

Iberian REAL ESTATE SUMMIT



LONDON
19th JUNE 2018

HYATT REGENCY - THE CHURCHILL

Organized by:

PROPERTYEU

PROUD TO SERVE EUROPEAN REAL ESTATE MARKETS SINCE 2006

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Iberia is coming to London!

Iberian Property and PropertyEU are pleased to welcome the Iberian and international real estate investment community to a unique and valuable new event in London.

As an attendee, you will benefit from an unrivalled combination of local intelligence, global context and the international investment perspective on Iberian Real Estate Markets, to bring you for the first time a truly world class conference and networking event for senior investment professionals active or researching the markets in Spain & Portugal.

Network and make concrete business connections in a time-efficient programme bringing together local expertise and opportunities, cities, sectors and the international investment community.

PropertyEU Investment Briefings and Iberian Property have created a unique opportunity for you to meet the key market participants together in London, make valuable connections, share local insights & intelligence, and benefit from the latest research to help facilitate the best investment decisions.

Join us in London and benefit from a time-efficient programme and meet the key players and decision makers. Iberia - the whole market in one day, under one roof!

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Some confirmed speakers



Rupert Nabarro
Conference Chairman



Brian Coulton
Chief Economist
FITCH Ratings



Marta Cladera
Head of Iberia
TH Real Estate



Brian Betel
Managing Partner
ASG Iberian Advisors



Christopher Hütwohl
Director Investments
Corestate Capital Group



Hans Opt't Veld
Head of Responsible Investment
PGGM Investment



Justin O'Connor
Global CEO
Savills Investment Management



Jarek Morawski
Research & Analysis Director
Grosvenor Europe



Andrew Angeli
Head of Research Europe
CBRE Global Investors



Miguel Ferre
Senior Advisor
EY

PROGRAMME

19th JUNE 2018

08:30 - 9.00

Registration & welcome coffee

09:00 - 9.15

Welcome

PropertyEU, Iberian Property and Conference Chairman, Rupert Nabarro

09:15 - 10.00

Iberia - the macro economic outlook

The panel of leading economists and experts share their insights and views on the market fundamental in Iberia. What is the latest view on the macro economy and what can investors expect in terms of debt, risk and growth for Spain & Portugal.

Panel Discussion: Is there still good opportunity in Iberia? What are the fundamentals?

- Brian Coulton, Chief Economist, Fitch Ratings
- Miguel Ferre, Vice-president of Global Corporation Center de IE & Fundación EY, Senior Advisor EY, ex Secretary of State for Finance, Government of Spain
- Paulo Nuncio, Consultant, Morais Leitão, Galvão Teles, Soares da Silva & Associados, ex Secretary of State for Tax Affairs, Government of Portugal
- David Hutchings, International Partner, Head of Investment Strategy EMEA Capital Markets, Cushman & Wakefield

Moderated by - António Gil Machado, Director, Iberian Property & Richard Betts, Director, PropertyEU

10:00 - 11.30

Real estate investment - where are the opportunities?

Leading local and international investors share their insights, views and experience of investing in Iberian markets. What really matters for direct and indirect investors, where are the best returns, which cities and sectors?

Presentation: Where are we in the real estate cycle in Iberia?

- Tom Leahy, Senior Director, EMEA Analytics, Real Capital Analytics

Presentation: City & sector allocation - what is the best investment strategy?

- Andrew Angeli, Head of Research Europe, CBRE GI

Panel discussion: Investors round table

- Brian Betel, Managing partner, ASG Iberia Advisors
- Marta Cladera, Head of Iberia, TH Real Estate
- Pedro Coelho, Chairman, Square Asset Management
- Martin Breeden, Development Director, Intu

Moderated by - Manuel Puerta da Costa, APFIPP – Portuguese Association of Investment Funds, Pension Funds and Asset Management

11:30 - 12.00

Networking coffee break sponsored by Cushman & Wakefield

12:00 - 13.00

Key cities - where, why and how to invest?

Meet key local market participants and benefit from valuable insights on these important markets highlighting the most attractive opportunities for investment in each city.

Parallel discussions: Location, Location, Location... where to hunt for returns?

