

PERE

# Europe Summit London 2022



## PERE Europe Summit 2022

Featuring 3<sup>rd</sup> REC Borrowers & Lenders 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 Forum 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	<b>Investor day</b>	
Day 2 – 15 <sup>th</sup> June	<b>Essential Real Estate</b>	
Day 3 – 16 <sup>th</sup> June	<b>PERE ESG and Impact Forum</b>	<b>Real Estate Capital Europe Forum</b>



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### 2022 speakers

1. Frans Heijbel, Head of International Real Assets, **Alecta**
2. Stephane Jalbert, Managing Director, Head of Asia-Pacific and Europe, Real Estate Investments, **PSP Investments**
3. Paul Tebbit, Managing Director, **BlackRock**
4. Martin Towns, Deputy Global Head of Real Estate, **M&G Real Estate**
5. Robert-Jan Footse, Head of European Property Investments, **APG Asset Management**
6. Karim Habra, Head of Europe and Asia-Pacific, **Ivanhoé Cambridge**
7. Lennart van Mierlo, Head of Commercial Real Estate Debt, **NN Investment Partners**
8. Jonathan Jay, Partner, **Conduit Real Estate**
9. Laura Craft, Global Strategy & Investment ESG, **Heitman**
10. Roxana Isaiu, Chief Sustainability Officer, **GRESB**
11. Stephane Villemain, Vice President - Corporate Social Responsibility, **Ivanhoé Cambridge**
12. Jose Pellicer, Head of Investment Strategy, **M&G Real Estate**
13. Pooja Patel, Principal, Real Estate, **StepStone Group**
14. Michela Hancock, Managing Director, Europe, **Greystar**
15. Sophie van Oosterom, Global Head of Real Estate, **Schroders**
16. Andrea Orlandi, Managing Director and Head of Real Estate Investments - Europe, **CPP Investments**
17. Derk Welling, Senior Responsible Investment & Governance Manager - Real Estate investments, **APG Asset Management**
18. Joanne McNamara, Executive Vice President, Europe and Asia-Pacific, **Oxford Properties**
19. **Greenstreet**, speaker TBC
20. Sarah Acheson, Investment Director – Real. Estate, **Cambridge Associates**
21. Roujin Mansour, Senior Investment Analyst, **AustralianSuper**

More speaker TBC

Tuesday 14<sup>th</sup> June 2022

## Investor day

- 08:00 **Registration opens and networking breakfast**
- 8.15 **Investor breakfast (invite only)**
- 9.00 **PERE welcome**
- 9.15 **View from the commentary box**
- 9.30 **Welcome & chair's opening remarks**



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### *Investor day*

#### 9.45 **Europe's institutional investor panel: what does real estate investing look like in the next decade?**

- How are fund investors looking to adjust their allocations in 2022 and beyond?
- Which sectors are investors prioritising and what types are product resonate the most at present?
- What is investors' appetite for specialist vs generalist managers?
- To what extent are inflationary concerns making real estate a more attractive destination for capital?
- How are investors viewing the impact of inflation on their investments and strategy going forward?
- What is investor appetite for 'alternative' investment types such as SPACs, REITs and proptech funds?

10.45 Networking break

11.15 **Keynote #1**

#### 11.45 **Europe as an investment destination**

- Hear from global institutional investors give their perspective on Europe as a place to put their capital
- What are the key risks, opportunities and barriers that global investors see when assessing the region?
- How does the region compare to other geographies and markets
- Which sectors and strategies are non-European investors looking to get exposure to?
- What unique opportunities does Europe offer relative to other markets globally?

12.30 Lunch

13.30 **Keynote #2**

#### 14.15 **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?



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15.00 Networking break

15.30 **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 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?

16.15 **Chair's closing remarks**

16.20 **Networking drinks**

18.00 **End of day one**

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 **Overview of leading fund manager strategies**

- To what extent are investors finding it difficult to deploy capital?
- How are managers thinking about inflation?
- What strategies are helping managers to hedge and diversify risk such as mixed-use?
- 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?
- To what extent are manager pursuing 'contrarian strategies' in retail and offices?

