

Europe Forum

10 June 2025

Tuesday – Day 1

0800 Registration and networking breakfast

0800 Breakfast briefing: Investor Council (*Invitation only, RSVP required*)

- PERE data presentation on investor allocation, geographies, strategies and asset appetites
- Investor sentiment in the current market landscape – market and political headwinds are increasingly of concern to investors

0845 Welcome remarks

Conference chairperson: Harm Meijer, Founding Partner, ICAMAP

0900 Keynote interview: Border to Coast and the right time to buy

- The UK Real Estate Fund launched last year with a focus on industrial and logistics—what's next?
- Plans to diversify into residential and life sciences—what's the investment thesis?
- The shift from indirect to direct investment—how will this change cost structures and efficiency?

Alistair Smith, Head of Real Estate, **Border to Coast Pension Partnership**

0930 Headline panel: Bringing investors back to the table in the new cycle

- Navigating geopolitical risk, recession fears, and trade impacts from the Trump administration, managers turn to value-add and core-plus strategies to meet investor demand
- Asset classes such as data centers, life sciences, and healthcare assets are attracting institutional capital – how do they fit into the wider real estate portfolio?
- How AI-driven underwriting and predictive analytics are accelerating transactions and reshaping portfolio strategies

1015 Networking coffee break

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1045 Sectors spotlight – opportunities in the next cycle of real estate investment

- How do traditional “sheds and beds” fit into today’s investment landscape amid growing interest in alternative sectors?
- Exploring how investors are capitalizing on redesigned retail spaces
- With office values resetting, is the asset class making a comeback?

Jennifer Andersson, Co-Managing Partner, **NIAM**

1130 Redesigning a real estate portfolio faced with market uncertainty

- How has Ivanhoé Cambridge (CDPQ) adapted it’s global and long-term strategy in a world full of uncertainty such as economic turmoil, climate change and the return of “borders” in the global markets?
- Understand how alternative assets such as student housing, self-storage, data centers and life sciences fit into their modern real estate portfolio
- Utilising tactics such as capital recycling to support the growth of real estate portfolio

1230 Networking lunch

| Equity Track | Debt Track |
|--|--|
| <p>1330 European real estate: on the road to recovery?</p> <ul style="list-style-type: none"> • How is investor sentiment evolving across the European and UK markets? • How will the consolidation of Local Government Pension Schemes (LGPS) affect real estate commitments? • Despite many 2024 funds missing targets, momentum is improving—what’s the outlook for funds currently in the market? <p>Erik Vikbladh, Chief Investment Officer, AREIM Riccardo Cobianchi, Executive Director, Zurich</p> <p>1415 Investor panel: Strategies for long-term value creation</p> <ul style="list-style-type: none"> • How are investors balancing core, value-add, and opportunistic real estate | <p>1330 Keynote interview: The state of play for real estate debt</p> <ul style="list-style-type: none"> • How are interest rates, inflation, and capital markets volatility reshaping real estate debt strategies? • Where are institutional investors and fund managers deploying capital across private credit, structured debt, and opportunistic financing? • How are fund structures adapting to changing investor demands, and what innovative financing solutions are emerging in today’s market? <p>1415 Keynote panel: what’s next for real estate debt?</p> <ul style="list-style-type: none"> • How are debt funds overcoming fundraising challenges and attracting institutional capital? |

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investments to optimize risk-adjusted returns

- Navigating macroeconomic shifts and interest rate fluctuations shaping institutional real estate investments
- Exploring co-investments, joint ventures, and secondaries to enhance returns that align with investor objectives

Moderator: Michael Abel, Founder & CEO, **Greykite**

Jenny Hammarlund, Senior Managing Director, **OTPP**

Jay Kwan, Managing Director, Head of Europe, **QuadReal**

Matthew Forward, Senior Investment Manager, Real Estate, **Nest Invest**

Tom Jackson, Managing Director and Head of Real Estate, Europe, **CPP Investments**

1500 Networking coffee break

1530 Unlocking liquidity & scaling investments

- How are real estate players using secondaries, GP-led recapitalizations, and co-investments to create liquidity and optimize portfolios?
- Investors are shifting toward JVs and platform investments to gain better control, alignment, and scalability
- Weighing the trade-offs between single-asset deals and long-term platform structures

Sheelam Chadha, Founder, **Dry Capital**

1615 Interview: Adapting to a new investment landscape

- With banks retreating, where are alternative investors stepping in to fill the financing gap?
- How will recapitalizations and refinancings drive capital movement in the next 12-18 months?

