

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

8.00 **Registration and networking**

9.00 **Welcome to REC Borrowers & Lenders Forum & 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?
- 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

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

- To what extent are borrowers now comfortable with borrowing from non-bank lenders?



For program information:
Brix Sumagaysay
brix.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

For registration queries:
Customer Services
asiaevents@peimedia.com

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- 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

- 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?



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16.30 Concluding session - TBC

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

18.30 **End of forum**



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