



Investment
Property Forum

INTRODUCTION TO FINANCE – FULL DAY WORKSHOP

Date: Wednesday 27 November 2024

Time: 08:30 – 09:00 Registration and coffee
09:00 – 17.30 Workshop
17.30 – 18.30 Post-Workshop Drinks

Venue: Fladgate LLP, 16 Great Queen Street, London, WC2B 5DG

Speakers: Dominic Reilly, (Workshop Leader)
Bill Bartram, Independent Risk Management Solutions Ltd
Julian Carey, Indurent Management Limited
Ed De Blaby, JLL
Ryan Ford, ICG Real Estate
Colm Lauder, Lauder Teacher Associates
Rupert Sheldon, Fiera Real Estate UK

Outline:

This full-day workshop presents an overview of current debt and equity finance available to the UK commercial real estate market.

Details of the topics to be covered during the day are set out below.

Please note: This workshop is at an intermediate level so those attending are assumed to have an understanding of at least some sectors of the UK commercial real estate market.

CPD: Qualifies for 7 hours CPD

WORKSHOP PROGRAMME

09:00 Introduction

9:05

The Capital Stack 'Using other people's money'

Dominic Reilly

10:15

Real Estate Lending – key principles and market dynamics

Ed De Blaby

11:15 Coffee break

11:30

An introduction to different types of real estate loans including a review of their typical structures, where they are used, and advantages/disadvantages.

Ryan Ford

12.20 Round table: Lisa, Ryan & Bill

12:30

Recap of recent interest rate history, forecasting errors and future concerns as they affect current interest rate hedging strategies

Bill Bartram

13:30 Lunch

14:00

Re-cap or Re-up? Equity raising in a challenging market
&
Sustainability and impact investment

Julian Carey & Rupert Sheldon

15:00

The 'public' side of real estate equity market, assessing why a real estate company would want to 'go public' or indeed 'stay public'

Colm Lauder

15.45 Round table: Colm, Julian & Rupert

15:55 Tea break

16.05 – 17:30

Class Discussion – Team Exercise

Dominic Reilly

17:30 Workshop ends, followed by Drinks

SPEAKER BIOGRAPHIES

Dominic Reilly, The Howard Group (Workshop Leader)

Dominic Reilly is a Non-Executive Director with Howard Property Group in Cambridge and a consultant with Marick Capital in London. He is the Immediate Past President of the Cambridge University Land Society, was a course leader on the IPF Advanced Education Programme and is a volunteer in the ULI UrbanPlan visiting schools. He previously had a career in property finance advisory, was a founding partner in Kingfisher Property Finance, Joint Managing Partner at King Sturge Finance, and Head of UK debt at JLL Corporate Finance.

Ed De Blaby, JLL

Ed de Blaby is a Director within JLL's EMEA Debt & Structured Finance team based in London. He is focused on originating and executing financings on behalf of a wide array of global investors and developers. Working across asset classes and European markets, Ed has advised on over £8.5Bn of completed financings. Ed joined JLL via the acquisition of HFF in 2019. He is a graduate of Real Estate Investment (MSc) from Cass Business School and Economics and Finance (BSc) from Leeds University.

Ryan Ford, ICG Real Estate

Ryan is an Investment Director at ICG Real Estate, a leading alternative investment manager focussed primarily on equity and debt investing in western European markets. With a career spanning 20 years in various lending institutions in the UK, Ryan joined ICG in 2015 and plays an integral role in originating, structuring and executing debt investments on behalf of its funds and managed accounts.

Ryan's focus is primarily on supporting sponsors with structured debt capital for value-add / construction business plans, with a core focus on the UK market.

Ryan is a member of the Association of Chartered Certified Accountants

Bill Bartram, Independent Risk Management Solutions Ltd

A graduate of Cass Business School, London. Bill has over 15 years PQE as a financial risk management consultant, formerly as a Director of the JCRA Group (now part of Chatham Financial) and, since 2013, trading as Independent Risk Management Solutions. Bill specialises in offering advice on derivative interest rate hedging strategies for leveraged investors in commercial real estate.

Bill also has direct property experience via Tramco Cambridge which provides investment and asset management services in direct commercial property to private clients.

Colm Lauder- Lauder Teacher Associates

Colm Lauder is the former Head of Real Estate at investment bank Goodbody, leading the firm's UK and Ireland listed real estate company coverage. Colm provides strategic analysis and insight in public market real estate companies for investors. He is a graduate of Real Estate Finance (MPhil) from Cambridge University and Property Economics (BSc) from Dublin Institute of Technology.

Julian Carey, Indurent

Julian is CEO of Indurent, an industrial and logistics investment and development business with a 27m sq ft portfolio and large landbank around the UK. Indurent is wholly owned by Blackstone and was formed in July 2024 following the integration of St Modwen Logistics and Industrials REIT. Prior to this Julian was CEO of Industrials REIT, having joined the business (formerly called Stenprop) as Managing Director in June 2017 following its acquisition of C2 and the Industrials portfolio. Julian founded C2 Capital in 2009 and launched the Industrials joint venture with Morgan Stanley Real Estate Investment in 2015.

Julian previously worked in the leveraged opportunity funds team at LaSalle Investment management from 2007-2009, prior to which he worked at Jones Lang LaSalle in the auction and private investment team. He has extensive experience in asset management, technology, fund structuring, financing and investment. Julian is a qualified chartered surveyor and former chair of the IPF Tech Futures Workgroup.

Rupert Sheldon, Fiera Real Estate

Rupert joined Fiera Real Estate in 2005 and takes particular responsibility for the new product development and transactions across Fiera's UK real estate business. Before joining Fiera Real Estate, Rupert qualified as a chartered surveyor at Gooch & Wagstaff Colliers CRE, focusing firstly on agency and then commercial investment. In 1996, he joined Henderson Global Investors (now Nuveen) where he initially co-managed two UK property funds on behalf of German institutional investors, prior to being appointed fund manager of the £250 million Henderson UK Property Fund. He became a Henderson Director in 2003, before leaving to join Palmer Capital (now Fiera Real Estate UK) as a main board director in 2005. Rupert is a member of the Royal Institution of Chartered Surveyors and is a member of the Fiera Real Estate UK Investment Committee.