Webinar

ULI Europe and PwC Emerging Trends?? 2023 Report Launch

Date: November 03, 2022

00:00:08 --> 00:00:09:	Welcome everyone.
00:00:10 --> 00:00:14:	Welcome to this year's launch of the UI and PwC
00:00:15 --> 00:00:20:	emerging trends in real Estate Europe 2023 report. We're very
00:00:20 --> 00:00:24:	pleased with this year's launch as it marks the 20th
00:00:24 --> 00:00:30:	anniversary of this important report and especially because so many
00:00:30 --> 00:00:35:	of you have contributed this year. More than 900 industry
00:00:35 --> 00:00:41:	professionals from across Europe have contributed to the report.
00:00:41 --> 00:00:47:	Either through an interview, participating in the survey or roundtable
00:00:47 --> 00:00:53:	discussion and also as part of the 20th anniversary, the
00:00:53 --> 00:00:58:	report not only covers the short term outlook, but also
00:00:58 --> 00:01:02:	looking back 20 years and 20 years ahead, we are
00:01:02 --> 00:01:06:	very pleased with the collaboration with PwC.
00:01:07 --> 00:01:11:	For all these years and also this year, it was
00:01:11 --> 00:01:13:	a pleasure to work together.
00:01:14 --> 00:01:19:	Today we have the kickoff and I'm looking forward to
00:01:19 --> 00:01:24:	the presentation and the discussion later, but the report is
00:01:24 --> 00:01:28:	also available on our website and on PWC's website. And
00:01:28 --> 00:01:32:	as you may have already seen, we have quite a
00:01:32 --> 00:01:38:	lot of additional launch events planned physically across our national
00:01:38 --> 00:01:42:	councils in Europe did a different countries.
00:01:43 --> 00:01:47:	For those of you who want to make a comment
00:01:47 --> 00:01:51:	or ask a question, you can use the Q&A button
00:01:51 --> 00:01:55:	that you see at the bottom of your screen. And
00:01:55 --> 00:01:59:	now I'm very pleased to hand over to Gareth Lewis
00:01:59 --> 00:02:00:	from PwC.

00:02:00 --> 00:02:05: Who will open the webinar with a presentation of the
00:02:05 --> 00:02:06: main results?
00:02:07 --> 00:02:08: Garrett, over to you.
00:02:10 --> 00:02:14: Thank you, Lisette. Good afternoon, everyone. Suzette said I'm Gareth
00:02:14 --> 00:02:17: Lewis from the PwC real estate team based in London
00:02:17 --> 00:02:19: and on bar for PwC. I'd like to first of
00:02:20 --> 00:02:23: all take the opportunity to thank Lizette, Sophie and the
00:02:23 --> 00:02:26: UI team for their efforts in collaborating with PwC to
00:02:26 --> 00:02:29: deliver this report, I think which we have in in
00:02:29 --> 00:02:33: what has been quite challenging market, market circumstances. So it's
00:02:33 --> 00:02:36: my pleasure to spend the next 15 minutes or so
00:02:36 --> 00:02:40: talking you through the the key highlights of the emerging.
00:02:40 --> 00:02:44: Friends and real estate report it. This is a forward-looking
00:02:44 --> 00:02:47: report that I think is is unique in terms of
00:02:47 --> 00:02:50: the quality of input we get from senior real estate
00:02:50 --> 00:02:54: professionals at the at the coalface of the industry. Next
00:02:54 --> 00:02:55: slide please mark.
00:03:00 --> 00:03:03: And for me this has been one of the perhaps
00:03:03 --> 00:03:06: the most sort of interesting years I've been involved in
00:03:06 --> 00:03:09: in the research. And it's also interesting for the reason
00:03:09 --> 00:03:13: that Lizette said that this is the 20 year anniversary
00:03:13 --> 00:03:16: of the European report. So. So I definitely encourage you
00:03:16 --> 00:03:19: to read chapter seven of the report which which takes
00:03:19 --> 00:03:22: that 20 year looking back and looking forward view. But
00:03:22 --> 00:03:25: as Lizette said, I wanted to also point out that
00:03:25 --> 00:03:29: today's webinar is actually going to be very much focus
00:03:29 --> 00:03:30: on the the here and now.
00:03:30 --> 00:03:33: The outlook for for 2023 and in that sense that
00:03:33 --> 00:03:36: the reality is that the outbreak of war in Ukraine
00:03:36 --> 00:03:39: has cast a long shadow over Europe and real estate
00:03:39 --> 00:03:43: like any other industry will have to deal with the
00:03:43 --> 00:03:47: economic and political fallout for the foreseeable future. So the
00:03:47 --> 00:03:50: title of this year's report, the eye of the Storm
00:03:50 --> 00:03:53: is is self-explanatory and I'll run you through the key
00:03:53 --> 00:03:57: highlights following the the themes shown here. First of all
00:03:57 --> 00:04:00: a general sentiment of reality superseding optimism.
00:04:00 --> 00:04:05: Secondly, the the wide array of shifting concerns impacting real
00:04:05 --> 00:04:09: estate businesses. Thirdly, capital pulling back from the sector and

00:04:09 --> 00:04:12: 4th we'll look at the top sectors and cities to
00:04:13 --> 00:04:16: watch out for for 2023. And finally the the theme
00:04:16 --> 00:04:20: of around fit for purpose real estate. Next slide please.
00:04:23 --> 00:04:26: So if the the third year of the pandemic was
00:04:26 --> 00:04:29: supposed to offer, in signs of hope, hope, the outbreak
00:04:29 --> 00:04:33: of war in Europe has delayed recovery and exposed significant
00:04:33 --> 00:04:37: structural weaknesses in the economic, social and political fabric of
00:04:37 --> 00:04:38: Europe.
00:04:39 --> 00:04:42: Beyond real estate fundamentals like supply and demand, the market
00:04:42 --> 00:04:46: has an almost unlimited number of distractions and these are
00:04:46 --> 00:04:48: bricks in the in the wall of worry as the
00:04:48 --> 00:04:52: US version of this year's report called. It will continue
00:04:52 --> 00:04:55: to be very fluid and the ultimate direction that many
00:04:55 --> 00:04:58: of these take would have an impact on what kind
00:04:58 --> 00:05:00: of year many of us would have from a business
00:05:00 --> 00:05:04: perspective in the 2023. The GFC and the pandemic, although
00:05:04 --> 00:05:07: they were developing over time, felt like they hit us
00:05:07 --> 00:05:08: comparatively quickly.
00:05:09 --> 00:05:12: But this time has that feeling of being a rather
00:05:12 --> 00:05:16: slow moving downturn that will have us evaluating the potential
00:05:16 --> 00:05:19: impacts for for many months. It's clear that 2023 will
00:05:19 --> 00:05:22: be a tough year in any event as some industry
00:05:22 --> 00:05:26: leaders contend the recovery may not emerge until early 2024.
00:05:26 --> 00:05:31: And while the proportion expecting business confidence, profitability and headcount
00:05:31 --> 00:05:34: to increase has fallen compared with 2022, as you can
00:05:34 --> 00:05:37: see in the chart here, the overall share is still
00:05:37 --> 00:05:40: higher than in the first year of the pandemic.
00:05:40 --> 00:05:41: In 2021.
00:05:42 --> 00:05:43: Next slide, please.
00:05:47 --> 00:05:51: European real estate faces a challenge from a quartet of
00:05:51 --> 00:05:56: intelligent economic headwinds. Concerns over inflation, interest rates and European
00:05:56 --> 00:05:59: and global economic growth are all up sharply are on
00:06:00 --> 00:06:03: last year and even last year they were all considered
00:06:03 --> 00:06:07: very significant concerns and the fact that they've risen to
00:06:07 --> 00:06:09: the top of the concerns is to be expected I
00:06:09 --> 00:06:13: think. But the the level of concern is still remarkable

