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**PERE**

**DEBT AND FINANCE  
FORUM 2019**

**Connecting real estate investors, lenders  
and borrowers across Europe**

25-26 June 2019 | London

[perenews.com/events/pere-debt-finance-forum](http://perenews.com/events/pere-debt-finance-forum)



PERE Debt and Finance is a must attend forum covering the biggest trends and the latest developments in the real estate debt markets. This exclusive opportunity will allow you to connect with Europe's most active debt fund managers, insurance companies, institutional investors, traditional banks lenders and borrowers.

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# Connect with some of the biggest names in real estate



**350+**  
Attendees



**80+**  
Investors



**150+**  
Organisations

Previous PERE attendees include:

- |                                 |                                   |                                         |                                       |
|---------------------------------|-----------------------------------|-----------------------------------------|---------------------------------------|
| › Aberdeen Standard Investments | › Colony Northstar                | › Irish Life Investment Managers        | › Palmer Capital                      |
| › AIMCo                         | › CORESTATE Capital Partners      | › Italian FO                            | › Patrizia Immobilien                 |
| › Al Mojel                      | › Crosstree                       | › Kuwait Investment Authority           | › Pensions Infrastructure Platform    |
| › Allianz Real Estate           | › Deutsche Finance International  | › Legal & General Investment Management | › PGGM Investments                    |
| › Areim                         | › EQT                             | › Long Harbour                          | › PGIM Real Estate                    |
| › Aviva Investors               | › Europa Capital Partners         | › Marcena Capital                       | › PIB Insurance Brokers               |
| › BlackRock                     | › Family Office Primwest          | › Marwitz Family Office                 | › PSP Investments                     |
| › Bouwinvest                    | › GIC                             | › Meyer Bergman                         | › Samsung Securities                  |
| › British Land                  | › Greater Manchester Pension Fund | › National Pension Service of Korea     | › Savills Investment Management       |
| › Brookfield Property Group     | › Greystar                        | › NREP                                  | › Slough Borough Council              |
| › Brunei Investment Agency      | › HOOPP                           | › Oman Investment Fund                  | › StepStone Group                     |
| › Capital Generation Partners   | › IMMO Investment Technologies    | › Orion Capital Managers                | › Strong Grace                        |
| › Carlyle Group                 | › ING                             | › Oxford Properties                     | › Sumitomo Mitsui Banking Corporation |
| › CBRE Global Investors         |                                   |                                         |                                       |

## Join us at this year's Forum to:



### **Network with the most influential industry figures**

Connect with over 300 leading investors, managers and advisors in one place. PERE Debt & Finance will provide the perfect platform to build valuable relationships with Europe's most active debt fund managers, insurance companies, institutional investors, traditional bank lenders and borrowers.



### **Exchange, share and learn**

This year's agenda has been carefully crafted to include interactive panel discussions, keynote interviews, in-depth case studies and extended networking breaks, allowing you to discuss and debate the biggest issues facing the real estate debt & financing community today.



### **Gain industry insights that only PERE can provide**

Our knowledge of the global industry and connections to the key players in the market mean that PERE Debt & Finance is uniquely positioned to deliver a candid and objective view of the biggest trends and latest developments in the real estate debt markets.

## Keynote interview



**François Trausch**  
CEO | Allianz Real Estate

Allianz Real Estate now manages a global portfolio of over €60bn across direct and indirect equity investments as well as senior debt financings. François will uncover how Allianz became the biggest European institutional investor in real estate and second biggest globally. He will share how Allianz's real estate platform has grown substantially over the past three years and will discuss the rationale behind plans to raise third party capital for the first time in its history.

