



Investing in Joint Ventures and Club Deals

3 – 12 November 2020, Online Course

3 November 2020



10:00 – 11:00 (CET)

Course introduction

- Welcome by INREV / Henley
- Course objectives
- Principal distinctions for JV's, CD's and funds
- Delegates introduction

Justin Cornelius

(Course leader)
Goodwin

11:00 -12:00 (CET)

JV's and CD's from a Fund Manager's perspective

- Rationale for forming JV's and CD's as an FM
- Matching the structure to the opportunity
- Major commercial benefits and risks to be allocated

Simone Pozzato

Hines

5 November 2020



10:00 – 11:15 (CET)

JV's and CD's from an institutional investor's perspective

- Rationale for investing through JV's or CD's versus funds
- Are JV's and CD's suitable for every investor?
- How to ensure alignment
- Execution and other risks

Thijs van Gelder

PGGM

11:15 -12:00 (CET)

Regulatory issues

- Are joint ventures and club deals subject to AIFMD?
- Key regulatory considerations

Matthew Baker

Bryan Cave Leighton
Paisner



Investing in Joint Ventures and Club Deals

3 – 12 November 2020, Online Course

6 November 2020



10:00 – 11:00 (CET)

Common structures and tax issues

- Factors influencing choice of structure
- Common structures: corporate vehicles and contractual arrangements
- Operational challenges

Richard van der Linden

PwC

11:00 -12.00 (CET)

AXA's business case:

- How to ensure strategic and operational success of JV/CD deals
- Real life examples
- Lessons learnt

Philippe de Martel

AXA IM – Real Assets

10 November 2020



10.00 - 11.15 (CET)

Corporate governance and operations

- Decision making framework
- Financing
- Liquidity
- Disputes and default
- Other key terms

Justin Cornelius

Goodwin

12 November 2020



10.00 - 11.30 (CET)

Case study

Justin Cornelius

Goodwin

11.30 - 12.00 (CET)

Course wrap-up