

LMA REF Certificate Course

22–24 January 2018

London



New to the LMA, this three-day course is aimed primarily at lenders and investors who want to gain an in-depth understanding of the key players and considerations fundamental to commercial real estate transactions.

Course format

The full-time course is based around a series of formal lectures delivered by various experienced market practitioners and lecturers. An examination is held at the end of the course. The course is restricted to a maximum of 30 delegates.

Course details

Eligibility

LMA Member organisations only

Delegate cost

£850 plus VAT, which includes course materials, refreshments and lunch

Location

Holborn Bars, 138–142 Holborn,
London, EC1N 2NQ

Programme content queries

Gemma Haley

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Speakers

Simon Johnston, Partner – CMS

Riaz Azadi, Managing Director
– Eastdil Secured

Amelia Slocombe, Director
– Loan Market Association

Amy Crick, Head of UK RE Transaction
Management – Barclays

Kumar Tewari – Lloyds

Peter Skinner, Director – Lloyds

Elena Sabinina-Rey, Partner
– Brown Rudnick

Omega Poole, Partner
– Brown Rudnick

Paula Inglis, Senior Associate
– Hogan Lovells

Leanne Keyte, Senior Director – RBS

Deborah Orlando, Counsel – Banking

Zak Ikponmwo – Clifford Chance LLP

Jenane Gazal – Chatham Financial

Scott Simpson, Partner – Linklaters

Steve Smith, Partner – Linklaters

Paula Macnamara, Managing
Associate – Simmons and Simmons

Sudhir Nair, Senior Associate
– Baker & McKenzie

Sébastien Marcelin-Rice, Partner
– Baker & McKenzie

Ian Jack, Partner – Baker & McKenzie

Tatiana Bosteels, Director of RPI
& Sustainability – Hermes Investment
Management

Andrew Knight, Head of City
Engagement, UK Markets – RICS

Gary Pitt, Partner – JLT

Geraint Williams, Director,
Real Estate Tax – Deloitte

Programme outline

Day 1

09.00 LMA Introduction
09.10 Overview of the CREF market
10.00 Debt Market Analytics

11.00 Refreshments

11.15 Focus on syndicated loans
12.15 REF Syndication: responsibilities
in a bank CREF team

13.00 Lunch

14.00 Evaluating Alternative Solutions
– Borrower viewpoint

15.30 Refreshments

15.45 Property Due Diligence
16.45 Close

Day 2

09.00 Introduction to financial
covenants
10.00 Commercial aspects of LMA
documentation

11.00 Refreshments

11.15 Case Study – negotiation of
commercial terms

12.30 Lunch

13.30 Hedging in CRE finance
transactions
14.15 Taking security in CRE finance
transactions (English law)

15.15 Refreshments

15.30 Dispute resolution and enforcing
security

17.00 Drinks reception

18.30 Close

Day 3

09.00 NPLs and Portfolio Sales
10.00 Overview of Sustainability
Regulation application to CRE

10.45 Refreshments

11.00 The Role of Valuers as Advisors
in CRE finance transactions
12.00 The Role of Insurance in CRE
finance transactions

13.00 Lunch

14.00 The Role of Tax and Tax
Advisors in Structuring a REF
transaction

15.00 Refreshments

15.15 Exam
17.00 Close

To register:

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