

PERE

DEBT AND FINANCE
FORUM 2019

25-26 June | No.11 Cavendish Square, London

PERE Debt & Finance 2019

25th June

08.00 – 08.40 Registration & networking

08.40 – 09.00 Introduction by PERE and welcome from the Chair

09.00 – 09.30 Keynote address

09.30 – 10.15 Opening panel session

UK versus Europe: geopolitics and the post-Brexit investment dilemma

With the continued uncertainty around the outcome of Brexit, are UK investors ready to diversify away from a domestic strategy into a pan-European or global one? And what does Brexit mean for global investors? The depreciation of the pound post-referendum made UK assets cheaper for overseas investors but is this the only reason for investing in the UK or will good quality UK properties continue to provide long-term attractive income returns?

10.15 – 10.45 Keynote interview

In conversation with

A global industry leader will sit down with PERE's senior editor to discuss investing in real estate during times of unprecedented uncertainty

10.45 – 11.30 Coffee & networking

11.30 – 12.45 Under the microscope: case studies

Deal mechanics, capital formation, debt & financing

Attendees can choose between the anatomisation of three high profile transactions, the analysis of three different capital formation strategies or the study of three different financing models

STREAM A:

DEAL MECHANICS

STREAM B:

CAPITAL FORMATION

STREAM C:

DEBT & FINANCING

12.45 – 14.00 Lunch & networking

14.00 – 14.20 Presentation

14.20 – 15.05 Panel session

European real estate finance market: where are we in the cycle?

- Impact of decrease in quantitative easing combined with rising interest rates across jurisdictions
- European real estate finance in a post-Brexit world
- Structuring loans against future uncertainties

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- Who is lending and on what terms? Current availability of debt and financing for core and non-core assets

15.05 – 15.35 Coffee & networking

15.35 – 16.20 Panel session

The investment case for real estate debt funds

- Return expectations, risk profiles and regulatory considerations of investing in debt funds
- Choosing the right strategy: regionally focused versus pan-European debt funds
- Distinguishing between different models: whole loan, senior or mezzanine funds
- Measuring long-term loan performance

16.20 – 17.00 Panel session

Borrowers' perspective on sourcing debt in today's crowded market

- How easy is it to secure new acquisition financing/refinancing?
- What do borrowers want from lenders in terms of relationships and structures? Nuances of working with bank vs non-bank lenders
- Managing leverage, deciding how much debt to take and diversifying funding sources
- Considering alternative sources of finance: corporate bonds, corporate finance, fintech

17.00 – 17.05 Chair's closing comments

17.05 – 19.30 Cocktail reception

26^h June

08.15 – 09.00 Investor breakfast (by invitation only)

08.30 – 08.55 Registration & networking

08.55 – 09.00 Welcome from the Chair

09.00 – 09.30 Opening presentation

The return of the European CMBS market

09.30 – 10.30 Panel session

Development finance

- Overview of the lending activities for development across Europe
- Current risk appetite for development finance: how do traditional and alternative lenders differ?
- Is debt the safest route into developing a build-to-core strategy?
- Securing funding: what do developers need to be able to convince lenders to back them on speculative projects

The logo for PERE (Private Equity Real Estate) is displayed in white text on a red rectangular background. The background of the entire page is a black and white photograph of a modern glass skyscraper, with the building's facade reflecting the sky and surrounding environment.

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10.30 – 11.00 Coffee & networking

11.00 – 11.45 Panel session

The 'new' alternative lenders: how technology is giving rise to innovative financing platforms

- How is the real estate lending landscape changing?
- What and where are the opportunities for investors, developers and asset owners?
- How are new dynamic financing models being regulated?
- Crowdfunding, marketplace lending, digital lending: how will traditional lenders innovate to stay relevant?

11.45 – 12.30 Panel session

Real estate financing: the role of sustainability

- Innovative financing and investment solutions for environmentally sustainable real estate
- ESG integration into debt funds
- What borrowers want: green loans versus green bonds
- UK and European initiatives to standardise green lending and improve real estate sustainability

12.30 – 13.15 Lunch & networking

13.15 Close of conference