



REAL ESTATE DEBT CONFERENCE

FOR INSTITUTIONAL INVESTORS

The European Conference for Real Estate Debt Investments
where distinguished investment experts and investors
will present current topics related to Real Estate Debt

- 2 days conference
- 34 speakers
- Dinner reception

Information & Registration: www.DebtConference.com

6/7 June 2023 • Kap Europa, Frankfurt



INVESTOR DINNER

For Dinner Sponsors and Investors only

5 June 2023

19:00 h

RESTAURANT O/C OPERNCAFÉ

Opernplatz 10, 60313 Frankfurt

Tuesday, 6 June 2023

08:45 Registration & Coffee

I. MARKET FUNDAMENTALS

09:30 Welcome

David Rückel, Conference Chairman

Oliver Strumpf, Conference Initiator

09:40 Macroeconomic overview

Dr. Gertrud R. Traud, Chief Economist and Head of Research,
Landesbank Hessen Girozentrale

10:10 Current interest rate environment

Michael Leister, CFA, Head of Interest Rates Strategy,
Commerzbank Research

10:40 Real estate market fundamentals

Indraneel Karlekar Ph.D., SMD, Gl. Head of Research and
Portfolio Strategies, Principal Real Estate Investors LLC

11:00 Global whole loan market and differentiators across the regions

Cyrus Korat, Partner,
DRC Savills Investment Management LLP

11:20 Break

II. US REAL ESTATE DEBT MARKET

11:50 US real estate debt market conditions creating Alpha

Richard Flohr, Managing Director,
CrossHarbor Capital Partners LLC

12:10 Interview: US market evolution

Greg White, Chief Executive Officer,
Prima Capital Advisors
Moderator: David Rückel

12:30 Current state of the US market (panel discussion)

Michael Lavipour, Senior Managing Director, Affinius Capital
Niraj Shah, Partner, Rockwood Capital
Tim Knapp CFA, Senior Investment Specialist Private Debt |
Real Estate Debt, DWS International GmbH
Moderator: Trevor Castledine, Managing Director,
Private Finance, bfinance

13:00 Lunch (sponsored by Edmond de Rothschild)

13:30 FACE-TO-FACE-MEETINGS (Part 1)

Three 20 minutes conversations at 13:30, 13:50, 14:10
(will be scheduled via the event website before the conference)

14:30 Break & room change

III. EUROPEAN REAL ESTATE DEBT MARKET

14:40 Equity returns for debt risk: Opportunities in Europe

Kasimir zu Eltz, Member of the European Real Estate Debt team,
Baring International Fund Managers (Ireland) Limited

**15:00 Debt Opportunities for Alternative Lenders
in an Upcoming Recession**

Shrey Shah, Senior Vice President, Portfolio Manager on the
Commercial Real Estate team, PIMCO

15:20 Europe: A fragmented market (panel discussion)

Hanno Kowalski, Managing Partner, FAP Invest GmbH
Dr. Patrick Züchner, Chief Investment Officer,
Aukera Real Estate AG
Christophe Montcerisier, Head of Real Estate Debt,
BNP Paribas Asset Management
Moderator: Paul House, Co-Head of
Commercial Real Estate Debt, ARA

IV. ESG

15:50 Interview: European real estate debt market

Dan Pottorff, Head of Real Estate Debt, Tristan Capital
Moderator: David Rückel

16:10 ESG in real estate debt (panel discussion)

Clark Coffee, Head of European Commercial Real Estate Debt,
AllianceBernstein
Andrew Radkiewicz, Global Head of Private Debt Strategy &
Investor Solutions, PGIM Real Estate
David Mortimer, Co-Head of Real Estate Debt,
Intermediate Capital Group GmbH
Moderator: Anja Ritchie, Managing Director, StepStone Group

16:45 Break & room change



Tuesday, 6 June 2023

V. BREAK-OUT SESSIONS



- 17:00 1. ESG in private real estate lending**
Moderators: 1: Anja Ritchie / Andrew Radkiewicz
2: Stefan Stute MRICS / Hanno Kowalski
- 2. The relative value of real estate debt**
Moderators: 1: Dr Marcos Sáez García / Richard Flohr
2: Sandra Ludwig CFA / Niraj Shah
- 3. Capital and fund structures**
Moderators: 1: Rebecca Kunz / Christian Janssen
2: Trevor Castledine / Paul House