00:06:13 --> 00:06:15: ranging from as you can see here 81 to 91%
00:06:16 --> 00:06:16: and that.
00:06:16 --> 00:06:20: Compares with the top business concern last year, which was
00:06:20 --> 00:06:22: cyber security of just 67%.
00:06:23 --> 00:06:26: Inflation is a concern across the board, with at least
00:06:26 --> 00:06:29: 90% of those surveyed in the US major markets, including
00:06:29 --> 00:06:33: Germany, UK, France and Spain, indicating their high levels of
00:06:33 --> 00:06:33: concern.
00:06:34 --> 00:06:38: And I think if you look forward actually as you
00:06:38 --> 00:06:41: click through Martha for inflation, if you look at the
00:06:41 --> 00:06:45: three to five year term and the timescale is interesting,
00:06:45 --> 00:06:48: but if you should see on the previous slide what
00:06:48 --> 00:06:52: it was showing is that the a clear consensus that
00:06:52 --> 00:06:55: inflation will actually be a short term concern.
00:06:56 --> 00:06:56: Next slide, please.
00:06:59 --> 00:07:02: Seven out of 10 respondents believe Europe will move into
00:07:02 --> 00:07:05: a session before 2023 and and the views about the
00:07:05 --> 00:07:08: the prospects for the economy and the real estate sector
00:07:08 --> 00:07:11: have become rapidly more negative as a summer of uncertainty
00:07:11 --> 00:07:15: turned into an autumn of consistently downbeat forecasts. But the
00:07:15 --> 00:07:19: economic circumstances and and market conditions behind previous downturns are
00:07:19 --> 00:07:22: all quite different from what Europe is experiencing today, and
00:07:23 --> 00:07:25: it's clear that the the outlook for the real estate
00:07:25 --> 00:07:29: industry will very much depend on the severity and duration
00:07:29 --> 00:07:29: of the recession.
00:07:31 --> 00:07:34: The chart shown here on this slide gives an indication
00:07:34 --> 00:07:37: on participants views or the impact of a prolonged recessionary
00:07:37 --> 00:07:41: environment on European real estate. Though leasing activity has held
00:07:41 --> 00:07:45: up reasonably well for much of 2022, participants are unanimous
00:07:45 --> 00:07:48: in their put opinion that a recession will lead to
00:07:48 --> 00:07:53: occupancies and rents falling even in previously performing strongly performing
00:07:53 --> 00:07:53: sectors.
00:07:55 --> 00:07:58: And recession across Europe is also expected to further the
00:07:58 --> 00:08:02: hit to development activity provoked by the last two years

00:08:02 --> 00:08:06: of supply chain difficulties, increasing high borrowing costs and a
00:08:06 --> 00:08:10: general lack of financing. And with widespread forecasts of a
00:08:10 --> 00:08:13: decline in consumer spending, retail is likely to be the
00:08:13 --> 00:08:17: first first to suffer, but potentially with knock on effects
00:08:17 --> 00:08:20: in the the logistics sector, with, for example, some respondents
00:08:21 --> 00:08:24: stating the view that retail occupiers are looking to rationalize
00:08:24 --> 00:08:26: their real estate space.
00:08:26 --> 00:08:30: Including using surface doors for distribution, warehousing and thus potentially
00:08:30 --> 00:08:32: reducing demand for logistics assets.
00:08:33 --> 00:08:34: Next slide, please.
00:08:37 --> 00:08:40: Now, whether it's equity or debt for new investments and
00:08:40 --> 00:08:45: refinancing, all for development, more respondents think availability will decrease
00:08:45 --> 00:08:48: and stay the same or increase in 2023.
00:08:48 --> 00:08:51: Well, they real estate companies are not as leveraged as
00:08:51 --> 00:08:55: they were going into the global financial crisis, largely due
00:08:55 --> 00:08:58: to regulatory changes in the past decade and 1/2 double
00:08:58 --> 00:09:03: digit inflation in some territories continues to weaken investor demand
00:09:03 --> 00:09:04: going into 2023.
00:09:04 --> 00:09:08: Capital raising is likely to be likely to be challenging
00:09:08 --> 00:09:13: regardless of source and survey respondents believe capital from every
00:09:13 --> 00:09:16: region of the world is less likely to increase in
00:09:16 --> 00:09:20: 2023 compared to expectations last year. Next slide, please.
00:09:23 --> 00:09:27: Despite all of this, a a somewhat surprising outcome of
00:09:27 --> 00:09:31: the surveys that only 40% of respondents believe returns in
00:09:31 --> 00:09:33: 2023 will be lower than last year.
00:09:35 --> 00:09:38: In my view it's you know, I've been involved in
00:09:38 --> 00:09:40: this research 8:00 or so years. I think this is
00:09:41 --> 00:09:43: the the one particular question which I think is most
00:09:43 --> 00:09:47: impacted by participants tendency to view through rose, rose, tinted
00:09:47 --> 00:09:49: spectacles. Next slide please.
00:09:53 --> 00:09:56: Here are the top 10 sectors ranked by overall prospects
00:09:56 --> 00:09:58: for 2023 and as a sign of the times, new
00:09:59 --> 00:10:02: energy infrastructure tops the sector rankings for the 2nd successive
00:10:03 --> 00:10:05: year and this sector covers a wide range of real
00:10:05 --> 00:10:09: assets such as solar, wind, battery storage and electric transport

