sailing Club, Comptoir Immobilier had the pleasure of welcoming more than 200 people to the event on Wednesday, 10 July. An evening with ideal weather conditions for a regatta. Good luck to the CVL!

## CERTIFICATION NATUREMADE STAR - FOR ENVIRONMENTALLY- FRIENDLY AND LOCAL ENERGY



Sustainable development is one of the four fundamental values of Comptoir Immobilier. The group has therefore chosen to use Vital Vert Electricity. The energy comes from solar power plants located in the canton of Geneva, and the Rhône and the Arve dams in Geneva. This energy is certified by the Swiss quality label, Nature made Star, which is one of the most demanding in Europe.

## D35 TROPHY YLLIAM COMPTOIR IMMOBILIER



For this 2019 edition, Comptoir Immobilier finished second in the overall ranking, just behind Alinghi, in the D35 Ylliam. The season was also marked by a prestigious victory at a memorable event, the Bol d'Or. Comptoir Immobilier is proud to have supported the Ylliam Sailing Team since 2006, throughout the seasons and regattas.

## SPECIAL EVENTS EVENING COMPTOIR IMMOBILIER AND ITS



## PRESTIGE DIVISION

As part of its sponsorship of the GPHG, the Comptoir Immobilier Group is welcoming its customers this year. An evening event in the privileged setting of the city's Museum of Art and History. An opportunity for guests to enjoy the 84 pre-selected timepieces while listening to the jazz tunes of the group Out of Law, led by Xavier Oberson.



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# NEIGHBOURHOOD « BELLE-TERRE THE COMMUNES OF'AMBILLY »

— THE FIRST STAGE OF THE COMMUNES OF AMBILLY IS PROGRESSING VERY QUICKLY!

Belle-Terre Commune of Ambilly in Thônex, one of the ten major urban development projects in the Canton of Geneva, plans to build 2,600 new homes by 2030 on a 38 hectare site.

Commune of Ambilly' a buildings marry both contemporary and sustainable architecture. Since 2007, Batima Suisse SA and C2I Comptoir Investments Immobiliers SA (now Batima-C2I SA) have been developing this large-scale project in close collaboration with Comptoir Immobilier, the Canton of Geneva, the municipality of Thônex, local associations and a team of specialised representatives.

The first phase of the implementation is underway. This mixed neighbourhood will include 670 housing units, 12,000 m<sup>2</sup> of

commercial and administrative activities, as well as a school complex. The construction work began in May 2018 and the inhabitants will be able to move in, in 2021. To promote social diversity, a wide variety of apartments are planned (shared ownership, public housing, controlled rents and rent free).

## AN URBAN DEVELOPMENT INTEGRATED INTO ITS ENVIRONMENT.

The new neighbourhood, is surrounded by a zone of villas and a 5-hectare protected forest, offering panoramic views over the surrounding mountains. The 98 shared-ownership apartments, with 3 to 7 rooms, are available for purchase, from CHF 6,200 per m<sup>2</sup> (controlled prices in the

development zone, excluding parking, weighted shared ownership surface area). The apartments are divided into two buildings (Salève shared ownership building: 29 units / Jura shared ownership building: 69 units) and also come with parking spaces and/or enclosed garages.

A school, a sports hall and other community facilities will be set up on both sides of the neighbourhood. The future inhabitants will also have a large grocery store and various local services (bakery, ATM, tea-room, dry cleaning, hairdresser, pharmacy, and so on) at their disposal. While giving priority to soft mobility networks, special attention has been given to accessibility in Belle-Terre. A road link connecting the Jussy Road to Bel-Air Avenue will create a main means of access to the area. The parking

will be exclusively underground. With strengthened public transport options, including three bus lines and the Chêne-Bourg stop of the Léman Express close by, the neighbourhood will benefit from a more convenient connection with the entire region.

The public spaces - places to meet, relax and enjoy games - have all been carefully designed. The central mall, nearly one kilometre long and adorned with almost 200 trees, provides access to the new neighbourhood. Its design ensures maximum comfort for pedestrians and cyclists. The plazas, gardens

at the foot of each building, country courtyards, parks and allotments, form a pleasant and lively living environment. Biodiversity also has its place in Belle-Terre: the objectives of the sustainable development charter are respected, inspired by WWF's ten "One Planet Living" principles. This involves, for example, preserving the soil and natural environments, optimising local materials as part of outdoor development (management of excavated soil and backfill on site), or encouraging local food supply through a local agricultural education project. Initiatives that will certainly make Belle-Terre a

visionary project!

## THE BUSINESS CENTRE

Ideal business opportunity for investors wishing to offer companies an outstanding working environment. Designed by Andrea Bassi, architect behind Banque Pictet's and UEFA's headquarters, it offers very high quality energy and technical services. Its bright surfaces offer great flexibility in design. Its rooftop offers an exceptional view of the Alps and Mont Blanc.



The foundation stone of the urban room was laid on 17 May 2019 in Thônex.

## START THE VIRTUAL TOUR OF YOUR FUTURE NEIGHBOURHOOD

Download the "The communes of Ambilly" application from the "App Store" and "Google Play" using your smartphone or tablet. Then take an aerial or pedestrian walk around the neighbourhood and familiarise yourself with the various spaces and infrastructures. It is also possible to take a 360° visit of the apartments via the media gallery and discover the interactive infrastructure, amenities and transport maps.

More information can be found at:

[www.communauxdambilly.ch](http://www.communauxdambilly.ch)

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INTERVIEW

# PATRICE BEZOS

— ARCHITECT AND PARTNER OF FAVRE AND GUTH SA

## LES HAUTS-DU-CHÂTEAU: A UNIQUE SITE, AN EXCEPTIONAL GREEN OASIS

He's been "pampering" this site for nearly eleven years with Comptoir Immobilier and Construction Perret SA. When we talk about the " Hauts-du-Château " with Patrice Bezos, partner of the architectural firm " Favre & Guth SA ", his eyes light up and his speech becomes more and more vivid. Because everything in this project is exceptional. This place of rare quality and unparalleled visibility in the municipality of Bellevue will soon see the construction of 287 housing units and the international headquarters of the private bank Lombard Odier. We find out more about this future emblematic project, which will mark the northern entrance to Geneva, with its principal developer.

### **PATRICE BEZOS, YOU DESCRIBE THIS SITE AS ABSOLUTELY EXCEPTIONAL. IN WHAT WAY?**

It is the last major plot of land in the Canton where you can construct spacious buildings on the shores of the Lake. To the south, you have to enter the city to discover apartment buildings which are as well located, and to the north you have to go as far as Versoix. And then the view is absolutely exceptional. The "Hauts-du-Château" project, with a kind of natural elevation above the Lausanne road by 4 or 5 m, offers a unique panorama of the Lake and the Alps. If we look to the north-east, the view is unobstructed in such a way that the Lake can be seen almost as far as Valais. And on the western side, the view

over the Jura is also magnificent.

### **WE TALK ABOUT "HAUTS-DU-CHÂTEAU", BUT THERE IS NO CASTLE...**

There was one, the Maison Forte de Vengeron, destroyed a long time ago, when the Geneva-Lausanne motorway was built in 1964. Unfortunately, I have not found any images of it. But Pierre de Meuron, from the Basel office of Herzog and de Meuron, who won the architectural design competition organised by the Lombard Odier Bank for the construction of their headquarters, told me that one of his ancestors had lived in this castle. That's quite a reference.

### **YOU HAVE BEEN WORKING ON THIS PROJECT FOR 11 YEARS. HOW MANY PROJECTS HAVE BEEN DEVELOPED BEFORE FINDING THE RIGHT ONE?**

Six projects, I think. But it is a fairly logical process for this kind of location, which deserves special attention. In fact, successive projects mark a logical progression each time, a desirable improvement. I didn't develop them all myself though. I have only been working on it for 11 years, but the origins of this development, with the former owners (Hoirie Rilliet), go back more than 20 years. The local neighbourhood plan was finally adopted on 11 January 2017.

### **WHAT WAS THE MAIN ARCHITECTURAL CHALLENGE?**

The main challenge was to find a system that would allow everyone to enjoy the landscape and the panorama at its best. With this view of the Lake, the Alps, the Jura and the Pregny Hills, we are practically surrounded by a 360 degrees natural landscape. It is unique! We have therefore retained this "U" layout, this open islet which allows the "inner world" of the Hauts-du-Château to have access to the Lake. The purity of the lines of the mixed-use building, designed by Herzog and de Meuron, must also be noted. The site is elevated above the Lake because the land consists mainly of backfill from the construction of the motorway. This area has been identified as a centre of activity in the last three cantonal structure plans because the Tuileries station is on this site.

### **HAVING A SWISS RAILWAY STATION IN THE IMMEDIATE VICINITY WILL GIVE GREAT ACCESSIBILITY TO FUTURE RESIDENTS AND EMPLOYEES WORKING ON THE SITE...**

Absolutely - people will be able to come by train, boat, car, bicycle and bus. The train will be especially practical as with the implementation of CEVA, there will be a train every 15 minutes, maybe even every ten minutes. Finally, the railway bridge over

the Route des Romelles, north of the site, will be extended to allow students using the train to travel directly to the Bellevue school.

### **OTHER DEVELOPMENTS ARE ALSO PLANNED IN THE SECTOR, IN PARTICULAR THE PUBLIC LEISURE SPACE IN VENGERON, WITH THE CREATION OF A PORT?**

Yes, it is worth mentioning that Vengeron was also created by the backfill from the motorway construction. Today, GIS (Geneva Industrial Services) would like to build there a lake water pumping station for their GeniLac project. There is, therefore, a whole public programme to redevelop this well-known recreational area, but we are not involved in it. But the future residents and employees of the "Hauts-du-Château" will be able to greatly benefit from it.



Les Hauts du Chateau - Photo credit: Favre&GuthSA

### **WHAT TYPES OF HOUSING WILL BE BUILT IN THE OTHER TWO BUILDINGS?**

These will mainly be rental housing, 60% of which must have 4 rooms or smaller apartments, in order to comply with the standards of the OCLPF (Cantonal Property and Housing Planning Office).



Les Hauts du Chateau - Photo credit: Favre&GuthSA

There will be 50% rental housing zone, 25% mixed-occupancy housing and 25% public housing, but no shared ownership. These properties will be in an exceptional setting, in the middle of a wooded park, a real green environment, some of them adorned with additional hanging gardens or large 80 m<sup>2</sup> wooded terraces.

### **A BURNING QUESTION OF CURRENT INTEREST: WILL THESE CONSTRUCTIONS REQUIRE THE FELLING OF TREES?**

Not in the slightest, since we are talking about a field. The small grove to the west, along the railway tracks, will be fully preserved, as provided for in the local neighbourhood plan. And we will plant new trees, many new trees. And very tall ones! Because it is necessary to protect the La Réserve Hotel-Restaurant and the villas around these future construction projects. These new trees will therefore be located around the perimeter of the site, as well as in the interior space, in what we call the "vegetation centre".

### **IS THE " CHAMP DU CHÂTEAU " YOUR MOST STRIKING ACHIEVEMENT?**

It is a unique project in many ways. But the project I prefer is, paradoxically, the smallest I've ever had to carry out: a 200 m<sup>2</sup> villa on the lake, in Collonge-Bellerive.



Les Hauts du Chateau - Photo credit: Favre&GuthSA

## **A MAJOR PROJECT FOR LE COMPTOIR IMMOBILIER AND A BLESSING FOR BELLEVUE**

Comptoir Immobilier is actively involved in the entire "Hauts-du-Château" project. After having completed the purchase of the entire commercial side through Lombard Odier Bank, Comptoir Immobilier, in association with Construction Perret SA (CPSA), will act as developer and overall contractor for the construction of the building. For the housing side of this project, Comptoir Immobilier is responsible for promoting, developing and marketing, and will also take care of the management. They also act as developer and general contractor, working with CPSA as well.

The "Hauts-du-Château" project is, in several respects, a real blessing for the town of Bellevue. Three buildings will be built on the more than 40,000 m<sup>2</sup> of land, giving a total GFA of more than 64,000 m<sup>2</sup>, including 37,200 m<sup>2</sup> for activities and 26,000 m<sup>2</sup> for housing. Some local shops will also be included.

With the construction of 287 apartments, nearly 737 new inhabitants will settle in Bellevue, increasing the population of the town by 25%, which numbered 3,363 inhabitants at the end of 2016. As for housing, there are currently more than 1,200 homes in the community, which saw its last major construction carried out between 2002 and 2003.

Employment will explode as Lombard Odier Bank will have around 2,000 employees in its future premises on the "Champ-du-Château". This will almost triple the number of jobs in the town, currently around 1,200, with the Richemont SA group and the Hôtel de La Réserve as the main employers.



Photo credit: group8

# SURVILLE LANCY-GENÈVE

A MIXED NEIGHBOURHOOD AT THE ENTRANCE TO THE TOWN

## THE LOCAL NEIGHBOURHOOD PLAN FOR THE SURVILLE NEIGHBOURHOOD

In the municipality of Lancy, the Surville local neighbourhood plan includes the Praille-Acacias-Vernets (PAV) project, which is in full development. This site will eventually include 20 buildings giving a gross floor area of 113,000 m<sup>2</sup>. Its geographical location is ideal for the setting up of companies, offering an attractive working environment with many services and businesses. Access is easy with bus lines 2 and 19, tram 14 and P+R Étoile. The Léman Express "Lancy/Pont Rouge" station is a 10-minute walk away. Finally, the autoroute is 2 minutes away.

## EMBLEMATIC BUILDINGS AND HOUSING

The 2 elliptical towers, designed by the group8 architectural firm, form the entrance to Surville's residential park. These 12-storey buildings each have 6,700 m<sup>2</sup> of leasable area, with 558 m<sup>2</sup> of floor space arranged at the lessee's

discretion, 430 m<sup>2</sup> of storage space and parking spaces. These areas will be delivered ready-to-use by 2022. Shops will be located on the ground floor and the upper floors will be used for offices. The exceptional view, the high quality services and the construction meeting the High Energy Performance standards make these towers a privileged location.

Within the park, Comptoir Immobilier is developing 2 rental properties that will also be delivered in 2022. They will be built on 9 floors, and are labelled "Very High Energy Performance" buildings. These buildings with great character are designed by the architects Atelier Bonnet and Atelier Architecture Jacques Bugna SA. A third building, for which Comptoir Immobilier is the client, will be delivered in 2024.

## A LONG SAGA FOR A LOCAL NEIGHBOURHOOD PLAN

Since 1994, the Surville neighbourhood has been the subject of numerous studies and local neighbourhood plans. A tripartite working group, Municipality-Canton-Developers was then created to undertake a local neighbourhood plan, bringing together the majority of the stakeholders concerned. In order to perfect the image of the neighbourhood and overcome the reluctance to build towers, a parallel study was ordered by CI Conseils. The firm group8 Architectes was selected as the successful candidate. In 2014, the Council of State adopted the Surville-Parc local neighbourhood plan. As soon as it came into force in 2016, CI Conseils launched a call for tender to select architects for the Tavel and SGIF properties. CI Conseils coordinates all the studies necessary to follow up on each client's projects.

In addition, CI Conseils is developing an energy concept in partnership with GIS and CGC Energie, involving the use of renewable energies at up to 70%. With the GeniLac thermal solution, the water from the Lake will be used to cool and heat the buildings.



## INTERVIEW

# FRANÇOIS SAUTIER

— DIRECTOR AT CPSA

## "THERE ARE MANY CHALLENGES TO BE FACED WITH THE MAPLES BY SURVILLE"

Incorporated into the Surville local neighbourhood plan, adjacent to the large perimeter developed by Comptoir Immobilier, the "Chemin des Érables" part of this project is placed under the supervision of Construction Perret SA (CPSA). Several challenges will need to be met in the future constructions of the neighbourhood: the close proximity of the villas, the ellipsoidal shape of the two towers, the CEVA underground tunnel and the acoustic measurements necessary to comply with the requirements of the Anti-Noise Regulations. François Sautier, Director at CPSA, explains how all these technical constraints will be solved.

### COMPTOIR IMMOBILIER HAS BEEN WORKING IN THE SURVILLE AREA FOR 30 YEARS. IS THIS ALSO THE CASE FOR CPSA WITH LES ÉRABLES?

Surville has been talked about for 25 years but the local neighbourhood plan was not adopted until 2016. The first challenge was to find a common interest between the Government, the Town Council and the project leaders and owners. There was a need to ensure coordination with neighbourhood stakeholders. Today, we have submitted building permits for the construction of six buildings.

### WILL THE ELLIPSOIDAL SHAPE OF THE TWO TOWERS CAUSE YOU ANY MAJOR TECHNICAL PROBLEMS?

It's more complicated than building a straight wall, that's for sure. But we master this technique because we have built the same type of building for the Maison de la Paix on the Route des Nations. We do a modeling, which allows us to calculate the points without the need to use 300 m of rope. Our supervisors and builders now have a great knowledge of these complex installations. You need to be very careful during the construction phase.

### AND IF YOU DIG TOO DEEP, WILL YOU FALL INTO THE CEVA TUNNEL?

The ground consists of naturally cemented gravel, so the presence of the tunnel is not a major geothermal risk. On the other hand, we must above all protect the building from the vibrations of the trains passing through the tunnel. We will therefore build anti-vibration mats, a rather new technique, to insulate the buildings. The latter will also be equipped with large bay windows so that the premises will be very bright. This requires us to resolve thermal issues, particularly on the northern sides. The closure system for the loggias

and balconies will also be special, in order to protect the occupants from the noise from the Chancy road. Finally, we are working with the Town Council and the GIS to be able to connect to the GeniLac network. So yes, there are quite a few technical requirements.

### WHEN WILL THE FIRST CONSTRUCTIONS BE COMPLETED, AND WHAT WILL BE THEIR PURPOSE?

Planning is underway, and the first units could be delivered in 2022. In these first buildings, there will be shops on the ground floor, student apartments, then social housing: reduced rental, mixed-occupancy and shared-ownership housing. The occupancy of the towers has not yet been decided: depending on the operators who are in contact with Comptoir Immobilier, they could be either offices or apart-hotels. We totally favour quality and high energy performance for these constructions.



# THE COOPERATIVE SOCIETY «SCHS-L'HABRIK, LES RAMBOSSONS»

DEVELOPING 80 PROPERTIES IN GRAND LANCY

La Société Coopérative pour l'Habitat Social (SCHS) is a housing cooperative that already owns 35 units in Confignon and Carouge. In partnership with the Habrik Cooperative, it is currently building 80 housing units and 2 shopping arcades in Lancy. The SCHS is developing about 30 properties in the village of Meyrin and more than 100 properties in Thônex. All these projects are managed by CI Conseils.

The SCHS was created in 2002 at the initiative of Paul Epiney, President and Managing Director of Comptoir Immobilier, convinced of the relevance

of developing cooperative housing as an effective alternative to rental or ownership. The purpose of cooperatives is to build housing for their members only. The inhabitants of cooperative buildings are also the cooperative members (or "stakeholders")

This company's shared governance allows each person to be involved firstly in the development of the project, and then in community life. Each cooperator may take part in decisions at the Annual General Meeting at which he/she has the right to vote.

The SCHS is therefore a non-profit organisation

recognised as a public utility, whose main objective is to respond to the problems and needs of the community by offering quality housing with moderate rents. It seeks sustainable social solutions for its members in terms of housing, such as by a long-term lease of the land (also called a permanent and specific right of use, or simply right of use). It makes a point of providing its own solutions to current sustainable development themes. The SCHS offers a tailor-made approach to support communities in their qualitative ambitions, and thus make their land-ownership profitable.

The cooperative located in Lancy, in the Rambossons neighbourhood, is a new cooperative which also aims to provide premises for crafts and local shops, in addition to housing. This consortium of two cooperatives, a new legal entity called "Société coopérative SCHS-L'HABRIK, les Rambossons", responded to the call for applications from the Foundation for the Promotion of Low-Cost Housing and Cooperative Housing (FPLC) which was seeking a cooperative to rent (through a right of use) and develop the land it had acquired. "SCHS-L'HABRIK, Les Rambossons" was successful in obtaining the permanent and specific right of use designation.

