

Hatfield Philips International Limited

2nd Annual Servicer Forum



Monday 12th September 2011

Date: Monday 12th September, 2011
Time: 1pm – 5pm followed by social network

Venue: Paul Hastings,
Ten Bishops Square, London, E1 6EG



FULLY

Following the success of our inaugural Client Forum, where over 100 of Europe's key players in the CRE market gathered to hear updates on the state of the industry, we are proud to invite you to the Second Annual Servicer Forum.

BOOKED

Europe's CRE market is beginning to recover from a prolonged slump but whilst the European continent continues to see stability and a steady recovery in the commercial real estate market, a significant challenge for Hatfield Philips, will be to be best placed for any return of the market we all need to be aware of key developments and influences likely to impact us over the next two to three years.

As one of Europe's largest Servicers, Hatfield Philips International has hands on insight into today's key events and sits at the centre of what is likely to occur as the bulk of the loans written in the last 7 years approach maturity. Together with other leading market professionals, we would like to share this insight and provide room to discuss these issues at our Second Annual Servicer Forum.

The Forum is directed towards all current and new market participants in the commercial real estate sector and has been established following demand from lenders, investors and their advisers.

The Forum will address the main concerns as we prepare for a turbulent 2012:

- The future of CMBS – have originators done enough to bring back investors?
- Review of precedents currently impacting the CRE market including the impact of new regulation and current events such as the sovereign debt crisis
- New developments in CRE lending and investing
- Feedback session on industry issues
- An inside view on Investor Reporting requirements

I personally invite you to join us at this free event as we discuss the future shape of the European CMBS and CRE markets.

We look forward to seeing you there.
Yours sincerely,

Clarence Dixon
Managing Director
Hatfield Philips International

RSVP by 5th September to:
clientforum@hatfieldphilips.com
Tel. 020 7071 6100

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AGENDA

Monday 12th September, 2011

13:00 – 13:10

Welcome

- Clarence E. Dixon, Managing Director – Hatfield Philips International

13:10 – 14:00

Asset Pricing

- Justin Kennedy, Co-CEO – LNR Property LLC
- Toby Cobb, Co-CEO – LNR Property LLC

14:00 – 14:45

Precedents currently impacting the CRE market - Where do we go from here? New Lending, CMBS or Loan Extensions?

- Amanda Little, Director – Hatfield Philips International
- Charles Roberts, Partner - Paul Hasting LLP
- Peter C.M. Schott, Managing Director – Westdeutsche Immobilienbank
- Peter Denton –Head of UK Real Estate Finance - BNP Paribas
- Romano Paredes – Executive Director - UBS

14:45 – 15:05

Coffee Break

15:10 – 15:45

Loan and Note Auctions, The US Experience

- Jeff Frieden, CEO – Auction.com

15:45 – 16:30

CRE Work Out Strategies – The Real Deal

- Matthew Grefsheim, Director
Hatfield Philips International
- Christian Daumann, Managing Director
Hatfield Philips Deutschland
- Gautam Doshi, Vice President - Blackrock
- Matthew Prest, Managing Director - Moelis & Company
- Fraser Greenshields, Partner – Ernst & Young

16:30 – 17:00

The European Real Estate Perspective: Focus on Germany and Holland.

- John Muldoon, Director Real Estate – Hatfield Philips International
- Michael Walton, Chief Executive - Rynda Property Investors
- Jacob Lyons, Managing Director – CR Investment Management

17:00 – 17:10

Closing Words

- Matthias Schlueter, Managing Director – LNR Partners Europe

17:10 – 18:00

Drinks Reception

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Please RSVP your attendance

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Ten Bishops Square
London, E1 6EG
United Kingdom

- Yes**, I will be attending the 2nd HPI Servicing Forum
- No** I am unable to attend but would like to receive further information of Hatfield Philips Services

Name:

Title:

Company:

Address:

Email:

Telephone:

Date:

Signature:

Please check the appropriate box below - I am / my firm is an;

- Investor
- Lender
- Financial advisor
- Broker
- Borrower
- other

Please RSVP by **September 5th, 2011** to: clientforum@hatfieldphilips.com

or Fax: +44 (0)20 7071 6101