00:10:09 --> 00:10:13: infrastructure. As well as partly reflecting the energy crisis is
00:10:13 --> 00:10:16: top banking also as part of a wider longer term
00:10:16 --> 00:10:20: trend in which investors are rebalancing holdings away from mainstream
00:10:20 --> 00:10:23: real estate alternative sectors that will benefit from the mega.
00:10:24 --> 00:10:27: Been such a demographics, climate change and technology.
00:10:28 --> 00:10:30: Various forms of housing dominate the top 10 picks, as
00:10:30 --> 00:10:34: they have done for several years, despite increased concerns over
00:10:34 --> 00:10:36: political risk in the sector. And on a broad level,
00:10:36 --> 00:10:40: there's an acceptance that the balance between residential supply and
00:10:40 --> 00:10:43: demand in European markets has not changed in the past
00:10:43 --> 00:10:45: year, and it's unlikely to change anytime soon.
00:10:46 --> 00:10:50: Despite the overall uncertainty about the near future, the interviews
00:10:50 --> 00:10:54: and roundtables reflect differing views across sectors, specialisms and geographies.
00:10:54 --> 00:10:57: Although last years safe having sectors such as logistics are
00:10:57 --> 00:11:01: certainly challenged by the macro economic environment, the pure logistics
00:11:01 --> 00:11:04: specialists remain more buoyant than most of their counterparts in
00:11:04 --> 00:11:05: other sectors.
00:11:06 --> 00:11:09: The office sector has continued to be the most discussed
00:11:09 --> 00:11:12: and polarised sector and uncertainty around the future of office
00:11:12 --> 00:11:15: utilization keeps the sector near the bottom again this year.
00:11:16 --> 00:11:17: Next slide, please.
00:11:20 --> 00:11:23: Here, the top ten cities ranked by overall investment and
00:11:23 --> 00:11:27: development prospects for 2023 prospects for all 36 cities covered
00:11:27 --> 00:11:32: by emerging trends. Europe has deteriorated since last year's report.
00:11:32 --> 00:11:36: Customary safe havens in Germany such as Berlin, Frankfurt, Munich
00:11:36 --> 00:11:40: and Hamburg do not enjoy the same steady positive sentiment
00:11:40 --> 00:11:44: as in previous years, reflecting the potential impact of inflation
00:11:44 --> 00:11:48: on Europe's largest economy and its dependency on Russian gas.
00:11:49 --> 00:11:52: Berlin has slipped one place down the rankings this year
00:11:52 --> 00:11:55: and, and like most German cities, has registered one of
00:11:55 --> 00:11:58: the larger reductions in schools across Europe. But the city

00:11:58 --> 00:12:01:	still attracts the enthusiasm of many market players and stands
00:12:01 --> 00:12:04:	out from other German cities covered in the survey.
00:12:05 --> 00:12:08:	And for that second successive year, London remains the most
00:12:08 --> 00:12:12:	favoured city in Europe, which overall prospects, especially for office
00:12:13 --> 00:12:16:	and artistics and the depth of London's investment market, reflects
00:12:17 --> 00:12:20:	the extent of its broader metropolitan area, something that's only
00:12:20 --> 00:12:24:	rivaled in in Europe by Paris, which takes over second
00:12:24 --> 00:12:25:	place from Berlin this year.
00:12:26 --> 00:12:31:	In this evolving, evolving environment, national and international transport connectivities
00:12:31 --> 00:12:34:	also seen as a key influence, a feature where Paris
00:12:34 --> 00:12:38:	is again prominent and is particularly relevant for for those
00:12:38 --> 00:12:41:	cities that have risen up the rankings this year, such
00:12:41 --> 00:12:43:	as Madrid, Lisbon and Copenhagen.
00:12:44 --> 00:12:47:	It was one of the fastest growing cities in Europe.
00:12:47 --> 00:12:50:	Madrid rises this year from 6th to 4th place. 4th
00:12:50 --> 00:12:54:	place where urbanization is continuing apace, are seemingly unaffected by
00:12:54 --> 00:12:58:	the pandemic and and potentially due to inward immigration from
00:12:58 --> 00:13:00:	elsewhere in Spain and overseas.
00:13:02 --> 00:13:03:	Next slide, please.
00:13:07 --> 00:13:10:	So caught up in a a whirlwind of long-term upheavals
00:13:10 --> 00:13:14:	and demographics, climate change, technology and lifestyles, real estate faces
00:13:14 --> 00:13:17:	a major challenge to be fit for purpose, which was
00:13:17 --> 00:13:21:	a core topic explored in this year's research that the
00:13:21 --> 00:13:24:	threat of obsolescence over the next five years continues to
00:13:24 --> 00:13:28:	be concerned. Nearly half of respondents. And there's also a
00:13:28 --> 00:13:31:	strong view that places places need to be more flexible
00:13:31 --> 00:13:35:	to cope with more rapidly changing occupational demands, and this
00:13:35 --> 00:13:37:	is reflected in the emphasis on repurposing.
00:13:37 --> 00:13:39:	Mixed-use in the survey responses.
00:13:40 --> 00:13:44:	The survey shows that repurposing existing stock from 1 sector
00:13:44 --> 00:13:48:	to another. It's clearly on an upward trend, with 54%
00:13:48 --> 00:13:52:	of respondents repurposing more assets in their portfolio compared to
00:13:52 --> 00:13:56:	previous years. Likewise, more than 3/4 expect to be

repurposing
00:13:56 --> 00:13:59: still more assets in five years time, again up from
00:13:59 --> 00:14:01: last year's survey.
00:14:02 --> 00:14:04: And as the chart here shows, for office and retail
00:14:05 --> 00:14:09: assets, the two sectors facing the most obvious structural challenges
00:14:09 --> 00:14:13: repurposing to mixed-use real estate is the activity that participants
00:14:13 --> 00:14:16: expect to increase most over the next three to five
00:14:16 --> 00:14:16: years.
00:14:18 --> 00:14:21: As a survey makes clear, the motive is not just
00:14:21 --> 00:14:24: about dealing with the threat of obsolescence. Nearly 2/3 of
00:14:24 --> 00:14:29: respondents believe repurposing or retrofitting and existing building is the
00:14:29 --> 00:14:32: most attractive way to acquire prime assets. That's a similar
00:14:32 --> 00:14:35: theme in many ways to the the flight to quality
00:14:35 --> 00:14:38: theme, which has been a frequent reference in the interviews.
00:14:39 --> 00:14:40: Next slide, please.
00:14:44 --> 00:14:47: As mentioned, new energy infrastructures top ranking reflects a trend
00:14:47 --> 00:14:51: in which traditional real estate is looking towards sectors that
00:14:51 --> 00:14:56: occupy that overlapping space between energy transition, transport, logistics sectors
00:14:56 --> 00:14:59: and real estate. A once in a generation value shift
00:14:59 --> 00:15:02: from transport and energy value into real estate as I've
00:15:02 --> 00:15:05: heard it described. There's also a clear example of of
00:15:05 --> 00:15:08: the real estate sector starting to apply its core skills
00:15:08 --> 00:15:12: and capital to deliver products that deliver tangible benefits from
00:15:12 --> 00:15:15: an ESG perspective and for over 90% of respondents.
00:15:15 --> 00:15:20: Running an environmentally and socially sustainable business is the most
00:15:20 --> 00:15:23: important factor for a successful organization over the next 20
00:15:23 --> 00:15:27: years. And in addition, just under 90% of respondents highlighted
00:15:27 --> 00:15:31: the importance of creating social impact alongside financial return over
00:15:31 --> 00:15:32: the next 20 years.
00:15:33 --> 00:15:37: The chart shown here highlights that the ESG agenda, climate
00:15:37 --> 00:15:41: change and decarbonisation all feature in the top five expected
00:15:41 --> 00:15:44: drivers of change for real estate over the next 20

00:15:44 --> 00:15:49: years, alongside technology and the changing demands of customers.