Once this step was completed, CI Conseils organised an architectural design competition following the Swiss Society of Architects and Engineers' standard. The jury was composed of representatives of the SCHS-L'HABRIK cooperative, Les Rambossons, the FPLC, neighbourhood associations and construction professionals (architects, specialists in urban sociology, and so on). This competition was won by the firm "Jaccaud Spicher Architectes Associés". In parallel with the engineering calls to tender, CI Conseils opened membership applications to the cooperative to integrate the future inhabitants into the development of the project. A bimonthly meeting was organised with a group of future residents and the architects, to discuss everyone's expectations.

CI Conseils also negotiated the cancellation and modification of rights of easement with the neighbours, who were also consulted to establish the landscape concept, which included the development of a public park of approximately 1,500 m<sup>2</sup>. Developed in conjunction with the municipality of Lancy and the Canton, this landscape concept aims to coordinate and share certain private and public facilities around the building. Finally, all the neighbours in the sector were invited to a "café-construction site" at the beginning of the project, to learn more about the project in detail and obtain answers to their questions and concerns, particularly regarding the noisy work produced by certain special works.

These participatory and transparent approaches

made it possible to gain the neighbours' confidence and a broad consensus emerged around a 9-storey, above-ground project. The building will include 80 public housing and reduced rental properties served by two large, carefully designed landings on each floor, two shopping arcades, a bicycle repair shop on the ground floor, several warehouses, a 46-space underground car park, a carefully designed square, a community hall and three laundry rooms with windows. The building will also comply with Very High Energy Performance standards, thanks in particular to thickened insulation, high-performance glazing, heat recovery from extracted air and shared heat supply (remote heating by Services Industriels).

#### THE 4 PRINCIPLES SCHS'S PHILOSOPHY

Produce affordable accommodation without sacrificing housing quality, in a spirit of innovation that strengthens the ability to generate social cohesion;

Contribute through concrete actions to a better sustainability of our socio-economic model, by developing projects that aim in particular for the highest degree of environmental conservation;

Adapt to the pre-existing context and to the actors present through a co-design approach to projects as well as to the mandatory cantonal and municipal requirements;

Develop a tailor-made cooperative structure for each project, taking into account the above-mentioned issues.



Photo credits Ferrari Architectes

# PROJECT LINEA - PULLY

Located on the edge of the Chemin des Boverattes in the village of Pully, the "LINEA" project is developing month-by-month. In partnership with the Vaudoise Vie Assurances client, Comptoir Immobilier continues to support the development of the project, in particular by monitoring the carrying out of the work. Update on the progress of the neighbourhood.



It has now been more than a year since the work began in Pully. In order to build the six rental buildings containing 123 MINERGIE-approved properties, it has been necessary to undertake significant land clearance work. This was followed by structural work and the removal from the buildings of water and air. In parallel, work on the first structures for the roof reinforcement, lift installation and technical installations began in the summer of 2019.

Among these buildings, there is a 250 m<sup>2</sup> childcare centre, eagerly awaited by the district's inhabitants. The client is in the process of selecting the most suitable facilities for the childcare centre, in collaboration with the Foundation for Children and Youth, in the town of Pully.

Planning for the construction of the ecopoint is underway with the municipality's technical services department in order to coordinate it with the neighbourhood's road development project. Indeed, this waste sorting centre will benefit both the neighbourhoods of Boverattes and the surrounding area.

The topping out ceremony was held on 29 October 2019 in the presence of all the project's stakeholders. The outdoor facilities are expected to be finalised by the beginning of 2020.

The initial leasing and opening up of the buildings is scheduled for spring, with final delivery scheduled for the autumn of 2020.

## For more information

[comptoir-immo.ch](http://comptoir-immo.ch)

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SION

# COUR DE GARE

## THE PLACE TO BE!

A new mixed-activity neighbourhood incorporated into the existing urban fabric is being created in the heart of Sion. This multifunctional zone, ideally located at the heart of the public transport network, combines all the advantages of being centrally located and conveniently nearby. After thirty years of negotiations, the project was made possible thanks to the combined efforts of the three owners of the plots: Cour de Gare Sion SA, the Town of Sion and CFF Immobilier. Contracted by the three owners, Comptoir Immobilier manages the development, implementation and marketing of the project. Bonnard & Woeffray de Monthey - appointed after a parallel call to tender - will be responsible for the architectural design for the two Mayennets buildings

as well as the public spaces, the consortium of architects [Bureau Meier & Associés SA in Geneva, Archidée SA in Sion, Cagna+Wenger SA in Sion and Pascal VARONE in Sion] for the architectural design of the other six buildings.

Cour de Gare in Sion can be found to the north of the railway tracks, directly on the station square. Its exceptional location - with direct access to the train, bus network (urban and regional) and cable car - makes it a significant project in the development of the city of Sion. The site aims to act as a link between the current city and the one of tomorrow, which will be developed south of the town's railway tracks. The footbridge planned in the Cour de Gare neighbourhood





will make it possible to create this direct link with future developments (the HES-EPFL campus).

### AN ATTRACTIVE AND LIVELY PLACE

The complex covers an area of more than 16,000 m<sup>2</sup> and includes eight buildings that are scheduled to be delivered by the end of 2023. With its 5,400 m<sup>2</sup> of commercial space, Cour de Gare will offer users all the services they desire: quality brands, local shops, boutiques, and so on. Also, and in response to the Sion's population growth, the new neighbourhood will offer some 300 apartments for rent. The type of rental will take into account current trends in terms of housing and family structures. Within the Cour de Gare, future residents will be able to enjoy shops, and leisure and health facilities. They will also benefit from a rich cultural offer,



thanks to the construction of a 600-seat on-site concert and congress hall.

The Cour de Gare will also host companies (12,000 m<sup>2</sup> office area) who will have chosen the site for its central location and accessibility. Distributed in modular spaces, these areas will be adapted according to the tenant's wishes. A hotel will offer some one hundred rooms to visitors travelling from throughout the region. Finally, although soft mobility is encouraged in the neighbourhood, an underground car park will house 625 spaces for motor vehicles.

The buildings and equipment of the Cour de Gare are built according to High Energy Performance standards and comply with the Minergie label (Minergie Energy Efficiency P), thus guaranteeing an efficient energy use. With the same concern for the environment, special attention is paid to the construction site, which functions creating as little disturbance as possible. Comptoir Immobilier in this way shows concern for the inhabitants' quality of life, both during and after the project is completed. No wonder that Cour de Gare has the support of the town council, the population, the local tradespeople and businesses!



### SION, CAPITAL OF THE VALAIS

In the heart of one of the largest ski areas in Europe, Sion is an essential stopover on the road linking the northern Alps to Italy. The city - with a population of nearly 34,000 inhabitants - is the capital of a dynamic and economically diversified canton.

It combines the various strengths of the Valais: unique quality of life, privileged climate and sunshine, exceptional panoramic views, rapid access to tourist resorts, its own gastronomic traditions and wine, a rich cultural offer, Switzerland's largest station post office and, finally, very low crime rates. But that is not all. Sion is also sought after for the quality of its public spaces, the centrality of its business, the concentration of its skills (medical, legal, political, and so forth), and finally, the rapidly expanding academic offer. The city also has a desire to become a centre for ecological innovation, as well as an air mobility hub for charters and private jets.

#### For more information:

[www.cour-de-gare.com](http://www.cour-de-gare.com)

#### Contact:

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+41 (0)27 345 23 02



GÉNÉRAL GUISAN - SIERRE

# 100 EXCEPTIONAL PROPERTIES IN THE HEART OF THE TOWN CENTRE

"General Guisan" is a property situated in the centre of Sierre, near the station. The building complex, which is of high architectural quality and high energy efficiency, will be built within an area between Avenue du Général Guisan, the busiest street in the city with its many shops and restaurants, which crosses Sierre from west to east, and Rue du Quai, which runs alongside the station.

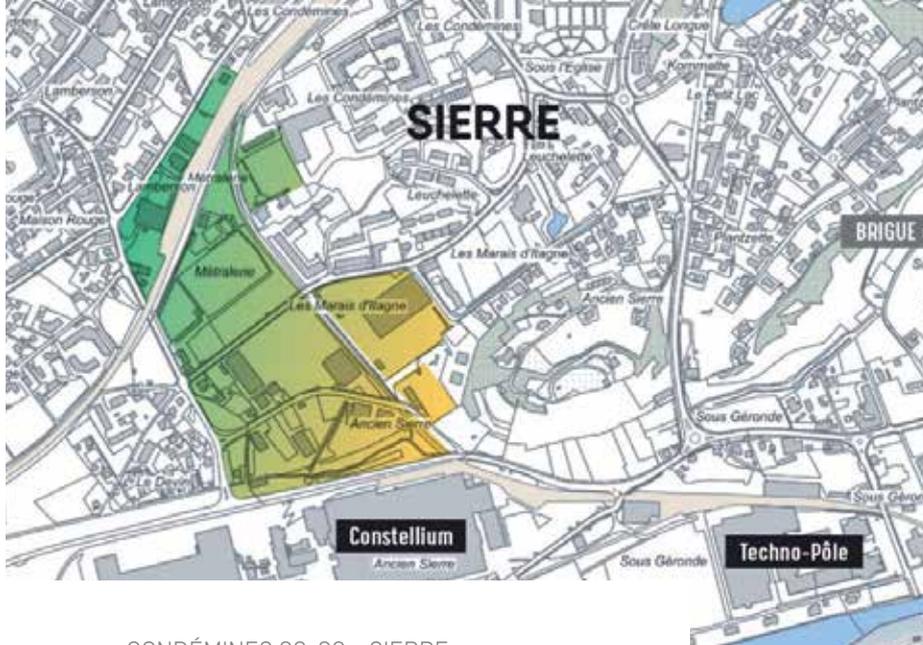
This project mainly involves the construction of housing, with sizes ranging from 1.5 to 4.5 rooms. These homes will be sold as shared ownership.

The future neighbourhood will be built on several plots. C2I, the client, who manages the area of land, is working on the development of the project to apply for a building permit at the beginning of 2020. The project is managed by CI Conseils with the Bassi Carella Marella Architects SA office.

The building of the new Beaulieu bridge is foreseen in close proximity to the project. The demolition of the old bridge was completed in October 2018 and was needed to allow double-decker trains to pass over the Simplon line. This bridge thus embodies a strategic link in terms of the traffic flow into the town centre.

The project will be built in two phases. The first will involve the northern and central sections. The second phase, which should be started at the same time, will concern the platform section (station side) and the entrance to the underground car park.

This process will make it possible to divide up the marketing of the 100 properties.



CONDÉMINES 20-30 - SIERRE

# AN EXCEPTIONAL POTENTIAL FOR URBAN TRANSFORMATION

The Condémines 20-30 area in Sierre is a project to build a new ecological neighbourhood and an ice-rink, which is scheduled to be completed by 2024. CI Conseils supports the city of Sierre in the development of this major development project for the future of the city.

Condémines is the name of a neighbourhood located to the south of the station. The town council owns three quarters of the land, or about 11 of the 14 hectares. The other section of the land concerned is in the hands of private owners.

To outline the contours of the future district, the Sierre Town Council launched a test-planning exercise.

Stakeholders in the area will also be regularly invited to present and share their opinions and desires as part of a collaborative process foreseen in this test planning. One of the main objectives is to uphold the spirit of a "village in the city" that characterises the city of Sierre so

well.

The test-planning should be completed by the end of 2019 in order to provide an overview.

## THE "WARMTH" OF THE FUTURE ICE RINK WILL BE EXPLOITED

The city of Sierre decided to integrate the future ice hall into the Condémines project, after having examined all the possibilities of where it could be located (in particular Ecosia, Mangold, Daval and Chétroz).

Close to the city centre, the station and the motorway, and easily accessible, the future ice rink will be one of the priority projects of the future Condémines 20-30 neighbourhood.

The estimated capacity will be for 5,000 people. A second ice rink could eventually be added.

The waste heat from the structure could thus be recovered to heat homes. Its opening is expected to take place in early 2024.

## THE SEVEN OBJECTIVES OF THE NEW NEIGHBOURHOOD

1. Focus on the quality of living and sustainable development.
2. Create a friendly, open, multi-faceted environment, focusing on social and ecological innovations.
3. Promote the development of a "village in the city" spirit, mainly through landscaping and the creation of soft mobility paths.
4. Create a new high-quality residential area, similar to an eco-neighbourhood.
5. Build a school to meet the city's development needs.
6. Build a covered skating rink with a capacity to accommodate 5,000 people.
7. Exploit opportunities for the development of Public-Private Partnerships in the implementation phase of the project.

## THE 4 AREAS EXAMINED

Condémines – Métralerie – Old Sierre

Marais d'Itagne

East-Condémines

Lamberson

Sources:

Condémines project brochure  
Sierre City Council



RÉSIDENCES GUERNERÉS  
HÔTEL INALP  
& SPA

QUENTIN EPINEY  
— MEMBER OF SENIOR MANAGEMENT  
COMPTOIR IMMOBILIER

# GUERNERÉS ALPINE RESIDENCES HÔTEL INALP & SPA - GRIMENTZ

## DESCRIBE THE "GUERNERÉS" PROJECT IN GRIMENTZ TO US?

To describe the Guernerés Residences project and the INALP & Spa Hotel, we will start by describing Grimentz: a small gem of charm and authenticity perched at an altitude of almost 1,600m, in the heart of one of the most beautiful valleys in Switzerland, the Val d'Anniviers. Lovers of the Alps come here to enjoy the delights of the mountains, such as the incredible possibilities for outdoor activities in both winter and summer, in the heart of the Imperial Crown and not far from the main roads, Sion airport or the Lake Geneva region.

Convinced of the untapped potential of this small alpine paradise, whose altitude and orientation guarantee sustainable snow cover - even in the context of climate

change - we have developed a unique project, both exclusive and contemporary in terms of its facilities, and authentic and traditional in terms of its architectural inspiration.

Overlooking the village, the Guernerés Residences are composed of 16 luxury chalets, some of which can be divided into apartments, adjacent to the INALP & Spa Hotel, a luxury establishment with an Eco-Lodge concept, which will charm its customers and users alike with its gourmet restaurant and the many services that it offers.

Everything is accessible by ski, bordering the piste leading to the village, just a few curves from the ski lift departure. In parallel, we will complement what the resort has to offer with a spa located at the entrance to the village - the Hameau

des Bains - which will, in turn, enhance the range of activities on offer, whatever the season!

## WHICH CLIENTELE IS THE PROJECT INTENDED FOR?

The Guernerés Residences are for all those who wish to enjoy the mountain in absolute comfort, without losing the sense of authenticity. It is for those who prefer small wooden dwellings with shingle roofs, as opposed to alpine complexes, made of concrete as far as the eye can see.

It is as much for alpine sports enthusiasts, such as cross-country skiing, e-biking or mountaineering, as for hedonists in search of flavours, beauty and peace, who are looking for an occasional wellness treatment, enhanced of course by local products and the most excellent

international know-how.

Due to the variety and modularity of the chalets, while remaining a luxury project, they can be adapted to different budgets and offer the possibility for future owners to cover their costs as well as generate a return by offering their property for rent, through the service operated from the hotel.

I would also say that they target those who could, on occasion, be tempted by a helicopter ski trip on one of the peaks of the Imperial Crown (the five Swiss peaks above 4,000 m in altitude), or take advantage of a quick and comfortable transfer from Sion airport in just a few minutes.

### WHAT IS SPECIAL ABOUT THIS DESTINATION, AND HOW DOES IT STAND OUT FROM OTHER MOUNTAIN RESORTS?

Grimentz is unique and the list of its qualities could be the object of a guide on its own.

While the Old Village is considered one of the most beautiful and authentic in Switzerland, its altitude and the quality of its ski area - now doubled by the link with the neighbouring resort of Zinal and reaching a height of 3,000m - make it a destination

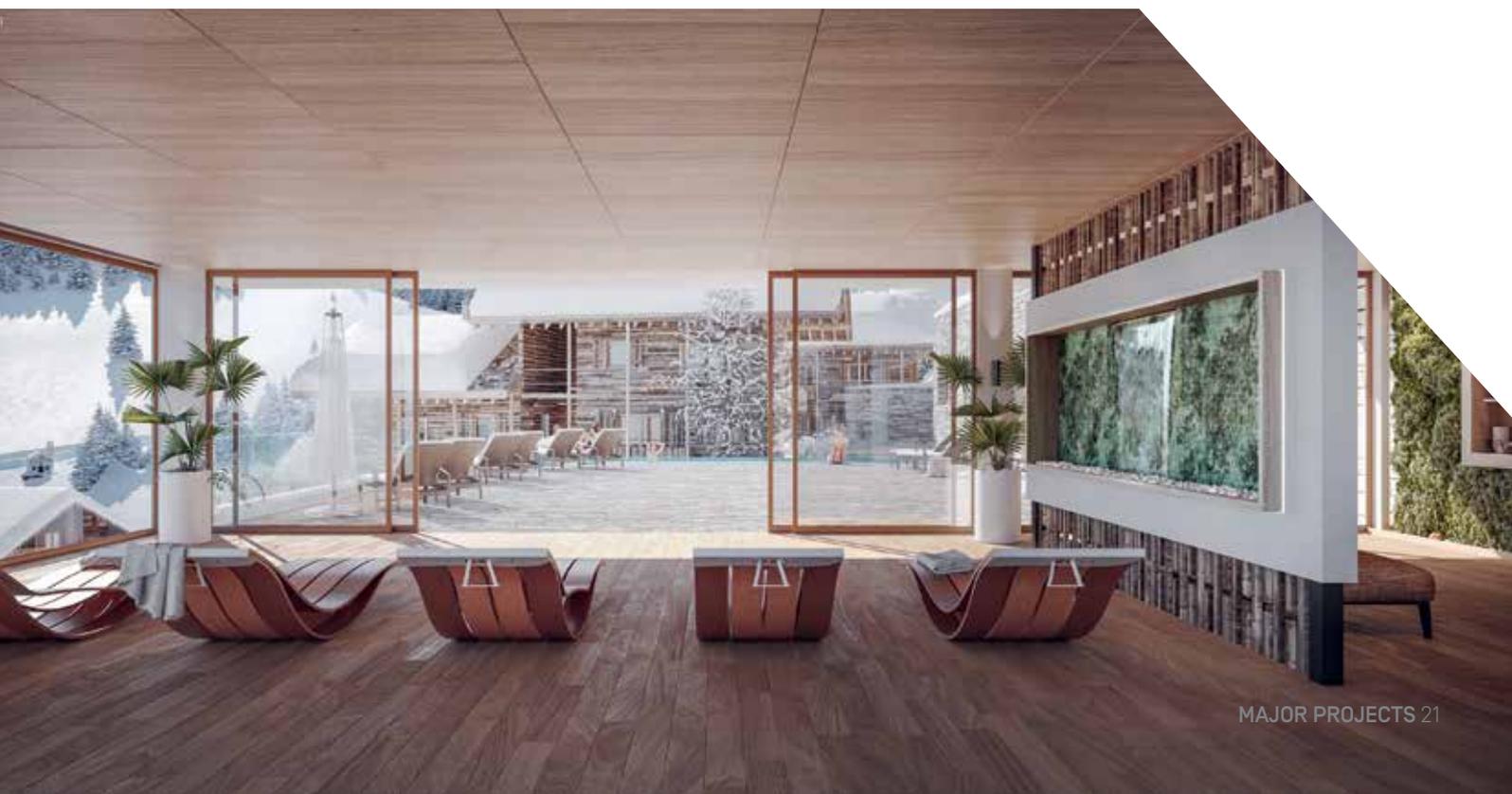
of choice for winter sports enthusiasts. The "freestylers" will be delighted by its snow-park with its multiple springboards, while the "free-riders" will fall in love with the infinite off-piste possibilities offered by this valley rich in natural beauty. Its position allows it to guarantee quality snow cover and open slopes from December to Easter.

Overlooked by the "Moiry" Dam, Lake and Glacier, the resort will also enchant its visitors in the summer and autumn seasons with fantastic opportunities for sporting activities and relaxation, discovery and alpine adventures.

It should also be noted that the village, the valley and the region

are the scene of several international sporting events, including the Sierre-Zinal race (alpine trail), the Grand Raid (mountain bike), the Trail du Besso (high altitude trail), the Patrouille des Glaciers (mountaineering), and this year the World Ski Championships. Not to mention a rare quality: Grimentz is one of only three alpine villages in Switzerland offering the possibility of helicopter flights in the direct vicinity of the village (like Zermatt and Leysin), making it an ideal starting point for alpine adventures throughout the Valais, in summer and winter.