David Gorleku, Managing Director, Real Estate, **Blackstone**

Alberto Agazzi, Head of GRE, **Generali Real Estate**

Arron Taggart, Head of UK Real Estate, **Cheyne Capital**

Jonathan Jay, Managing Partner, **Conduit RE**

1500 Networking coffee break

1530 Institutional perspectives on global real estate credit

- How are institutional investors adjusting their real estate debt allocations in response to market volatility?
- How do European credit opportunities compare to the U.S. and other global markets?
- What key factors are driving manager selection, risk appetite, and return expectations?

Moderator: Joe Marsh, Editor, **Real Estate Capital Europe**

Jonathan Campbell, Head of Real Estate Credit, **The Phoenix Group**

Laurine Amiel, Investment Director, **Australian Super**

1615 Real estate debt roundtables

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- What trends are shaping cross-border capital flows and regional investment strategies?
- How are managers overcoming investor hesitancy, structuring deals, and navigating the evolving GP-LP dynamic?
- How investor strategies are changing amidst market volatility, repricing and net-zero targets

Claus Mathisen, Co-CEO, **Urban Partners**

1700 Networking drinks

- The rise of private credit lenders and how they are reshaping project financing to be more inflation-resistant
- Opportunities in asset classes such as data centres and industrial, as well as risks in more distressed assets such as office

1700 Networking drinks

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Wednesday – Equity & Sustainability

| Equity Track | Sustainability Track |
|---|--|
| <p>0815 Registration and networking breakfast</p> <p>0900 Welcome remarks</p> <p>0915 Navigating the next phase of growth for logistics investment</p> <ul style="list-style-type: none"> • What impact will new regulations, energy costs, and geopolitical risk have on investment decisions across European and global logistics markets • Tenant demands for automation, ESG compliance, and nearshoring are reshaping logistics asset requirements • How emerging sub-sectors such as cold storage, last-mile facilities, and multi-level warehouses are performing – do they offer long term scalability? | <p>0815 Registration and networking breakfast</p> <p>0900 Welcome remarks</p> <p>0915 The future of sustainable real estate – best practicing in creating and retaining value</p> <ul style="list-style-type: none"> • The evolving role of decarbonisation in value creation • How are evolving global and European regulations influencing sustainability strategies across portfolios? • How ESG performance is becoming a key differentiator in access to capital, investor partnerships, and long-term value creation |

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1000 Operational real estate

- Why investors are increasingly targeting healthcare in 2025.
- European hospitality investment is surging—should the sector now be considered a core asset class?
- With student populations rising and supply constrained in key markets like the UK, where are the best opportunities for investors?

Chad Buchanan, Founder and Managing Partner, **Twin Light Capital**

Robert Holl, Principal, **Wellcome Trust**

Yasser Al Saheal, Managing Director, **ASFO**

1045 Networking coffee break

1115 Scaling up data centres to meet increasing demand

- Examining the mature markets and where to look next - are secondary markets viable options for deployment?
- How GPs are navigating scalability and supply challenges such as power limitations, land scarcity and permitting delays
- With increasing scrutiny on energy consumption, how can investors future-proof assets while meeting sustainability targets?

1200 Networking lunch and conference end

Bertrand Absolut, Senior Advisor, Sustainability, **Ivanhoé Cambridge (CDPQ)**
Diana Louis, Head of Alternative Assets ESG Integration, **MEAG**

1000 The role of decarbonisation in value creation

- With evolving European & UK regulations, how are investors ensuring compliance while staying competitive?
- What are the most effective strategies for reducing embodied carbon and achieving net-zero portfolios?
- How are institutional investors financing the green transition, from green bonds to sustainability-linked loans?

Daren Moss, Managing Director, ESG, **Ares Management**

1045 Networking coffee break

1115 Financing the Green Transition

- How green bonds, sustainability-linked loans, and impact funds are reshaping real estate capital markets
- How ESG-linked financing terms and investor scrutiny are driving manager behavior and fund structures
- How institutional investors are embedding sustainability criteria into debt and equity financing decisions

1200 Impact investment – where purpose meets performance

- How investors are integrating measurable impact mandates while ensuring strong financial performance

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PERE
Network



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- How carbon reduction goals and social impact investments, such as affordable housing, are being structured for institutional capital
- How Europe and the UK can attract larger allocations to impact-driven real estate funds

Gianluca Romano, Head of Capital Raising & Client Relations, **Catella**

1245 **Networking lunch and conference end**

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