00:15:49 --> 00:15:50: Next slide, please.

00:15:53 --> 00:15:56: So to conclude, real estate parties have always been in

00:15:56 --> 00:15:59: a state of constant state of evolution and and how

00:15:59 --> 00:16:04: the property world fully and satisfactorily aligns future profits with

00:16:04 --> 00:16:07: a wider social objective is is clearly still in transition

00:16:07 --> 00:16:10: with values already falling. The coming year could be a

00:16:10 --> 00:16:14: great buying opportunity for investors to enter into new emerging

00:16:14 --> 00:16:18: sectors, investing in sectors they're under allocated to or to

00:16:18 --> 00:16:22: embark on developing new transition strategies for fast changing market.

00:16:23 --> 00:16:26: Right now, this is perhaps more theory than practice, and

00:16:26 --> 00:16:29: most interviews are are experiencing the sort of market logjam

00:16:29 --> 00:16:32: that occurs at all times of economic uncertainty, when buyers

00:16:32 --> 00:16:35: and sellers can't agree on the price of assets.

00:16:36 --> 00:16:39: The potential for distress has been a great topic of

00:16:39 --> 00:16:43: debate among both investors and lenders interviewed for this year's

00:16:43 --> 00:16:46: report, and the consensus view seems to be that the

00:16:46 --> 00:16:49: level of distress is unlikely to reach the proportions of

00:16:49 --> 00:16:53: the GFC because of those lower leverages, lower leverage levels.

00:16:54 --> 00:16:57: I set out in Chapter 7 of this year's report,

00:16:57 --> 00:17:00: which again, I'd urge you to read. The industry's move

00:17:00 --> 00:17:04: towards new products and a form of responsible capitalism over

00:17:04 --> 00:17:06: the next 20 years is driven by many factors, but

00:17:06 --> 00:17:09: above all by the climate crisis. It is the one

00:17:09 --> 00:17:13: trend that has only gained in prominence and relevance throughout

00:17:13 --> 00:17:17: emerging trends, Europe's 20 year history, connecting both the past,

00:17:17 --> 00:17:19: the present and the future.

00:17:20 --> 00:17:23: And with that, I'll hand over to Simon for to

00:17:23 --> 00:17:24: introduce the the panel.

00:17:32 --> 00:17:36: Thanks, Gareth. Umm, that's a great summary of of once

00:17:36 --> 00:17:39: again, what is an excellent UI report. And good afternoon

00:17:39 --> 00:17:43: everybody. Welcome to the interactive panel session and the sessions

00:17:43 --> 00:17:46: program to run for the next 40 minutes or so.

00:17:46 --> 00:17:49: So we'll look to finish up at about 1:30 UK

00:17:49 --> 00:17:52: time. My name's Simon Martin. I'm going to moderate the
00:17:52 --> 00:17:55: session today and joined today by some faces that will
00:17:55 --> 00:17:58: be very familiar to many of you, if not all
00:17:58 --> 00:18:01: of you with me today. We've got Natalie Charles from
00:18:01 --> 00:18:02: BNP Asim, I'll.
00:18:02 --> 00:18:06: Follow me from Berlin hip Yogan thank from Primordial and
00:18:06 --> 00:18:08: Lisette is joining us for the panel as well.
00:18:10 --> 00:18:12: If you could all switch your cameras on guys that
00:18:12 --> 00:18:15: would be fantastic. I'd remind you all as audience members
00:18:15 --> 00:18:18: that you can pose questions to the panel as we
00:18:18 --> 00:18:21: proceed using the Q&A function and that the set highlighted
00:18:21 --> 00:18:23: earlier on those will come into me and I'll try
00:18:23 --> 00:18:25: and sell to them in to the debate as we
00:18:25 --> 00:18:28: go along through the the various subjects we've got on
00:18:28 --> 00:18:29: the on the Charter today.
00:18:30 --> 00:18:33: I thought I'd kind of kick off by by asking
00:18:33 --> 00:18:35: some posing some questions of my own.
00:18:37 --> 00:18:39: You know, one of the things I was sort of
00:18:39 --> 00:18:42: reflecting on as a consequence of sort of looking at
00:18:42 --> 00:18:45: all the results of the report and reading through kind
00:18:45 --> 00:18:49: of the findings was that, you know, the contrast between,
00:18:49 --> 00:18:52: you know, when the survey was originally filled in back
00:18:52 --> 00:18:54: in, I guess the late summer and and in early
00:18:54 --> 00:18:57: September. And the world that we sit in today, you
00:18:57 --> 00:19:00: know, there's been a lot of volatility and uncertainty in
00:19:00 --> 00:19:03: Europe since the end of the summer break.
00:19:04 --> 00:19:06: In the survey at the end of the summer, I
00:19:06 --> 00:19:10: think 51% of the respondents thought they'd be investing more
00:19:10 --> 00:19:13: capital into the market in 2023. And I'm wondering if
00:19:13 --> 00:19:16: if that's changed then have the events of the last
00:19:16 --> 00:19:19: couple of months changed how you guys are panelists do
00:19:19 --> 00:19:22: the investment opportunity. So I love all of your views
00:19:22 --> 00:19:24: but I thought I'd start with Natalie, see if you
00:19:24 --> 00:19:27: know if you could kick us off, have you shifted
00:19:27 --> 00:19:30: your view of the investment opportunity and and what you'd
00:19:30 --> 00:19:33: like to do in 2023 since the summer break and
00:19:33 --> 00:19:35: it would be great to understand if you have how.
00:19:36 --> 00:19:37: They might have changed that.
00:19:37 --> 00:19:41: Thank you, Simon for starting with me and good afternoon,
00:19:41 --> 00:19:45: everybody. The answer is simple. No, we have not shifted
00:19:45 --> 00:19:47: because we were already.

