



# 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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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 **Investor vs. manager view**

Panel discussion moderated by Justin Cornelius

- Dirk Bootsma
- Simone Pozzato

12:15 **Lunch**

13:15 **Governance and legal considerations**

- AIFMD
- Governance framework and key terms

Emily Harmsworth, Counsel Investment Funds, Linklaters

14:00 **Tax considerations**

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

Richard van der Linden, Tax Partner, PwC



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**Coffee break**

15:00

**Case study examples**

Panel discussion moderated by Justin Cornelius

- Dirk Bootsma
- Liz Sworn, Fund Manager of the Cityhold Office Partnership (CHOP), Nuveen Real Estate
- Simone Pozzato

15:45

**Case study discussion**

- Preparation in subgroups
- Negotiation
- Group wrap-up

17:15

**Course wrap-up by course leader**

17:30

**End**