- 17:45 Break & room change**
18:00 Break-out presentations

- 18:30 Closing remarks of conference day 1**
18:45 Bus shuttle departure



DINNER RECEPTION AT MAIN NIZZA RESTAURANT

- 19:00 Reception at Main Nizza Restaurant**
19:30 Dinner

- 23:00 Bus shuttle to Kap Europa and hotel**

Wednesday, 7 June 2023

- 08:15 Registration & Coffee**

VI. LOAN & FUND STRUCTURES

- 09:00 Welcome**
David Rückel, Conference Chairman
- 09:10 Interview: Markets and the role of private debt**
Christian Jopp, Portfolio Manager,
Württembergische Gemeinde-Versicherung a.G.
Moderator: Tim Knapp CFA, Senior Investment Specialist Private
Debt | Real Estate Debt, DWS International GmbH
- 09:30 Debt structuring – developments and challenges in the current market**
David White, Head of LaSalle Real Estate Debt Strategies, Europe,
LaSalle Investment Management
- 09:50 Interview: Leverage, open vs. closed and capital structures**
Lorcaín Egan, Co-Head of Europe and Head of International
Lending, Starwood Capital Group LLC
Moderator: David Rückel
- 10:10 Loan and vehicle structures**
Frederik Leser MRICS, Partner, PANDOO Management
Daniel Younis, Head of Real Estate Debt DACH, Schroders Capital
Christian Janssen, Head of Real Estate Europe, Nuveen Real Estate
Moderator: Rebecca Kunz, Investment Manager,
Helaba Invest Kapitalanlagegesellschaft mbH
- 10:40 Break & room change**
- 10:50 FACE-TO-FACE-MEETINGS (Part 2)**
Three 20 minutes conversations at 10:50, 11:10, 11:30
(will be scheduled via the event website before the conference)

- 11:50 Break & room change**

VII. SPECIALTY TOPICS & INVESTOR INTERVIEW

- 12:00 Financing operating assets: Opportunities and risks**
Andrew Gordon, Managing Director, Invesco
- 12:20 Australian real estate debt**
Andrew Schwartz, Group Managing Director & Co Founder, Qualitas
- 12:40 Investors' and managers' perspective**
Christian Chaki, Portfoliomanager,
BVV Versicherungsverein des Bankgewerbes a.G.
Dan Pottorff, Head of Real Estate Debt, Tristan Capital
Moderator: David Rückel, Conference Chairman
- 13:00 Get-together & lunch**
- 14:30 End of conference**



REGISTER NOW:



More information:
www.DebtConference.com

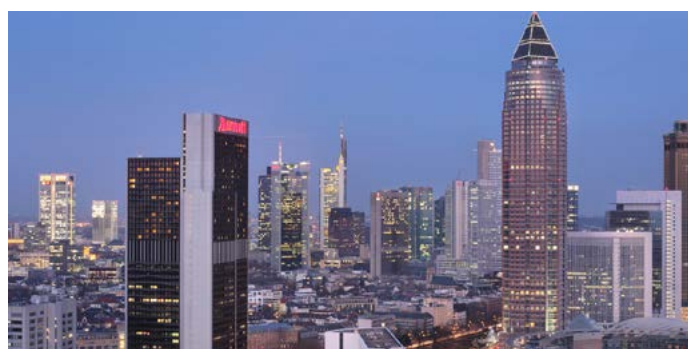


CONFERENCE LOCATION

Kap Europa

Frankfurt Fair Ground, Osloer Straße 5, 60327 Frankfurt

The Conference Centre offers highly flexible facilities. It is located just a few steps from the Frankfurt trade fair grounds, the Skyline Plaza shopping center and numerous hotels of various categories. The central location with the best transport connections enables fast arrival and departure.



CONFERENCE HOTEL

Frankfurt Marriott Hotel

Hamburger Allee 2, 60486 Frankfurt

Tel.: +49 69 79550

Standing at 159 meters our Hotel is the tallest hotel in Germany, located in the city center right across the street from the front entrance to the world's second biggest fair and exhibition center, only 15 minutes from the Airport, and 5 minutes from the main train station. The 593 rooms are located between the 26th and 44th floor.

ADVISORY BOARD



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