00:19:49 --> 00:19:53: Very cautious with the idea that there are a lot
00:19:53 --> 00:19:57: of things we can't predict at all. So we just
00:19:57 --> 00:20:00: need to be humble, to be agile, to work with
00:20:00 --> 00:20:04: our sleeves and to work hard on the performance of
00:20:05 --> 00:20:09: the assets we manage and the portfolio we manage in
00:20:09 --> 00:20:15: general. Of course, the general environment is obviously more pessimistic
00:20:15 --> 00:20:18: today than it was two months ago, but.
00:20:20 --> 00:20:24: In terms of mid to long term strategy, I don't
00:20:24 --> 00:20:27: see a change. I see a change in the short
00:20:27 --> 00:20:29: term but not in the mid to long term and
00:20:30 --> 00:20:33: as we are mid to long term player this has.
00:20:33 --> 00:20:37: No significant influence to our general strategy.
00:20:38 --> 00:20:41: Thanks. I mean yergen have have you changed your view
00:20:41 --> 00:20:45: was your were you similarly sort of pessimistic going into
00:20:45 --> 00:20:47: the summer or or are you a little bit more
00:20:47 --> 00:20:48: optimistic about 2023?
00:20:50 --> 00:20:54: No, I, I, I would, I would actually, I'm close
00:20:54 --> 00:20:59: to repeat what Natalie said because it applies to us
00:20:59 --> 00:21:03: as well. But I'm not saying it again. I'm, I'm,
00:21:03 --> 00:21:08: I'm certainly more more pessimistic for 2023. I would be
00:21:08 --> 00:21:14: surprised to hear people being different. The environment is as
00:21:14 --> 00:21:19: it is. We are. We are clearly waiting for opportunities.
00:21:20 --> 00:21:24: We have capital that allows us to take advantage of
00:21:24 --> 00:21:29: opportunities. Right now the market is still in the process
00:21:29 --> 00:21:35: of getting repriced. It's it's happening slowly actually too slowly
00:21:35 --> 00:21:39: but steadily and and we will, we will, we will
00:21:39 --> 00:21:42: be there when we when we see the the right
00:21:42 --> 00:21:43: environment.
00:21:45 --> 00:21:47: Especially in terms of yields.
00:21:48 --> 00:21:51: Right. And I mean, I think it'd be interesting I
00:21:51 --> 00:21:53: think to to sort of contrast that with the way
00:21:53 --> 00:21:57: in which the banking markets, looking at the current environment,
00:21:57 --> 00:22:01: have you guys changed the way that you're thinking about
00:22:01 --> 00:22:04: risk appetite about what you're prepared to to lend into
00:22:04 --> 00:22:07: or again are you stepping back being a little bit
00:22:07 --> 00:22:09: more circumspect and being more patient?
00:22:11 --> 00:22:16: Yeah, I think we haven't fundamentally changed our view how
00:22:16 --> 00:22:19: we see the market, but we we do recalibrate risk

00:22:19 --> 00:22:20:	parameters.
00:22:22 --> 00:22:25:	And I think it is induced by by several factors.
00:22:26 --> 00:22:31:	One, for once the uncertainty as as everybody already mentioned,
00:22:31 --> 00:22:35:	the uncertainty also leads banks to be more cautious and
00:22:35 --> 00:22:40:	to see where where is the value discussion going. Secondly,
00:22:40 --> 00:22:45:	the value discussion will always also result into a consumption
00:22:45 --> 00:22:49:	of risk weighted assets. So that mechanically will lead to
00:22:49 --> 00:22:52:	A to a decrease in appetite of of.
00:22:52 --> 00:22:56:	Of of lenders practically speaking. And all this will be
00:22:56 --> 00:23:00:	amplified also by an increasing importance of EG we'll come
00:23:00 --> 00:23:04:	together that later on I know but but ESG will
00:23:04 --> 00:23:07:	will be a factor in that discussion to to.
00:23:08 --> 00:23:12:	Whether not lenders will still be who have the same
00:23:12 --> 00:23:16:	appetite so in a in A to put it shortly
00:23:16 --> 00:23:21:	the risk appetite will of blenders will decrease will go
00:23:21 --> 00:23:26:	down and and thus lending or bank financing will become
00:23:26 --> 00:23:31:	more expensive that's my my view first talking for for
00:23:32 --> 00:23:36:	speaking for Biden hip we we are not in any
00:23:36 --> 00:23:37:	way concerned for.
00:23:37 --> 00:23:41:	2023, but we will be probably a bit more selective
00:23:41 --> 00:23:43:	than than before.
00:23:45 --> 00:23:47:	And selective in terms of the range of different things
00:23:47 --> 00:23:50:	you'll look at or just simply selective in terms of
00:23:50 --> 00:23:52:	the the pricing that you're you're willing to kind of
00:23:52 --> 00:23:53:	put on things?
00:23:54 --> 00:23:57:	No selective in in in the the, the, the the
00:23:58 --> 00:24:02:	risk that we will underwrite right there. So. So tactically
00:24:03 --> 00:24:07:	speaking probably we'll we'll we'll be doing a bit less
00:24:07 --> 00:24:13:	on the construction financing side practically speaking will be we
00:24:13 --> 00:24:17:	stay as as a conservative as before on the retail
00:24:17 --> 00:24:21:	side we will be selective. It'll be a very nuanced
00:24:21 --> 00:24:24:	picture when it comes to offices.
00:24:24 --> 00:24:28:	It would be a.
00:24:28 --> 00:24:32:	Time when residential will be still be regarded as a
00:24:32 --> 00:24:36:	as a safe haven, so to speak, and after a
00:24:36 --> 00:24:39:	correction. Values are also logistics.
00:24:40 --> 00:24:42:	But basically if I may jump in.
00:24:43 --> 00:24:47:	So what you're saying is that banks will reduce capacity
00:24:47 --> 00:24:50:	or will have reduced capacity for lending?
00:24:51 --> 00:24:51:	Which?

