

IPD – KTI NORDIC PROPERTY INVESTMENT BRIEFING

The changing landscape of property investment and finance: Is capital finding its way to Nordic property?



18 April 2012

Marina Congress Center, Fennia II, Helsinki

The continuing turmoil in the European financial markets is significantly impacting the Nordic property markets. While the Nordic economies are showing relatively stable performance, they are inevitably and profoundly affected by the changes in the European investment environment. The program of the 8th IPD-KTI Nordic Property Investment Briefing will focus on the following questions:

- How will the Nordic economies and property markets perform in the European context?
- What are the impacts of the crisis in the euro-zone on the Nordic property markets?
- In which markets and sectors, and in what kind of assets and vehicles, will the investor interest be targeted at?
- How will the sources of capital develop and change in the future?

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Conference program

Moderator: Kaj Hedvall, Director of Business Development, Senate Properties

Time	Topic	Speaker
08:30	Registration	
9:00	Opening: Hanna Kaleva, KTI Finland and Kaj Hedvall, Senate Properties	
	Setting the scene: Outlook for the Nordic economies and property markets	
	Economic outlook: Nordic countries in the global context <ul style="list-style-type: none"> • drivers of economic growth in the Nordics – how does the future look? • risks and challenges in the economic outlook 	<i>Pasi Sorjonen, Economist, Nordea Bank</i>
	The Nordic property markets: holding well in the global turmoil? <ul style="list-style-type: none"> • the impacts of the global turmoil on the property investment markets • relative strengths and weaknesses of the Nordic property markets in the European market environment 	<i>Sabina Kalyan, Global Research Director of Operations and Chief Economist, CBRE Global Investors</i>
	The impact of the eurozone crisis on the property markets – are the Nordic markets decoupled? <ul style="list-style-type: none"> • scenarios based on the different outcomes of the euro crisis • impacts on different property markets: how will the Nordics be affected? 	<i>Sotiris Tsolacos, Director of European Research, Property and portfolio research</i>
10:30	Break	
10:45	The changing role of property in a multi-asset portfolio	
	Risks and returns in the main European property markets – implications for investment strategies <ul style="list-style-type: none"> • property returns and risks in the Nordics and in Europe: correlations between the markets • property indices – what kind of a story do they tell about the markets? • use of return indices in defining investment strategies 	<i>Malcolm Frodsham, Research Director, IPD</i>
	Evolution of property investment strategies in institutional portfolios, case Tapiola <ul style="list-style-type: none"> • approach for defining property allocations for different portfolios • allocations within property portfolios • potential challenges in executing selected strategies 	<i>Tuomo Halttunen, Portfolio Manager, Tapiola Real Estate</i>
	The landscape for property investment – a life fund's perspective <ul style="list-style-type: none"> • property investments in a multi asset portfolio • the impact of changing markets and regulatory framework on the property investment strategy • implementing the property investment strategy: what? how much? where? how? 	<i>Gro Boge, CEO, DNB Næringsseiendom</i>
12:15	Lunch	

13:15	Investors focus on prime – or maybe even beyond?	
	What are investors looking for in today's marketplace <ul style="list-style-type: none"> • investor appetite for property • approach to return and risk – has something changed? • preferences for investment vehicles / products • the position of the Nordic markets in international investors' agenda 	Alessandro Bronda, <i>Head of Global Property Investor Solutions, Aberdeen Asset Management</i>
	Arising opportunities in non-prime properties? <ul style="list-style-type: none"> • what can non-prime properties offer to investors in today's market environment? • does demand meet supply in the non-prime? 	Simon de Château, <i>CEO, Partner, Sveafastigheter</i>
	Nordic Shopping Centers – key for growth? <ul style="list-style-type: none"> • outlook for retail property / shopping center markets in the Nordics • opportunities for growth? • how to meet the needs of consumers, retailers - and investors? 	Marcel Kokkeel, <i>CEO, Citycon Oyj</i>
14:45	Coffee	
15:15	Access to capital for property investments	
	Flows and sources of capital in the current markets <ul style="list-style-type: none"> • where is the capital for property coming from and where is it aiming at? • which markets, sectors and what kind of instruments attract investors? • regulatory changes and institutional investment flows • what will happen with the debt funding gap? 	Nigel Almond, <i>Associate Director, Forecasting and Strategy Research, DTZ</i>
	Themes for panel discussion <ul style="list-style-type: none"> • The competitiveness of the Nordic markets in the current marketplace • Availability of equity and debt • Which markets and sectors attract capital in the Nordics? • What kinds of vehicles are needed? • The impact of terminating funds and terminating debt on the market 	Panelists: Ville Raitio, <i>Partner, Investments, ATP Real Estate</i> Michael Kröger, <i>General Manager, International Real Estate Lending, Helaba</i> Alan Patterson, <i>Head of European Research and Strategy, AXA Real Estate</i> Jan Rosengren, <i>Senior Advisor, Newsec</i>
16:30	Conference close	
16:40	Cocktails, sponsored by	

For more information on program or sponsorship opportunities, please contact:
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Please note:

- Registration: For online registration, go to www.kti.fi/news. You can also register by sending your contact details to kti@kti.fi
- Price: the conference fee is 550 euros + VAT. For IPD and KTI clients and RICS Nordic members the price is 450 euros + VAT
- Payment: An invoice will be sent to you upon receipt of registration. Payment must be settled before the event
- Cancellation: We cannot accept cancellations after the conference fee has been invoiced. However, information on substitution can be sent at any time to kti@kti.fi
- Language: All presentations will be given in English
- Conference organisers: The conference is organised by IPD Norden and KTI. For more information on the organisers, please visit www.ipd.com/nordic or www.kti.fi
- Accommodation: The conference venue is next to Scandic Grand Marina Hotel. Please book your room by 29 March by contacting the hotel at:
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