

iGlobal Forum

10TH REAL ESTATE MEZZANINE FINANCING SUMMIT

July 8-9th, 2020 | **LIVE VIRTUAL EXPERIENCE**

Key topics to be covered include:

- How has the market changed since the start of COVID-19?
- How has this shaped projections for 2020 and 2021 mezzanine volume overall?
- What level of impact has the pandemic had on asset level cash flows and values so far?
- How are loan origination decisions changing?
- What are the outlooks for different asset classes (office, retail, multifamily, industrial, biotech, entertainment) geographies (primary, secondary, tertiary markets) loan types (stabilized, value add, construction loans)
- What's expected in terms of the buying and selling of performing and non-performing loans – and who is buying, who is selling, and who is intermediating?
- What is the outlook on the ability to raise a new mezzanine fund in today's environment and in the future?
- What do borrowers and lenders need to know about the legal landscape?
- What are some best practices for structuring a work-out?
- What relief actions should be considered?
- What do borrowers and lenders need to know about Uniform Commercial Code remedies?
- What are best practices for negotiating in a distressed commercial real estate deal, what are the most relevant terms, leverage points, and alternative positions?

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- AND MORE**

Dear Colleague,

iGlobal Forum is pleased to present the **10th Real Estate Mezzanine Financing Summit**. Hear leading senior-level industry experts address the key challenges that the U.S. real estate mezzanine financing industry is facing amidst the current global pandemic. COVID-19 is impacting deal flow, capital stacks, and closings and with the future of valuations uncertain, leverage has also shifted. With the increased likelihood of distressed situations and foreclosures, borrowers and lenders are being compelled to work together on loan modifications and remedies. National and international political shifts will also have huge implications for the market. Some of the impacts may be temporary while others may reflect longer term or permanent changes.

Join us for this in-depth interactive live discussion, that will bring together an online community who will explore the ramifications of the COVID-19 pandemic for mezzanine lenders and borrowers. The event brings both lenders and borrowers together to delve into COVID-19 recovery plans, how things will continue to evolve over time, and what future opportunities might look like. You'll join senior-level representatives from real estate mezzanine and senior lenders, private debt funds, credit funds, owners and developers, mortgage REITs, pension funds and endowments, sovereign wealth funds, private equity firms, and investment banks as we discuss these very pertinent issues.

Kind regards,

iGlobal Forum Team

Network with leading:

- Real estate mezzanine and senior lenders
- Private debt and credit funds
- Real estate owners, operators and developers
- Mortgage REITs
- Pension funds & endowments
- Sovereign wealth funds
- Real estate private equity firms
- Investment banks
- Law firms & accounting firms

Location

LIVE VIRTUAL EXPERIENCE

Register today at

realestate.iglobalforum.com/10th-real-estate-mezzanine-financing-summit-home



Agenda - Day 1

July 8, 2020

In the Wake of the Black Swan: The Impact of COVID-19 on the Lending Market

Wednesday July 8, 2020 | 1:00 PM to 1:45 PM

- The effect on loan origination decisions, including regarding asset classes (office, retail, multifamily, industrial, biotech, entertainment), geography (primary, secondary, tertiary markets) and loan types (stabilized, value add, construction loans)
- Concerns about de-densification (flight from urban areas). Has NYC further lost its luster?
- How are loan terms changing (economic and otherwise)?
- Are lenders extending and pretending? Are they hesitant to exercise remedies because they do not want to own the underlying asset?
- Competition from other lenders including alternative lenders, and how lenders are differentiating themselves. How is fundraising going?



Alan Todd
Managing Director/ Head of CMBS Strategy
MERRILL LYNCH



Brad Bloom
Managing Director
CITIGROUP GLOBAL MARKETS



Shaunak Tanna
Head of Structured Investments
BASIS INVESTMENT GROUP, LLC



Shay Rubin
Principal
ARKHOUSE PARTNERS



Dan Cooperman
Chief Originations Officer
TERRA CAPITAL PARTNERS



Moderator
Dan Berman
Partner
KRAMER LEVIN

Selling and Purchasing Performing and Non-Performing Loans

Wednesday July 8, 2020 | 1:45 PM to 2:30 PM

In the current economic climate there will be increased interest and volume in the sale and purchase of performing and non-performing commercial mortgage loans and mezzanine loans.

