

PERE

Europe Summit London 2022



PERE Europe Summit 2022

Featuring 3rd Borrowers & Lenders Forum and 1st ESG & Impact Forum

14-16 June 2021 | Hilton London Tower Bridge, London, UK

Secure allocations. Build relationships. Find investments

Agenda overview

Day	Themes	
Day 1 – 14 th June	Investor Day	
Day 2 – 15 th June	Essential Real Estate	
Day 3 – 16 th June	PERE ESG & Impact Forum	Real Estate Capital Europe Borrowers & Lenders Forum

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Tuesday 14th June 2022

Investor day

(All delegates welcome to attend)

08:00 **Registration opens and morning coffee**

9.15 **PERE welcome**

Adam Smallman, Director of Membership Programs, **PERE**

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

Nick Hill, Head of Distribution, **Optimum Asset Management**

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?



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- 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?

Moderated by **Paul Gibson**, Chief Investment Officer - EMEA Direct Real Estate Strategies, **CBRE Investment Management**

Robert-Jan Foortse, Head of European Property Investments, **APG Asset Management**

Andrea Orlandi, Managing Director and Head of Real Estate Investments - Europe, **CPP Investments**

Lee Marshall, Head of Real Estate, **Pension Protection Fund**

Joanne McNamara, Executive Vice President, Europe and Asia-Pacific, **Oxford Properties**

Helena Olin, Head of Real Assets, **AP2**

10.45 Networking break

11.15 **Morning keynote: Q+A with Bouwinvest: finding returns in a new real estate climate**

- Hear from the CIO of international investments of Bouwinvest, the €14.1 billion specialist Dutch real estate investor
- Discover priorities for indirect real estate exposure in Europe and globally in the coming years
- Learn more on Bouwinvest's evolving investment approach and where they're looking to find risk-adjusted returns
- Understand which sectors, geographies and strategies are resonating most with one of Europe's leading fund investors

Interviewed by **Nick Hill**, Head of Distribution, **Optimum Asset Management**

Stephen Tross, Chief Investment Officer - International Investments, **Bouwinvest**

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?



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- 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?

Moderated by **Richard Pilkington**, Senior Managing Director, Head of European Real Estate, **Cain International**

Tracy Stroh, Managing Director, **GIC Real Estate**

Annette Kröger, CEO North & Central Europe, **Allianz Real Estate**

Jay Kwan, Managing Director, Head of Europe, International Real Estate, **QuadReal Property Group**

12.30 Lunch

13.30 **Afternoon keynote: Getting ahead of the curve - a deep dive into AXA's real estate strategy**

Hear from one of the global leaders in real estate – Isabelle Scemama, Global Head of AXA IM Alts and Chief Executive Officer of AXA IM - Real Assets – to hear an in-depth discussion on how the €110bn investor has developed its strategy to stay one step ahead of the pack in a fiercely competitive market.

- How is AXA IM Alts leading the market in new sectors like life sciences while re-inventing established sectors like office?
- As more and more of its real estate investing becomes direct, what does AXA IM look for in its real estate partners?
- How is the concept of flexibility being implemented in repositioning properties in office and other sectors?
- What opportunities are presented by asset obsolescence – and how is AXA IM Alts futureproofing its real estate assets?
- How is ESG being incorporated into its investment, development and repositioning strategies?

Moderated by **Evelyn Lee**, Editor, **PERE**

Isabelle Scemama, Global Head of AXA IM Alts and Chief Executive Officer of **AXA IM - Real Asset**

14.00 **Climate strategy and the built environment**

- How are assets owners implementing net zero commitments as they pertain to real assets?



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- How are appraisers considering climate risk in valuations and transactions?
- How are institutional investors looking to identify, quantify and integrate climate risk into their investment decision making?
- How are climate considerations influencing manager selection and location/sector exposure and acquisitions?
- How are LP implementing their net zero commitments in practice?
- What data are LPs requesting from their managers when it comes to carbon emissions?