### GREAT POSSIBILITIES FOR SPORTING ATTRACTIONS"



## IS IT POSSIBLE TO ACQUIRE AS A SECONDARY RESIDENCE?

Thanks to a building permit issued before the Lex Weber law came into force, the Guernerés Residences units can be sold as secondary homes, including to foreigners who are appreciative of the appeal of an alpine holiday home in our beautiful country. In addition, the restrictions on renting are few and far between, whereas the advantages are numerous. Our teams will be pleased to provide details on the legal framework of our residences to people interested in a purchase.

## WHAT SERVICES DO YOU PROVIDE?

The Guernerés Residences will benefit from numerous services throughout the year, offered by an international operator. These will include, but not be limited to: luggage services, catering and delivery, cleaning and laundry, luxury concierge services, organisation of activities and

transport (in collaboration with local partners such as mountain guides, ski schools or air transport companies), as well as childcare and much more.

## WHAT EXACTLY WILL BE THE ADDED VALUE OF THE HAMEAU DES BAINS IN GRIMENTZ?

Le Hameau des Bains is a complex located at the entrance to Grimentz, which will take shape around the charming historic hotel "A la Marenda" dating from 1880, and will enrich the resort with its many facets.

Composed of a spa centre, a hotel with an affordable and yet high standard of quality, housing but also the renovation of the historic hotel as a welcoming centre, the complex aims to offer a new dynamic to the village by broadening its range of hospitality features and activities for the whole family.

The complex will offer indoor and outdoor baths drawn from a viable thermal spring

located underground, as well as wellness treatment and activity rooms with an added touch of ambient music.

Connected to the baths by the basement, the "Les Fontaines" hotel complex will consist of seven buildings whose exterior architecture is inspired by the iconic cellars of the Grimentz Bourgeoisie. We are also planning a small funicular railway to link up with the Roua road or "Les Hauts" in Grimentz, while the complex's catering establishments will be located in the historic building, which can be given different settings, from brasserie to festive establishment. We are delighted to give birth to a new centre of life for Grimentz, active all year round, at Le Hameau des Bains.





**WHAT DOES THIS PROJECT SIGNIFY FOR THE COMPTOIR IMMOBILIER GROUP?**

The resumption of Grimentz's projects is a wonderful opportunity to introduce a unique place to a clientele looking for authenticity and alpine magic. It means sharing the best of local know-how while contributing to the renewal of what the Swiss ski resorts' have to offer, generating a new dynamic within a region that is dear to us because of our roots, preserving the harmony of the place we are developing, with a sense of responsibility towards future generations.

"SHARE THE BEST OF LOCAL KNOW-HOW"



SWISS FINE REAL ESTATE

**For more information :**  
[www.guernerer-alpineresidences.swiss](http://www.guernerer-alpineresidences.swiss)

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 swis+41 [0]27 452 23 09



# EXCLUSIVE PROPERTIES

SWISS FINE REAL ESTATE

## DEVELOPMENT OF THE PRESTIGE DIVISION CI EXCLUSIVE PROPERTIES

Switzerland remains one of the most competitive countries in the world, with its direct democracy and excellent stability. It offers a first-class quality of life and level of safety, transport, health and education infrastructures that enable it to provide UHNWIs with an unparalleled living and business environment. Located in the heart of Europe with access to international financial and diplomatic hubs, it is unique.

In this context, luxury sales in general and more precisely prestigious properties in particular require precise know-how and a particular attention to service quality, in the face of an international, mobile and demanding clientele. It is in this segment that the CI Exclusive Properties Division deploys all its added value.

The knowledge of all stages of the property investment process by foreigners in Switzerland and the support to clients in their application for authorisation to settle or gain resident status, as well as access to CI Group's market and network of skills, are CIEP prestige division's principal assets.

With international networks such as Luxury Portfolio, EREN, and Who's who in Luxury Real Estate, CI Exclusive

Properties can assist its clients, including in their secondary residence purchases from abroad.

### THE DIVISION IS ENRICHED WITH A "HEAD OF" FOR GREATER GENEVA

CI Exclusive Properties has recently been strengthened by an expert in the field, Mr. Yves Borter, as head of sales for Greater Geneva.

This connoisseur has over thirty years' experience in the sale of luxury goods, particularly in the property and automobile sectors. A true matchmaker between buyers and sellers, he can rely on his extensive network to find ever more exceptional properties and satisfy the most demanding customers.

"SWITZERLAND REMAINS ONE  
OF THE MOST COMPETITIVE  
COUNTRIES IN THE WORLD"

Yves Borter underlines,  
"This type of very wealthy clientele needs to feel privileged because they are used to exceptional service. The purchase of a luxury property remains a pleasure and a life choice, people will remain at the heart of my new mission."



SWITZERLAND - VANDOEUVRES

## MODERN AND BRIGHT HOMES WITH A VIEW OF THE LAKE

### — IN CONSTRUCTION

Located on a magnificent plot at Chemin des Princes 33 and benefiting from a sunny south-west exposure, this new building (with high energy performance label) is inspired by a contemporary architecture where views and light are at the heart of the project. Composed of five resolutely modern houses, this development focuses on the quality of construction. Each villa offers a gross floor area of approximately 230 m<sup>2</sup> or a living area of 320 m<sup>2</sup>. It is built on three floors, with direct access to the underground car park. The layout is built around a central patio, serving the two upper floors and is composed of: a fully fitted high-end kitchen, a dining room and lounge area, which extends onto a terrace on the upper floor to enjoy a beautiful view of the lake.

The ground floor has 3 bedrooms with two

bathrooms, one of which is a master bedroom with walk-in wardrobe and en suite bathroom. The basement has access to the underground car park, a large games room, a laundry room, a hammam and a full bathroom as well as the utility rooms.

Outdoor amenities: each villa has a private garden of 190 to 550 m<sup>2</sup>.

Choulex, only 1 km from the centre of Vézenaz, close to all amenities, with a bus stop only 100m away. A quiet and privileged setting.

### For more information :

Yves Borter

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[borter@ci-exclusive-properties.com](mailto:borter@ci-exclusive-properties.com)



USA – MIAMI

## 3900 ALTON

Rising amidst the turquoise waters of Biscayne Bay, 3900 Alton, designed by internationally renowned American architect Ricardo Bofill, is in the historic heart of Miami Beach. This project offers a luxury enclave for its 78 decorated homes. Every detail and architectural feature will be integrated into the environment with spaces bathed in natural light, while Bofill's transparent glass architecture will highlight the wonderful views over Biscayne Bay from sunrise to sunset. The developer, Mast Capital, has assembled a team of designers, artists and craftspeople to create this 8-floor property, featuring art collections and integrations organised by ICart, as well as the works of the artists Fernando Mastrangelo and Loris Cecchini.

**For more information:**

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# SPONSORSHIPS CI EXCLUSIVE PROPERTIES IN 2019

Expertise, sensitivity and discretion... It is this approach that CI Exclusive Properties practices on behalf of its clients and partners. With this in mind, the luxury division of Comptoir Immobilier has chosen to become involved in sponsorship initiatives that transcend its values. A look back at three key events in 2019

JUNE

## 4<sup>TH</sup> EDITION OF THE COMMODITY GOLF CUP



The 4th edition of the Commodity Golf Cup took place on 27 June 2019, on the hottest day of the year. For the second consecutive year, CIEP was a partner of the event in the superb sunny setting of the Bonmont Golf Club, bringing together golf enthusiasts from the business sector. Under the bright summer sun, the teams competed for several hours in high-level competition. The day ended with a cocktail reception, followed by a dinner shared with our invited guests. This scenic sportive break once again allowed all the participants to establish important contacts during friendly exchanges.



OCTOBER

## SPONSORSHIP OF THE "TOGETHER" EVENT



On 3 October, CIEP had the honour of sponsoring the "Together" event during a dinner at the Ritz-Carlton Hôtel de la Paix in Geneva. This event, initiated by the FondaMental Foundation, aims to raise funds dedicated to research on mental health, led by the organisation created in 2015 by David de Rothschild in Geneva itself. FondaMental is thus the first Swiss organisation dedicated solely to support scientific cooperation and international research on psychiatric diseases. During the event, researchers and mental health professionals raised awareness of the association's work and its objective to improve the daily lives of millions of people who have psychological disorders. In Switzerland, 1,400,000 people are affected.



NOVEMBER

## GRAND PRIX D'HORLOGERIE DE GENEVE



Once again this year, the prestige division of Comptoir Immobilier is honoured to be the official sponsor of the Grand Prix d'Horlogerie de Genève. This annual Geneva event is an opportunity to showcase the excellence and know-how of Swiss and international luxury watchmaking internationally. During this ceremony, 84 watches pre-selected by the GPHG Foundation's jury will compete in 14 different categories. This will be an opportunity to showcase exceptional models for the coveted "Aiguille d'Or", which is presented at the end of each ceremony. CI Exclusive Properties has been proud to support the Foundation of the Grand Prix de l'Horlogerie since its creation, sharing its values of innovation, precision and also the transmission of ancestral know-how, through achievements that are as unique as they are prestigious.



SPEAKING SWITZERLAND

# EREN : EUROPEAN REAL ESTATE NETWORK

The Comptoir Immobilier Group, already affiliated to many flagship networks both in Switzerland (Partner Brokers, SVIT, USPI) and internationally (Leading Real Estate Companies of the World, Who's who in Luxury Real Estate and Savills for its commercial activity), is constantly developing its network in order to position itself as a key partner in French-speaking Switzerland in each property services field.

Since 2018, the Comptoir Immobilier Group, through its division dedicated to luxury properties, CI Exclusive Properties, has joined the EREN network. Bringing together some twenty renowned companies in nine European countries, combining their skills, property portfolios and clients, as well as their tools to offer very high-quality services to a clientele of buyers, sellers and investors, looking for a privileged access to the market.

The benefits for customers are numerous. Operating as a European network of exclusive properties, EREN uses its members' various brochures to offer a selection of the best homes and properties for sale in Europe, including exclusive and off-market offers.

The EREN network is indeed an international platform of the highest level for the purchase, promotion and sale of first-class properties, complemented by a multilingual and multi-referenced online presence. This European organisation provides them with seriousness and rigour thanks to the renowned reputation of its carefully selected members, who are leaders in their respective fields.

**More details from**  
[www.europeanrealestate.org](http://www.europeanrealestate.org)



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Appartements à vendre à Vienne (Autriche)



## EREN, RÉSEAU IMMOBILIER EUROPÉEN

Trouver et représenter les propriétés les plus exclusives qui conviennent le mieux à nos clients, tout en leur offrant un service de la plus haute intégrité, responsabilité, connaissance et expérience.



THE CI GROUP INTRODUCES

# CI EXCLUSIVE FACILITY MANAGEMENT

The logistics of a property can sometimes be very time-consuming. Whether it is the management of a seasonal rental or the maintenance of a property, the daily tasks are often cumbersome and repetitive. CIEFM **[Comptoir Immobilier Exclusive Facility Management]**, is the preferred partner to simplify the management of your property in all its aspects.

Facing Lake Geneva and the ancient Alps, Sandrine Herzog and her team are busy in the offices located in the National de Montreux. Their work, as well as the scope of their responsibilities, is diverse and varied. However, the objective is always the same: to meet the demands of their customers who want to outsource the tasks related to the management of their property assets.

It is therefore around these two fields of expertise that the services of CIEFM revolve:



## THE FULL MANAGEMENT OF SEASONAL RENTALS:

Fully, or in part, clients may request CIEFM to manage their holiday rentals. The scope of the services below is not exhaustive:

- Administrative formalities for rental arrangements
- Management of tenants before and during their stay
- Technical maintenance (maintenance, mail reception, managing supplies...)
- Marketing of the property by an experienced broker, with access to the Comptoir Immobilier Group's network

## PERSONALISED CONCIERGE SERVICES:

Always provided by professionals dedicated to excellence and attention to detail. The scope of the related services is constantly being renewed:

- Cleaning of the home
- Maintenance of green areas
- Coordination of technical interventions
- Mail management and invoice processing
- Assistance in administrative procedures
- Household linen management: ironing, dry cleaning, laundry.
- Delivery of groceries
- Furnishings & equipment

As all requests are unique, each request is the subject of a personalised review.

CI Exclusive Facility Management

Avenue des Planches 19, CP 378 – 1820 Montreux 2

Monday to Friday from 9am to 12pm and 2pm to 5pm

+41 (0)21 966 23 23

location-montreux@ci-exclusive-properties.com

## QUESTION TO SANDRINE HERZOG: HOW DO YOU GUARANTEE AN OUTSTANDING SERVICE TO YOUR CUSTOMERS?

To make the experience unforgettable and to satisfy our customers who are used to travelling all over the world, our priority is to provide them with a welcoming, responsive and above all personalised service.

We anticipate their requests in order to respond quickly and even exceed their expectations. We also make it a point of honour to build special relationships with our clients so that they feel comfortable and relaxed, as if they were at home. Leading with subtlety and empathy is one of the keys to a top-of-the-range service. In the era of digitalisation and in a world where the time we give to each other is scarce, authentic human relations remain more than ever the major asset of a 5-star service.

Find all this information at

[www.ci-exclusive-properties.com/facility-management](http://www.ci-exclusive-properties.com/facility-management)

**NOS SOLUTIONS  
ILLUMINENT  
VOS PROJETS**





INTERVIEW

# CARINE MAILLARD

— DIRECTOR OF THE GRAND PRIX D'HORLOGERIE DE GENÈVE

## WATCHMAKING IS TRYING TO TRANSPOSE THE UNIVERSE'S MYSTERY ONTO OUR WRISTS

Ever since she first opened the doors of the Grand Prix d'Horlogerie de Genève in 2005, Carine Maillard has constantly promoted the art of watchmaking from all angles. Director since 2011 of the Foundation that organises the Grand Prix, she explains how this event is developing at the national and international levels. Thanks to an ever-increasing media coverage, the GPHG's reputation is growing from year to year.

Portrait of a passionate woman.

### AS DIRECTOR OF THE FOUNDATION, HOW DO YOU ORGANISE THE PROMOTION OF THE GPHG AND THE ART OF WATCHMAKING AT AN INTERNATIONAL LEVEL?

The GPHG is one of the only tools working to promote the global influence of the art of watchmaking, also known as the 12th art. The awards ceremony is the highlight of our year. A travelling exhibition presenting the watches pre-selected by our jury is organised each year prior to the ceremony, offering a cosmopolitan audience the exceptional opportunity to discover the diversity and vitality of the contemporary watchmaking art. This exhibition goes to meet

amateurs, collectors and end customers in different countries and markets every autumn.

### WHERE DID THE TRAVELLING EXHIBITION THIS YEAR HEAD TO THIS YEAR?

For this 19th edition, the pre-selected watches were presented in Sydney, Bangkok, Mexico City and Puebla, before heading to Geneva. These new destinations have enabled us to extend the influence of watchmaking on all five continents. The winners will be exhibited in Dubai.

### IS THE GRAND PRIX D'HORLOGERIE DE GENÈVE INCREASINGLY COVERED BY THE MEDIA?

In addition to local coverage, the ceremony is covered by Euronews and Hantang TV's Chinese cultural channels. Among the short list of 1,350 guests, we have about 200 journalists on site, in addition to the international media that broadcast us abroad.

Since last year, we have set up a media centre that allows professionals and watch brands to obtain the images, interviews and press releases of the evening almost immediately, in order to feed the live communication

networks. This professional approach to communication is essential in an age of instantaneous communication.

### WHAT IS GENEVA'S ROLE IN THIS?

The GPHG is also a tool for promoting the quality of Geneva as a watchmaking capital, as well as Switzerland, through the values that watchmaking conveys. Moreover, the City and State of Geneva are represented in the GPHG Foundation. Raising public awareness in Geneva of this watchmaking art, which is at the heart of our traditions, is also essential to us. This is why we organise each year a part of our exhibition in Geneva, during the two weeks preceding the ceremony. This exhibition brings together the contributions of several local institutions, such as the Museum of Art and History and the University of Art and Design, inviting the public to discover the art of watchmaking from different perspectives. Workshops to introduce the watchmaking industry are also offered to the public and schools in the canton as part of this exhibition.

**THIS YEAR THE GRAND PRIX HAS 14 CATEGORIES, 2 MORE THAN IN PREVIOUS YEARS.**

**WHY?**

We adapt our categories each year according to market trends and the creations presented at trade fairs. Last year, we launched the "Challenge" category for watches under CHF 4,000. Producing high quality models at a low price is a challenge in itself, hence the name of the category. This year we have introduced two new categories: a category dedicated to divers' watches and the "Iconic" category which salutes the reinterpretation of emblematic pieces

**WHY DO SOME OF THE COMPANIES STILL REFUSE TO PARTICIPATE IN THE GRAND PRIX?**

On the eve of its 20th anniversary, the GPHG has earned its reputation. It is a unifying instrument for promotion and recognition, the importance of which is recognised by the sector. Watch makers are free to participate or not depending on their production from year to year. Some brands do not wish to compete, they are satisfied with other methods of promotion, which we respect.

**HOW IS THE SELECTION OF WATCHES ORGANISED?**

The selection is made in two rounds of voting. The first round on the basis of all registered watches. For the second round of voting, the jury, which includes some thirty experts of various nationalities and skills, meets in private a few days before the ceremony. It is a time of exciting exchanges and sometimes heated debates, which lead to secret ballots, directly recorded by a notary, so that each member of the jury can vote according to his or her conscience and in complete freedom.

**HOW DO YOU DEVELOP ACCESS TO THIS WATCHMAKING ART?**

The GPHG is first of all a media showcase that annually salutes the most beautiful creations. In

addition, at all our exhibitions, watchmaking experts are present to explain the technical specificities of the various pieces, to inform and transmit the passion in a more general way. Also, for the past three years, we have been organising workshops to introduce watchmaking as part of our Geneva exhibition in particular. For 60 minutes, eight participants, headed by a master watchmaker trainer, are invited to dismantle and then reassemble a mechanism. These workshops are free and open to the public, schools and our partners. We encourage young people in particular to discover the art of watchmaking and we have in this way encouraged some interest in the trade.

**IS ART ALWAYS AT THE HEART OF YOUR COMMUNICATION?**

Watchmaking is an art! Our mission is to value and commend it. In addition, we try to bring an artistic dimension to the very organisation of our events. For example, our display cases. We have been working for years with the "master" in this field, Xavier Dietlin, with whom we have designed presentation tables that offer watches for viewing without the barrier of glass. The design of these presentation tables is also entrusted to young artists, alumni of the University of Art and Design - Geneva. As part of the award ceremony we also work with artists. Actor and director Edouard Baer has been the master of ceremonies for three years. His intelligence and humour bring a welcome dynamism and freshness in a setting that is both classic and solemn. Musical entertainment is also a part of the ceremony.

**FROM A PERSONAL POINT OF VIEW, WHAT DO YOU LIKE MOST ABOUT THE ART OF WATCHMAKING?**

There is of course an exceptional know-how, but it is above all the creative madness that impresses

me. The desire to turn an idea that seems crazy and infeasible into a concrete work of art, sometimes at the cost of many years of hard work and tenacious research. For me, art is a desire to grasp the mystery of life, to transpose into the material world an image of the universe's beauty. Watchmaking is trying to transpose the universe's mystery onto our wrists. All civilisations have sought to grasp this mystery. Francis Bacon said that art is an overwhelming obsession with life. This speaks to me.

**WAS BEING AN AMBASSADOR TO THE ART OF WATCHMAKING A VOCATION FOR YOU?**

I have always been interested in art and artistic creation. I studied the history of art at Geneva University. I met the founders of the GPHG at the Museum of Art and History, where I worked. Today, developing and internationalising this art is a real achievement.

**WHAT ARE YOUR AMBITIONS FOR THE 2020 EDITION, THE 20<sup>TH</sup> ANNIVERSARY ?**

For the 20<sup>th</sup> edition we will organise a retrospective of the 19 Aiguille d'or prize-winners. This exhibition will be presented as part of the SIHH off exhibition and at Baselworld. Also, in line with the GPHG's unifying mission, we are setting up an Academy for the profession, based on a model very much like the Oscars, which we will launch in May 2020. This large international network of academicians will enable the expansion of the selection and voting process, giving the GPHG greater visibility and recognition.

