



Effective Due Diligence for Non-listed Real Estate Investments

17 – 28 June 2022, Online Course

14 June 2022



13:00 – 13:45 (CET) **Participants introduction call w. INREV**

17 June 2022



10.00 – 11:00 (CET) **Course introduction**

- Welcome by INREV
- Course introduction and objectives, case study explanation
- The role of due diligence in today's market
- Quiz

Alexander Tilson
(Course leader)
Threadmark

Coffee break

11:15 – 12:15 (CET) **Overview of the due diligence process from an investor's perspective**

- How to organise an effective due diligence process
- The role of INREV's tools
- Hot issues and new trends in the due diligence process
- Tackling the challenges: lesson learnt

Olivia Muir
UBS

23 June 2022



10:00 – 11:00 (CET) **The investor's selection process**

- Investor demand's
- Selection criteria - track record, cultural fit and weighing of factors
- The role of INREV's tools

Amilcar Grot
Achmea Investment
Management

Coffee break

11:15 -12:15 (CET) **Due diligence process from the manager's perspective**

- Preparation for due diligence
- Mapping and managing the process
- The role of INREV's tools
- Importance of transparency

Helena Ekström
Areim



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24 June 2022



10:00 – 11:15 (CET)

Case Study – Part I

Alexander Tilson

Threadmark

Coffee break

11:30 – 12:30 (CET)

Legal and tax due diligence

Nicole Mitchell

Macfarlanes

- Overview of the process
- Preparing for investors' reviews
- Key issues including distributions, corporate governance and exits
- Tax and regulatory developments

28 June 2022



10:00 - 11:00 (CET)

The role of risk management and operational due diligence

Kim Haasbroek

PGGM

- The role of risk management in the due diligence process
- Key risks relevant for non-listed real estate investments and how to identify them
- How to assess a manager's capability to manage and mitigate risks
- How to organise an operational due diligence

Coffee break

11:15 – 12:15 (CET)

How to incorporate Environmental and Social factors

Anne Böker

HIH Real Estate

- The role of sustainability and environmental issues
- How to incorporate social factors in the due diligence process
- How to manage investor's requests and requirements

Coffee break

12:30 – 13:45 (CET)

Case study – Part II

Alexander Tilson

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13:45 – 14:00 (CET)

Course wrap-up