

KU LEUVEN

Real Estate Private Equity

Insight Programme for Real Estate Executives

From 23 January until 23 May 2025 (7 sessions)
Leuven, London and Luxembourg



How can you put capital to work with real estate as the underlying asset?

Discover the new Insight Programme on Real Estate Private Equity, a unique programme for European real estate executives. This course provides a concise overview of the market dynamics, key players, terminology and strategies of professional real estate investments. We focus on private equity in real estate from a European perspective. The central research question of the course: How can you put capital to work with real estate as the underlying asset?

This programme provides you with a comprehensive understanding of the principles, strategies, and skills involved in this specific area of real estate private equity:

- A solid understanding of the fundamental concepts and principles of real estate finance
- Private equity concepts: the basics of private equity, focusing on how it applies specifically to real estate
- Identify and assess potential real estate investment opportunities
- Risk management: how to identify, quantify, and manage risks effectively
- Legal and regulatory compliance: understanding the legal and regulatory aspects of real estate transactions
- Networking and relationship building: opportunities to connect with industry professionals, mentors, and potential business partners

Target group

This Insight Programme is designed for real estate executives and high potentials with a minimum of 5 years of experience, working on the raising of equity, e.g. real estate agents, lawyers, professionals in real estate investment trusts, real estate developers (in an active role as): (institutional) investors, (private) fund managers, asset managers, pension funds, ...

Participants must have obtained a Master's degree in e.g. law, economics, (business) engineering, ...

There is a maximum of 25 participants to facilitate and foster interactivity, discussion and peer-to-peer learning.



Programme

• Why should you enrol for this programme?

Real estate private equity is a global phenomenon. Understanding its intricacies is a key element in the professionalization of the Belgian real estate industry. It can lead to cross-border investments, international collaboration, an evolution towards more sustainable real estate and affordable housing and the sharing of best practices.

This programme helps real estate professionals acquire new skills and refine existing ones: skills related to financial modelling, risk assessment, negotiation and deal structuring, all crucial in real estate private equity. In addition, real estate private equity involves complex financial and investment challenges. The programme enhances problem-solving abilities, enabling you to tackle intricate issues and find innovative solutions, all starting from research-based insights and scientific knowledge. Learning from case studies and real-world examples can kindle innovation and creativity among the participants so that you can apply these insights to your projects and strategies.

• What can you expect from this programme?

This programme provides a concise overview of the market dynamics, key players, terminology and strategies of professional real estate investments. We focus on private equity in real estate from a European perspective. The central research question of the course is: how can you put capital to work with real estate as the underlying asset?

The programme addresses financial fundamentals and frameworks, European legal frameworks and basic tax structuring insights. International experts deliver a frame of reference on an economic foundation, supplemented with practice-oriented cases and study visits where you can integrate and apply your knowledge in dialogue with international experts.

Take a closer look at the Real Estate Private Equity Insight Programme

Most of the classes of the programme are taught in Leuven. In addition, the programme includes a study visit to London and a study visit to Luxembourg.



Part 1 | Introduction: Real Estate as an asset class

Thursday 23 and Friday 24 January 2025, Leuven, 9 am - 7 pm

- Setting the scene: we sketch the overview of the programme based on some real-world examples.
- Investors & Structures: explanation of the roles in real estate private equity: Limited Partners, General Partners, Operational Partners, Merchant Banks, Investment Banks, Fund Managers and introduction to Investment Strategies
- Definition of Real Estate Private Equity
- Key concepts of Real Estate Private Equity: the ABC of funds
- Real Estate as an asset class
- Functioning of the capital markets

Lecturers:

Mr. Matthias Maselis (Stibbe), Philip Walravens (Tribeca Capital Partners), Sheelam Chadha (Atenor), Jo De Clercq (Prime Property Fund Europe), José Pellicer (M&G Real Estate), mr. Victorien Hémerly (Stibbe), and Allen Chiltern (Schröders)

Part 2 | Real Estate Investment Strategies & concepts (International and Domestic General Partners)