# Tout commence ici

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Immobilier  
commercial

Estimer  
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Trouver  
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Voir les 11'502 résultats

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Montant loyer

Pièces

Surface

Mots-clés

Neuf uniquement

FOCUS

# IMMOBILIER.CH

Since 2018, we have chosen to publish all our ads principally on Immobilier.ch. A look back at this strategic choice....

More than a hundred property professional in French-speaking Switzerland have joined forces on Immobilier.ch in a joint project: to develop a leading property portal, which protects the interests and data of owners, maintains the quality of a human service in supporting clients, while gradually reducing the costs associated with the distribution of property ads.

## SOME KEY POINTS ABOUT IMMOBILIER.CH

The largest number of ads for properties for rent and sale in French-speaking Switzerland

A new, immersive and intuitive research experience

Relevant results in one click, a keyword search to increase efficiency

The possibility to save your

search criteria and create an email alert to receive all the corresponding news as soon as they are published

Information on local life in cities with the possibility of calculating travel times according to the properties' location.

Trusted partners selected by us to help you in the best way possible (rent guarantee and financing your purchase)

Practical advice to prepare your property project, to buy, rent, sell, finance or move

COMPTOIR IMMOBILIER'S WEBSITE

# DIGITAL TENDENCY 2019

2019 marks the digital turnaround for Comptoir Immobilier, which has strengthened its marketing team and launched a new website that is dynamic, elegant, functional and, above all, 100% customer-oriented.

Interconnected with the various divisions and branches of the CI Group, it offers a direct and interactive access portal with the service or information required in each of our business lines.

## FUNCTIONAL IMPROVEMENTS:

The menus have been redesigned to make it easier for internet users to find their way around while navigating the scope of our services and activities. New tools are also available to make life as easy as possible for our customers, partners and visitors, including:

Access to the new My-immo.ch platform, dedicated to owners and unit holders

An online estimation tool that allows you to obtain a hedonic estimate of your property in a few clicks and a few seconds

A purchasing potential calculator

A blog with all our news and many articles about the property market

The "Sales" and "Rentals" pages allow a simple search and presentation of properties using large thumbnails. It also offers the possibility:

- To search via a "Google map"
- To see from each ad through a map the services and amenities nearby.
- The estimated cost of monthly payments, directly in the advertisement.
- Choose online a time to view the properties to be purchased.

## KEY FIGURES

# 102,236

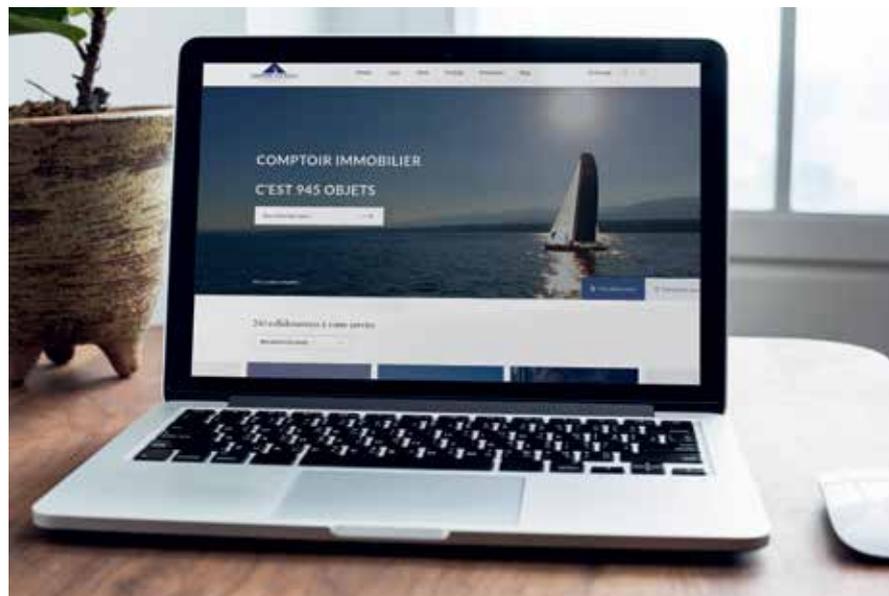
Average number of page views per month

# 19,493

Number of individual visitors per month

# + 23%

Progression





INTERVIEW

## JEAN-MARC KOPP

— HEAD OF INSURANCE SERVICES AT COMPTOIR IMMOBILIER SA -

FINMA N° 34900

MORE THAN 35 YEARS OF EXPERIENCE IN THE INSURANCE INDUSTRY  
 SWISS-CERTIFIED AND SENIOR EXPERT FOR THE SWISS ASSOCIATION FOR  
 THE TRAINING OF INSURANCE PROFESSIONALS

# INSURANCE FOR PROPERTY OWNERS IN SWITZERLAND

You have just acquired a villa, a building or an apartment. A building, even in perfect condition, is never safe from damage. What are the potential risks and possibilities of insurance coverage?

## FIRE AND OTHER DAMAGE INSURANCE

Fire coverage obviously includes damage due to fire, but also losses due to smoke, explosions and lightning. Damage caused by natural disasters such as high water, floods, storms, hail, avalanches, and so on, are covered by fire insurance. Fire insurance is compulsory in most Swiss cantons, but Geneva and Valais leave the owners the choice of insuring and to choose the insurance company. In the canton of Vaud, fire insurance is compulsory and is contracted through the cantonal department that holds the monopoly.

## PROTECT YOURSELF FROM ALL RISKS, YOUR HOMEOWNERS' INSURANCE

[other standard coverage] :

- Water damage
- Glass breakage
- Burglary
- Damage to technical installations
- Extended coverage for interior damage
- Earthquakes

## FINANCIAL LOSS INSURANCE

In the event of a disaster, the occupants of a rental building may be exempt from

paying their rent. The bank that granted a mortgage, however, will continue to demand interest payments. A loss of rental income insurance protects against this risk.

## CIVIL LIABILITY INSURANCE

The owner of a building is liable for damage caused by defects in construction or maintenance, even through no fault of their own. Civil liability insurance compensates the injured party (physical or material damage) and defends the owner against defective services. An essential insurance with a modest premium for potentially large claims.

The individual owning a house is covered by their private civil liability insurance as long as there are no more than three apartments.

For new construction (conversion or renovation), it is recommended to take out a contractors' civil liability insurance policy, as well as a contractors' all-risk insurance. They are valid for the duration of the work only. Legal protection insurance as owner or unit holder of a property may be appropriate.

## SHARED OWNERSHIP APARTMENTS

They are covered by a building insurance policy taken out by the community of all the unit holders. However, each unit holder must personally insure the building improvements to their apartment.

## IN THE END, WHICH IS THE BEST INSURANCE COMPANY?

The sum insured must correspond to the construction costs for an equivalent new building.

Private companies offer a free estimate through the Office for the Buildings Estimates - (Geneva and Valais). Several offers should be requested, compared and the general insurance conditions carefully examined. It is also possible to contact an insurance intermediary certified by the Swiss Financial Market Supervisory Authority. Some property agencies, such as Comptoir Immobilier, have a broker specialising in property insurance.

In conclusion, the best insurance is the one the owner will take out following appropriate advice!



## OUR NEW SECURE PLATFORM DEDICATED TO OWNERS

Born out of discussions on Comptoir Immobilier's digital strategy, the My-immo.ch platform is evolving for its clients and is entering its second phase of development.

Focused since its launch in 2018 on the services and information given to building owners on their portfolio, its 2019 development extends to unit holder in commonholds, with the same direct and full access to information.

Initial access for unit holders began this year in the canton of Geneva, while Vaud and Valais are scheduled to follow between the end of 2019 and the beginning of 2020. Of course, building owners can benefit from information on their commonhold units using the same access.

In addition to their shared ownership accounts, unit holders can also find useful documents such as the administration regulations and user regulations,

the space allocation log, notifications, minutes, management reports and all shared ownership building contracts.

The objective is that each client can obtain the main features of information on the management of his or her commonhold, unit, building or portfolio directly, at any time. Comptoir Immobilier is delighted that this development is creating the same enthusiasm as the one generated in 2018 at its launch, with a significant increase in the number of users for the shared ownership. Here is some feedback from the first users:

**« I have tested your new platform, it is very user-friendly. »** Etienne, owner.

**« The management account presents different levels of detail, the presentation is clear. It allows us to have information in real-time. »** Mireille, insurance manager.

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### THE COMPTOIR IMMOBILIER CONTINUES TO INNOVATE

Designed from the outset for smooth navigation on mobile phones, My-immo.ch will now be accessible in the form of a WebApp or "PWA", for greater accessibility from your smartphone.

Comptoir Immobilier is thus strengthening its position as one of the market leaders, both in terms of the quality of its services and in terms of innovation and technology, at the service of its clients and partners.

# SERVIMMOB, BUILDING MAINTENANCE

MORE THAN 20 YEARS' EXPERIENCE IN CUSTOMER SERVICE

The Comptoir Immobilier Group is above all a large family with its headquarters, its branches and also its sister companies. In total, there are no less than 323 employees established throughout French-speaking Switzerland. Focus on part of the Group: Servimmob SA.

Since 1994, Vitorino Da Costa's teams have strived to become a leading partner in the building maintenance. Within its Geneva offices, the company employs 40 people with diverse and complementary skills. From private accommodation to industrial premises, the areas of intervention are varied. Vitorino holds with an iron fist the schedules of his teams to satisfy his customers within the set deadlines. "My team members work in continuous shifts. We always try to act as quickly as possible, not just by operating, but by bringing real expertise to our customers. Caring and a sense of service are our hallmarks. We support our clients and guide them in the most appropriate way to find the best solution according to their needs and budget."

Servimmob's customers include major Geneva-based companies, shopping centres, banks, trustees and shopping arcades... By putting people at the heart of the service, Servimmob SA has not only established the loyalty of its customers but also of its employees.

Mainly from the Geneva School of Cleaning, the teams undertake to work on:

- › MAINTENANCE
- › PEST CONTROL
- › CLEANING
- › SUPPLIES
- › REPAIRS
- › SPECIFIC CLEANING
- › TESTING FOR BUILDING POLLUTANTS

## SERVIMMOB SA

### ENTRETIEN DU BATIMENT



As a trusted service provider, Servimmob SA holds a federal permit for the use of pesticides/insecticides. The company is also on the cantonal list authorising the testing of building pollutants. All products used are approved by the Federal Office of Health.

In addition, and in view of the importance of protecting the environment on a daily basis, teams are required to use non-toxic and biodegradable products (eco-label), as well as to use equipment with a low ecological impact.

For any request, Servimmob SA provides customised estimates free of charge. More information go to: [www.servimmob.ch](http://www.servimmob.ch)

Servimmob SA  
Cours de Rive 7  
1211 Geneva  
+41 (0)22 319 89 80  
[info@servimmob.ch](mailto:info@servimmob.ch)

# SUPPORTS ART AND THE PERFORMING ARTS



Photo credits MiguelBueno

## 30 YEARS OF COMPTOIR IMMOBILIER PUTTING THE EMPHASIS ON ART

To celebrate its thirtieth year, Comptoir Immobilier went big by offering its clients a performance by remarkable artists during an exceptional clients' evening. Three decades by three artists. It was violinist Renaud Capuçon who performed the first concert. This was followed by the Rudra Béjart School-Atelier and then Christophe Mae. A magical moment with art at its heart through song, music and dance. Indeed, the violinist, dancers and singer offered the public at Comptoir Immobilier an exceptional show to bring this third decade to a close.

## LAURENCE REVEY

For several years now, Comptoir Immobilier has been supporting the career of the singer Laurence Revey. The artist also gave a private concert at the Comptoir Immobilier customer event in 2016. Her latest album of the same year was a resounding success, particularly in German-speaking Switzerland. The singer recently gave concerts in Paris and at the Sfinks Festival in Antwerp last summer. In the spring of 2019, Laurence Revey also presented a new stage production that she launched in Valais as a first preview before touring in Switzerland and abroad. Comptoir Immobilier is delighted by the announcement of a new album in production for which some fine Swiss and international collaborations have been announced.



Photo credit: SergeCoolsPhotography

## METRO SIERRE ART GALLERY

Mrs Rita Salamin's Valais gallery was inaugurated in 2017. She exhibits the works of artists from Sierre and the surrounding area. Promoting local cultural art and promoting its artists are Art Metro Sierre's objectives. The gallery consists of 12 display cases in which local artists have the opportunity to exhibit their creations for four consecutive months during permanent exhibitions. For Comptoir Immobilier, it is important to support Swiss art in the heart of the Valais, a stronghold of traditions and customs.



## L'HUILLIER COLLECTION

Even within its headquarters the Comptoir Immobilier Group supports art. Indeed, the Geneva offices are pleased to host part of André L'Huillier's private collection. Shared with the family home, it is occasionally borrowed by museums for exhibitions in Switzerland or abroad. André L'Huillier, whose statue was erected during his lifetime on the Plainpalais Roundabout in the early 1980s, was at the heart of the collaboration between Régie L'Huillier and Mr Paul Epiney, founder and current Chairman and Managing Director of Comptoir Immobilier. This is both an artistic and historical tribute.

# A PORTRAIT OF ANDRÉ L'HUILLIER PAINTED THROUGH HIS FAMILY' S EYES

André L'Huillier is a personality who has had a profound impact on the life in Geneva throughout the 20th century. Owner and manager of the eponymous property agency, like his father and grandfather before him, he was particularly active in Geneva's economic and cultural life. Born on March 13, 1937, to a family proud of its Genevan roots, André L'Huillier built up an impressive art collection over the years. Today, his wife and two daughters are keen to highlight this heritage.

Founded in 1825, the Régie André L'Huillier is the oldest property agency in Switzerland. With the Régie Opériol, they have given a high profile to Comptoir Genevois Immobilier, which has since become Comptoir Immobilier, in which André L'Huillier and Paul Epiney, its founder and current Chairman and Managing Director, have worked together for many years.

This very personal interview with his wife, Renée, and his two daughters, Laurence and Stéphanie, allows us to relive the passions and commitment of André L'Huillier, who left us too soon.

## A COLLECTOR'S PASSION

This passion came to him from his parents, who were already collectors. He had it in his blood: he could have collected matchboxes. He collected all kinds of things: paintings by young painters,

African art, works representing the Matterhorn (which his wife had climbed), cigar ribbons, scales, barter coins. He began to develop his collection of contemporary art at the age of 20, out of pure passion. He had the eye to detect the quality of an artist before anyone else and maintained close relationships with several visual artists. Although he passed away in April 1998, 21 years ago, his personality is still missed in Geneva, and many people would have liked to have met him. His reputation has spread far beyond the canton's borders.

## FOUNDING MEMBER OF THE MAMCO



Work of Gilbert Piller  
Collection L'Huillier

The creation of MAMCO was decided within the walls of the family home. As early as the 1970s, a group of enthusiasts began to find a proper exhibition space for contemporary art, which had until then been reduced to a few



hangings in the Museum of Art and History. André L'Huillier and a few friends thought of the SIP, an abandoned factory located in the middle of the city. After twenty years' effort, MAMCO opened its first exhibition there in 1994.

## A STATUE ON THE PLAINPALAIS ROUNDABOUT IMMORTALISED HIM.

With his statue erected on the Plainpalais Roundabout in the early 1980s, André L'Huillier was very proud to be represented in his hometown during his lifetime. He is one of a group of four people brought to life on this spot by the artist Gérald Ducimetière. To create this work, André L'Huillier's face had to be moulded out of plaster. His blood pressure was even checked every five minutes to make sure he was alright. Sitting on a bench, he found that he had the best position.

A few years later, the cigar in his statue was vandalised. This happened shortly after he was diagnosed with cancer. André L'Huillier being a great Havana cigar smoker, took this to be a sign. Today, his statue is often photographed and some close friends pay tribute to him by stopping by.

## ANDRÉ L'HUILLIER'S COLLECTION

It is located both in the offices of Comptoir Immobilier and in the family home. Sometimes museums ask to be able to borrow some pieces for exhibitions, in Geneva or abroad.

### THE RELATIONSHIP WITH ARTISTS

André L'Huillier added many new works to his collection every year. In the 1980s, he decided to interrupt his acquisitions for a year, which he called his "sabbatical": he had never received as many paintings from his favourite artists as in that year! He received artists, gallery owners and collectors at his home during evenings that lasted well into the night.

His two daughters, who have been immersed in the world of contemporary art, enjoy visiting museums and galleries while travelling abroad: an appreciation of art is part of their heritage.

### THE RUINE GALLERY

André L'Huillier created Ruine in 1987. The concept of this gallery is to give artists from all over the world the opportunity to exhibit their work in order to make themselves known. They manage their own exhibitions for a period of one week. Ruine continues to operate today. In fact, his daughter Laurence held her first photo exhibition there this year.

### THE PERSONALITY OF ANDRÉ L'HUILLIER

"He was a very sensitive person, a wise man, a kind and generous person. He respected other people's opinions. He was very emotional and fundamentally just. He couldn't stand injustice and bad behaviour. His memory was like that of an elephant, he remembered everything. He was a happy man, a connoisseur. He was also a very appreciated boss. He had an exceptional sense of humour. He left us too soon but lived his life to the full and shared it with everyone around him."

### ANDRÉ L'HUILLIER AND HIS DAUGHTERS

"We grew up in an unusual environment. He took us everywhere, to all the artistic events (openings, museums, exhibitions, and so forth). We were always the only children present. He talked about us a lot. He even said: "I always buy my artwork in pairs, because I have twins." He was very proud of us, he put us on a pedestal, he loved us. He preserved and protected us, right up to his last days. At 30, we were still his little girls. This may be typical of his generation. Today, we listen more to young people and their ideas. Originally from German-speaking Switzerland and from the canton of Ticino, our mother was more organized, more down-to-earth.

They complimented each other marvellously well.<sup>2</sup>

### SPORTS AND THE VALAIS

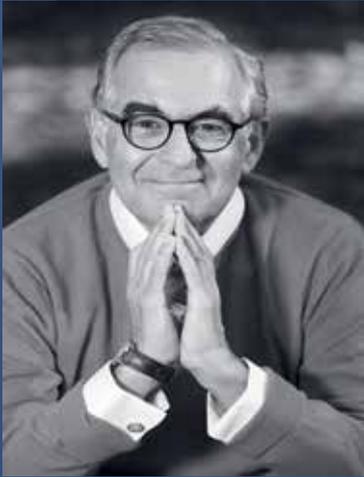
"Our mother was very athletic, she practiced mountaineering, skiing and golf. Our father, not at all, but he was a member of many clubs. He was a very good sailor, he grew up on the lake. He was also the patron of the mountain guides of the Val d'Hérens and even organised a cross-country skiing cup in his name in Crans-Montana. So we cross-country skied once a year. He loved the Valais. On the other hand, in terms of property, he wanted to remain local, in Geneva. »

### THE RUE PETITOT PREMISES

Located at 5 rue Petitot, the Régie André L'Huillier moved to Rive in 1993 to join Comptoir Genevois Immobilier. Before the move, his daughters liked to drop by their father's offices unannounced to spend some time with him. As a joke, André L'Huillier said that he had a driver waiting for him. But his driver was actually tram 12... A characteristic feature of his humour.



Gérald Ducimetière  
Alter ego, 1982  
Sculpture in a public space, a collection  
of four statues and photographs



INTERVIEW

# METIN ARDITI

— THE PURPOSE OF ARTS IS TO BRING FREEDOM

Metin Arditi spent the first seven years of his life in Istanbul, with his family. He then studied at an international school in Switzerland, a boarding school, and at the age of 18 continued his studies at the Swiss Federal Institute of Technology Lausanne, where he obtained a degree in physical engineering and a post-graduate diploma in atomic engineering. He continued his studies at Stanford University, where he obtained an MBA. After spending two years working at McKinsey, he returned to Switzerland where, at the age of 27, he set up his own business and developed his activities in the property sector. At the same time, he taught three subjects at the Swiss Federal Institute of Technology Lausanne: physics, economics and literature. At 50, he decided to focus entirely on writing. Metin Arditi also presided over the Orchestre de la Suisse romande [Orchestra of French-speaking Switzerland], was involved in the construction of the Bodmer Museum and created the Arditi Foundation. His vision of the role of culture in life is as enlightening as it is brilliant.

