

Confirmed speakers include

Isabelle Scemama, CEO, AXA IM Francois Trausch, CEO Allianz Real Estate, Allianz Andrea Orlandi, Head of Real Estate Investments, CPPB Lorna Brown, Head of Funding, Delancey William Schwab, Founding Partner, LCI Real Estate Investments James Seppala, Head of Real Estate Europe, Blackstone Jamie Lyons, CFO, LaSalle Investment Management Morgan Garfield, Managing Director, Ellandi Mike Lightbound, CFO, Argent Michael Shields, EMEA Head of Real Estate, ING Paul Tebbit, Managing Director, Blackrock Jean Francois Desjacques, Chairman, Emotional Investments Audrey Klein, Head of Fundraising, Kennedy Wilson Edward Tran, Partner, Katten Pontus Sundin, CEO, Investment Management Debt, Brunswick Real Estate Craig Prosser, Managing Director, UK Real Estate, LBBW London Mark Versey, Chief Investment Officer, Aviva Investors Real Assets Dhruv Sharma, CEO, Marcena Capital Aditya Rajaram, Managing Director, Radar Holdings



Day 1 - 24th June

Plenary sessions across both events

08.00 – 08.40 Registration & networking

08.40 – 09.00 Introduction by PERE and welcome from the Chair

09.00 – 09.30 Keynote address

State of play: the geopolitical and macroeconomic factors impacting real estate investments

- Modelling cashflows against the backdrop of Brexit and geopolitical uncertainty
- Deploying capital: structural versus cyclical strategies
- Investing in a 'lower-for longer' interest rate environment
- Does rising inequality pose a risk to traditional underwriting assumptions?
- Risk of deflation and the impact on real assets

09.30 – 10.15 <u>Institutional investor CEO panel</u>

Scene-setting: European real estate's largest investors survey the landscape as we enter a new decade

- Late-cycle global capital flows: late cycle debt and equity allocation strategies
- Defensive investment strategies: what from will these take?
- Should investors assume historically low yields are the new market norm?

Isabelle Scemama, CEO, AXA IM



Francois Trausch, CEO Allianz Real Estate, Allianz Andrea Orlandi, Head of Real Estate Investments, CPPB William Schwab, Founding Partner, LCI Real Estate Investments

10.15 – 10.45 Keynote interview

10.45 – 11.30 Coffee & networking

11.30 −12.15 Keynote address

Global perspectives: what are leading fund managers predicting for the next decade?

- Which sectors will benefit from technological disruption and who will be more vulnerable as a result?
- Outlook on the rates/yield environment
- The growth of broader return target vehicles
- Mega trends and structural shifts impacting real estate investment; technology, sustainability, demographics, E-commerce and migration

James Seppala, Head of Real Estate Europe, Blackstone Paul Tebbit, Managing Director, Blackrock Mark Versey, Chief Investment Officer, Aviva Investors Real Assets

12.15-12.45 Keynote presentation



12.45 – 14.00 Lunch & networking

| PERE Debt & Finance | PERE European Forum | |
|--|---|--|
| 14.00 – 14.15 <u>Presentation</u> | 14.00- 14.30 <u>Panel session</u> | |
| Data download: REC's European debt fund rankings 2020 | Delivering people-centric buildings: how occupier demands are changing rea | |
| The 2020 Real Estate Capital Debt Fund 20 ranking is based on the amount | estate | |
| of capital raised of firms between 1 January 2015 and 31 December 2019 | The flexible revolution: what's working and what's not? | |
| for the sole purpose of real estate lending in Europe. This unique | The health & wellness trend: how important is it to | |
| presentation will highlight the growth of a niche but growing industry. | tenants? | |
| | Need for speed: rating buildings by internet | |
| Daniel Rodriguez, Head of Fund Manager Research, PEI | connectivity | |
| | Beyond location: what are the key drivers influencing | |
| | real estate decisions | |
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| | | |
| | Dhruv Sharma, CEO, Marcena Capital | |
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| | | |
| | 14.20 15.00 Panal session | |
| | 14.30 – 15.00 <u>Panel session</u> Redefining hospitality: "Hotelization" Adopting the hotel sensent to other types of preparty. | |
| | | |
| | Adapting the hotel concept to other types of property What do today's tanants want? | |
| | What do today's tenants want? Changing tenant mix and the impact on returns | |
| 14.15 14.45 Daniel accesion | Changing tenant mix and the impact on returns | |
| 14.15 – 14.45 <u>Panel session</u> | | |



Real estate financing and the debt markets

- Investing in debt funds on a risk adjusted return basis: managing return expectations for debt investors
- Are investors, fund managers and banks taking a more aggressive approach to leverage?
- Alternative versus traditional finance: who is lending and on what terms?
- How to provide satisfactory all-in-returns while preserving adequate late-cycle underwriting discipline

Craig Prosser, Managing Director, UK Real Estate, LBBW London

14.45 – 14.15 Panel session

Sustainable lending: how are debt providers incorporating ESG criteria into their business models?

- How can real estate lenders incorporate ESG considerations into their business practices when they do not have direct control over properties?
- How do sustainability-linked loans work, and are they having an impact in the market?
- How can real estate debt providers tap into demand from green capital markets?

• Beyond co-working; what is the next trend in shared space?

