



DLA PIPER ITALY REAL ESTATE SUMMIT 2018

QUO VADIS ITALIA?

Milan, 30th October 2018, 8.30am – 2.30pm

Starhotels Rosa Grand – Piazza Fontana

IN COLLABORATION WITH:

CBRE

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QUO VADIS ITALIA?

THE INTERNATIONAL PERSPECTIVE – HOW DO GLOBAL INVESTORS VALUE RISKS AND OPPORTUNITIES IN THE ITALIAN REAL ESTATE MARKET?

More than 70% of the real estate investments in Italy in 2017 was carried out by foreign investors. The importance of international capital for the Italian real estate market is increasing year on year. It is therefore of fundamental importance to understand the views of foreign investors on the Italian real estate market. Is there enough stock? Does the available product comply with the expectations of international capital? Which impact does the new government have on the political risk assessment? Will there be foreign capital to fund real estate developments? How do the international banks see the Italian covenant? The fifth edition of Quo Vadis Italy focuses on the international perspective on the Italian real estate market. Seven panels with thirty five panellists from leading international investors, banks and asset managers will share with the audience their views on the Italian real estate market and the investment climate in Italy. International capital in Italy – will the interest continue to grow or are we at a turning point?

AGENDA

8.30 – 9.00	REGISTRATION AND WELCOME COFFEE
Hotel Networking Area	
9.00 – 9.30	OPENING REMARKS
AIDA meeting room	Equity, debt, alternative assets – strategic asset allocation in a global market characterized by low returns, rising interest rates and political uncertainties
9.30 – 10.30	PLENARY ROUND-TABLE
AIDA meeting room	Flat income tax, guaranteed minimum income, shadow currency – can Italian real estate values resist in times of radical political change?
10.30 – 11.00	COFFEE BREAK
Hotel Networking Area	
11.00 – 12.00	ROUND TABLES
CARMEN meeting room	Thinking smart – how to benefit from Smart Working, Smart Buildings and real estate innovation
TOSCA meeting room	The quality game – can Italy's logistics market absorb the increasing demand from operators and investors?
NORMA meeting room	Huge stock, few transactions – why do Italy's distressed loan portfolios not attract more international investors?
MANON meeting room	The survival of retail – are the lessons learned in Europe applicable to the Italian retail market?
FONTANA meeting room	Forward Funding – does institutional money take on development risks?
12.00 – 13.00	PLENARY ROUND-TABLE AND CLOSING REMARKS
AIDA meeting room	European, US or Asian Capital – who has the best cards to play?
13.00 – 14.30	NETWORKING LUNCH
Hotel Bar Grand & Lounge	

DETAILED AGENDA

OPENING REMARKS

9.00 – 9.30 – AIDA meeting room

Equity, debt, alternative assets – strategic asset allocation in a global market characterized by low returns, rising interest rates and political uncertainties

Speaker:

- Andrew McCaffery, Global Head of Strategic Client Investments, Aberdeen Standard Investments

PLENARY SESSION

9.30 – 10.30 – AIDA meeting room

Flat income tax, guaranteed minimum income, shadow currency – can Italian real estate values resist in times of radical political change?

Panelists:

- Trish Barrigan, Managing Partner, Benson Elliot
- John O'Driscoll, European Head of Transactions, AXA REIM
- Sophie van Oosterom, CEO and Chief Investment Officer EMEA, CBRE Global Investors
- Silvia Rovere, General Manager, Morgan Stanley SGR
- Martin Vest, Managing Director, EURO-HUB, Aareal Bank AG

Moderator:

- Lisette van Doorn, Chief Executive Officer, ULI Europe

ROUNDTABLES

11.00 – 12.00 – CARMEN meeting room

Thinking smart – how to benefit from Smart Working, Smart Buildings and real estate innovation

Panelists:

- Fabiano Alberti, IGT Business Management Senior Director, The Boston Consulting Group
- Philippa Gill, Partner, Verdextra
- Roberto Lauritano, Head of Letting Department, Generali Real Estate
- Nicolas Maciocia, Director for Real Estate, WeWork
- Mario Vacirca, Senior Manager, Accenture Operations

Moderator:

- Alessandro Mazzanti, CEO Italy, CBRE

11.00 – 12.00 – TOSCA meeting room

The quality game – can Italy's logistics market absorb the increasing demand from operators and investors?

Panelists:

- Jean Christophe Bretxa, Chief Executive Officer, Metro Properties
- Sandro Innocenti, Senior Vice President, Country Manager Italy, Prologis
- Raimund Paetzmann, Vice President Corporate Real Estate, Zalando SE
- Eric Véron, General Manager, Vailog

Moderator:

- Francesco De Blasio, Partner, DLA Piper

11.00 – 12.00 – NORMA meeting room

Huge stock, few transactions – why do Italy's distressed loan portfolios not attract more international investors?

Panelists:

- Francesco De Gennaro, Partner, DLA Piper
- Francesca Galante, Co-Founder and Partner, First Growth
- Andrea Giovanelli, CEO, DoBank *
- Fabio Longo, Managing Director Europe, Bain Capital Credit
- Tim Schuy, Director – Banking & Credit Management, Asset Services, Link Group

Moderator:

- Emilio Portes, Head of Q&RM, Capital Markets, Southern Europe, Jones Lang LaSalle

11.00 – 12.00 – MANON meeting room

The survival of retail – are the lessons learned in Europe applicable to the Italian retail market?

Panelists:

- Claudia Boni, Real Estate Development Manager, Gruppo Coin
- Cyrille Deslandes, Chief Investment Officer, Klepierre
- Sandra Oertel, International Director Center Management Austria, Hungary & Italy, ECE Projektmanagement
- Fabio Tedeschi, Head of Leasing Italy & Switzerland, IKEA Centres

Moderator:

- Joachim Sandberg, Head of Italy and Southern Europe Region, Cushman & Wakefield

11.00 – 12.00 – FONTANA meeting room

Forward Funding – does institutional money take on development risks?

Panelists:

- Valeria Falcone, Head of Italy, Barings
- Maureen Mahr van Staszewski, Head of Funds Europe, Cromwell Property Group
- Florence Roche, Head of Transactions & Development Residential, Primonia
- Donato Saponara, Head of Transactions West Europe – Country Head of Italy, Allianz Real Estate
- Tony Smedley, Managing Director, Head of Private Equity – Europe, Heitman LLC

Moderator:

- Giuseppe Amitrano, Chief Executive Officer, GVA Redilco

PLENARY SESSION

12.00 – 13.00 – AIDA meeting room

European, US or Asian Capital – who has the best cards to play?

Panelists:

- Carolina Bocchini, Head Business Development International, Credit Suisse Asset Management Global Real Estate
- Tinka Kleine, Head of Private Real Estate Europe, PGGM
- Barbara Knoflach, Global Chief Executive Officer Investment Management, BNPP
- Graham Mackie, Head of Real Estate Asia Pacific, UBS Real Estate
- Martina Malone, Managing Director and Global Head of Fund Raising, Prologis

Moderator:

- Paola Dezza, Giornalista, Il Sole 24 Ore

Quo Vadis Italia? is a DLA Piper event
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