**METIN ARDITI, YOU OFTEN SAY THAT YOUR CHILDHOOD HAS SHAPED YOUR CULTURAL AND ARTISTIC SENSITIVITY AND YOUR RELATIONSHIP WITH WRITING. IN WHAT WAY?**

My parents were not intellectuals, but self-taught and very respectful of culture. At home in Istanbul, we spoke 5 languages. It was an extraordinarily cosmopolitan city. My three mother

tongues were Turkish, Spanish and French. At boarding school, there were 25 or 30 different nationalities. I was immersed in extremely and harmoniously mixed environments until my adolescence.

Between 7 and 18 years old, I was influenced by two things: firstly, in boarding school, I had a lot of time available. So, I did a lot of theatre and writing. These artistic activities thrilled me because the arts provide emotions that are closest to those felt in the arms of a mother. Arts embody beauty and love. When you are alone, arts are there, at your disposal... All you have to do is read a book or go to an exhibition. Happiness is in the meadow....

The second thing that has greatly influenced my life is boarding school. We discover what loneliness is, it becomes a kind of drug that we seek, that we demand. The teacher-student relationship was very different from what it is today, the former could afford all kinds of injustices. We often rebelled and this mixture of refusing to accept injustice and loneliness has forever shaped my rejection of any hierarchy.

**THIS EXPERIENCE HAS BEEN WITH YOU ALL YOUR LIFE: ARE YOU STILL AGAINST THE HIERARCHY?**

Absolutely! I was and still am unbreakable. So I became independent very early in life. I made a decent living until I was 40. Then I sold everything I had. I don't like taking orders nor giving them. I wasn't cut out for a hierarchy, even if I happened to be at the top. At 40 years old, I finally asked myself the right questions: in what open, limitless field could I express myself while remaining largely alone [we are never completely alone, of course]? And I found out it was in property.

**YOU MAKE AN ANALYSIS OF YOURSELF THAT ALLOWS YOU TO BE FEEL COMPLETELY COMFORTABLE. DO YOU THINK IT IS IMPORTANT TO KNOW HOW TO DECIPHER ONESELF?**

Two things helped me in this. The first is writing. I've been writing for 25 years. The second is that as the years pass you are able to take a step back. Twenty years ago, I couldn't have done these analyses.

**IS THERE SOME KIND OF PATH?**

Yes, but this journey is fraught with obstacles. You learn by making mistakes.

**BY KEEPING YOUR INDEPENDENCE, WERE YOU ABLE TO HAVE CREATIVE ACTIVITIES?**

It gave me the opportunity to build, transform and renew. This is broadly defined as "trade", exchanging with others, meeting people face-to-face who are not in a hierarchical relationship. I loved what I did. Everyone has their own way of being involved in property, but our branch is so complex and difficult that any cultural contribution can only play a major role.

### **WHAT DO YOU MEAN BY CULTURAL CONTRIBUTION?**

Culture is there to help you understand others. Theatre, reading, music, painting will develop your sensitivity. These are moments of pleasure, of beauty. The purpose of all this is almost spiritual. Understanding others is absolutely central to any business activity. That's the key. This is what makes it possible to put oneself "in someone else's shoes". When a couple buy a house or apartment, they are making a major financial decision, but it also involves a lot of passion and emotional elements.

### **ARE YOU DEFINING MARKETING AS PUTTING PEOPLE AT THE HEART OF REFLECTION?**

Culture makes it possible to differentiate between good and evil, to have ethics, the necessary element to guarantee long-term success in business. Ethics can sometimes slow down short-term success because we set ourselves rules. We refrain from anything easy. But you keep your dignity. In other words its strength. We set ourselves goals and we hold onto them. This gives consistency to work. We take decisions with more determination. And in the long term, this consistency and reliability that comes from it makes people love working with you.

### **DO YOU THINK THIS GENERATES CONFIDENCE AND PLEASURE IN THE EXCHANGE?**

This was a rule taught to me by my German-speaking father: "Leben und leben lassen" [to live and let live]. That is, win and let win, which helps to create relationships. This is similar to the fable of the heron in La Fontaine, the moral of which goes: "the most accommodating are the most skilful". The risk of success is the vanity it generates. I try to protect myself as much as I can from vanity, it's a daily struggle. However, everything that is cultural brings you back to humility. Especially fiction writing. It's so difficult to capture the personality of the characters! We are constantly failing. It's never over.

### **WRITING, DOES IT TAKE A LOT OF TIME AND AVAILABILITY?**

And work. There is no substitute for work. Today, we are living in a leisure society, with a lot of self-dispersal. Having time is therefore an opportunity.

### **DID YOU COMPLETELY DROP OUT OF THE ARTS BETWEEN THE AGES OF 18 AND 50?**

Not quite. I have always maintained contact with knowledge. At the Ecole Polytechnique de Lausanne, at different periods of my life, I taught in 3 fields: physics, economics and literature. That is my great pride. And then, you see, I get conceited [laughs].

### **HOWEVER, THESE ARE DIAMETRICALLY OPPOSED FIELDS. COULDN'T YOU HAVE CHOSEN BETWEEN SCIENCE AND LITERATURE?**

That's just how it happened. Different fields just piled on top of each other, but I didn't "flit around". In 2006, the Le Poche and the Vidy theatres in Lausanne staged a

play I had written: "Last letter to Theo." One day, I had lunch with Françoise Courvoisier, the director of the Le Poche theatre, and she told me: "I've been in the Geneva theatre business for over 30 years, I've never seen you anywhere, but you talk to me about theatre as a professional". It threw me off balance: I understood that I had cut off all ties, I had drawn a line. I was in my business.

### **WAS MUSIC MORE LIKE PATRONAGE?**

Patronage came later. Music was first and foremost a civic act: the Orchestra of French-speaking Switzerland (OSR in French) had problems, I felt that it was my responsibility as a naturalized citizen in Geneva to do something, as soon as I was invited to do so. I was called because in 1995, in the midst of the property crisis, the magazine "Bilan" devoted a large 7-page article to me. The OSR officials at the time must have thought to themselves: why not him, he is doing quite well in terms of culture and business...

### **FROM THERE CAME THE CONTACT WITH THE OSR. DID IT MEAN A LOT TO YOU?**

Yes, I had done a lot of music as a teenager and I thought it was so lucky to have been called upon. I started by creating the sponsorship and patronage commission. Then I became vice-president, and then, for the last 13 years, the president. I spent a total of 18 years there. The same year I joined OSR, I started writing. This was done in parallel.

**METIN ARDITI****THE PURPOSE OF ARTS IS TO BRING FREEDOM**

CONTINUATION

**WAS THIS REVEALING IN YOUR RELATIONSHIP WITH THE BUSINESS WORLD?**

It opened my eyes and allowed me to regain some freedom of thought about my own weaknesses. A few months earlier, there had been an article in the magazine "Banque et Finance". Before it was published, I discovered that it was mentioned that I had done theatre. I asked for that section to be removed, because I was afraid of what the "business world" might think about it. Today, I am multiplying the columns in La Croix where I speak of theatre to be compulsory in all schools. I consider this art as an opportunity for everyone to acquire freedom, comfort and understanding of others.

**WHAT IS YOUR RELATIONSHIP WITH YOUR CHARACTERS?**

In so-called literary writing, there is no pattern. You keep on discovering your characters. They speak by default. Sometimes I think of a scene; I write it down, and when I look at it again, it sounds wrong. So it has to be rewritten. The character won't talk to me in my sleep, I won't hear voices. Simply, the correct writing of the character's traits does not come right away. Sometimes you have to do it fifty times, believe me the number is not exaggerated. And there's no way to make it any shorter.

**DO THESE PATHS SOMETIMES LEAD TO SURPRISES, FOR THE WRITER AS WELL AS FOR THEIR READERS?**

That's right, we have absolutely no control. It is part of the job to offer the reader both a great surprise and the conviction that things could not be any different. I often take as an example an old TV series called "The Last 5 Minutes". Commissioner

Bourrel, played by Raymond Souplex, had a crime to solve each time and, five minutes before the end, he hit his forehead and said: "Damn it, it's of course"! "Damn it" meant: "it's a surprise" and "it's of course" meant "it's obvious". That's what novel writing is all about.

**YOUR COMMITMENT IS MANIFOLD, THE OSR, THE ARDITI FOUNDATION. BUT ALSO THE BODMER MUSEUM?**

I supervised the construction of the Museum. It was an immense privilege and pleasure: books, culture, property... Working with Botta was a great experience, a pleasure too. I left the Bodmer Foundation Board a year after the construction was completed.

**DO YOU OFTEN ACTUALLY MEET YOUR READERS?**

Of course. The exchange with readers is the end goal. The other week I was at the Cercle littéraire de Lausanne [the Lausanne readers' circle]. The room was packed [that's it, I'm being vain again...], at the time of questions and signings, people questioned me, they had read, they knew about me things that I didn't know myself. It was, as always in these cases, very moving, rewarding.

**DOES IT MEAN YOU DISCOVER THINGS ABOUT YOURSELF THROUGH READERS?**

Continuously. Thanks to them, I understand what I didn't understand. Someone puts a light where there wasn't one.

**HAVE YOU PERFORMED IN ANY PLAYS?**

On two occasions. Alain Carré adapted my text on La Fontaine and I played the role of the author at the Crève-cœur Theatre. I also wrote and performed a play called "Maestro" for Radio Suisse romande.

A conductor's monologue: I loved it. My novel, "Juliette in her bath" will be released as a film, and I have already told the director that I will have to play a small part. I told him it was for fun, but in reality I would be very interested... [laughs]

**HOW DO YOU DEFINE THE SUBJECTS OF YOUR NOVELS?**

It varies a lot. The novel I'm about to complete, I've had it in my head for eight years. And I have another one that is a continuation of it, although there is a difference of 8 centuries. It's hard to come up with the right subject. Some themes come up again, such as filiation, arts... They are self-evident.

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# RENÉ-PIERRE ANTILLE

— A SUPERB SIGNALLING ERROR!

René-Pierre Antille was born in 1948 in Sierre. He has spent his entire professional career in the eponymous family business. But he multiplied the number of "ancillary" activities, linked to cultural and artistic circles. In the 1970s and 1980s, he chaired the Sierre Comic Strip Festival, the Valais Board of Property Professionals, the Art School and participated in the creation of the local television channel, Canal 9. Currently, René-Pierre Antille is working to keep Château Mercier alive.

## WASN'T PROPERTY NECESSARILY YOUR FIRST VOCATION?

It was probably due to a signalling error. I probably should never have done this job. For ease, convenience, or filial love, I followed the path my father had imagined for me. In return, he always trusted me. I went to the Faculty of Business and Economics of the University of Lausanne, but I realized that I had no interest in it.

## YOU ALMOST HAD TWO JOBS AT THE SAME TIME?

For several years, I would get up in the morning at 5am. The artistic activities gave me the strength to take on all the responsibilities of the property agency. None of my children were interested in taking over the property agency. I sold it to Comptoir Immobilier and Paul Epiney, with whom I had worked on the Cour de Gare and Chippis projects. I will stay a few years to ensure the transition.

## YOU FELL IN LOVE WITH THE OPENING OF YOUR GALLERY, THE CONTEMPORARY ART FORUM?

I opened this gallery at the Forum of Sierre in 1989. I wanted to show something else, contemporary art interested me, I went headfirst into this field. Then we created the FAC Association (Forum of Contemporary Arts), in which André L'Huillier, the Director of the School of Art in Sierre, the Professor of Medicine of Lausanne, and Pierre Magnenat,

a great collector of contemporary art, also entered. We were able to give total freedom to the artists, who exhibited their works. After 17 years, the caretaking of the gallery became complicated. I had the opportunity to sell part of the premises.

## ARE ART AND PROPERTY CONTRADICTIONARY OR COMPLEMENTARY?

Art is an element which provides structure. It helps to put things into perspective, it is a source of balance! When we can make the two hemispheres of the brain work and interconnect them, one serves the other. When I say I'm an estate agent, some people fall from the sky. But I like to organize, provide practical solutions, network people, be a facilitator. So today, I don't regret this initial signalling error, because I wouldn't have had so many rich experiences.



## THE ADVENTURE OF THE CHÂTEAU MERCIER

Château Mercier came into the hands of the canton following a generous donation. To take care of it, I made an offer of a fixed price mandate... and it has been going on for 27 years! Once the Canton and the Commune had carried out the renovations, it was necessary to imagine artistic events.

The ones that are close to my heart today at Château Mercier are the East meets West meetings. With my partners, we have already scheduled the 9th edition in 2020 as well as the 2021 edition... With the end of my activities as a property agent, my life turns a new page. On the other hand, it is difficult for me to project myself to the end of my mandate at Château Mercier... So, as long as I have health, passion, I hope to be able to continue this mandate.



Photo credit : BigBang

# "THE EXPLOSION" OF THE BIG BANG SPACE

**ALEXANDRE GANDHOUR, PRESIDENT OF THE "BIG BANG" ASSOCIATION, "EXPLOSION" SPACE IN SIERRE.**

Founded on 24 January 2019, this Association allows artists to really invest in a place for 3 months in order to let their creativity explode. The first event took place on 6 June.

## **HOW WAS THE BIG BANG PROJECT BORN AND WHO WAS ITS DRIVING FORCE?**

With Matilde Soldati, we were interested in exploring our role as artists. We were referred to the city of Sierre and René-Pierre Antille. The latter offered us his premises for rent, however, the building was to be demolished in the next 2 or 3 years. Comptoir Immobilier decided to offer them to us free of charge. It is a real pleasure to work with René-Pierre.

## **HOW DO YOU EXPLAIN THE ORIGINALITY OF YOUR CONCEPT?**

Our concept is that of "explosion". We have a dual approach: we invite an artist to take over the place, then a varied speaker, not necessarily an artist,

who reacts to the place. The space evolves and transforms itself at the whim of the participants. The concept offers a large part of spontaneity and the unexpected. Everything becomes possible, there is no limit to what is proposed.

## **HOW DID THIS FIRST "EXPLOSION" GO?**

For the first opening we built a closed tunnel, put in a false ceiling, a piece of plastic stretched like a wave. We broke four doors, ripped walls off, opened locked windows. We strive to break down the classic hanging of a gallery. During the opening, we explain what will happen. The following week, an alternative school, which brings together children from primary school up to secondary school, carried out the first intervention on our works.

## **BUT WHY BRING CHILDREN FIRST?**

As we also wanted to carry out mediation projects, working with schools was a logical step. A week later, on 20 June, our "agonopterix" parade took place. We invited Ben Clot, who works with recycled materials and bring out the best

in them. We want to use local resources, to be eco-responsible.

## **WHEN IS YOUR SPACE OPEN?**

Only on Thursdays, from 4pm to 10pm. Entry is free of charge. Our artistic role is to find the best way to make it work. The current exhibition runs until 5 December. It evokes leisure, the moment when you are most productive is when you have fun. It is made by the artist Anya Uskadi. The artist works around the body, she will focus on queer culture. This is a fairly "committed" approach for Sierre.

## **WHERE DOES THE NAME BIG BANG COME FROM?**

We had the idea and the place, we needed a name. In fact, the big bang remains very vague in its definition. It was born from a sentence from an astrophysicist interviewed at the BBC who was talking about the creation of the universe. This fits with the "explosion", which is not a classic exhibition.

# YLLIAM COMPTOIR IMMOBILIER, FROM DREAM TO REALITY...

## THE REASONS

Bertrand Demole had a dream: to sail on the Lake with his friends. It was during a weekend with friends that the idea of putting together a crew was born. At that time, Bertrand was very busy with his professional activities at the bank and sailing was a hobby that he practiced on sunny weekends with his father. So it all started almost by chance aboard *Libra* (a 28-foot M2), with several friends, most of whom were totally new to sailing.

## THE TURNING POINT

For a few years, the crew sailed with passion on the Lake. The SL33 (33 feet) replaced the smaller M2. However, despite the love of sailing, the results were yet to be seen. But Bertrand Demole had higher ambitions for his boat. It was time to improve, to be more technical to hope to win a competition. "A sail is like a car tyre, you have to change it regularly and get quality," says Pierre Pennec, the team's current manager. The owner of the boat then decides to give his crew the means to progress. In 2013, the SL33 Comptoir Immobilier changed its name to D35 Ylliam Comptoir Immobilier. "It was like moving from Formula 3 to Formula 1," recalls Bertrand Demole.

## THE VICTORY

The years and the D35 Trophy follow one another, and the dream takes shape. Bertrand Demole, who didn't think he would have won a round a few years ago, began to move closer to the podium with determination. From 2017 to 2019, Ylliam Comptoir Immobilier became the defender of the competition by finishing 2<sup>nd</sup> in the season for 3 consecutive years. In 2018, a first victory at the Realstone Grand Prix (presented by the Musée du Léman), as well as a 3<sup>rd</sup> place at the Bol d'Or in front of the giant Alinghi brings them closer to their objective: "We are now conscious that success is within our reach" tells Bertrand Demole with emotion. From that moment on, the crew redoubled their efforts, until they finally won this incredible victory at a prestigious Bol d'Or in 2019. A historic regatta with winds of over

60 knots and apocalyptic conditions. "At one point, we all knew that the race had taken a back seat. The objective was to return safely. Under these circumstances, the crew is well organized. Everyone in their own position is doubling their concentration. The sails tend to stretch: "It was at that moment that we got ahead," explains Pierre Pennec. "Our difficult training, when we were sailing with the cold wind while the other crews were cancelling their outing, paid off. The time dedicated to these delicate exercises bore fruit in the hands of perfectly trained men, who were able to control the boat in these extreme conditions.

## THE TEAM

"We have one of the most loyal teams among all those participating in the D35 Trophy. The core has always remained the same and that is what makes the group strong," explains Bertrand Demole. As the process became more professional, roles were better defined. "We had to get to know the qualities and defects of each person to find the right recipe and progress together. From now on we are all "performers", each of us gives the best of himself, while pushing the other to do the same," says Pierre Pennec. Regardless of the status of the members, each one takes turns cleaning the boat. Within this close-knit team, there is no trainer as is the case with competitors. Everything is organised under the supervision of the technical manager, Thierry Briend. Simultaneously, coach Tugdual Becquemie motivates the troops. "We all go up at the same time, and we all go down at the same time. We are together," says Pierre. If this team has flourished over the years, it is also thanks to a supportive and caring environment. "Since 2006, Comptoir Immobilier and my friend Paul Epiney have been committed to working with us and have put their trust in me. Progress has been made and objectives achieved," explains Bertrand Demole.





## FOCUS ON THE TF35 THE FLYING BOAT

### CONCEPT AND PERFORMANCE:

Automatic flight assistance with water height adjustment

The crew can only change the flight height and pitch angle

Suitable for sailing on the sea and lake  
Possible flight from only 9 knots (force 3)

Easy to transport  
(the mast in 2 parts)

Easy assembly  
(1 to 2 days are enough)

High performance in the wind:

- Capacity of the boat to go upwind (close hauled)
- Ability of the boat to move away from the wind (downwind)

### System Autonomy

6 hours of sailing time

### CHARACTERISTICS

#### Length of the boat

15m / 49.2 feet

#### Hull length

10.85 / 35.5 feet

#### Length of the nacelle

5.84m / 19 feet

#### Width of the boat

6.3m / 20.6 feet

#### Overall width

9.2m / 30.1 feet

#### Crew

6 persons (max. weight 500 kg)

#### Width of the sail

2.7m / 8.8 feet

#### Weight of the boat

1,200 kg

### THE FUTURE

A few years ago, the D35 allowed Bertrand Demole and his crew to enter the national competition. In 2020, they will be entering the international scene with the arrival of the new boat: the TF35. "The beauty of this project goes hand in hand with its complexity. Everything has to be redone, from strategy to on-board organization. For this flying boat, we will now have a diver capable of providing first aid (safety manager) and a person capable of driving at 35 knots in all weathers. We will also have a full-time shore coach. » In other words, sailing on the TF35 will involve excellent physical conditioning, increased concentration and a demanding pace.