- Economic and Transaction Environment
- Who is Selling? Who is Buying? And, who is Intermediating?
- Price Discovery
- Bidding Activity
- Asset Classes
- Types of Loans
- Acquisition Strategy/Goals
- Business Relationships
- Mortgage Loan Purchase and Sale Agreement
- Other Business and Legal Due Diligence Considerations



Jason D. Hernandez
Managing Director - Head of Originations
NUVEEN ESTATE



Aaron Krawitz
President
DWIGHT CAPITAL



Jonathan Snider
SVP
SHERWOOD EQUITIES



Moderator
Tim Davis
Partner
WHITE AND WILLIAMS LLP

What Does the Future Hold for Fundraising, Rescue Financing Solutions, and Internal Rate of Returns?

Wednesday July 8, 2020 | 2:30 PM to 3:00 PM

- Can you see any ability to raise new Mezzanine funds in today's world?
- How C-PACE can be used as a rescue finance solution in a workout
- Projections for 2021: Should we expect heavy or minimal competition?
- What yields should you be seeking on your Mezzanine money today considering both current/short term and over-all long-term IRR?
- How has COVID-19 affected your deal flow, capital stack & closings
- Preferred & least favorite real estate product types.



Daniel Jacobson
Vice President, Direct Investment Group, Structured Investments
AEW CAPITAL MANAGEMENT



Jessica Bailey
CEO & Co-Founder
GREENWORKS LENDING



Jeremy Burton
Director
CALM WATER CAPITAL



Douglas Lyons
Managing Principal, Portfolio Management & Capital Markets
PEARLMARK



ROUNDTABLE DISCUSSION

Don't Give Back Your Keys Just Yet

Wednesday July 8, 2020 | 3:00 PM to 3:30 PM

With the economic turns of the spring comes the rising questions around foreclosures. Before changing the locks or closing your doors, spend time with industry experts as they dive into the legal and business features of the market's current deals.

- Discuss the differences of single and multi-property transactions, judicial v. non judicial foreclosure states and transfer taxes.
- Hear insight into the challenges with deed in lieu.
- Follow the money to understand when you stop investing and rescue capital options.
- Learn how to improve investor relations and address reputation risks.



Krystyna M. Blakeslee
Partner
DECHERT LLP



Boots Dunlap
CEO & Co-Founder
RRA CAPITAL

Agenda - Day 2

July 9, 2020

Negotiating a Distressed Deal - What's your next step?

Thursday July 9, 2020 | 1:00 PM to 1:45 PM

Join a panel of industry leaders as they dive deep into a scenario of today's negotiations to explore the most relevant terms, leverage points, and alternative positions in a distressed commercial real estate deal.

Mezzanine and senior lenders, as well as borrowers and sponsors, will hear insights on negotiating in the current market including winning strategies, dangerous pitfalls, and potential outcomes related to a distressed asset.



Allan Brilliant
Partner
DECHERT LLP



Embree C. Bedsole
Senior Managing
Director
ANKURA



Krystyna M. Blakeslee
Partner
DECHERT LLP

Workouts in an Environment no one Saw Coming

Thursday July 9, 2020 | 1:45 PM to 2:30 PM

- Default/Anticipated Default
- Pre-Workout Diligence
- Formulation of a plan
- Structuring a work-out



John Randall
Partner
PCCP LLC



Marc Warren
Principal
ACKMAN-ZIFF REAL
ESTATE CAPITAL
ADVISORS



Mike Fishbein
Director
TERRA CAPITAL
PARTNERS



Jim Glasgow
HN GREEN HOLLOW
CAPITAL PARTNERS



Moderator
Nicholas Hoffman
Partner
HAYNES & BOONE

Closed Door Investor Discussion: Where is Mezzanine Headed? Key Considerations for 2021

Thursday July 9, 2020 | 2:30 PM to 3:00PM

- Where are the opportunities for the year ahead? Forecasted trends in property supply and demand by geography and sector
- Trends in distressed loans/debt – where are the challenges and opportunities?
- Analysis of the legal landscape – what borrowers and lenders need to know
- Will mezzanine volume and lender appetite pick up during a market correction? What are the risks to pre-empt in a further down cycle?
- Leveraging future opportunities with well-capitalized operators and understanding key negotiation points
- Technology and other key market disruptors making the market more efficient



Alex Henderson
Senior Vice President
Co-Investment
GROSVENOR
AMERICAS



Kelly Gebert
Director of
Acquisitions
TRIANGLE CAPITAL
GROUP



Dan Berman
Partner
KRAMER LEVIN

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 Email: info@iglobalforum.com

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