Moderated by **Tzvete Doncheva**, International Investor Relations Lead, **PropTech1**

Cornel Widmer, Managing Director, Head of Group Real Estate, **Zurich Insurance**

Sophie van Oosterom, Global Head of Real Estate, **Schroders**

Daniel McHugh, Chief Investment Officer, Real Assets, **Aviva Investors**

14.45 Innovations and emerging opportunities in real estate credit

- What strategies are some of Europe's leading debt funds pursuing?
- How are institutional investors viewing the role of debt with their portfolios in the next 5 years?
- What's new products and innovation are up and coming in the market such as Sale & Lease Backs and Nett Leases?
- What opportunities does debt offer to the portfolio mix that equity investments lack in the new real estate market?
- How are investors looking to gain exposure to the debt market in Europe and globally?

Moderated by **Anne Gales**, Partner, **Threadmark**

Ralf Kind, Managing Director, Head of Real Estate Debt, **Edmond de Rothschild REIM**

Garett Bjorkman, Managing Director, Portfolio Oversight, **CIM Group**

Bryan York Colwell, Co-Founder and Managing Partner, **LCN Capital Partners**

15.30 Networking break

16.00 Your customers' customer: insight into the real estate needs of occupiers

- 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, wellbeing and sustainability of buildings?



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Moderated by **Mary-Louise Gray**, Chief Operating Officer, Occupier Services EMEA, **Colliers**

Shaun Dawson, Head of Insights, **DeVono**
Jonathan Jones, Group Property Director, **Meggitt**
Shiraz Jiwa, CEO, **The Valesco Group**

16.45 Chair's closing remarks

Nick Hill, Head of Distribution, **Optimum Asset Management**

17.00 Networking drinks

18.00 End of day one

Day two – Wednesday 15th June 2022

Essential real estate

8.30 Registration and morning coffee

9.30 Welcome & chair's opening remarks

Sean Egan, CEO, **Egan-Jones Ratings Company**

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?

Moderated by **Sean Egan**, CEO, **Egan-Jones Ratings Company**

Paul Tebbit, CIO, European Real Estate, **BlackRock**
Martin Towns, Deputy Global Head of Real Estate, **M&G Real Estate**



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Jolly Singh, Principal, Portfolio Oversight, **CIM Group**
Tami Chuang, Managing Director, Client Relations Capital Raising, **Heimstaden**

10.45 Networking break

11.15 **Keynote: Macroeconomic trends and the implications for real estate investing**

- Discover how to align your investment strategy to the evolving economic picture in Europe and globally
- Hear from a leading economist on the macroeconomic trends influencing real estate investing in the coming years
- Learn about the impact of demographics and inflation on the global real estate market

Sabina Reeves, Chief Economist & Head of Insights & Intelligence, **CBRE Investment Management**

11.45 **How to scale deployment in the ‘new economy’ portfolio**

- Data centres, life sciences, residential and other social infrastructure – what’s the amount of opportunity in these new economy sectors and their investment capacity?
- What will be the new normal for hospitality demand and how are funds navigating investment in the sector?
- 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?

Moderated by **Sarah Acheson**, Investment Director – Real. Estate, **Cambridge Associates**

Michael Swank, Senior Managing Director, **Blackstone**
Adrian Ion, CFO, **Therme Group**
Ljiljana Macdonald, Managing Director, Distribution, **Optimum Asset Management**
Dhwanit Zaveri, Vice President, **PIMCO**

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?



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- How are investors viewing opportunities in the hospitality, offices, and retail sectors?
- What have 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 investors repositioning away from hard hit sectors?
- What types of assets remain attractive in sectors that have been negatively impacted by the pandemic?

Moderated by **Cristina Garcia-Peri**, Senior Partner, **Azora**

Stéphane Theuriau, Partner and the Head of BC Partners Real Estate, **BC Partners**
Anuj Mittal, Managing Director, Head of Europe Real Estate, **Angelo Gordon**
Keith Breslauer, Managing Director & Senior Partner, **Patron Capital**
Blake Loveless, Head of Value-Add Investments, **LaSalle Investment Management**

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

- What is 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 fundamentals 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?

