



# Investing in joint ventures and club deals course

22 January 2025, London

●  
**Goodwin office**  
**Sancroft building**  
**10–15 Newgate Street**  
**London, UK**

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academy@inrev.org  
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08:30

## **Registration and welcome coffee**

09:00

## **Course introduction**

- Welcome and course objectives
- Programme
- Introduction course participants
- Introduction to case study
- Principal distinctions for joint ventures, club deals and funds
- Introduction to common structures

Justin Cornelius, Partner, Goodwin (course leader)

09:45

## **Joint ventures and club deals from an institutional investor's perspective**

- Rationale for investing through joint ventures or club deals versus funds
- What does it take?
- Key elements of a successful partnership: governance and terms
- Use cases

Dirk Bootsma, Senior Director, PGGM

10:30

## **Coffee break**



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11:00

## **Joint ventures and club deals from an investment manager's perspective**

- Rationale for forming joint ventures and club deals as manager
- Matching the structure to the opportunity
- Major commercial benefits and risks to be allocated

Simone Pozzato, Managing Director and HECF Fund Manager, Hines

11:45

## **Governance**

- Decision making framework
- Deadlock

Adnan Bhajji, Senior Associate, Goodwin

12:15

## **Lunch**

13:30

## **Regulatory considerations**

- AIFMD
- MiFID II

Emily Harmsworth, Counsel Investment Funds, Linklaters



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14:15

## **Tax considerations**

- Factors influencing choice of structure
- Corporate vehicles and contractual arrangements
- European anti abuse legislation
- Tax policy as part of ESG

Patricia Gudiño Jonas, Partner, EY

15:00

## **Investor vs. manager view**

Panel discussion moderated by Justin Cornelius

- Dirk Bootsma
- Simone Pozzato
  
- Liz Sworn, Senior Director, Fund Management, Europe, Nuveen Real Estate

15:45

## **Case study discussion**

- Preparation in subgroups
- Negotiation
- Group wrap-up

17:15

## **Course wrap-up by course leader**

17:30

## **End**