

**PERE**

# Europe Summit London 2022



## PERE Europe Summit 2022

Featuring 3<sup>rd</sup> PERE Debt & Financing Forum and 1<sup>st</sup> PERE ESG & Impact Forum

14-16 June 2021 | **In-person conference**  
London, UK

### Secure allocations. Build relationships. Find investments

The PERE Europe Summit will allow you to understand where and how to invest in the EMEA real estate market, where institutional investors are looking to allocate capital, and how a scale an investment strategy that is aligned to the essential real estate of the future.

#### Agenda overview

Day	Themes	
Day 1 – 14 <sup>th</sup> June	Investor day	
Day 2 – 15 <sup>th</sup> June	Essential Real Estate	
Day 3 – 16 <sup>th</sup> June	PERE ESG & Impact Forum	PERE Debt & Financing



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# Europe Summit

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Day one - Tuesday 14<sup>th</sup> June 2022

## Investor day

08:00 **Registration and networking**

8.15 **Investor breakfast (invite only)**

9.15 **PERE welcome**

9.20 **View from the commentary box**

9.30 **Welcome & chair's opening remarks**

### *Investor day*

9.45 **Session 1: Opportunities in global real estate, where are investors betting big?**

- How are fund investors looking to adjust their allocations in 2022 and beyond?
- Which sectors are investors prioritising and what types of products resonate the most at present?
- What is investors' appetite for specialist vs generalist managers, and will manager consolidation continue to be a widespread trend?
- To what extent are inflationary concerns making real estate more attractive as a destination for capital?
- What is investor appetite for 'alternative' investment types such as SPACs and proptech?

10.45 **Networking break**

11.15 **Session 2 - Keynote TBC**

11.45 **Session 3: Inbound capital: how do outside investors view the landscape of European opportunities?**

- Where are managers looking to find yield and returns with so much dry powder in the market and prices so high?
- How attractive are European markets relative to other geographies?
- Which sectors and strategies are non-European investors looking to get exposure to?
- What unique opportunities does Europe offer relative to other markets globally?



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12.30 Lunch

13.30 **Session 4: The evolving role of debt in real estate portfolios**

- How are investors viewing the role of debt in their portfolios?
- What benefits does debt provide to institutional investors that equity investments lack?
- How can investors best access the debt market opportunities?

14.15 **Session 5: A new wall of capital: structuring private real estate vehicles for retail investors**

- What progress has been made in providing products for retail investors to access private markets?
- What is retail investor demand for private equity real estate?
- What are the main regulatory considerations when creating a retail-orientated fund?
- What progress have the pioneers and early entrants made in the space – and will retail products become a mainstream offering from fund managers?

15.00 Networking break

15.30 **Session 6: Your customers' customer: insight into the real estate needs of corporates**

- How are large corporates looking at their future real estate needs?
- What are the evolving needs of corporate supply chains, and what opportunities does this present to private investors and operators?
- What are the priorities for corporate lease holder when it comes to design, well being and sustainability of buildings?

16.15 **Chair's Day one closing remarks**

16.20 **Networking drinks**

18.00 **End of day one**



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Day two – Wednesday 15<sup>th</sup> June 2022

## Essential real estate

08:30 **Registration and networking**

9.30 **Welcome & chair's opening remarks**

9.45 **Session 1: How are real estate investors looking to differentiate themselves in a competitive market?**

- To what extent are investors finding it difficult to deploy capital?
- Which alternatives will become institutionalised?
- How are fund managers adapting their investment thinking to meet the needs of the pandemic-hit environment?
- How are investor organising themselves to access 'niche' sectors?

10.45 Networking break

11.15 **Session 2: Keynote TBC**

11.45 **Session 3: Bites, Beds, Meds and Sheds: how to scale deployment in the new economy portfolio**

- Data centres, life sciences, resi and logistics – what's the amount of opportunity in these new economy sectors and their investment capacity?
- What resources are investors taking on to facilitate effective operational strategies?
- What strategies are investors pursuing to gain exposure in data centres and more broadly the digital economy?
- To what extent are data centres a real estate or infrastructure play?

12.30 Lunch

13.30 **Session 4: Hotels, office, retail: repurposing, divestment or investment?**

- Accounting for obsolescence risk when pricing assets?
- How are investors viewing opportunities in the hospitality, offices, and retail sectors?
- What are the been the lasting impact of the pandemic on demand in the most hard-hit sectors?



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- When, or will, distressed opportunities for discounted assets in these sectors emerge?
- To what extent are investor repositioning away from hard hit sectors?
- What types of assets remain attractive in sectors that have been negatively impacted by the pandemic?

### 14.15 **Session 5: How to create value through an operational strategy**

- How are different investors taking on operational risk and looking to gain critical mass in alternative markets?
- How are investors calculating the optimal value balance between operational excellence and the added cost incurred?
- What are the lessons learnt in working with operating partners?
- How are investors deciding when to integrate operational management and when to outsource?