### THE DREAM CONTINUES

It is not only a page but a whole book that remains to be written for Bertrand Demole and his crew. The international TF35 adventure will involve sailing abroad, on the most powerful and competitive boat its owner has ever sailed with. For this gem of technology that is the TF35, a software



(inertial unit) has even been developed. It will make it possible to manage the boat's navigation on the water thanks to the presence of sensors on the hull. At present, the TF35 is docked at the Nautique de Genève and continues to undergo countless tests aimed at improving it. Three international competitions are already planned for the new season, starting with one on Lake Garda in Italy. As for Bertrand Demole's beloved D35, it is destined for a new future on the waters of Lake Balaton in Hungary.



ENCOUNTER

# PATRICK KINIGAMAZI

— WBF BOXING WORLD CHAMPION IN SUPER FEATHERWEIGHT CATEGORY



## "BOXING IS ABOUT CONCENTRATION AND INTENSITY"

### AFTER YOUR LAST VICTORIOUS FIGHT, WHAT IS YOUR NEXT GOAL: A WORLD CHAMPIONSHIP, WBA OR WBC?

I will defend my WBF world championship title on 12 December 2019. The rematch will take place in Romania next year.

### IS IT THAT DIFFICULT TO GET A FIGHT FOR A WORLD CHAMPIONSHIP?

It depends on several things. A boxer is ranked according to his record, the money he can generate with his fights and the World Federation for which he is boxing. There are several: the WBA is the oldest, the WBC makes the most money, the WBO, the IBF, the IBO and the WBF, my category, where there are about 1,700 boxers. For example, English boxers bring a lot of money through television. An

Englishman will never do a European Championship, he will go directly to the World Championship.

### IS BOXING JUST LIKE OTHER SPORTS (FOOTBALL, TENNIS, GOLF): THAT IS, EVERYTHING REVOLVES AROUND MONEY?

Yes, and when you generate money, it's hard to stop. Muhammad Ali's doctor had advised him to stop boxing because he had symptoms of Parkinson's disease, but he still fought 3 or 4 fights too many.

### IS BOXING SUCH A RUTHLESS ENVIRONMENT?

Above all, it is a beautiful sport, you meet a lot of people from all social backgrounds with whom you share a lot: it is a simple sport. There are girls, the elderly, children, but we're all the same in front of the bag. What changes is the concentration and intensity.

### WHAT CAN YOU EXPECT AT 35 WHEN YOU ARE A PROFESSIONAL BOXER?

My last fight, if I had done it three years ago, I would have lost it. I have more experience, I'm more confident. The difference is the motivation. In boxing there are many world champions who are 38 or 40 years old and who beat young

people aged 28-29. Me, the next day after a victorious fight, I get back to training. For 20 years, I've never had a break of more than a week. It's in your head, it has to hurt. Especially in the last three weeks before a fight. For the first time in my career, I wanted to see my last fight one more time the next day, because it had hurt me, I was in pain. I wanted to understand why and called Léman Bleu to get the videos.

### **WHAT IS THE KEY TO YOUR SUCCESS?**

The keys to my success are my children, my coach Giorgio Constantino, the team around me and the seriousness of the training. I am also fortunate to have the support of Comptoir Immobilier and my friend Quentin Epiney who have been sponsoring me for 3 years now.

### **DID YOUR LAST FIGHT PUSH YOU TO YOUR LIMITS, TAKE YOU FURTHER?**

I've taken so many that I should have gone down at least four times. The only time I was happy was in the 9th round, when I took down my opponent. In the 10th round I heard: "finish him, finish him," but I thought to myself: if he doesn't come to me, well, let him stay where he is. I am very happy to have won. I didn't suffer so much physically, I didn't even get any aches and pains. But I've never been that focused before. For a while, I relaxed and bam, I took one.

### **ARE YOUR CHILDREN AFRAID WHEN THEY SEE YOU FIGHTING?**

No, I'm more afraid they'll see me take a hit. It would hurt me even more. Once my son saved my fight. I had taken a hit, I was going to fall and I heard "go daddy". And I was thinking, no, I can't go down in front of my son! It had shocked him. Now they're better, they're used to it.

### **IN BOXING, ARE THE MEDICAL RISKS HIGH?**

Boxing is a very controlled sport, but accidents can happen quickly as in any other sport. Sometimes a fight is not stopped in time and this can leave a boxer with after-effects.

### **WITH AGE, IS MOTIVATION MORE DIFFICULT TO FIND?**

I don't think so. For example, I stopped full contact because I no longer had anything to prove.

### **HOW LONG HAVE YOU BEEN INVOLVED IN COMBAT SPORTS?**

I started in 2000 in full contact and in boxing as an amateur in 2003.

### **HOW DID YOU GET INTO BOXING?**

Initially, I was doing full contact and my coach sent me to boxing to improve my skills in this discipline. I was offered to participate in a few small amateur fights, I accepted and after that I was twice crowned champion of French-speaking Switzerland. I was also doing less and less full contact fighting because it was getting more and more expensive. One day, the Carouge club needed a professional boxer for a

fight, and I was asked to go pro. That's how I started in 2006. I fought 3 fights that year, then 5 in 2007. But the beginning is difficult: out of my 32 fights, there are at least 12 or 13 where I didn't get paid. It's not easy, when you're young, to take blows and not get paid.

### **SO DID YOUR BOXING CAREER BEGAN A LITTLE BY CHANCE?**

My older brother had started boxing but my favourite sport was basketball, and then football. I was doing full contact and basketball at the same time. In full contact we were about thirty friends, we did everything together, we had a good time, and we travelled. Our stretching sessions lasted an hour and a half, but we stretched the discussions more than anything else. I continued like that until my second European Championship. Now I don't play basketball any more, I'm afraid of getting hurt. I watch the NBA games. I'm untouchable on the basketball court, but not in boxing..

### **DO YOU CARE A LOT ABOUT THE YOUNG BOXERS IN THE REGION?**

I want young people to take over. There are good boxers in Switzerland. They need help at the beginning, small amounts such as CHF 1,500 or 2,000. They also need a project and the will.

### **DO YOU THINK THAT BOXING CAN REGAIN A CERTAIN FAME IN SWITZERLAND?**

Yes, that's one of my objectives because the new generation of boxers has potential.

### **WHAT IS THE MOST AMAZING ANECDOTE OF YOUR BOXING CAREER?**

After a French-speaking amateur boxing championship in Valais, we had to speed up the autoroute so that I could arrive in time for a full-contact fight in Geneva, at the Bout-Du-Monde hall. I just had time to change and get in the ring.

### **HOW DO YOU THINK THE REST OF YOUR CAREER WILL TURN OUT? MAINLY WITH YOUNG PEOPLE?**

Next year, it will have been 20 years since I started in combat sports and I plan to stop at the end of 2020. I will continue to support and promote boxing and the future Swiss generation of boxers.



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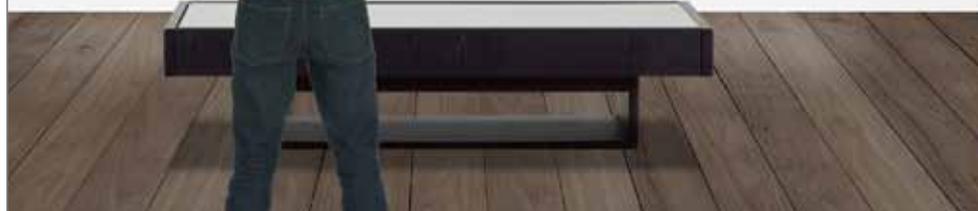


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# MONTHEY - VS

## NEW DEVELOPMENT "DOMAINE DU CROCHETAN"

Located in the Chablais valaisan region of Monthey, this new project will charm you. Each building is spread over 5 floors + basement and offers layouts from 1.5 rooms to 4.5 rooms. All the apartments will benefit from a meticulously studied distribution in order to guarantee optimal comfort and will have spacious balconies, with nothing overlooking. The ground floor apartments will come with a private garden and the loft apartments will have a terrace on the 3 sides of the property. This new development will allow you to bring your project to life with a wide choice of materials: tiles - parquet flooring - earthenware - colours and kitchen coverings - bathroom. An underground car park with 68 spaces and an outdoor car park with 5 visitor spaces complete the project.

SURFACE AREA	From 50 to 175 m <sup>2</sup>
NUMBER OF ROOMS	From 1.5 to 4.5 rooms
BROKER	Geneviève Iglesias Tel. +41 (0)21 966 23 35 Anna Pereira Tel. +41 (0)79 291 46 00   J. Nicolet SA
PRICE	From CHF 219,00



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VILLAS  
APARTMENTS  
BUILDINGS  
PROPERTIES

# FOR SALE

# VESSY - GE

## CHARMING APARTMENT

This beautiful 128 m<sup>2</sup> 4-room apartment is located in the very quiet and green district of Vessy. Space, high ceiling, fireplace and light are some of its charms. It comprises an entrance hall with wardrobe, a lounge/dining room with fireplace, a pleasant fitted and equipped kitchen with a dining space. The sleeping area consists of a bedroom with its bathroom. A mezzanine of a pleasant height could also be converted into a bedroom. A terrace, a cellar and an indoor parking space round off this property.



REFERENCE	31538
SURFACE AREA	128 m <sup>2</sup>
NUMBER OF ROOMS	4
BROKER	Nathalie Assir Tel. +41 [0]22 319 89 19
PRICE	CHF 1,280,000

# THÔNEX - GE

## BEAUTIFUL SEMI-DETACHED VILLA

This semi-detached villa, located in the Thônex district, offers 140m<sup>2</sup> living space + a converted basement, with a large multi-purpose room, a cellar, a laundry room and a shelter. Built on a 765 m<sup>2</sup> plot with a swimming pool, a lovely terrace and a large garden.

It comprises a fitted kitchen, a living room with fireplace and a dining room with direct access to the terrace. The sleeping area consists of 3 bedrooms, a bathroom and a shower room. A garage and 3 outdoor parking spaces are also available.



REFERENCE	31204
SURFACE AREA	140 m <sup>2</sup>
NUMBER OF ROOMS	7
BROKER	Olivier Grillet Tel. +41 [0]22 319 89 57
PRICE	CHF 1,700,000



## PUPLINGE - GE

### VILLAGE HOUSE

Located away from onlookers, in the heart of the charming village of Puplinge, in a quiet and bucolic setting, this spacious village house has a beautiful garden facing the setting sun. It offers superb renovation potential thanks to its bright and generous spaces for a habitable area of approximately 250 m<sup>2</sup>. It comprises an entrance hall/dining area, an open kitchen and a living room with a wood stove giving access to the garden.

The sleeping area consists of 4 bedrooms and 2 shower rooms. A closed garage and an outdoor parking space are also available. Refurbishment work will need carrying out.

REFERENCE	28941
SURFACE AREA	190 m <sup>2</sup>
NUMBER OF ROOMS	7
BROKER	Eric Fino Tel. +41 (0)22 319 88 05
PRICE	CHF 1,350,000.-



## COLOGNY -GE

### LOVELY 6 ROOM APARTMENT

This magnificent apartment with a living area of 220 m<sup>2</sup> is located in the popular municipality of Coligny, which offers calm and green surroundings. It comprises a large entrance hall with guest WC, a large lounge/dining room opening onto a fully fitted kitchen. The sleeping area consists of a large master bedroom with a fireplace and a full bathroom and 3 further bedrooms, one with its en suite shower room. The other two share a full bathroom. The annexes include a 14 m<sup>2</sup> cellar and two enclosed garages. The 450 m<sup>2</sup> garden is accessible from most rooms. Shops, schools and public transport are easily accessible.

REFERENCE	30772
SURFACE AREA	220 m <sup>2</sup>
NUMBER OF ROOMS	6
BROKER	Nathalie Assir Tel. +41 (0)22 319 89 19
PRICE	CHF 3,940,000

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VAUD

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GROUNDS

FOR SALE

# PENTHAZ -VD

## TRIPLEX WITH TERRASSE AND UNOBSTRUCTED VIEW

In a green and quiet setting, this recent and bright apartment offers all the advantages of a house: built on 3 levels + mezzanines in the bedrooms, you will enjoy a beautiful living room of 44m<sup>2</sup> opening onto a generous terrace with ideal exposure. On the 1<sup>st</sup> floor, there are 3 bedrooms including a magnificent master suite with walk-in wardrobe, bathroom and office. Heated basement. 2 parking spaces including 1 indoor. Just 20 minutes from Morges and Lausanne.



REFERENCE	31338
SURFACE AREA	Approx. 135 m <sup>2</sup> of living space
NUMBER OF ROOMS	4.5
BROKER	Claire Jamet Tel. +41 (0)78 607 03 21
PRICE	CHF 985,000

# FOUNEX - VD

## DETACHED HOUSE IN TERRE SAINTE

In the heart of the Terre Sainte region, this villa benefits from a prime location, in a quiet, residential area away from all noise. It has a habitable area of 260 m<sup>2</sup> and 7.5 rooms, including 5 bedrooms, as well as a large multi-purpose room of about 41 m<sup>2</sup> in the basement. A beautiful covered terrace with a large and pretty garden ideally round off this villa. Garage for 2 cars and outdoor parking spaces.



REFERENCE	29005
SURFACE AREA	206 m <sup>2</sup> habitable
NUMBER OF ROOMS	7.5
BROKER	Alain Auberson Tel. +41 (0)79 278 21 16
PRICE	CHF 2,750,000

# BEGNINS - VD

## INDIVIDUAL VILLA IN THE HEART OF A PEACEFUL NEIGHBORHOOD

In a residential and green environment, this detached house built in 2010, has an living area of 210m<sup>2</sup> to which can be added the exterior spaces and an exposed garden of 966 m<sup>2</sup>. The daytime area on the ground floor offers a large living room with a kitchen, a reception room, a 12m<sup>2</sup> veranda and a shower room. The sleeping area on the first floor has 3 bedrooms and a large bathroom. In the basement, there is a games room, a heated TV room, as well as the usual service rooms located on this level. A garage and a covered parking space perfectly round off this property. This house is located 3 minutes from Begnins and 7 minutes from the motorway.



REFERENCE	31372
SURFACE AREA	150 m <sup>2</sup> of living space
NUMBER OF ROOMS	5.5
BROKER	Alain Auberson Tel. +41 (0)79 278 21 16
PRICE	CHF1,675,000

# MONTREUX - VD

## SPACIOUS 4.5 ROOMS IN THE HEART OF THE CITY

This superb apartment is located in the Harmony residence, which is only a few minutes by foot from the shores of the Lake and downtown Montreux

Of modern design, its 115m<sup>2</sup> of living space provides a pleasant living room with access to the terrace, a fitted kitchen opening onto a dining area, 3 bedrooms, 2 bathrooms and a laundry room.

Its fittings and finishing touches are of the highest quality. A 16 m<sup>2</sup> balcony offers a partial view of the Lake. A cellar and an indoor parking space round off the package. Sale authorized to non-residents of Switzerland.



REFERENCE	28956
SURFACE AREA	115 m <sup>2</sup>
NUMBER OF ROOMS	4.5
BROKER	Geneviève Iglesias Tel. +41 (0)21 966 23 35
PRICE	CHF 1,345,000

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# VALAIS

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# FOR SALE

# GRANGES - VS

## NEW LOFT 3.5 ROOMS

Located in Grenchen, this new 3.5 room loft has a surface area of 125 m<sup>2</sup> and a west-facing terrace of more than 69 m<sup>2</sup>. The property also includes a living room, a kitchen with centre island, a shower room with WC, a master suite with private bathroom and an additional bedroom. The site is located 10 minutes from the cities of Sierre and Sion, and has a bus stop just in front of the residence. A cellar rounds off this property.



REFERENCE	24364
SURFACE AREA	125 m <sup>2</sup>
NUMBER OF ROOMS	7.5
BROKER	Benoît Dorsaz Tel. +41 (0)27 345 23 08
PRICE	CHF 664,000

# EVIONNAZ - VS

## LOFT 4.5 ROOMS

Located in a 9-apartment building in Evionnaz, this spacious 140 m<sup>2</sup> 4.5 room loft apartment features an entrance hall with built-in cupboards, a cubbyhole, a beautiful kitchen opening onto the living room, 3 bedrooms including a master suite with walk-in wardrobe and private shower room, a shower room with toilet, a 10 m<sup>2</sup> balcony and a 30 m<sup>2</sup> terrace. The property is sold with enclosed garage, an outdoor parking space, a private laundry room and a cellar. Thanks to its location, the apartment is just 5 minutes from the motorway access and 10 and 15 minutes from the cities of Martigny and Monthey respectively.



REFERENCE	31150
SURFACE AREA	140 m <sup>2</sup>
NUMBER OF ROOMS	4.5
BROKER	Benoît Dorsaz Tel. +41 (0)27 345 23 08
PRICE	CHF 650,000

# SAXON - VS

## RENOVATED BARN WITH 5.5 ROOMS

This barn, completely renovated in 2014, is located in a quiet area.

The 3-storey building comprises a workshop/cellar overlooking the garden, a storage space and a studio with independent entrance, shower room and WC on the lower ground floor.

The upper ground floor comprises a 50m<sup>2</sup> terrace, a kitchen opening onto the dining room, a bedroom, a shower room/WC and an independent entrance through the living room.

Finally, a study and a master suite with walk-in wardrobe and bathroom/WC round off this 1<sup>st</sup> floor property.



REFERENCE	31482
SURFACE AREA	200 m <sup>2</sup>
NUMBER OF ROOMS	5.5
BROKER	Angela Werlen Tel. +41 (0)27 452 23 03
PRICE	CHF 950,000

# GRIMISUAT - VS

## BUILDING LAND

This beautiful plot of 1,313 m<sup>2</sup> is located in a quiet and pleasant area of Grimisuat. It has a south-west exposure. The plot is in zone H30, for individual housing, in the municipality's new residential zone.



REFERENCE	30868
SURFACE AREA	1,313 m <sup>2</sup>
BROKER	Benoît Dorsaz Tel. +41 (0)27 345 23 08
PRICE	CHF 328,250

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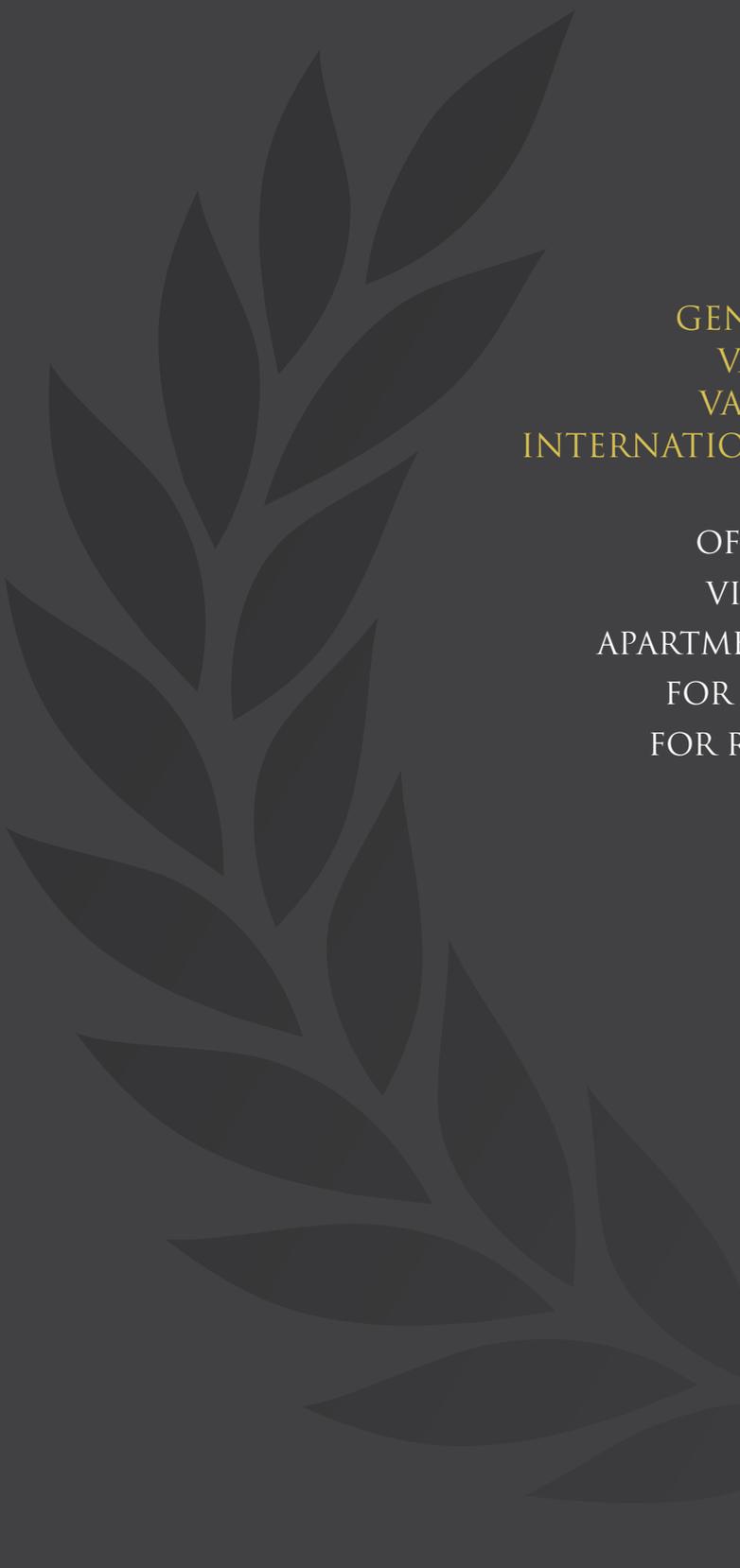


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LEFT BANK - GENEVA

## SUPERB LOFT ON THE BANKS OF THE RHÔNE



Superb 314 m<sup>2</sup> loft located in a luxury residence in a former watch factory on the banks of the Rhône, near the city and the centre.

