

27 & 28 March



Spring
Conference
2012

An Olympic Challenge?

Conference Co-Chairs:

Rawle Howard, Director – Real Estate, BlackRock

Paul Lloyd, Executive Director – Head of Loan Servicing, CBRE

Andrew Petersen, Finance Partner, K&L Gates LLP

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Commercial Real Estate Finance Council®
EUROPE

CREFC-Europe Spring Conference 2012

An Olympic Challenge?



Tuesday 27 March

08:50 – 10:00 **E-IRP® Committee Meeting**

10:15 – 11:15 **Regulatory Committee Meeting – Committee Members Only**

11:30 – 18:00 **Registration Open**

11:45 – 13:00 **The Deleveraging of Banks**

- Why do banks need to deleverage?
- The process and the challenges
- How do we create credit?
- Winners and Losers
- Effects on CRE and CRE Finance

Moderator:

Matthew Webster, Managing Director – Global Head of Real Estate, HSBC Bank Plc

Panellists:

Donald Belanger, Managing Director, Deutsche Bank AG London

James Katchadurian, Executive Vice President, EPIQ Systems

Andrew Jenke, Director Portfolio Solutions Group, KPMG LLP

Teodora Shamandoura, Advisory – EMEA, PIMCO

Rajesh Sivaraman, Managing Director, The Royal Bank of Scotland

13:00 – 14:15 **Networking Lunch**

13:15 – 14:15 **Servicer Committee Meeting – Committee Members Only**

14:15 – 15:15 **Sources of Financing Opportunities** Sponsored by

**PAUL
HASTINGS**

- Vendor Financing
- Third Party Financing
- Private Equity
- Structuring – Investment Vehicles
- Does the regulated sector have a chance against the shadow banking system?
- Who's investing? An increase in US investors?

Moderator:

Richard Spencer, Executive Director, Goldman Sachs International

Panellists:

Anil Khera, Principal, The Blackstone Group International Partners LLP

Dilip Awtani, Managing Director, Colony Capital

Hans Vrensen, Global Head of Research, DTZ

Simon Dunne, Director, Savills Capital Advisors

15:15 – 15:45 **Afternoon Tea** Sponsored by **ALLEN & OVERY**

15:45 – 16:30 **Standardisation – Necessary, Sufficient?**

- Does it mean one size fits all?
- Do we need it?
- Who benefits?
- Can this be executed across Europe?

Moderator:

Jim O'Leary, Director, Capita Asset Services

Panellists:

Peter Denton, Head of Real Estate Finance, BNP Paribas

Paul Lewis, Senior Director, CBRE Loan Servicing

Stacey Flor, Director – Relationship Management, Eurohypo AG

Emily Hadley, Head of Commercial Real Estate Servicing, Oakwood

Conor Downey, Partner, Paul Hastings (Europe) LLP

16:35 – 17:15 **GUEST SPEAKER**

Kamal Ahmed, Business Editor, The Sunday Telegraph

17:30 – 19:30 **Opening Networking Reception** Sponsored by

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to all registered delegates

contact:
cwilkie@eu.crefc.org

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Wednesday 28 March

08:30 – 15:45 Registration Open

08:30 – 09:30 Breakfast

09:30 – 09:40 Welcoming Remarks

Andrew Petersen, Conference Co-Chair, Finance Partner, K&L Gates LLP

09:45 – 10:30 KEYNOTE SPEAKER

European Market Overview

Trevor Williams, Chief Economist, Lloyds Corporate Markets

10:30 – 11:15 Ticking Time Bomb: CMBS and Loan Maturities – Challenges in 2012 Sponsored by



- What happens when there is a funding gap?
- Primary versus secondary assets
- Workouts/Restructuring
- Refinancing Opportunities

Moderator:

Lee Galloway, Senior Vice President, PIMCO

Panellists:

Peter Hansell, Head of Property, Cairn Capital

Serenity Morley, Senior Manager, Capita Asset Services

Natale Giostra, Executive Director, CBRE Ltd

Matthew Grefsheim, Director – Special Servicing, Hatfield Philips International

Toby Cohen, Director, Rothschild

11:15 – 11:45 Morning Coffee Sponsored by



11:45 – 12:30 New Lending and Deleveraging Continued... Sponsored by



- Why are banks selling? Does it make economic sense?
- Deal structures and big Issues
- Who finances portfolio sales?
- Is vendor financing necessary?

Moderator:

Toni Meyer-Walker, Managing Director, CWC Capital Real Estate Solutions

Panellists:

Martin Farinola, Executive Director, Goldman Sachs International

Lynda Shillaw, Managing Director, Corporate Real Estate, Lloyds Banking Group

Jordi Goetstouwers Odena, Managing Director, LoneStar Management Europe Ltd

Jamil Farooqi, Director, M&G Investments

Steve Clegg, Senior Director, RBS Global Restructuring Group

12:30 – 13:45 Lunch

13:45 – 14:30 The Future Role of the Credit Rating Agencies Sponsored by



- Do ratings matter?
- The rating criteria and their differences
- Do the rating agencies add value?

Moderator:

Stephen Moller, Partner, K&L Gates LLP

Panellists:

Clive Bull, Director, Deutsche Bank AG London

Scott Goedken, European CMBS Consultant, DBRS Ratings Ltd

Simon Collingridge, Managing Director, Head of Outreach EMEA Structured Finance, Standard & Poor's

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Wednesday 28 March

14:30 – 15:15

Private Equity and Real Estate Funds Sponsored by

- Absence of senior debt funds
- Sources of capital
- Senior stretch?
- Mezzanine funds



Moderator:

Michael Zerda, Director – Special Situations, LaSalle Investment Management

Panellists:

Russell Jewell, Managing Director, Head of European Private Equity Funds, AEW Europe

James Mellors, Director, Head of Marketing and Client Support, BlackRock

Joe Pedlow, Managing Director, The Blackstone Group International Partners LLP

Cyrus Korat, Senior Investment Manager, Duet Private Equity Limited

James Jacobs, Director, Lazard & Co. Limited

15:15 – 15:45

Afternoon Tea

15:45 – 16:45

Key Discussion: Back to the Past and into the Future

- The Conference Co-Chairs and selected panellists will review the past 1.5 day Conference and project their views on the Future of the CRE industry

Moderator:

Andrew Petersen, Partner, K&L Gates LLP

Panellists:

Rawle Howard, Director – Real Estate, BlackRock

Paul Lloyd, Executive Director – Head of Loan Servicing, CBRE

Christian Janssen, Chairman, CREFC Europe

Managing Director, Head of CRE Debt Capital Markets – Europe, Jefferies International Limited

Matthew Webster, Managing Director – Global Head of Real Estate, HSBC Bank Plc

16:45 – 17:00

Closing Remarks

Christian Janssen, Chairman, CREFC Europe

Managing Director, Head of CRE Debt Capital Markets – Europe, Jefferies International Limited

17:00 – 19:00

Closing Reception Hosted by **K&L | GATES**

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to secure meeting rooms
as early as possible

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