Aditya Rajaram, Managing Director, Radar Holdings

15.00-15.30 Panel session

The right fit? Real estate investors explain what they look for in a partner or co-investor

- Is operational expertise a real competitive differentiator?
- Proving the method is functional and repeatable
- Does a desire to consolidate manager relationships put a premium on operational prowess?
- Getting transparency on remuneration



| Pontus Sundin, CEO, Investment Management Debt, Brunswick Real Estate Michael Shields, EMEA Head of Real Estate, ING | 15.30 – 16.30 Coffee & networking |
|---|-----------------------------------|
| 15.30–16.00 Coffee & networking | |

Plenary both Forums come back together

16.00- Keynote interview

16.30 – 17.15 Roundtables

Networking Roundtables – Led by an expert moderator, the roundtables will create an informal environment to discuss and debate opportunities and challenges across different private real estate strategies. Delegates will be able to move around tables, maximizing networking and learning opportunities.

- Co-working models compared; increasing diversity
- Regis vs WeWork management contracts vs long leases
- Buy and operate vs lease and operate models
- Where do more niche strategies fit in?
- The rise of side products; triple net lease
- One stop shop: dealing with manager consolidation
- How to capitalize on an emerging opportunity



- What exactly is co-living and how best to invest in the space?
- First time funds; what do investors want to see before making a commitment?

17.15 Close of day one

Day Two - 25th June

| PERE Debt & Finance For | rum | PERE European Forum | |
|----------------------------|---|--|---|
| 08.00 – 08.45 Investor | breakfast (by invitation only) | 08.00 - 08.45 | Investor breakfast (by invitation only) |
| | | | |
| 08.30 – 08.55 Registrat | tion & networking | 08.30 – 08.55 | Registration & networking |
| 08.55 – 09.00 Welcome | e from the Chair | 08 55 – 09 00 | Welcome from the Chair |
| 00.33 03.00 Welcom | e from the chair | 00.33 03.00 | welcome from the chair |
| | | | |
| | | | |
| 09.00 – 10.15 PERE Pre | edictions 2020 and beyond | 09.00 - 10.15 | PERE Predictions: 2020 and beyond |
| Raising and deploying debt | | Europe's rising stars – investing in cities outside London, Paris, Frankfurt and | |
| | | Amsterdam | |
| At the be | eginning of this session, the audience will be polled | | At the beginning of this session, the audience will be polled |
| to find o | ut which strategy is their top pick for debt in 2020. | | to find out which "second-tier" city is their top pick for |
| The poll | will be repeated at the end to see if our experts | | 2020. The poll will be repeated at the end to see if our |
| have bee | en able to sway the vote. | | experts have been able to sway the vote. |



Each speaker will have a maximum of 10 minutes to present the investment case for their chosen strategy opening it up to discussion and debate from the floor. Each speaker will have a maximum of 10 minutes to present the investment case for their chosen city before opening it up to discussion and debate from the floor.

10.15-11.00 Panel session

Aligning the interests of borrowers and lenders

- Are borrowers asking for higher leverage as the cycle plays out?
- How are borrowers evaluating different sources of finance?
- Are borrowers more inclined towards longer loan terms in order to lock in finance at low rates?
- To what extent are borrowers now comfortable with borrowing from non-bank lenders?

Mike Lightbound, CFO, Argent Lorna Brown, Head of Funding, Delancey

11.00 – 11.30 Coffee & networking

10.15 – 11.00 Panel session

Responsible and sustainable real estate: turning ESG from a cost center to a value creator

- Reshaping your business to deliver social and financial returns
- How to measure ESG commitments
- Impact investing: creating economic value and positive outcomes for society
- Increasing engagement with landlord and tenants

Peter Rothemund, Managing Director Strategic Research, Green Street Advisors



11.30 - 12.15 Panel session

Rethinking retail

- Under what circumstances are lenders providing new finance against retail properties?
- How are lenders dealing with loan covenant breaches?
- The rise of vulture funds and investor appetite for distressed debt
- What should 'repositioning' mean in the retail market and how can real estate lenders play a role in the transformation of obsolete shopping centre properties?

Morgan Garfield, Managing Director, Ellandi

12.15 – 13.00 Panel session

Learning to finance and underwrite an evolving real estate market

- New concepts: co-working, co-living, last-mile logistics
- Understanding income streams
- Structuring and financing a co-working deal?

11.00 – 11.30 Coffee & networking

11.30 – 12.15 Panel session

Cutting edge: how technology is changing real estate business models

- The impact of automation on tenants' space needs
- How greater data transparency affects commercial real estate investment activity
- Who are the winners and losers from tech-related disruption?
- Using tech and digitisation to improve the tenant and end user experience

12.15 – 13.00 Panel session

The future of real estate: redefining the owner/operator relationship

- Achieving value: active operational management versus passive ownership
- Key considerations when choosing an operating partner
- How owners are becoming more active operators by tackling tenant needs
- Addressing labuor shortages in the logistics industry

13.00 – 13.45 Lunch & networking



13.00 – 13.45 Lunch & networking

13.45 Under the microscope: case studies

High profile European RE deals examined. Get a behind the scenes look at what's been happening in H1 2020

14.45-14.15 Panel session

Repurposing the high street: mixed-use real estate, the saviour of retail?

15.15 Close of conference

13.45 Under the microscope: case studies

High profile European RE deals examined. Get a behind the scenes look at what's been happening in H1 2020

14.45 – 15.15 Panel session

Talking resi: how to best tackle Europe's housing shortage

- Affordable housing: are rent caps/controls the right answer?
- Pan-Europe vs. country-specific: what is the better approach?
- The impact of opportunistic players: are higher returns realistic?
- The role of local government and how to partner with housing authorities

15.15 Close of conference