

# Borrowers & Lenders Forum

## Europe Summit 2022

## Real Estate Capital Europe Borrowers & Lenders Forum

16 June 2022 | Hilton London Town Bridge

On Day 3 of the [PERE Europe Summit 2022](#), the **Real Estate Capital Europe Borrowers & Lenders Forum** will connect Europe's preeminent real estate lenders with borrowers, developers, and advisors across the region.

Focused on understanding the needs of European real estate borrowers, **discover lending opportunities across sectors and markets to diversify your portfolio** and find the clients of tomorrow.

### Confirmed speakers:

- 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**
- Daniel Cunningham, Editor, **Real Estate Capital**
- 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**
- 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**
- Adam Buchler, co-founder and Managing Director, **BBS Capital (TBC)**
- Jonathan Jay, Partner, **Conduit Real Estate**
- Rahul Sule, Co-head, EMEA & APAC CRE Finance & Special situations, **JPMorgan Chase & Co.**
- Ben Barbanel, Head of Debt Finance, **OakNorth Bank**
- Lorcaín Egan, Head of Lending, Europe, **Starwood Capital Group**
- Philippe Deloffre, Managing Director, Real Estate, Head of European Debt Origination, **Intermediate Capital Group**
- Arthur Jennings, Managing Director, **Cain International**
- Britta Drexler, Principal, **Apollo Global Management**
- Markus Beran, Head of Origination International Investors, **Berlin Hyp**
- Gavin Eustace, Founding Partner, **Silbury Finance**
- Katie Moretti, Managing Director, Real Estate Debt, **Barings**
- Dave White, Managing Director, Debt Investments, **LaSalle Investment Management**



For program information:  
**Boris Petrovic**  
[boris.p@peimedia.com](mailto:boris.p@peimedia.com)

For sponsorship opportunities:  
**Sponsorship Team**  
[peresponsorship@peimedia.com](mailto:peresponsorship@peimedia.com)

For registration queries:  
**Customer Services**  
[customerservices@peimedia.com](mailto:customerservices@peimedia.com)

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**Thursday 16 June 2022**

8.00 **Registration and networking**

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

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?

**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**

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

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

**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 borrower's view of the real estate finance market**

11.00 **Networking break**



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[boris.p@peimedia.com](mailto:boris.p@peimedia.com)

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**Sponsorship Team**  
[peresponsorship@peimedia.com](mailto:peresponsorship@peimedia.com)

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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?

**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**

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

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

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?

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



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**Philippe Deloffre**, Managing Director, Real Estate, Head of European Debt Origination,  
**Intermediate Capital Group**

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

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

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?

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

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

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

**Dave White**, Managing Director, Debt Investments, **LaSalle Investment Management**

15.30 **Closing remarks**

15.45 **End of conference**



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