

vdpPfandbriefAkademie-Seminar

Foreign Country Seminar – Real Estate in England and Wales

Berlin, 28 February 2024, 10:00 – 17:00 hrs

Ort: Meliá Berlin
Friedrichstrasse 103
10117 Berlin

Speakers

Julien Allen, Trowers & Hamlins LLP, London

Dr. Friedemann Kiethe, Landesbank Baden-Württemberg

Hendrik Puschmann, Trowers & Hamlins LLP, London

Daryl Perry, Cushman & Wakefield, London

09:30 – 10:00

Registration

10:00 – 10:05

Welcome and Introduction

Andreas Luckow, Verband deutscher Pfandbriefbanken (vdp)

Mario Thurner, Center of Legal Competence (CLC)

10:05 – 10:15

Seminar overview

(in German language)

Hendrik Puschmann

10:15 – 11:00

UK Commercial Real Estate Market – a multi-layered snapshot

(in English language)

Daryl Perry

- Economic overview
- Inflationary and Interest rate environment
- Capital Markets
- Occupational Market (key sectors)
- Key themes and Outlook

- 11:00 – 11:30** **Financing of Development and Investment in the UK**
(in English language)
- Julien Allen*
- Traditional debt finance
 - Forward funding
 - Joint Ventures with institutional investors
 - Alternative structures
- 11:30 – 11:50** **Coffee break**
- 11:50 – 12:20** **Brexit (sorry...)**
(in German language)
- Hendrik Puschmann*
- Economic impact
 - Legal impact: enforcement and forum selection
- 12:20 – 12:50** **Land Tenure in England & Wales**
(in English language)
- Julien Allen*
- Freehold v Leasehold property
 - Types of Lease (long, rack rent, side-by-side, building)
 - Checklist for lender when taking security over leases
- 12:50 – 13:50** **Lunch break**
- 13:50 – 14:20** **Lending transactions in the UK – Structure and process**
(in English language)
- Julien Allen*
- Security and Facility Agreements
 - Due diligence process
 - General lender points
- 14:20 – 14:55** **Rethinking The Shape of Real Estate**
(in English language)
- Daryl Perry*
- The evolution of real estate investment
 - The current environment and impacts on investment and development
 - Drivers of demand
 - Drivers of obsolescence
 - Growth sectors
- 14:55 – 15:20** **Expectations of a (possible) new Labour government after 2024**
(in English language)
- Julien Allen*
- Labour’s consultations with stakeholders in anticipation of a change of Government
 - Likely legislative agenda for the real estate market
 - Impact on lenders

- 15:20 – 15:40** **Coffee break**
- 15:40 – 16:20** **Dealing with English (and other common-law) counterparties**
(in German language)
Hendrik Puschmann
- The main differences between the two legal systems
 - Some cultural differences
 - Tips for negotiating with an English person
- 16:20 – 16:40** **English Property – Inclusion in the Covered Pool**
(in German language)
Dr. Friedemann Kiethe
- 16:40 – 16:50** **Conclusions and outlook**
(in English language)
Julien Allen, Daryl Perry, Hendrik Puschmann
- 16:50 – 17:00** **Q & A**