

AUTUMN CONFERENCE 8 NOVEMBER 2023



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OPPORTUNITIES**

Conference Planning Committee



Ruth Harris
Partner
Ashurst



Abbie Wiggins
Associate Director
Lloyds



Jennie Dorsaint
Partner
Norton Rose Fulbright



Mary Hamilton
Managing Director
Head of Debt Asset Management
PGIM Real Estate



Dean Harris
Executive Managing Director
Trimont

CONFIRMED SPEAKERS TO DATE



Oliver Light
Director, Real Estate
Accenture



Chinyelu Oranefo
Director, Sustainability & ESG Finance
Lloyds



Ruth Harris
Partner
Ashurst



Abbie Wiggins
Associate Director
Lloyds



Anna Tsartsari
Co-Founder & Managing Director
BE Design



Alison Lambert
CFO/COO
Martley Capital



Chris Gow
Head of Debt & Structured Finance
CBRE



Jennie Dorsaint
Partner
Norton Rose Fulbright



Nick Knight
Head of Valuation
CBRE



Mary Hamilton
Managing Director
Head of Debt Asset Management
PGIM Real Estate



Arron Taggart
Head of UK Investment
Cheyne Capital



Gareth Williams
Head of Real Estate Finance
QSix



Reena Banga
Assistant Legal Counsel (Real Estate)
Cheyne Capital



Axel Brinkmann
European Head, Real Estate Capital Partners
and Real Estate Corporate Banking
RBC



Richard Pickering
Head of Innovation – EMEA
Cushman & Wakefield



David Partridge
Chairman
Related Argent



Gwendal Kalkofen
Managing Director, Head of Real Estate Finance
Europa



Charles Golding
Senior Specialist, Valuation & Investment Advisory
RICS



Liz Martins
UK Economist
HSBC



Daniel Hulme
CEO
Satalia



Emily Chadwick
Head of ESG & Risk, Value & Risk Advisory EMEA
JLL



Robin Rivaton
CEO
Stonal



Emma Winning
Partner, Head of Equity Advisory
Knight Frank



Dean Harris
Executive Managing Director
Trimont

AGENDA

08.30 – 09.10 Registration & Networking Breakfast



09.10 – 09.20 Welcoming Remarks

09.20 – 10.20 KEYNOTE: Macro-economic Environment

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Liz Martins, UK Economist, HSBC

Liz Martins joined HSBC in 2010 in the Dubai office, where she covered 15 Middle Eastern economies, during the turbulent period of the Arab Spring, bringing HSBC's view on the region to clients across the world. In 2014, she moved to the London office to join the global and European Economics teams. Since 2016 she has led HSBC's analysis of the UK economy, including the key task of navigating the economic landscape following the UK's vote to leave the EU.

She regularly presents HSBC's views to institutional and corporate clients up and down the country. She holds Bachelors and Masters degrees from Cambridge University.

10.25 – 11.25 KEYNOTE: The Future of Cities

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Richard Pickering, Head of Innovation – EMEA, Cushman & Wakefield

Richard is a real estate strategist, thought leader and innovator. He is a futurist and keynote speaker on the evolution of real estate and publishes a regular industry blog and podcast on these subjects. He is co-author of the recently published book, 'Reworking the Workplace'.

Trained as a lawyer and a chartered surveyor, Richard's career has focused on urban renewal, economics, regeneration, technology and corporate strategy, in which areas he has advised leading developers, investors and the public sector.

Richard holds the role of Head of Innovation for Cushman & Wakefield in EMEA, where he drives business transformation to align with emerging industry value models.

11.25 – 11.50 NETWORKING BREAK

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11.50 – 14.30

REAL ESTATE FINANCE MARKET OUTLOOK

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11.50 – 12.20

State of the Market Presentations Snapshot presentations

Speaker: Chris Gow, Head of Debt & Structured Finance & Nick Knight, Head of Valuation, CBRE

12.20 – 12.50

Where are we heading?

How will the financing gap be filled? What are investors seeing and looking for on a forward basis?
What are lenders & syndicates looking for from existing borrowers in dealing with existing loans?

Panel moderated by: Dean Harris, Executive Managing Director, Trimont

Panellists:

Gwendal Kalkofen, Managing Director, Head of Real Estate Finance, Europa
Emma Winning, Partner, Head of Equity Advisory, Knight Frank
Alison Lambert, CFO/COO, Martley Capital
Gareth Williams, Head of Real Estate Finance, QSix

12.50 – 14.00

LUNCH & ROUNDTABLES

Grab-&-go lunch time discussions
Topics to be announced

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14.00 – 14.30

Opportunities ahead – alternative assets

A range of sectors (e.g. Life sciences, PBSA, Co-Living, leisure assets, cold storage, operational assets) seem to be promising alternatives to reposition more challenging assets. What opportunities lie ahead for these types of assets?

