

# Executive Education Programme – 3-5 July 2017



**Target:** Entry or mid-level professional staff in the commercial real estate finance industry

**Objective:** Provide up-to-date practical know-how taught by experienced industry experts from a range of disciplines

**Location:** CREFC Europe, 46 New Broad Street, London EC2M 1JH

Contact: Rachel Smith at [rsmith@crefceurope.org](mailto:rsmith@crefceurope.org) +44 20 3651 5568

	Day 1: Introduction	Day 2: Loan Structuring & Funding	Day 3: Collateral Perspective
09:00-10:00	<b>CRE Lending 101</b>  <b>Hans Vrensen</b> Head of Research & Strategy AEW Europe 	<b>General Loan Terms &amp; Covenants</b>  <b>James Spencer</b> Partner K&L Gates LLP 	<b>Tenant, Property &amp; Market Analyses</b>  <b>Chris Arnold</b> Senior Quantitative Analyst Fidelity International 
10:00-11:00	<b>European CRE Finance Market</b>  <b>Nigel Almond</b> Head of Strategy Research Cushman & Wakefield 	<b>Senior, Junior, Stretched Senior &amp; Mezz / Intercreditor Agreements</b>  <b>Amy Crick</b> Director, Transaction Management Barclays Bank PLC 	<b>NPLs – Market Overview, Financing and Special Servicing</b>  <b>Stephan Ohlmeyer</b> CEO Raumzeit 
11:00-11:15	<b>BREAK</b>		
11:15-12:30	<b>Default &amp; Loss Performance: the Available Evidence</b>  <b>Mark Nichol</b> Senior Director Bank of America Merrill Lynch 	<b>Fixed vs Floating, Maturity and Swap Terms</b>  <b>Christoph Wagner</b> Director of Debt Strategies TH Real Estate 	<b>Regulatory Changes and Impact on Different Lenders</b>  <b>Emma Matebalavu</b> Partner Clifford Chance 
12:30-13:00	<b>LUNCH</b>		
13:00-14:00	<b>Loan Origination Process</b>  <b>Gregor Bamert</b> Head of Origination Aviva Investors 	<b>Fitting the Loan Terms to the Borrowers' Business Plan</b>  <b>Chris Holmes</b> Head of UK Debt Advisory JLL 	<b>Different Legal &amp; Corporate Structures for Borrowers</b>  <b>John Forbes</b> Partner John Forbes Consulting 
14:00-15:00	<b>Due Diligence Guidelines</b>  <b>Klaus Betz-Vais</b> Director – Commercial Real Estate Lloyds Bank Commercial Banking 	<b>Property Cycle Risk: Research on Long-term Value Metrics and Potential Uses</b>  <b>Charles Cardozo</b> Director Radley & Associates 	<b>Rating Agency Approach</b>  <b>Christian Aufsatz</b> Managing Director Head of European Structured Finance DBRS Ratings 
15:00-15:15	<b>BREAK</b>		
15:15-16:30	<b>Property Valuation</b>  <b>David Wood</b> Director, Valuation Savills 	<b>Loan Funding Options</b>  <b>Clive Bull</b> Director Deutsche Bank 	<b>Loan &amp; Special Servicing</b>  <b>Clarence Dixon</b> Global Head of Loan Services CBRE 

**Early bird registration is available until 2 June 2017 after which time the price will increase.**

Registration fee includes lunches, refreshments, sessions and materials for each delegate.

Delegates are not registered until payment is received; all pre-registered delegates will receive confirmation.

***\*Please note: Cancellations are subject to a £200 administration fee.\****

Register online at [www.crefceurope.org/event/executive-education-programme2017/](http://www.crefceurope.org/event/executive-education-programme2017/)

**Cost of registration before Friday 2 June 2017:**

CREFC Europe Members - £1,500.00 + VAT @ 20%

Non Members - £1,750.00 + VAT @ 20%

**Cost of registration after Friday 2 June 2017 (subject to availability):**

CREFC Europe Members - £1,750.00 + VAT @ 20%

Non Members - £2000.00 + VAT @ 20%

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