00:24:52 --> 00:24:53: Yeah.
00:24:53 --> 00:24:53: As the good.
00:24:53 --> 00:24:56: News for the good news for alternative lenders.
00:24:57 --> 00:25:00: That that's true I think it is, I think it
00:25:00 --> 00:25:03: is. I mean you know how to works when when
00:25:04 --> 00:25:07: the macroeconomics go down the drain then we we have.
00:25:08 --> 00:25:12: Downgrades in in ratings and that will lead up risk
00:25:12 --> 00:25:16: weighted assets which will not be available for new business.
00:25:16 --> 00:25:19: So yeah I I think the the the balance sheets
00:25:19 --> 00:25:23: will be slightly diminished by by by the recession.
00:25:25 --> 00:25:27: I mean so focusing just on that, I mean that
00:25:27 --> 00:25:30: question is I think the alt lender community particularly are
00:25:30 --> 00:25:33: going to an interesting idea, right. I mean I I
00:25:33 --> 00:25:36: do people see there being significant momentum behind fundraising in
00:25:36 --> 00:25:39: that sector because it you know clearly if there is
00:25:39 --> 00:25:42: going to be an investment opportunity in that sector, an
00:25:42 --> 00:25:45: opportunity to allocate capital that that is clearly an area
00:25:45 --> 00:25:48: where you might start to see more fundraising activity, more
00:25:48 --> 00:25:51: institutional appetite for allocating capital into that space.
00:25:52 --> 00:25:55: It is. I mean, you just read, you just read
00:25:56 --> 00:25:59: every day that somebody is raising the debt fund. KKR
00:25:59 --> 00:26:00: is now.
00:26:01 --> 00:26:04: Has announced to to start in Europe others as well
00:26:04 --> 00:26:08: smaller ones I think it's and I don't know how
00:26:08 --> 00:26:12: successful they are in fundraising account comment on that. But
00:26:12 --> 00:26:16: I think that they they clearly see the opportunity of
00:26:16 --> 00:26:21: that potentially reduced capacity of banks as a potentially because
00:26:21 --> 00:26:25: it's not for certain but especially in conjunction with us
00:26:25 --> 00:26:29: and with what Asim said which is the reduced appetite
00:26:29 --> 00:26:29: because.
00:26:31 --> 00:26:35: I think you can probably say generally banks will will
00:26:35 --> 00:26:40: probably avoid more of the developments development loans. So that's
00:26:40 --> 00:26:44: a space where the alternative lenders and debt that funds
00:26:44 --> 00:26:50: clearly can play and including their potentially their yield requirements
00:26:50 --> 00:26:52: they have on that on that type.
00:26:52 --> 00:26:53: Of product.
00:26:54 --> 00:26:55: Absolutely.
00:26:55 --> 00:26:57: You'd be talking about things like, you know, the.

00:26:57 --> 00:27:01: Obviously development. Development, but you're also really talking about high
00:27:01 --> 00:27:04: LTV lending I guess as well in that space. You're
00:27:04 --> 00:27:07: also potentially talking about you know, financing transition assets where
00:27:07 --> 00:27:10: there are big research costs or big CapEx requirements.
00:27:11 --> 00:27:14: I think you know I think the whether it's big
00:27:14 --> 00:27:17: LTV I'm not sure if if if you need to
00:27:18 --> 00:27:21: have a high LTV you can probably be successful as
00:27:22 --> 00:27:24: a as a debt lender if you if you go
00:27:24 --> 00:27:28: slightly above what the the traditional.
00:27:28 --> 00:27:31: Things are doing which is not necessarily high LTV, but
00:27:31 --> 00:27:35: I think there are a lot of opportunities that may
00:27:35 --> 00:27:38: come up in terms of refinancing recapitalization.
00:27:39 --> 00:27:43: Don't forget you know a lot of loans that have
00:27:43 --> 00:27:46: been made five years ago have been made at at
00:27:46 --> 00:27:50: basically a zero rate plus margin and now we have
00:27:50 --> 00:27:54: a three or three something rate plus margin. So there
00:27:54 --> 00:27:57: will be triggers in terms of LTV's and and debt
00:27:57 --> 00:28:01: service coverage that could be you know painful for for
00:28:02 --> 00:28:04: some and an opportunity for others.
00:28:06 --> 00:28:09: Mayor, may I may add maybe just to complete what
00:28:09 --> 00:28:12: I fully agree with argan, LTV's will not go up
00:28:12 --> 00:28:15: in a in a time where we haven't found the
00:28:15 --> 00:28:19: right value yet. So I think that's maybe for 2024
00:28:19 --> 00:28:23: when maybe somebody's picking up the Delta V thing again.
00:28:23 --> 00:28:27: But for the time being it's about what you're going
00:28:27 --> 00:28:30: to say it's about assets and that there are a
00:28:30 --> 00:28:34: bit alternative such as data Centers for example that that
00:28:35 --> 00:28:36: banks will maybe.
00:28:36 --> 00:28:39: Not have such a great appetite to to finance.
00:28:40 --> 00:28:41: Is that you had a comment I think.
00:28:42 --> 00:28:46: Yes, similar I think the deployment that you can raise,
00:28:46 --> 00:28:49: maybe you can raise the money for that funds, but
00:28:49 --> 00:28:53: deploying it is is subject to what you said earlier
00:28:53 --> 00:28:57: on the repricing. No, because the costs will go up
00:28:57 --> 00:29:01: probably for everyone and the financing cost and the independent
00:29:01 --> 00:29:04: of the of the the lending source, but you still
00:29:04 --> 00:29:07: need to be able to close the deal and if
00:29:07 --> 00:29:09: the market hasn't repriced.
00:29:10 --> 00:29:13: And the deal won't go through, no. And that's probably
00:29:13 --> 00:29:16: the the biggest point at the moment.

00:29:18 --> 00:29:20: Absolutely. So I mean we've talked a lot about the
00:29:21 --> 00:29:23: market, market conditions a little ohh a little bit at
00:29:23 --> 00:29:26: least we could probably spend the remainder of the next
00:29:26 --> 00:29:28: 20 to 30 minutes talking about them. But there was
00:29:28 --> 00:29:31: a couple of other things that we thought we should
00:29:31 --> 00:29:33: pick up on in terms of the conversation and and
00:29:33 --> 00:29:35: the report. The the second, the the sort of second
00:29:35 --> 00:29:37: area that I wanted to just sort of touch on
00:29:37 --> 00:29:40: very briefly was just to sort of ask you guys
00:29:40 --> 00:29:42: whether or not you know, you thought that people's strategies
00:29:43 --> 00:29:45: would evolve as a consequence of the market changing. So
00:29:45 --> 00:29:46: for a long time you know?
00:29:47 --> 00:29:49: If you look back at the prior reports and also
00:29:49 --> 00:29:51: you sort of talk to people in the marketplace and
00:29:51 --> 00:29:54: people have had a really strong preference for just a
00:29:54 --> 00:29:57: handful of you know thematic strategies. I mean I've seen
00:29:57 --> 00:29:59: asset highlighted it, residential has been a kind of a
00:29:59 --> 00:30:02: a big thing with the logistics markets have been a
00:30:02 --> 00:30:05: big thing for people to focus their effort and energy
00:30:05 --> 00:30:07: on. And I was wondering if people felt that you
00:30:07 --> 00:30:10: know the strategic biases that they had been applying to
00:30:10 --> 00:30:12: last two or three years. So it's really big semantic
00:30:12 --> 00:30:15: bets we're going to slip in the next 24 months
00:30:15 --> 00:30:17: and we're going to go back to really trying to
00:30:17 --> 00:30:17: find.
00:30:17 --> 00:30:20: Great deals or distressed sellers, are we talking about a
00:30:20 --> 00:30:23: different market environment where we we don't all have to
00:30:23 --> 00:30:26: be completely somatic or or are we all going to
00:30:26 --> 00:30:29: keep just smashing away at those, those keys thematic ideas
00:30:29 --> 00:30:31: and keep doing all the same things for the next
00:30:31 --> 00:30:33: 5 years? I guess I could ask that to anyone
00:30:33 --> 00:30:36: really, maybe start with yoga and then perhaps, Natalie, if
00:30:36 --> 00:30:39: you could give us your view as well, that would
00:30:39 --> 00:30:40: be really great.
00:30:41 --> 00:30:42: But I do believe.
00:30:44 --> 00:30:47: Yes, I do believe that there has been some shift
00:30:47 --> 00:30:50: in, in terms of asset classes, but you just mentioned
00:30:50 --> 00:30:54: logistics for example, which definitely in the last 3-4 years
00:30:54 --> 00:30:57: was more or less replacing the Golden Age of retail
00:30:58 --> 00:31:00: that was taking place 5 to 10 years ago. But
00:31:00 --> 00:31:03: when you look in detail at what were the volumes