## Featured speakers



**Jonathan Brasse**  
Senior Editor, Real Estate  
**PEI Media**



**Daniel Cunningham**  
Editor  
**Real Estate Capital**



**Simon Durkin**  
Head of Real Assets Research  
**BlackRock Real Assets**



**Roland Fuchs**  
Head of European  
Real Estate Finance  
**Allianz Real Estate**



**Jim Garman**  
Global Co-Head of  
Real Estate Investing  
**Goldman Sachs**



**Rupert Gill**  
Director  
**BlackRock Real Assets**



**Arthur Jennings**  
Managing Director  
**Fortwell Capital**



**Michael Kavanau**  
Head of Debt and Equity Team  
**HFF**



**Dale Lattanzio**  
Managing Partner  
**DRC Capital**



**Paul Lucas**  
Partner  
**Proskauer**



**Ludo Mackenzie**  
Head of Commercial Property  
**Octopus Property**



**Stephen Morita**  
Director  
**Eastdil Secured**



**Duncan Owen**  
Global Head of Real Estate  
**Schroders Real Estate investment  
Management**

PERE Debt & Finance Forum



**Matthew Phillips**  
Principal  
**Valor Real Estate Partners**



**Josien Piek**  
Head of EMEA  
**GRESB**



**Thomas Rapp**  
Managing Director  
**Wells Fargo**



**Bill Schwab**  
Managing Partner  
**Real Estate Investments Company**



**David Skinner**  
MD, Real Estate Strategy  
and Fund Management  
**Aviva Investors**



**Richard Spencer**  
Managing Director  
**Goldman Sachs**



**Rohit Srivastava**  
Head of Real Estate Finance Europe  
**Brookfield Asset Management**



**Edward Tran**  
Partner  
**Katten Muchin Rosenman**



**Hein Wegdam**  
Director Sustainable  
Real Estate Products  
**ING Real Estate Finance**

# Agenda highlights

## 01/ **UK versus Europe: geopolitics and the post-Brexit investment dilemma**

With continued uncertainty around Brexit, are UK investors ready to diversify out of their domestic market? And what does Brexit mean for global investors' European strategies?

## 02/ **Development and re-development finance**

Overview of lending activities across Europe and the current risk appetite for development finance: how do traditional and alternative lenders differ?

## 03/ **In-depth case studies**

A focus on recent high-profile real estate deals, transactions and financing strategies. Hear from a key protagonist from one of PERE's best read news stories of the last year.

## 04/ **Sustainable financing**

Innovative financing solutions for sustainable real estate and the integration of ESG into debt funds.

## 05/ **The investment case for debt funds**

Regionally focused or pan-European debt funds? Whole loan, senior or mezzanine? How to determine the best debt fund strategy.



## 06/ **Keynote interview with François Trausch**

Uncover how Allianz became the biggest European institutional investor in real estate and second biggest globally with \$48.2bn committed to private real estate.

## 07/ **European real estate finance in post-Brexit world**

What are the risks for UK lenders and where are the opportunities for European lenders?

## 08/ **What borrowers want**

Managing leverage, deciding how much debt to take and diversifying funding sources.

## 09/ **Workplace: the office of the future**

Crowd-working, hot-desking, co-working and serviced offices: analysing the evolution in risk sharing between tenants, landlords, lenders and investors.

## 10/ **The 'new' alternative lenders**

Crowdfunding, marketplace lending, digital lending: how will traditional lenders innovate to stay relevant?

View the full agenda online:  
[perenews.com/events/pere-debt-finance-forum](https://perenews.com/events/pere-debt-finance-forum)

This year's PERE Debt and Finance Forum is co-located with:

**PERE**  
EUROPE

## The strategies, the deals, the people

PERE Europe showcases the biggest deals and in-depth strategy analysis that PERE is renowned for and represents a unique opportunity to hear directly from the people making headlines in 2019. This year's agenda will explore the key issues facing real estate, including investing in a post-Brexit Europe, how consumers and occupier demands are fundamentally changing the industry and how best to approach real estate in a digital world.

## Featured speakers



**Mary Finnigan**  
Head of European  
Transactions  
**WeWork**



**Gemma John**  
Founder & Director  
**Human City**



**Marc Jongerius**  
Co-Founder and  
Managing Director  
**Zoku**



**Antony Slumbers**  
Real Estate - Technology  
- Innovation  
**antonyslumbers.com**



**Zach Vaughan**  
Managing Partner &  
Head of Real Estate  
Europe  
**Brookfield Asset  
Management**

Find out more at: [perenews.com/events/pere-europe](https://perenews.com/events/pere-europe)

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## General delegate

**Preferred pricing: £1,795 (until 26 April)**

**Full Price: £2,145**

Qualified Investors receive a complimentary pass.  
Email [amy.m@peimedia.com](mailto:amy.m@peimedia.com) to apply for your place now.

By registering for the PERE Debt & Finance Forum, you will also have access to the co-located PERE Europe.



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