15.00 Networking break

### 15.30 **Session 6: Investment opportunities in 'experience economy' real estate**

- As investor look to alternative areas of investment, how attractive are experience economy assets?
- What types of assets are 'experience economy' and what are their risk/return/yield profiles?
- To what extent do these investments allow for large deployment of capital?

16.15 **Chair's Day one closing remarks**

17.15 **Networking drinks**

18.30 **End of day one**



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Day three – Thursday 16<sup>th</sup> June 2022

## Debt & Financing Forum

08:30 **Registration and networking**

9.30 **Welcome & chair's opening remarks**

### *Financing real estate in the coming decade*

9.45 **Session 1: End of forbearance: what will be the impact on debt portfolios?**

- Looking back at the 'pandemic era' – what have been the main lessons learnt for lenders and borrowers?
- How are banks' real estate lending strategies in Europe changing and what will be the impact on alternative lenders?
- What are the expectations on the levels of distressed debt in the market in the coming few years?

10.45 **Networking break**

11.15 **Session 2: Borrowers' perspectives on the current financing climate**

- How are borrowers looking to raise capital in 2022 and beyond, and viewing the landscape of financing options?
- What are the main challenges in accessing finance from a borrower's point of view?
- How are borrower's finding responding to ESG data requests?

11.45 **Session 3: Innovation and digitisation in real estate lending**

- Where can AI help to streamline lending practices and risk management?
- What cost efficiencies does automation in real estate lending?
- How can tech and innovation be utilised for more effective portfolio management?

12.30 **Lunch**

13.30 **Session 4: How are lenders adjusting their underwriting to alternative sectors?**

- How are lenders going about gaining exposure to alternative asset types?



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- What are the main challenges in underwriting deals in life sciences, data centres and residential?
- How are lenders organising themselves when underwriting in large volumes?

### 14.15 **Session 5: Sustainability-linked loans: how are lenders incentivising impact and ESG in their portfolio?**

- Is the cost of financing increasing for unsustainable projects or assets?
- How significant is the data burden that comes with sustainability performance measurement and reporting for borrowers?
- What are the main challenges are faced by lenders in creating credible EST-orientated incentives to their borrowers?
- What are some of the more innovative models being applied in the market to engage borrowers?

15.00 Networking break

15.30 **Session 6 TBC**

16.15 **Chair's Day one closing remarks**

17.15 **Networking drinks**

18.30 **End of day one**

Day three - Thursday 16<sup>th</sup> June 2022

## PERE ESG & Impact Forum

9.00 **Welcome to day two & chair's opening remarks**

9.30 **Fund investors' perspectives on real estate sustainability**

- What information demands are fund investors making on their real estate fund managers when it comes to sustainability?
- Does investors' drive to clean their portfolios means inefficient and currently unsustainable assets are jettisoned rather than 'greened'?
- How high is sustainability on the agenda for different types of institutional investors?

10.15 **Leveraging ESG for value creation in real estate**



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- How can the influence of ESG in investment decision-making and asset management be maximised?
- What are the risks of ignoring a robust ESG effort?
- What examples do we have where ESG performance lead to higher valuation or yields?
- How are funds going about engaging tenets on sustainability and just how crucial is this as an aspect of ESG performance?
- How can funds plan a cost-efficient transition at the portfolio-level?

11.00 Networking break

### 11.30 Structuring and launching a real estate impact fund

- How much appetite is there from impact allocators for real estate orientated product?
- What are the main considerations when launching an impact offering or product?
- To what extent should 'impact investment' thinking be integrated into mainstream investments?
- To what extent are returns concessionary?

### 12.15 Creating an affordable housing investment strategy

- What are the best examples of affordable housing models around the world that have taken off?
- How crucial is collaboration with local and national government– and what the lessons learnt in engaging public institutions and bodies?
- How is 'affordability' calculated?
- How do investors that are looking to maximise returns balancing this with the need for 'affordable', below-market-rate rents?

13.15 Networking lunch

### 14.00 Going beyond a commitment: what does a net-zero real estate strategy mean in practice?

- How are managers measuring the carbon footprint from your existing portfolio?
- What are the main barriers being encountered on the net-zero pathway?
- How to reduce your energy usage in buildings via technology solutions?
- What are the leading frameworks which funds can use to build a climate strategy around?

### 14.45 Cutting operational and embodied carbon in real estate assets



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- To what extent should buildings be upgraded rather than built from scratch – what the carbon cost of new buildings relative to building upgrades?
- What are the extra capex requirements in making buildings green?
- What policies and practices can be applied to minimise 'embodied carbon' during construction?
- How are investors attempting to increase the sustainability of existing stock?
- To rebuild or upgrade – how can developers decide which route cuts the most carbon in the long-term?
- What are the main innovations in energy efficiency solutions in cutting operational carbon?

### 15.15 The role of natural capital solutions in achieving net zero

- What types of investments are part of a natural capital strategy and how are these applied to the built environment?
- To what extent should carbon credits be a part of a net zero portfolio claim?
- To what extent should forestry and other organic carbon capture investment be part of climate strategy?

### 16.00 End of conference



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