- **Madrid** - Discussion leader: Reno Cardiff, Head of Capital Markets Business Space Spain, Cushman & Wakefield
- **Lisbon** - Discussion leader: Nuno Nunes, Senior Director, Capital Markets, CBRE Portugal
- **Barcelona** - Discussion leader: Arturo Diaz, Chairman Barcelona & Executive Director Residential Spain, Savills Aguirre Newman

13:00 - 14.15

Networking lunch sponsored by CBRE

- Keynote Speaker: Daniel Gálvez, Head of Real Estate Iberia, DWS Group
- Introduced by Mikel Marco-Gardoqui, Head of Capital Markets and Executive Director, CBRE Spain

14.15 - 15.15

Key Sectors - what, when and where to invest?

Where are the best opportunities in Spain & Portugal. Meet the players and access the opportunities.

Parallel discussions: Sectors...Where are the best opportunities?

- **Hotels & Alternatives** - Discussion leaders: Jorge Ruiz, Hotels Director, & Pablo Callejo, Alternative Investments Director, CBRE Spain
- **Retail** - Discussion leader: Paulo Sarmento, Partner - Head of Capital Markets Group Portugal, Cushman & Wakefield
- **Office & Industrial** - Discussion leaders: Paula Sequeira, Director Capital Markets, & Alejandro Campoy, Executive Director Capital Markets, Savills Aguirre Newman

15:15 -16.15

Opportunities in the listed sector in Iberia

The leading listed companies in Iberia share their insights on the market; strategies, returns and opportunities. Which fundamentals and where to invest.

Presentation: Performance & Returns in the Listed real estate sector

- Jeroen Vreeker, Head of Index Team, GPR - Global Property Research

Panel discussion: Strategy, returns and investment opportunities in Iberia

- Christopher Hütwohl, Director Investments, Corestate Capital Group
- Manuel Enrich, Investor Relations Director, SAREB
- Enrique Gracia, CFO, AEDAS Homes

Moderated by - Tim Kessler, Analyst Investor Outreach, EPRA

16:15 - 17.00

Strategies for Success - the International Investor

Key international investment market leaders share their experiences on investing in Iberia, the successes, the challenges, the opportunities, the outlook for the market and strategies for success.

Panel Discussion: Where the is the market heading and how to boost performance?

- Hans Opt't Veld, Head of Responsible Investment, PGGM Investment
- Jarek Morawski, Research & Analysis Director, Grosvenor Europe
- Justin O'Connor, Global CEO, Savills Investment Management

Moderated by - Richard Betts, Director, PropertyEU

17:00

Closing remarks by Rupert Nabarro & networking drinks sponsored by Savills Aguirre Newman

*Check the event website for additional speakers as they confirm.

Secure your place today!

Early Bird discount!
Book by Thursday, 31st May 2018

	Before 31st May	After 1st June
General Subscribers	£1,440	£1,800
Partner Members* (Members of Institutional Sponsors & PropertyEU/Iberian Property Subscribers)	£900	£1,200

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Registration:

- www.iberian.property

Additional Information:

UK - Richard Betts
Email: betts@propertyeu.info
M: +44 (0) 755 7373 134

Spain & Portugal - Arturo Malingre
Email: amalingre@iberian.property
M: +34 610 528 772

Become a Sponsor!

The Iberian Real Estate Summit provides an excellent opportunity to demonstrate knowledge, build meaningful relationships & generate new leads

Sponsorship Opportunities Include:

- Participation packs that include sponsor's accommodation
- Institutional booth in the networking area



VENUE

Hyatt Regency London - The Churchill
30 Portman Square
London, England (United Kingdom), W1H 7BH



About PROPERTY EU

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PROUD TO SERVE EUROPEAN REAL ESTATE MARKETS SINCE 2006

PropertyEU was established in 2006, in response to the demand of transparent and reliable information about the real estate sector from all European professionals, with the aim of promoting cross-border investment.

Investors from outside Europe have increased their investments in the last few years and PropertyEU has as its mission to promote transparency, producing sectoral analysis and market studies, as well as giving voice to the sector's main players in Europe.

www.propertyeu.info

About IBERIAN PROPERTY

Vi IBERIAN. PROPERTY

IBERIAN PROPERTY is a 360° communication platform, in English language, which main goal is to contribute to the promotion of real estate investment in Spain and Portugal.

Iberian Property keeps a regular relation with the main European real estate investors, distributing 4 printed editions per year, feeding a website daily with the sector's latest news, and organizing exclusive international events, with renowned presence in the main trade fairs and international conferences on real estate investment.

www.iberian.property

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