00:31:03 --> 00:31:07: in commercial real estate in general, you can see that
00:31:07 --> 00:31:10: offices which were definitely not at the heart of the
00:31:10 --> 00:31:14: conversation in the recent years, we're still more or less.
00:31:14 --> 00:31:18: 50% of the volumes that were transacted. So I mean
00:31:18 --> 00:31:23: I think we need to make differences between what is.
00:31:24 --> 00:31:28: Popular in term of conversation and this was also the
00:31:28 --> 00:31:32: asset classes that were were shown in the study, for
00:31:32 --> 00:31:36: example like life science or or some other elements which
00:31:36 --> 00:31:40: were highly ranked in the European 20 real estate study.
00:31:40 --> 00:31:42: But what are the real volumes?
00:31:43 --> 00:31:46: Overall in Europe and finally, yes, there has been a
00:31:47 --> 00:31:50: shift between retail and logistics. This one is true in
00:31:50 --> 00:31:53: the last few years. But life science for example remains
00:31:53 --> 00:31:56: the sector where a lot of people have said I
00:31:56 --> 00:31:59: want to go in this sector because I believe in
00:31:59 --> 00:32:03: it and we're practically speaking the market has not really
00:32:03 --> 00:32:06: been there. There was, there were no products, it was
00:32:06 --> 00:32:09: not easy except maybe a bit in the UK, but
00:32:09 --> 00:32:12: overall in the euro zone very, very few transactions and
00:32:12 --> 00:32:14: then if you look at.
00:32:14 --> 00:32:19: Other alternative sectors, for example, you've seen a significant increase
00:32:19 --> 00:32:23: into the healthcare sector, which is for example, one of
00:32:23 --> 00:32:27: our favorites at the Imperium for an obvious reason, which
00:32:27 --> 00:32:31: is that it is related to demographics, which doesn't depend
00:32:31 --> 00:32:35: on macro trends demographic. The demography of the next 20
00:32:35 --> 00:32:38: years has already been there for 60 years in this
00:32:38 --> 00:32:42: area. So it's quite solid and also easy to forecast.
00:32:43 --> 00:32:47: But despite the increase of this sector in the last
00:32:47 --> 00:32:50: two or three years, it's still less than 10% of
00:32:50 --> 00:32:51: the overall market.
00:32:52 --> 00:32:56: So I think it's very important to pay attention to
00:32:56 --> 00:33:00: the reality of numbers and not only to talk sector
00:33:00 --> 00:33:00: by sector.
00:33:02 --> 00:33:05: Yogen, I mean obviously you guys have got sector biases
00:33:05 --> 00:33:07: in what you do, but are you in the same
00:33:07 --> 00:33:09: place, is it, is it more about the reality of
00:33:09 --> 00:33:11: the market opportunity and less about the the sort of
00:33:11 --> 00:33:14: sector schematics for the for the foreseeable future?
00:33:15 --> 00:33:18: Yeah, I mean we, we we continue to focus on
00:33:18 --> 00:33:22: thematic teams. We are conviction based. We are clearly looking

00:33:22 --> 00:33:26: at you know demographic and EG topics in real state
00:33:26 --> 00:33:30: that doesn't reduce things to one or two asset class.
00:33:30 --> 00:33:34: But you know Healthcare is vicodins coincidence. Also one of
00:33:34 --> 00:33:37: our favorite asset classes which by the way wasn't an
00:33:37 --> 00:33:41: asset class two or three years ago and this is
00:33:41 --> 00:33:44: also important to say that you know that the shift
00:33:44 --> 00:33:45: of capital.
00:33:46 --> 00:33:49: A little bit away from office into other asset classes
00:33:49 --> 00:33:54: have suddenly given the other asset classes more more importance
00:33:54 --> 00:33:58: and have become more institutional. Having said that, you know,
00:33:58 --> 00:34:03: like Natalie said, doesn't mean that there's suddenly more product
00:34:03 --> 00:34:04: and it has led to.
00:34:05 --> 00:34:09: To to shift and keep rates and so now on
00:34:09 --> 00:34:12: the other side you know I'm, I'm always.
00:34:13 --> 00:34:18: Taking these ahead of opportunity of opportunities, there will be
00:34:18 --> 00:34:19: a lot of.
00:34:19 --> 00:34:24: People out there, the more opportunistic and more short term
00:34:24 --> 00:34:28: investors that will be looking for distress and yields just
00:34:28 --> 00:34:32: without any specific teams, just the opportunity to make money
00:34:32 --> 00:34:36: and this has always been the case in crisis and
00:34:36 --> 00:34:39: it will be again the case is this this time
00:34:39 --> 00:34:42: and overall, you know overall for me the clear point
00:34:43 --> 00:34:46: is that whoever has capital will be on the winning
00:34:46 --> 00:34:46: side.
00:34:48 --> 00:34:49: Agreed. You're gonna?
00:34:50 --> 00:34:53: That's a great point actually and I wanna come, I
00:34:53 --> 00:34:55: wanna come on to capital raising because I think it's
00:34:56 --> 00:34:59: an incredibly important one. And actually I'm gonna, I'm gonna
00:34:59 --> 00:35:01: kind of go to Lisette here and put her on
00:35:01 --> 00:35:03: the spot a little bit because you've just been in
00:35:03 --> 00:35:06: the US, right, you literally just walked off the plane.
00:35:06 --> 00:35:08: You know, we all obviously looked a little bit to
00:35:08 --> 00:35:11: the US leadership and kind of when capital flows are
00:35:11 --> 00:35:13: going to start moving over here on the opportunistic side,
00:35:14 --> 00:35:15: what what is the US view?
00:35:15 --> 00:35:16: Of.
00:35:16 --> 00:35:19: Europe right now, one and two, do you think that

