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Real estate financing course

17 March 2026, Paris

Participants are expected to arrange their own travel and accommodation.

08:30 **Registration and welcome coffee**

09:00 **Course introduction**

- Welcome and course introduction
- Case study introduction
- Role of debt in today's market

Mathew Crowther, Managing Director, PGIM Real Estate (course leader)

09:30 **The commercial real estate senior lending market**

- Underwriting a transaction
- Current state of the market

Michael Shields, Managing Director, EMEA Head of Real Estate, ING Wholesale Banking

10:15 **Coffee break**

10:45 **Debt origination and management from a lender's perspective**

- Drivers for investing in commercial real estate lending
- Track record
- The senior lending cycle

Bruno Dord, Head of European Debt Origination, PIMCO Prime Real Estate



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11:30 **Alternative lending in commercial real estate**

- The growth of non-bank lending in commercial real estate
- Overview and key players
- Governing the lenders' relationships
- Risk and pricing considerations

Sarah Fletcher, Vice President, PGIM Real Estate

12:15 **Lunch break**

13:30 **Debt origination and management from a borrower's perspective**

- Objectives of borrowers and lenders
- Managing the process
- Analysing a term sheet
- Market observations

Duco Mook, Head of Treasury & Debt Financing EMEA, CBRE Investment Management

14:15 **Hedging strategies**

- Why hedge?
- Interest rate swaps
- Interest rate caps
- Pre-hedging solutions

Ross Jennison, Director, Global Real Estate, Chatham Financial



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15:00	Coffee break
15:15	Capital structure: combination of sources and cost of debt financing <ul style="list-style-type: none">• Is there an optimal financing structure?• Choosing and combining financing options• Public companies vs private funds
	Gianluca Marcato, Professor of Finance and Real Estate, Henley Business School (University of Reading)
16:00	Case study <ul style="list-style-type: none">• Preparation in subgroups• Negotiation• Debrief
17:15	Course wrap-up by course leader
17:30	End