



# Investing in joint ventures and club deals course

24 January 2024, Amsterdam

●  
DoubleTree by Hilton  
Amsterdam Central Station  
Oosterdoksstraat 4  
1011 DK Amsterdam

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

08:30 CET **Registration and welcome coffee**

09:00 CET **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 CET **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

Thijs van Gelder, Senior Director Private Real Estate, PGGM

10:30 CET **Coffee break**



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11:00 CET **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 CET **Investor vs. manager view**

Panel discussion moderated by Justin Cornelius, Partner, Goodwin

- Thijs van Gelder, Senior Director Private Real Estate, PGGM
- Simone Pozzato, Managing Director and HECF Fund Manager, Hines

12:15 CET **Lunch**

13:15 CET **Regulatory and governance**

- AIFMD
- Governance framework and key terms

Emily Harmsworth, Counsel Investment Funds, Linklaters

14:00 CET **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



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14:45 CET **Coffee break**

15:00 CET **Key success factors**

Panel discussion moderated by Justin Cornelius, Partner, Goodwin

- Liz Sworn, Fund Manager of the Cityhold Office Partnership (CHOP), Nuveen Real Estate
- Kevin Kong, Director Value-Add Investments, LaSalle Investment Management

15:45 CET **Case study discussion**

- Preparation in subgroups
- Negotiation
- Group wrap-up

17:15 CET **Course wrap-up**  
Justin Cornelius, Partner, Goodwin

17:30 CET **End**