Building with Minergie technology and with superb finishing touches, 2 secured parking spaces and a superb indoor tropical garden.

REFERENCE	31403
SURFACE AREA	314 m <sup>2</sup>
NUMBER OF ROOMS	6
BROKER	Yves Borter    Tel. +41 (0)22 319 89 15
PRICE	CHF 4,300,000



## CONCHES - GENÈVE

# SWEET HOME AT CONCHES



Charming and authentic, this beautiful individual property is a true family paradise. Its surface area of 370 m<sup>2</sup> extends over three floors plus basement. It consists of a spacious entrance hall, a living room with fireplace, a dining room, a semi-open kitchen fitted and equipped, 6 bedrooms and 4 shower rooms. The basement includes a laundry room, a bedroom with shower room, a games room and a pantry.

Around the property there is a carport for two cars and another for bicycles and motorcycles. In addition to its outstanding location, the wood, parquet, stone, ceiling height and room shape create a warm atmosphere throughout the house.

REFERENCE	30836
SURFACE AREA	270 m <sup>2</sup>
NUMBER OF ROOMS	9
BROKER	Nathalie Assir    Tel. +41 (0)22 319 89 19
PRICE	CHF 5,500,000



COLLONGE-BELLERIVE - GENEVA

## MAGNIFICENT PROPERTY CLOSE TO THE LAKE

This magnificent property, built on two levels and a basement, is located in a green environment, without anything overlooking it and in a quiet setting, a stone's throw from the lake.

It features a spacious entrance hall, a cloakroom, a lounge and two separate rooms, converted into a study/library and TV lounge, a fully fitted kitchen opening onto a spacious and bright dining room, 5 bedrooms and 4 shower rooms. The basement, which has an independent external access, includes a bedroom, a laundry room and kitchenette, a shower room with toilets, a gym as well as a shelter, a cubbyhole and a cellar. A swimming pool, an outdoor bar with kitchen and a garage for three cars round off this exceptional property.



REFERENCE	31167
SURFACE AREA	2,724 m <sup>2</sup>
NUMBER OF ROOMS	11
BROKER	Yves Borter Tel. +41 (0)22 319 89 15
PRICE	CHF 7,900,000



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## MONTREUX – VAUD

Superb loft enjoying  
a 360° view

This luxurious penthouse benefits from an exceptional location, in a neighbourhood high up in the municipality of Montreux. Its position gives it an unobstructed view of the Lake and the Alps, as well as optimal sunshine. The 3.5 room apartment occupies the entire top floor of an elegant residence. Its 166 m<sup>2</sup> living area provides features and facilities of the highest standard. Whether you are on the terrace of over 147 m<sup>2</sup>, or in the living rooms, you will always have a view over the entire Lake. A cellar and 2 parking spaces round off this property.



REFERENCE	30940
SURFACE AREA	314 m <sup>2</sup>
NUMBER OF ROOMS	3.5
BROKER	Geneviève Iglesias Tel. +41 (0)21 966 23 35
PRICE	On request

## DOMPIERRE – VAUD

Splendid villa on the edge  
of an agricultural area

Located on the edge of an agricultural zone, this magnificent 7-room villa benefits from an exceptional location away from onlookers. Its exposure ensures sunshine throughout the day. The different levels offer originality in the appreciation of space and is spread over a living area of 350 m<sup>2</sup>. The wooded garden has a very large terrace and a heated swimming pool. A rare property where comfort, modernity, spacious rooms, elegance and brightness are the key words offering high quality services.



REFERENCE	30928
SURFACE AREA	350 m <sup>2</sup>
NUMBER OF ROOMS	7
BROKER	Geneviève Iglesias Tel. +41 (0)21 966 23 35
PRICE	CHF 1,710,000



## MONTREUX – VAUD

Les Résidences du National\*\*\*\*\*

Superb apartments from 2.5 to 4.5 rooms in a prestigious residence in Montreux. Exceptional location, 2 minutes on foot from the city centre and the quays. Modern facilities and south-facing terraces with panoramic views of the Lake and the Dents du Midi. Wellness area with a surface area of 320 m<sup>2</sup> available to owners. On-site facility management service offering concierge and personalized services as well as seasonal rental management.

Authorized sale to non-residents of Switzerland.

NUMBER OF ROOMS	From 2.5 to 4.5
BROKER	Geneviève Iglesias Tel. +41 (0)21 966 23 35
PRICE	Dès CHF 990,000



## NENDAZ – VALAIS

Magnificent chalet on the ski slopes

Located on the edge of the ski slope, this luxurious property offers an unparalleled level of comfort. This chalet has a large master suite and several bedrooms, all fitted with private shower rooms.

Residents can relax in the cinema room or take care of their bodies in the fitness room and sauna, as well as enjoy an outdoor swim in the swim spa. The centre of the resort of Nendaz is less than 5 minutes by car. Ski lifts at 1.5 km.

REFERENCE	30066
SURFACE AREA	510 m <sup>2</sup>
NUMBER OF ROOMS	9.5
BROKER	Benoît Dorsaz Tel. +41 (0)27 345 23 08
PRICE	On request

## LENS – VALAIS

Exceptional property  
in the heart of Valais

Located a few minutes from the resort of Crans-Montana and its ski area, this property is located on a plot of 8,400 m<sup>2</sup>, and is composed of 3 buildings:

- The main chalet was built in 2002
- The secondary chalet, ideal for guests or house staff
- Small farmhouse

Residents can relax in the spa area with a heated swimming pool, Turkish bath with kitchen and bar.

All opening onto the park.



REFERENCE	30594
SURFACE AREA	2240 m <sup>2</sup>
NUMBER OF ROOMS	15
BROKER	Benoît Dorsaz Tel. +41 (0)27 345 23 08
PRICE	On request

## SION – VALAIS

Unique opportunity  
in the canton of Valais

Located in a quiet, residential area, this dazzling property offers a breathtaking view of the Alps and the valley.

Five superb en suite bedrooms, as well as numerous living rooms are part of this exceptional property of more than 1,000 m<sup>2</sup>.

An indoor swimming pool with a spa area and a superb wine cellar complete the house. Outside on open ground, there are several terraces as well as a jacuzzi and an infinity pool will mean you will want for nothing. An entrance courtyard with a carport round off this beautiful property.



REFERENCE	27449
SURFACE AREA	Approx. 1.000 m <sup>2</sup>
NUMBER OF ROOMS	12
BROKER	Quentin Epiney Tel. +41 (0)22 319 89 15
PRICE	CHF 8,000,000

Les finitions commencent ici.



alternative.ch - photo: Loris von Biedenthin

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## BAVENO ITALY

Charming apartment  
for sale in Baveno

Luxurious apartment with a large terrace overlooking Lake Maggiore and the Borromean Islands. This property is located on the first floor of a prestigious, historic villa with swimming pool and caretaker. A large living area overlooks the terrace and has an incredible view of the lake. Kitchen opening onto the living room. 2 bedrooms and bathroom. A mezzanine has been built with a walk-in wardrobe and laundry room. The basement and a parking space round off the property.

The beautiful location facing the lake and the details of the finishing touches are what make it an absolutely unique property.



SURFACE AREA	110 m <sup>2</sup>
NUMBER OF ROOMS	4
BROKER	Quentin Epiney Tel. +41 (0)22 319 89 15
PRICE	On request

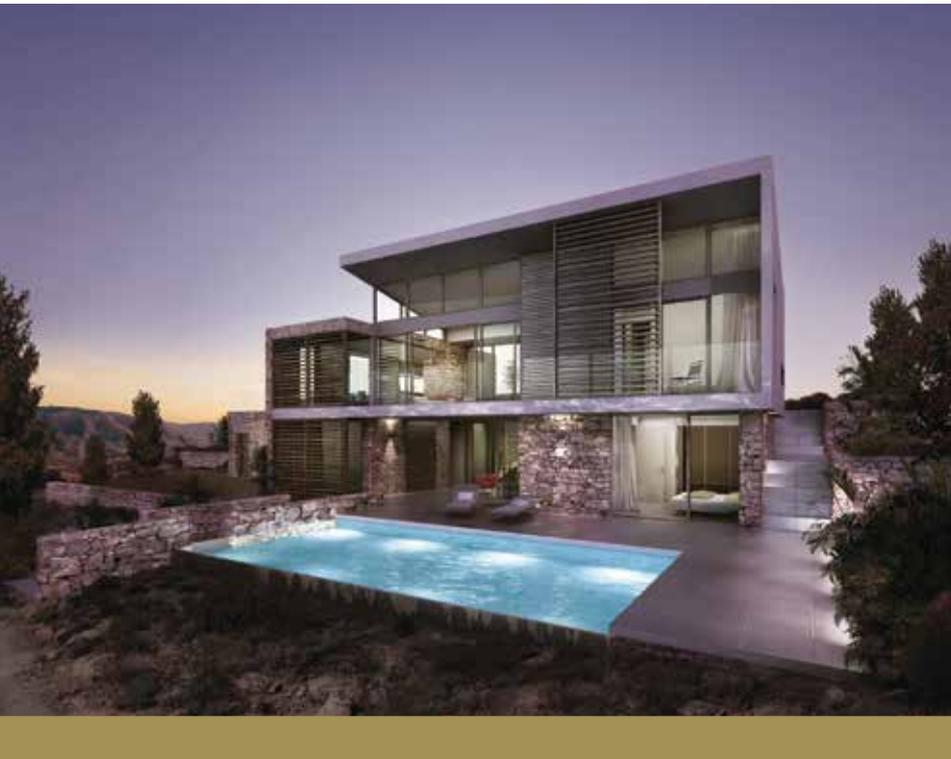
## SAINT-TROPEZ FRANCE

Villa Vanades

Located on the unmissable Côte d'Azur, in the middle of the vineyards, this villa offers a peaceful view of the sea and nature, combining charm and elegance. An architecture inspired by the natural spirit of Saint-Tropez with high quality features over 470 m<sup>2</sup>. Fully fitted and furnished, it can accommodate 14 guests in optimal comfort. Lulled by its sea air, the 4,269 m<sup>2</sup> garden offers Mediterranean vegetation, a magnificent swimming pool with decking, a fitted poolhouse, a boule pitch under the stone pines, and wide, comfortable terraces with views.



SURFACE AREA	4,269 m <sup>2</sup>
NUMBER OF ROOMS	14
BROKER	Yves Borter Tel. +41 (0)22 319 89 15
PRICE	12,600,000 €

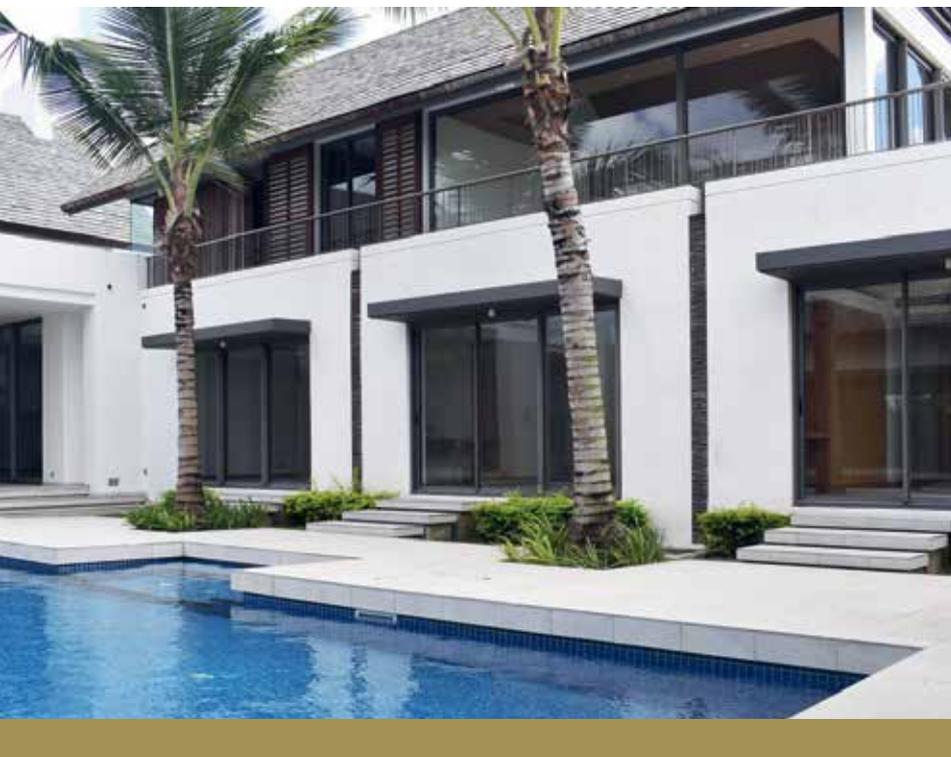


## MINTHIS HILLS CYPRUS

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Minthis has brought a new dimension to life in the Mediterranean. A distinctive contemporary architecture inspired by local culture that blends perfectly into nature for this private residence of 5 villas. Each villa is a fluid series of indoor and outdoor spaces, to be enjoyed all year round in Cyprus's ideal climate. Designed by world-renowned architects, Wood Bagot, the inspiration comes from traditional Mediterranean architecture, characterized by open spaces, water features and private courtyards. Reflecting the Cypriot character and style, they incorporate traditional stones and rich wooden details. Several design styles are available; each is can be customised to the buyers' lifestyle requirements.

SURFACE AREA	180m <sup>2</sup>
NUMBER OF ROOMS	5
BROKER	Yves Borter Tel. +41 (0)22 319 89 15
PRICE	from 2,110,000 €



## MAURITIUS

Exceptional property in the heart of Montchoisy Park

This house is an exceptional property thanks to its location (north of the island) in the heart of the Parc de Montchoisy, renowned for its golf course. This property, unique in its features, built on nearly 4,000 m<sup>2</sup> of land, consists of a majestic cathedral lounge, 5 bedrooms, a study and beautiful covered terraces, as well as a splendid swimming pool. This magnificent villa may be sold to foreigners in full ownership and allows you to obtain a residence permit. 2 double garages, a wine cellar, kitchen and 2 back kitchens round off this property.

SURFACE AREA	1,200 m <sup>2</sup>
NUMBER OF ROOMS	14
BROKER	Yves Borter Tel. +41 (0)22 319 89 15
PRICE	CHF 6,175,000

## LUTRY – VAUD

### Splendid 10.5 room villa

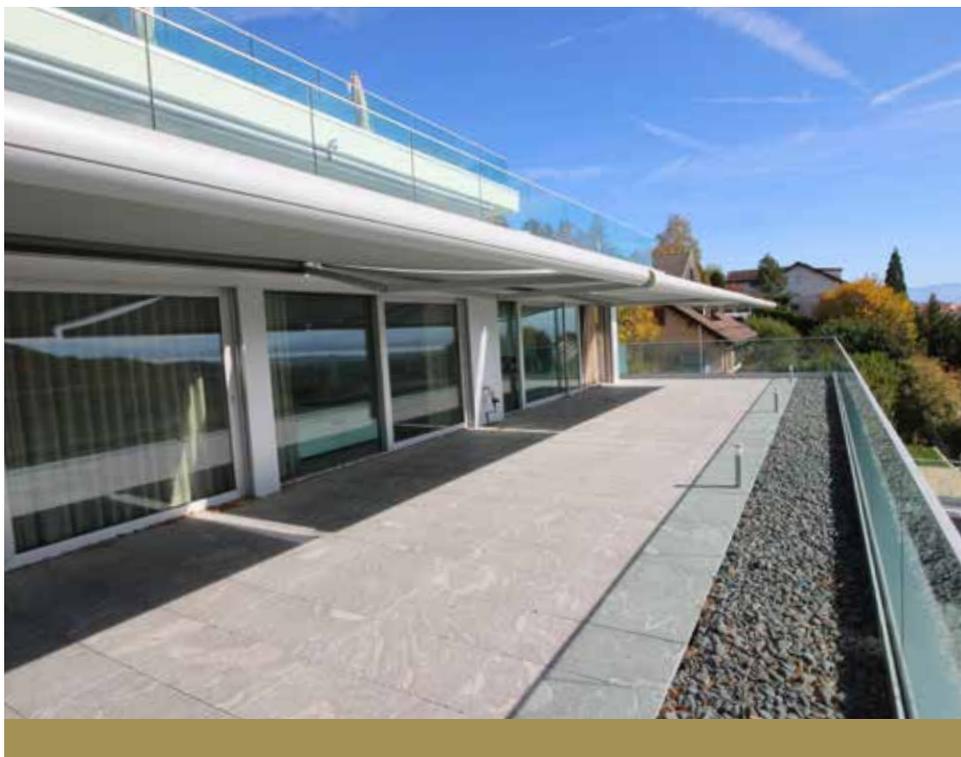
This exceptional villa is located in a sought-after residential area east of Lausanne. Located at the end of a private road, surrounded by vineyards and forests, the property offers a breathtaking view of the Lake. Close to shops, schools, public transport and the centre of Lutry. Access to the motorway is a few minutes by car and therefore only 40 minutes from Geneva International Airport. Privacy, nature and views are the major assets of this magnificent property which offers all the modern comfort to a high standard. Built in 1999 and well maintained, this property has more than 10 rooms, including 6 bedrooms, on 3 levels and with a total living space of approximately 470 m<sup>2</sup>.



SURFACE AREA	470 m <sup>2</sup>
NUMBER OF ROOMS	10.5
BROKER	Mathieu Favre Tel. +41 (0)313 23 72
RENT	On request

## BEGNINS – VAUD

In a small ultra-secure residence, this luxurious and upscale apartment occupies an entire floor of 150m<sup>2</sup> which is directly accessible by a private lift. A terrace of more than 100m<sup>2</sup> surrounding the apartment offers a panoramic view. You will find all the modern comforts and current expectations such as: home automation, alarm and video surveillance, underfloor heating, one shower room per room + guest WC, sound system throughout the apartment and TV in the bathrooms, etc. The kitchen, for its part, is equipped with high-end equipment and opens out onto the living room. A private laundry room, numerous storage spaces and a covered parking space round off this property.



