Investing in joint ventures and club deals course

20 January 2027, Paris

Venue to be confirmed

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

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

Mario Pellò, Head of General Account Real Estate Europe, Nuveen Real Estate

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, Senior Managing Director and Fund Manager, Hines European Core Fund (HECF)

11:45 **Identifying key success factors**

Panel discussion moderated by Justin Cornelius

- Mario Pellò
- Simone Pozzato
- Liz Sworn, Senior Director, Fund Management, Europe, Nuveen Real Estate

12:30 ***Lunch***

13:30 **Governance**

- Decision making framework
- Deadlock

Adnan Bhaiji, Partner, Goodwin

14:05 **Regulatory considerations**

- AIFMD

Emily Harmsworth, Counsel Investment Funds, Linklaters

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14:40 **Tax considerations**
- Factors influencing choice of structure
- Corporate vehicles and contractual arrangements
- European anti abuse legislation

Patricia Gudiño Jonas, Partner, EY

15:15 ***Coffee break***

15:30 **Case study discussion**
- Preparation in subgroups
- Negotiation
- Group wrap-up

16:45 **Course wrap-up by course leader**

17:00 **End**