

# Borrowers & Lenders Forum

## Europe Summit 2022

## Real Estate Capital Europe Borrowers & Lenders Forum

16 June 2022 | London

On Day 3 of the [PERE Europe Summit 2022](#), the **REC 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.

### Thursday 16 June 2022

08:30 **Registration and networking**

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

Financing real estate in the coming decade

9.45 **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?
- How will the increase in interest rates impact the real estate lending market?

10.45 **Networking break**

11.15 **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 **Operating partners' panel**

12.30 **Lunch**



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### 13.30 **How are lenders adjusting their underwriting to alternative sectors?**

- 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?

### 15.00 **Networking break**

### 15.30 **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?

### 16.15 **Chair's closing remarks**

### 16.30 **Networking drinks**

### 18.30 **End of Forum**



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