Thursday 20 and Friday 21 February 2025, Leuven, 9 am - 7 pm

- Real Estate Investment Strategies & Concepts: European legal framework and main Belgian and Luxembourg vehicles
- Tax landscape and BEPS recommendations
- Strategic understanding of the structuring based on tax and legal aspects
- Investment vs. risk strategies
- Recapitalization and timing strategies, liquidation scenarios and exit strategies
- The role of the asset manager

Lecturers:

Mr. Bart Denys, mr. Alexandre Ooms (Clifford Chance), hilip Walravens (Tribeca Capital Partners), Sheelam Chadha (Atenor) and others



Part 3 | Fundraising: Equity & Debt

Friday 21 March 2025, London, 9 am - 6 pm

- Organization of investors: international and domestic limited partners: types of Limited Partners
 - Pension funds
 - Insurance companies
 - Multi-managers
 - Single-Family Offices
 - Joint Ventures
 - Sovereign wealth funds
 - Commingled funds
 - Fund of funds
- Financing and Debt structure
- Debt funds
 - Domestic banks
 - LMA financing (Loan Market Association)
 - German banks
 - Security agents and payment agents
 - Mezzanine & junior debt
 - Bonds and convertible bonds
 - Banking terminology: draw down notice, duty of care, certificate of conformity, covenants, IPD ...
 - Preferred Equity

Lecturers:

mr. Wouter Ghijsels (Stibbe), Garreth Ditmer (Morgan Stanley) and others

Part 4| Real Estate Private Equity: Future Thinking and Sustainability

Thursday 24 April 2025, Leuven, 9 am - 7 pm

- Real Estate Private Equity in a sustainable future: Impact investing
 - Legal framework
 - SFDR (Sustainable Finance Disclosure Regulation)
 - ESG concepts and labels (GRESB, BREEAM, LEAD, UNPRI)
 - EU Taxonomy
 - Sustainable trends and their impact on investments
- Future thinking

Lecturers:

Denice Rosvall (Tribeca Capital Partners), and others

Part 5 | Exploring the Real Estate Private Equity Landscape at Luxembourg

Friday 23 May 2025, Luxembourg, 10.30 am - 6.30 pm

- The financial environment in Luxembourg
- The services Industry: AFM, Depository CACEIS, Administrator
- Operationality and Fund Works

Lecturers:

Jan-Marc Goy (Alfi), Rudolf Kömen (IntReal International Real Estate Kapitalverwaltungsgesellschaft), Pierre Weimerskirch (Apex Group), Ezechieel Havrenne (Luxembourg School of Business and Squicle Capital), mr. Victorien Hémerly (Stibbe)

Practical

Dates and locations

- Part 1 | Introduction: Real Estate as an asset class
Thursday 23 and Friday 24 January, Leuven
- Part 2 | Real Estate Investment strategies & concepts (Int. and domestic General Partners)
Thursday 20 and Friday 21 February 2025, Leuven
- Part 3 | Fundraising: Equity & Debt
Friday 21 March 2025, London
- Part 4 | Real Estate Private Equity: future thinking and sustainability
Thursday 24 April 2025, Leuven
- Part 5 | Exploring the Real Estate Private Equity Landscape at Luxembourg
Friday 23 May 2025, Luxembourg

Registration

- Registration fee: 3750 euros.
- Included: participation in the lessons, course material, catering, insurance and Eurostar ticket to London
- Pay by bank transfer to number IBAN BE31 2850 2133 2955 of PUC - KU Leuven Continue, stating '400/0026/53391 + name of participant(s) and do not receive an invoice.
- If you would like an invoice, please indicate this when registering.
- Save on your registration fee by using the [kmo-portefeuille](#). Our approval number is DV.O102270. When submitting your application, you choose the theme "Bedrijfsstrategie" with reference 400/0026/53391

Credits

BIV | ITAA | FSMA: applied for

PUC - KU Leuven Continue

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Door mij in te schrijven, verklaar ik mij ermee akkoord dat de gegevens die ik verstrek gebruikt worden om mij te contacteren in de context van deze opleiding en voor alle nuttige opvolging ervan.