SURFACE AREA	Approx. 150 m <sup>2</sup>
NUMBER OF ROOMS	4.5
BROKER	Mathieu Favre Tel. +41 (0)313 23 72
RENT	On request



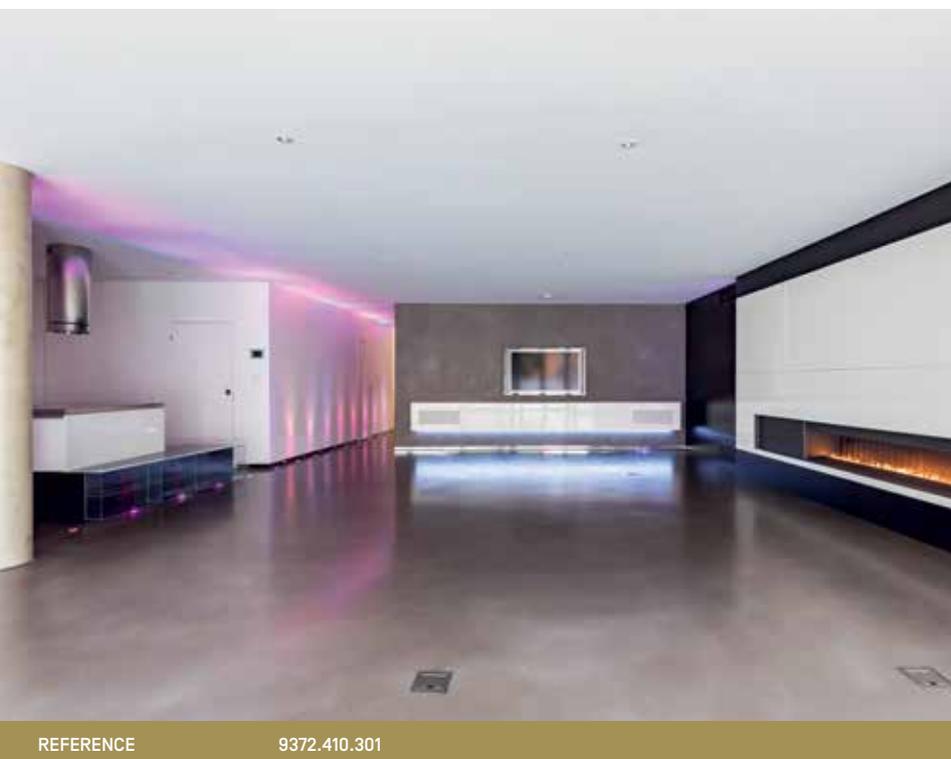
## CHAMPEL - GENEVA

Magnificent old-style apartment completely renovated

This majestic apartment is located in the Champel district in the immediate vicinity of all amenities.

It comprises: a large entrance hall, 3 adjoining living rooms, one of which has a decorative fireplace. The living rooms all give access to a balcony, new kitchen fully equipped and furnished and with a central island. Toilet/shower. A sleeping area with 3 bedrooms, 1 bathroom with WC, separate toilet.

REFERENCE	5952.450020
SURFACE AREA	199 m <sup>2</sup>
NUMBER OF ROOMS	7.5
BROKER	Olga Miranda Tel. +41 (0)22 319 88 20
RENT	CHF 9,000 + service charges CHF 380



## PLAINPALAIS - GENEVA

Large modern apartment with large terrace

This spacious contemporary apartment of about 200 m<sup>2</sup> is located a few steps from the Plainpalais roundabout.

With a large terrace of about 59 m<sup>2</sup>, the apartment has beautiful rooms and modern materials and fittings. It comprises a large living/dining room with fireplace, modern fully fitted kitchen with central island, 1 study (or bedroom). The sleeping area has 3 bedrooms, one with a shower room/WC and the other with a walk-in wardrobe and a full bathroom. A cellar, a wine cellar and a car park round off this property.

REFERENCE	9372.410.301
SURFACE AREA	199 m <sup>2</sup>
NUMBER OF ROOMS	6 rooms on the 1 <sup>st</sup> floor
BROKER	Olga Miranda Tel. +41 (0)22 319 88 20
RENT	CHF 10,000 + service charges CHF 320



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GENEVA  
VAUD

# RESIDENTIAL RENTALS

# GENEVA

## BEAUTIFUL MODERN APARTMENT

Located in a green setting and in the immediate vicinity of the International School, this property for rent includes: an entrance hall, a large living/dining room with access to a pleasant balcony overlooking the building's grounds, a very beautiful modern kitchen fully equipped and open onto the dining room, a sleeping area with plenty of storage spaces, 2 beautiful bedrooms with cupboards, one with adjoining bathroom/WC, 1 shower room/WC with washing column, cellar. Possibility of parking in the basement.

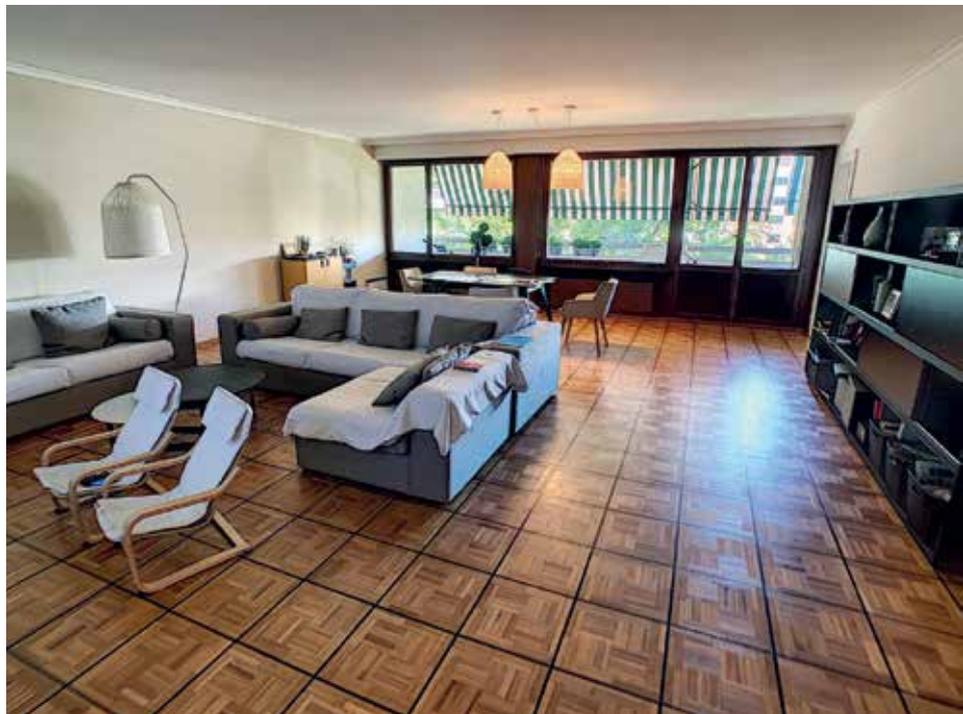


REFERENCE	4252.410020
SURFACE AREA	103 m <sup>2</sup>
NUMBER OF ROOMS	4 rooms on the 1 <sup>st</sup> floor
BROKER	Olga Miranda Tel. +41 (0)22 319 88 20
RENT	CHF 3,850 + service charges CHF 150

# GENEVA

## MAGNIFICENT APARTMENT IN THE FLORISSANT DISTRICT

Spacious, close to Parc Bertrand and the shops, this beautiful property for rent includes: an entrance hall with cubbyhole, a very large living/dining room with access to the balcony, a new fitted and equipped kitchen including laundry room, corridor with cupboards, 3 bedrooms, 1 bathroom/WC, 2 shower rooms/WC and an interior enclosed garage included.



REFERENCE	9079.440020
SURFACE AREA	166.3 m <sup>2</sup>
NUMBER OF ROOMS	6.5 rooms on the 4 <sup>th</sup> floor
BROKER	Olga Miranda Tel. +41 (0)22 319 88 20
RENT	CHF 5,450 + service charges CHF 225



## CHEXBRES - VD

### GREAT APARTMENT WITH 4.5 ROOMS IN A MODERN RESIDENTIAL BUILDING

This apartment is ideally located in a newly built shared ownership, close to the centre of Chexbres and its amenities. It offers spacious rooms and quality finishing and fittings. The living area has an entrance hall with cupboards, a fitted kitchen opening onto a dining area, a bright living room with access to the spacious balcony. This balcony enjoys a beautiful view over the Lake and the Alps. The sleeping area consists of a master bedroom with integrated walk-in wardrobe and adjoining bathroom, 2 bedrooms as well as a shower room, WC. A cellar and two indoor parking spaces round off this property.

REFERENCE	23051
SURFACE AREA	Approx. 110 m <sup>2</sup>
NUMBER OF ROOMS	4.5
BROKER	Mathieu Favre Tel. +41 (0)21 313 23 72
RENT	CHF 2,750 + service charges CHF 230



## EYSINS - VD

### MAGNIFICENT CONTEMPORARY, LUXURY DUPLEX APARTMENT WITH LARGE BALCONY

Located in a completely renovated, old village farmhouse, this spacious apartment of about 236m<sup>2</sup>, on the top floor, has split over 2 floors, 5 bedrooms, 4 shower rooms, a superb fitted kitchen opening onto the living/dining room and a large balcony. It also has a private laundry room, 2 large indoor parking spaces and 2 cellars which are included in the rent. Quiet and green setting only 5 minutes from Nyon.

REFERENCE	20860
SURFACE AREA	Approx. 236 m <sup>2</sup>
NUMBER OF ROOMS	6.5
BROKER	Mathieu Favre Tel. +41 (0)21 313 23 72
RENT	CHF 5,300 + service charges CHF 200



# CGC

## ENERGIE



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FOR RENT

GENEVA

VALAIS

# COMMERCIAL PROPERTIES

# THÔNEX - GE

## COMMUNAUX D'AMBILLY

### YOUR NEXT OFFICE ADDRESS

In Thônex, in the heart of this new district, the administrative building will offer 6,600m<sup>2</sup> of office space on 6 levels. Delivery is scheduled for the end of 2021. The areas will be delivered in a semi-finished state, with great flexibility in terms of layout and will offer high energy efficiency services. A private car park for future tenants and a public car park will be located respectively in the 1<sup>st</sup> and 2<sup>nd</sup> basements.

3,700m<sup>2</sup> of commercial space will be located at the foot of the residential buildings, eventually accommodating more than 5,500 inhabitants, the first 1,500 of whom will move in as soon as they are delivered.



SURFACE AREA	6,600 m <sup>2</sup> [office] and 3,700 m <sup>2</sup> [commercial]
BROKER	François Damas Tel. +41 (0)22 319 88 17
RENT	On request

# RIVE - GE

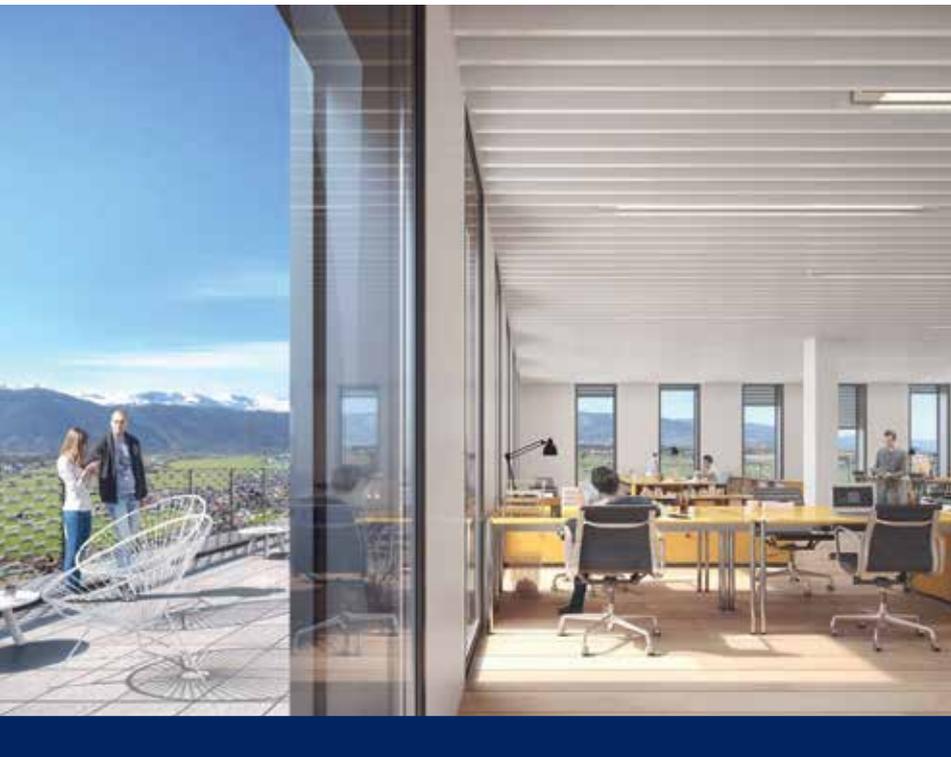
### PIERRE-FATIO

On one of the city's most lively crossroads, above the Rive car park and La Coupole restaurant, this bright 256 m<sup>2</sup> space on the 6<sup>th</sup> floor enjoys a perfect location, benefiting from all the amenities of the city centre.

It offers luxury services on the 6<sup>th</sup> floor of a renovated building and enjoys air conditioning. It offers different possible configurations: open-space, closed offices.



SURFACE AREA	256 m <sup>2</sup>
BROKER	François Damas Tel. +41 (0)22 319 88 17
RENT	On request



## MEYRIN - GE LES CABINOTIERS

### FOR SMALL BUSINESSES

This project is a centre for small businesses at the heart of ZIMEYSA. It is strategically located near the autoroute and airport. It will be a stone's throw away from the future stop of the Lake Geneva Express, "ZIMEYSA". These different accessibility options will enhance its attractiveness.

Ideal for small and medium-sized industries or companies, the areas can be divided from 200m<sup>2</sup>, with the possibility of a customised layout. They will be available in summer 2021.

SURFACE AREA	7,700 m <sup>2</sup>
BROKER	François Damas Tel. +41 (0)22 319 88 17
RENT	On request



## MEYRIN - GE

### THE HIVE, A HUMAN CAMPUS

This completely renovated building has a central green atrium overlooking a glass roof that will provide an ideal working environment for your employees, conducive to the inspiration and development of your projects. Ideal for small businesses, industrial, high-tech, research and development activities.

Connected directly to Geneva airport and Geneva Cornavin station, the strategic positioning of the site in terms of accessibility is a major asset for international companies.

SURFACE AREA	2,700 m <sup>2</sup> divisible from 480 m <sup>2</sup>
BROKER	Fabiola Pedio Christe Tel. +41 (0)22 319 89 24
RENT	On request

# GENEVA

## LOUIS DUNANT, NATIONS

Magnificent 1030m<sup>2</sup> loft space in the heart of des Nations, offering a 360° panoramic view of Geneva and its mountains. Located 10 minutes from the airport, close to Cornavin and Sécheron stations and very well served by public transport, this area is ideal for diplomatic missions, NGOs and multinationals.

Possibility of warehouses and numerous underground car parks.



SURFACE AREA	1030 m <sup>2</sup>
BROKER	François Damas Tel. +41 (0)22 319 88 17
RENT	On request

# SION - VS

## COUR DE GARE, MAJOR CROSSROADS IN VALAIS

Ideally located at the heart of the local and regional public transport network, the Cour de Gare site will sustainably transform the face of Sion thanks to its shops, offices, housing, hotel, and concert and conference hall. 52,000m<sup>2</sup> of mixed-use areas will consolidate the local economy. The concert and congress hall will be able to accommodate 600 people. The proximity of the 1,000 students and teachers on the university campuses of the University of Applied Sciences and Arts of Western Switzerland and the Swiss Federal Institute of Technology Lausanne, and the 15,000 daily arrivals and departures by bus, coach and train, make Cour de Gare a nerve centre for the region.



SURFACE AREA	4,500 m <sup>2</sup> of commercial space and 12,000 m <sup>2</sup> of modular offices
BROKER	Alexandre Sizonenko Tel. +41 (0)22 319 88 75
RENT	On request

# SPECIAL INVESTORS



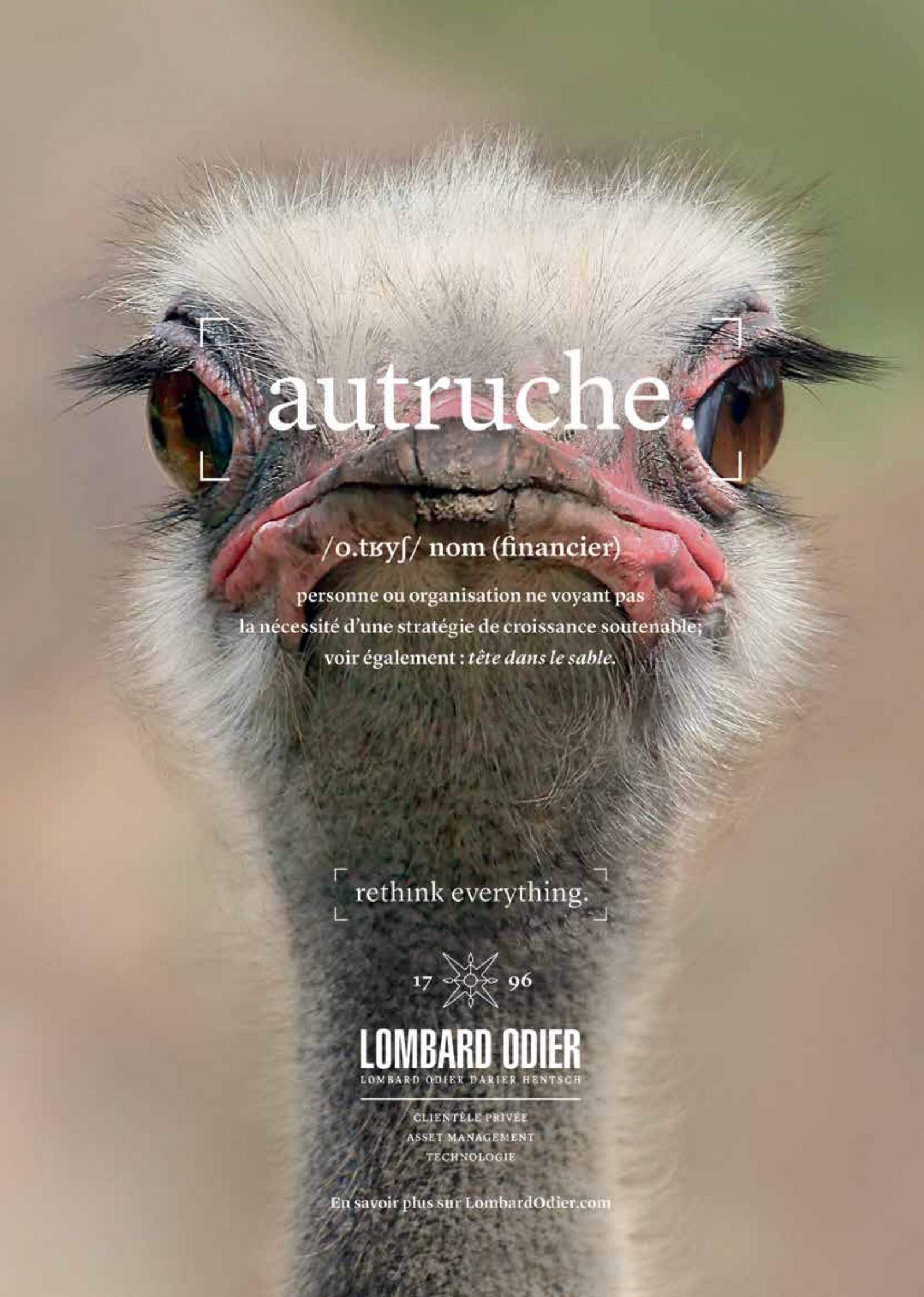
# GENEVA

## FOR INVESTOR OR USER



Building ideally located in the Sécheron business district between the United Nations and the World Trade Organization. This 5-storey building, completely renovated (automatic distribution, air-conditioning, partitions) offers approximately 2,364 m<sup>2</sup> of business space and will charm your investor profile. It is completely renovated and has quality fittings. High-quality services (carpets, wall finishing, numerous lighting fixtures) and beautiful features make this property a first-class choice.

SURFACE AREA	2,300 m <sup>2</sup>
BROKER	Gilles Cohen Tel. +41 (0)22 319 89 92
PRICE	On request



autruche.

/o.tʁyʃ/ nom (financier)

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The background of the page is a white ceramic sink. Overlaid on this are several diagonal, overlapping rectangular panels. These panels feature various images: water splashing, copper pipes, a metal mesh filter, and a drain cover. The Perrotin SA logo is positioned in the upper right area, with 'Perrotin' in a blue script font and 'SA' in a smaller, blue sans-serif font.

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# N°10

## GENÈVE

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## SION

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