Moderated by **Lisa Graham**, Director EMEA Industrial & Logistics Research & Strategy, **JLL**

Joseph Ghazal, Chief Investment Officer Europe, **Prologis**
Jonas Andersson, Managing Partner & CFO, **Slättö**
Kari Pitkin, Head of Business Development, **Allianz Real Estate**
Per Mario Floden, European Investments, **GLP Capital Partners**

15.00 Networking break

15.30 **Finding opportunities amongst the more nascent sectors**

- Asset classes that have already 'crossed over' to becoming more mainstream and how they've performed since
- Asset classes poised for expansion
- Infrastructure-like asset classes – can these offer opportunity for real estate mandates?

Andrew Simmons, Managing Director, **Green Street**



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15.50 **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?
- What are the lessons learnt in working with operating partners?
- How are investors deciding when to integrate operational management and when to outsource?

Moderated by **James Jacobs**, Managing Director, **Lazard**

Michela Hancock, Managing Director, Europe, **Greystar**
Karim Habra, Head of Europe and Asia-Pacific, **Ivanhoé Cambridge**
Renaud Haberkorn, Managing Partner - Real Assets, **Eurazeo**
Christian Fladeland, CIO, **Heimstaden**

16.40 **Chair's closing remarks**

Sean Egan, CEO, **Egan-Jones Ratings Company**

17.00 **End of day two**



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Day Three – Thursday 16th June 2022

Real Estate Capital Europe Borrowers & Lenders Forum

8.00 **Registration**

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

Adam Buchler, co-founder and Managing Director, **BBS Capital**

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?
- What have been the most notable deals taking place in the market in the last year?
- How liquid are emerging sectors within the European market?
- What are the expectations on the levels of distressed debt in the market in the coming few years?
- How are banks' real estate lending strategies in Europe changing and what will be the impact on alternative lenders?
- Looking back at the 'pandemic era' – what have been the main lessons learnt for lenders and borrowers?

Moderated by **Daniel Cunningham**, Editor, **Real Estate Capital**

Craig Prosser, Managing Director, Head UK Real Estate Finance, **LBBW**

Natalie Howard, Head of Real Estate Debt, **Schroders Capital**

Curth-C. Flatow, Managing Partner, **FAP Group**

Jaime Martinez, Head of Alternative Financing, **Stoneweg**

9.50 **Large loan syndications in Europe**

- What are the challenges faced by underwriters in large loan deals?
- What is borrowers' preference for clubs relative to one bank financing solutions?
- Liquidity sources for real estate debt

Moderated by **Balaji Nagabhushan**, Co-Founder and Partner, **Conduit Real Estate**



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Nicola Free, Managing Director, Head of CRE, EMEA, **Wells Fargo Bank**
Mark van de Wiel, Head of CRE Debt Transactions, **NN Investment Partners**
Bruno Dord, Head of Real Estate Financings - Paris Hub, **Allianz Real Estate**
Sally Hurst, Director, Debt Strategy & Origination, **M&G Real Estate**

10.30 Keynote Q+A: a leading lender's view of the real estate finance market

David White, Head of Real Estate Debt Strategies, **LaSalle Investment Management**

Q+A led by **Candice Sammeroff**, Business Development, **BBS Capital**

11.00 Networking break

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?

Moderated by **Aida Feriz**, Executive Director, **Wimmer Family Office**

Nunzio Laurenziello, Head of Debt Investments, **Generali Real Estate**
Dominique Cachelin, Group Treasurer, **GLP Europe**
Steven Gower, Head of Treasury, **Savills Investment Management**
Mark L. Epstein, Chief Financial Officer, **McArthurGlen Group**

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

- 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?

Moderated by **Adam Buchler**, co-founder and Managing Director, **BBS Capital**

Jonathan Jay, Partner, **Conduit Real Estate**



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Rahul Sule, Co-head, EMEA & APAC CRE Finance & Special situations, **JPMorgan Chase & Co.**

Ben Barbanel, Head of Debt Finance, **OakNorth Bank**

Britta Drexler, Principal, **Apollo Global Management**

13.00 Lunch

14.00 **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?

Moderated by **Jonathan Jay**, Partner, **Conduit Real Estate**

Lorcain Egan, Head of Lending, Europe, **Starwood Capital Group**

Philippe Deloffre, Managing Director, Real Estate, Head of European Debt Origination, **ICG Real Estate**

Arthur Jennings, Managing Director, **Cain International**

14.45 **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?