10.45 Networking break

11.15 **Keynote #3**



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**11.45 Bites, Beds, Meds: how to scale deployment in the 'new economy' portfolio**

- Data centres, life sciences, resi– 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?
- What are the unique challenges and risks in building an operational model in emerging sectors?

12.30 Lunch

**13.30 Deep dive into contrarian strategies: where are value-add and opportunistic managers looking for returns?**

- 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?
- 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 Too hot to ignore: exploring the next phase of logistics and industrial investment**

- What the landscape of the logistics and industrial market in Europe?
- What is the outlook on capital flows and yield compression for the market?
- What is the outlook on fundamental of supply-demand and trends in ecommerce in Europe?
- How are investors looking to future-proof their assets?
- What are the prospects for multistorey industrial in the UK?
- How to make value add returns from current land values in industrial?
- What are the economics of value-add development in industrial assets?

15.00 Networking break

**15.30 Building platforms: 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?



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- What are the lessons learnt in working with operating partners?
- How are investors deciding when to integrate operational management and when to outsource?

16.15 **Chair's closing remarks**

16.30 **Networking drinks**

18.00 **End of day one**

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

## REC Borrowers & Lenders Forum

8.00 **Registration and networking**

9.00 **Welcome to REC Borrowers & Lenders Forum & chair's opening remarks**

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

9.05 **Outlook of the real estate debt and finance market in Europe**

- What will be the impact of inflation and rising interest rates on the real estate finance market in the coming 2-3 years?
- How are institutional investors looking at the role of real estate debt within their portfolios?
- What have the most notable deals taking place in the market in the last year?
- How liquid are emerging sectors within the European market?

9.50 **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?

10.30 **Keynote Q+A: a leading borrower's view**

11.00 **Networking break**



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**11.30 Borrowers' perspectives on the current financing climate**

- To what extent are borrowers now comfortable with borrowing from non-bank lenders?
- How are borrowers looking to raise capital in 2022 and beyond?
- How are borrowers evaluating and diversifying different sources of finance?
- 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?

**12.15 Lending to 'hard-hit' sectors: offices, retail and hospitality**

- At what price do more risky sectors become attractive to lenders?
- How have lending volumes to 'embattled' real estate sectors fared over the covid period?
- To what extent is retail activity bounced back?
- How are lenders vetting opportunities in traditional sectors and have there been significant adjustments to their risk appetite/underwriting?

13.00 Lunch

**13.30 How are lenders accessing opportunities in emerging sectors?**

- How liquid are the 'hot' sectors such as single-family rentals, healthcare and content creation?
- How are lenders going about gaining exposure to alternative asset types?
- 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 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?

15.30 Networking break

**16.00 Innovation and digitisation in real estate lending**

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- 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?

16.30 Concluding session - TBC

17.00 **Closing remarks and REC Borrowers & Lenders Forum**

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

## PERE ESG & Impact Forum

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

9.05 **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?

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

- 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 tenants 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?

10.30 **Overview of regulatory developments and the implications for real estate**

- Making sense of SFDR, are you an article 8 or article 9 fund and what are the implications?
- How can you create value out of SFDR and EU taxonomy and help to position as an investor?



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- What are the most notable upcoming regulations across key jurisdictions such as the FCA and EU?
- Discover where the key legal risks are when making impact claims and how efforts to stamp-out impact washing will evolve

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?

13.00 Networking lunch

### 14.00 Applying wellness as a value add to real estate assets

- What does the concept of 'wellness' in a real estate context?
- How is wellness calculated and to what extent does it add a premium to rents and tenet satisfaction?
- What example exist of buildings that have high 'wellness' ratings?
- How can the concept best be applied in different sectors?

### 14.45 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?



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15.30 Networking break

16.00 **To rebuild or upgrade: calculating embodied carbon in real estate assets**

- 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?

16.45 **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?

17.15 **Closing remarks and end of conference**



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