Panel moderated by: Ruth Harris, Partner, Ashurst

Panellists:

Arron Taggart, Head of UK Investment, Cheyne Capital
TBC, Deutsche Bank
Mary Hamilton, Managing Director, Head of Debt Asset Management, PGIM Real Estate

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14.35 – 16.30

THE PRACTICALITIES & REALITIES OF ESG

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14.35 – 15.15

Spotlight on Market Development UK Net Zero Carbon Buildings Standard

An interview with David Partridge, Chairman, Related Argent,
Chair of the UK Net Zero Carbon Buildings Standard Board

15.15 – 15.45

AFTERNOON TEA

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15.45 – 16.00 **The economics of transition**

What is the size of the gap to Net Zero by 2050? What is the cost of the pathway to EPC B and net zero? What are the cost/benefits of 'greening' assets? What are some of the solutions in the market, now and future prospects? What might be the impact of standards/certifications being implemented and becoming the 'norm' for all lenders?

Presentation: Oliver Light, Director, Real Estate, Accenture

16.00 – 16.30 **Are we on track or is the economic landscape a diversion?**

ESG is a key focus for lenders at the moment, many have put in place (or are putting in place) checklists, policies, approaches. Now the work begins to make it happen and use these tools in practice, what are some of the good practices? To what extent are ESG metrics reflected in valuations and transaction activity pointing to brown discount and green premium? To what extent has the market moved beyond a 'green discount' on loan margins? With the continuing challenging economic environment, to what extent has ESG dropped down the agenda for many investors and lenders, to what extent is there 'sustainability fatigue'?

Panel moderated by: Jennie Dorsaint, Partner, Norton Rose Fulbright

Panellists:

Oliver Light, Director, Real Estate, Accenture
Anna Tsartsari, Co-Founder & Managing Director, BE Design
Emily Chadwick, Head of ESG & Risk, Value & Risk Advisory EMEA, JLL
Chinyelu Oranefo, Director, Sustainability & ESG Finance, Lloyds
Charles Golding, Senior Specialist, Valuation & Investment Advisory, RICS

16.35 – 18.10

ARTIFICIAL INTELLIGENCE

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16.35 – 17.30

KEYNOTE: Artificial Intelligence & Real Estate



Daniel Hulme, CEO, Satalia

Daniel Hulme is a globally recognised expert in Artificial Intelligence (AI) and investor in Emerging Technologies. He's the CEO of Satalia, an award-winning company that provides AI products and solutions for global companies such as Tesco and PwC. Satalia exited to the world's largest marketing company in 2021, WPP, where Daniel is now the Chief AI Officer; helping define, identify, curate and promote AI capability and new opportunities for the benefit of the wider group and society. He is co-Founder of Faculty AI as well as advisor to responsible AI and AI assurance startups such as Holistic AI.

Daniel has over 20 years academic experience with AI. Having received a Masters and Doctorate in AI at UCL, Daniel was previously Director of UCL's Applied AI MSc (Business Analytics), where he is now UCL's Computer Science Entrepreneur-in-Residence and a lecturer at LSE's Marshall Institute, focused on using AI to solve business and social problems. Daniel is also an Impact Board Member of St Andrew's University Computer Science department.

Passionate about how technology can be used to govern organisations and bring positive social impact, Daniel is a popular keynote speaker specialising in the topics of AI, ethics, metaverse, emerging technology, innovation, decentralization and organisational design. He is a serial speaker for Google and TEDx, holds an international Kauffman Global Entrepreneur Scholarship, and is a faculty member of Singularity University.

Daniel is a contributor to numerous books, podcasts and articles on AI and the future of work. His mission is to create a world where everyone has the freedom to spawn and contribute to innovations, and have those innovations become free to everyone. He has advisory and executive positions across companies and governments, and actively promotes purposeful entrepreneurship and technology innovation across the globe.

17.35 – 18.10 AI: ally or adversary?

How should the industry embrace AI? To what extent is it a fad or a long term trend? What might be the opportunities and pitfalls to avoid? How might future leaders adopt AI and how might they deploy it to maximise its use?

Panel moderated by: Abbie Wiggins, Associate Director, Lloyds

Panellists:

Reena Banga, Assistant Legal Counsel (Real Estate), Cheyne Capital

Axel Brinkmann, European Head, Real Estate Capital Partners and Real Estate Corporate Banking, RBC

Robin Rivaton, CEO, Stonal

**18.10 – 18.30 Wrap up with Peter Cosmetatos, CEO, CREFC Europe
& members of our planning committee**

**18.30 – 19.30 JOIN OUR NETWORKING
RECEPTION**

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