Moderated by **Sophie Littler**, Associate Director, Fundraising & Investor Relations, **LendInvest**

Markus Beran, Head of Origination International Investors, **Berlin Hyp**

Gavin Eustace, Founding Partner, **Silbury Finance**

Katie Moretti, Managing Director, Real Estate Debt, **Barings**

15.30 **Closing remarks**

Adam Buchler, co-founder and Managing Director, **BBS Capital**



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15.45 **End of conference**



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Day three - Thursday 16th June 2022

PERE ESG & Impact Forum

8.00 Registration

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

Louise Ellison, Chief Commercial Officer, **Longevity Partners**

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 mean inefficient and currently unsustainable assets are jettisoned rather than 'greened'?
- How high is sustainability on the agenda for different types of institutional investors?

Moderated by **Toby Mitchenall**, Senior Editor, ESG and Sustainability, **New Private Markets**

Derk Welling, Senior Responsible Investment & Governance Manager - Real Estate investments, **APG Asset Management**

Pooja Patel, Managing Director, **StepStone Group**

Anna Shiel, Head of Origination, **Big Society Capital**

Tim Barlow, Managing Director, **CPP Investments**

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 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?

Moderated by **Basil Demeroutis**, Managing Partner, **FORE Partnership**

Jose Pellicer, Head of Investment Strategy, **M&G Real Estate**

Caroline Hill, Managing Director, Europe Real Estate ESG, **Blackstone**

Aleksandra Njagulj, Managing Director, Global Head of ESG, Real Estate, **DWS Group**



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10.30 Overview of regulatory developments and the implications for real estate

- How can you create value out of SFDR and EU taxonomy as an investor?
- 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

Moderated by **Patrick Rogers, Longevity Partners**

Vivienne King, Head of Real Estate Social Impact, **The Good Economy**
Ruth Knox, Partner, ESG & Impact, **Kirkland & Ellis**

11.00 Networking break

11.30 Real estate impact investments: an overview of opportunities, funds and innovations

- 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?

Moderated by **Vlad Masinsky**, Head of Strategic Partnerships, **Sharry**

Charlie Jacques, Head of Sustainability and Impact Investment, Real Estate, **Schroders Capital**
Maggie Loo, Partner, **Bridges Fund Management**
Simon Chisholm, Chief Investment Officer, **Resonance**
Whitney Lutgen, Partner, Law, **MJ Hudson**

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?



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Moderated by **Ding Li**, Senior Strategy Consultant & Business Unit Lead, **Longevity Partners**

Peter Denton, Chief Executive Officer, **Homes England**

Shamez Alibhai, Head of Community Housing and Managing Director, **Man Group**

Catherine Raynsford, Director, **Hyde Group**

Adam Shah, Sr. Managing Director, Real Estate, **Blackstone**

13.00 Networking lunch

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

- What does the concept of 'wellness' mean 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?

Moderated by **Tzvete Doncheva**, International Investor Relations Lead, **PropTech1**

Adrian Ion, CFO, **Therme Group**

Daniel Hajjar, Managing Principal, **HOK**

Shiraz Jiwa, CEO, **The Valesco Group**

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?

Moderated by **Chandra Eastwell**, Associate Director – Sustainability, **Macquarie Infrastructure and Real Assets**

Hala El Akl, Senior Director of ESG and Operations, **Oxford Properties Group**

Alexandra Ingram, Head of Sustainability, Capital Markets, EMEA, **JLL**

Abigail Dean, Global Head of Strategic Insights, **Nuveen Real Estate**

15.30 Networking break



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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?

Moderated by **Snehal Shah**, Reporter, **New Private Markets**

Martin Gettings, Head of ESG Europe - Real Estate, **Brookfield**

Basil Demeroutis, Managing Partner, **FORE Partnership**

Dr Dorte Rich Joergensen, Associate Principal, **Elementa Consulting**

16.45 Closing remarks

Louise Ellison, Chief Commercial Officer, **Longevity Partners**

17.00 End of conference



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