INREV Portfolio Management course

3 November 2022

Hotel
The Montcalm Royal
London House

training@inrev.org
+31 (0)20 235 86 02
www.inrev.org

08:45 **Registration**

09:00 **Course introduction**

- Course objectives
- Participants introduction
- How to manage an existing indirect real estate portfolio

Christian Delaire, Fonciere Atland (Course leader)

09:30 **Monitoring an existing portfolio**

- What are the organisational choices to manage an indirect portfolio?
- As an investor, how close do you need to be to your investments?
- Asset versus portfolio level
- Risk management and managing style drift

Andrew Strachan, Allianz Real Estate

10:15 **Reporting and day-to-day operational management**

- Day-to-day operational management
- Needs and demands of reporting
- Managing deviations from expectations
- Standard reporting tools, e.g. SDDS
- Benchmarking and comparison with market indices

Sander Veltman, Syntrus Achmea Real Estate & Finance

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11:00 ***Coffee break***

11:15 **Buy, sell and hold process**

- Rebalancing your portfolio over time
- Reinvestment decisions, managing expected and unexpected capital flows coming back
- Rise of open end fund structures and co-investment
- Active decisions versus passive decisions

Maarten Jennen, PGGM

12:00 **Liquidity and secondary trading considerations**

- Secondaries market overview
- Trading/secondaries: Indirect portfolio liquidity
- Secondary trading/ecapitalization as a way to reduce/increase your existing investments in funds and get exposure to new funds
- Secondary market participants
- Alternative types of secondaries
- Unexpected cash flows

Thomas Kallenbrunnen, Garbe Institutional Capital

12:45 ***Lunch***

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13:45 **Governance: role of the investor and best practices**

- Appropriate governance for different structures
- Key LPAC issues and challenges
- How to make JVs function
- Key learning points/ best practice

Neil Harris, UBS Wealth Management

14:30 **Case study including a coffee break**

16:00 **Straight talking: Q&A session**

Catriona Allen, LaSalle Global Partner Solutions
Neil Harris, UBS Wealth Management

16:45 **Wrap up**

17:00 **End**