00:35:19 --> 00:35:21: is additive to capture?
00:35:21 --> 00:35:23: Do you think that there is going to be any
00:35:23 --> 00:35:25: interest from the US and coming over to Europe to
00:35:25 --> 00:35:28: try and take advantage of some of you know what
00:35:28 --> 00:35:30: the guys have been talking about in terms of potential
00:35:30 --> 00:35:33: dislocation or changes in the market that might occur over
00:35:33 --> 00:35:34: the next year or so?
00:35:36 --> 00:35:39: I think for the short term, the US feels there's
00:35:40 --> 00:35:43: more opportunities in the US than in Europe. Europe feels
00:35:43 --> 00:35:47: very complicated at the moment with obviously the war energy
00:35:48 --> 00:35:48: prices.
00:35:49 --> 00:35:52: And if you well, what we know from tradition, slow
00:35:52 --> 00:35:53: reactions, no.
00:35:55 --> 00:36:00: He has responded much slower to very high inflation.
00:36:02 --> 00:36:05: I think that's already what we heard in the survey
00:36:05 --> 00:36:08: as well and that's also the the view still that.
00:36:09 --> 00:36:12: For the time being, there's not a lot to do
00:36:12 --> 00:36:16: and what we know also more generally is Americans tend
00:36:16 --> 00:36:21: to come more for the more opportunistic value add opportunities
00:36:21 --> 00:36:24: and while they may arise, they're not there yet and
00:36:24 --> 00:36:27: we already mentioned that before so.
00:36:28 --> 00:36:30: Knowing Americans, they will always be looking.
00:36:31 --> 00:36:35: And and of course not the currency to forget which
00:36:35 --> 00:36:39: is highly volatile at the moment and moving again in
00:36:39 --> 00:36:43: the wrong direction only only today. So there's not a
00:36:43 --> 00:36:47: lot to do for Americans in Europe at the moment
00:36:47 --> 00:36:51: and I think they see they are concerned too. So
00:36:51 --> 00:36:54: the general picture about the Americas is.
00:36:55 --> 00:36:59: Probably not as as extreme and outspoken of what we
00:36:59 --> 00:37:01: see here in terms of concerns.
00:37:02 --> 00:37:05: So, but I think for now there there remain focus
00:37:05 --> 00:37:09: on their home markets seeking the opportunities there.
00:37:11 --> 00:37:13: I think it's what's interesting is obviously with treasury yields
00:37:14 --> 00:37:14: as high as they are.
00:37:16 --> 00:37:18: It makes it pretty hard to justify coming away from
00:37:18 --> 00:37:21: your home market. I guess would probably be the the
00:37:21 --> 00:37:23: response I've had from a number of our clients from
00:37:23 --> 00:37:23: the US side.
00:37:27 --> 00:37:29: OK. So what I wanted to do also was just
00:37:29 --> 00:37:31: to rotate a little bit, we mentioned ESG a little
00:37:31 --> 00:37:33: bit earlier on and and I think I might just

00:37:34 --> 00:37:36: stay with you lissette just on this just for a
00:37:36 --> 00:37:38: second which is the's right up there is a major
00:37:38 --> 00:37:41: consideration for most of the people clearly in this survey,
00:37:41 --> 00:37:44: lots of focus on office. I I particularly liked one
00:37:44 --> 00:37:47: of the quotes in the report which by 1 participant
00:37:47 --> 00:37:50: which referenced the idea that his office portfolio which is
00:37:50 --> 00:37:53: residential development pipeline. I guess again I was wondering in
00:37:53 --> 00:37:56: in all the conversations that you're having with investors.
00:37:57 --> 00:38:00: You know, given what we've seen in energy prices, is
00:38:00 --> 00:38:04: there any sense that some of that energy efficient efficiency
00:38:04 --> 00:38:07: push might be blunted by the reality of a more
00:38:08 --> 00:38:12: challenging market around the the concerns over the supply of
00:38:12 --> 00:38:14: capital it changes in risk appetite?
00:38:15 --> 00:38:18: You know, particularly going into a tougher market, are people
00:38:18 --> 00:38:21: still fully wedded to the idea of driving through that
00:38:21 --> 00:38:25: energy efficiency approach in their portfolios? Do you see any
00:38:25 --> 00:38:26: signs of wavering at all?
00:38:28 --> 00:38:31: Well, not not on the verbal side. So if you
00:38:31 --> 00:38:34: talk to people, there's no, no, no, we say we
00:38:34 --> 00:38:35: remain Escobar.
00:38:36 --> 00:38:40: Committed to ESD as we were before, but if you
00:38:40 --> 00:38:43: then kind of try to dig a bit deeper and
00:38:43 --> 00:38:48: talk about construction costs being very high financing, we already
00:38:48 --> 00:38:49: spoke about it.
00:38:50 --> 00:38:54: How do you see it working in practice um construction
00:38:54 --> 00:38:58: companies that we still hear not willing to fix a
00:38:58 --> 00:39:02: price. So basically you're writing a blank check to making
00:39:02 --> 00:39:07: the regenerate during the regeneration and the upgrades and in
00:39:07 --> 00:39:11: in a very uncertain time that's pretty hard also if
00:39:11 --> 00:39:15: you have a refinancing coming up maybe in the next
00:39:15 --> 00:39:18: year or two and may need equity before for our
00:39:18 --> 00:39:20: LTV breach if your value.
00:39:20 --> 00:39:24: Goes down. So I think in practice it's hard and
00:39:24 --> 00:39:29: that's what we hear the the commitment is there, but
00:39:29 --> 00:39:33: what we've heard is it may slow down within a
00:39:33 --> 00:39:34: year or two.
00:39:35 --> 00:39:39: If to make those regeneration interestingly what we didn't

hear
00:39:39 --> 00:39:43: about and what I think again we did most of
00:39:43 --> 00:39:44: the work over summer.
00:39:45 --> 00:39:51: And what we've seen since slightly appearing not very explicitly
00:39:51 --> 00:39:56: yet is, oh wait a minute, that tenant faces hugely
00:39:56 --> 00:40:01: increasing energy bills as well and more and more starts
00:40:01 --> 00:40:04: to look at total occupancy cost, so.
00:40:05 --> 00:40:09: What is not clear yet how one will outweigh the
00:40:09 --> 00:40:13: other. If your contract is about to end in the
00:40:13 --> 00:40:16: next year or two, you will really be probably be
00:40:16 --> 00:40:21: forced to do anything even to keep your rental income.
00:40:21 --> 00:40:24: So, and I'm not sure at the time we did
00:40:24 --> 00:40:29: the work that was already completely featured into the thinking
00:40:29 --> 00:40:33: and I think that starts to come through. We were
00:40:33 --> 00:40:35: running a project around.
00:40:35 --> 00:40:40: Be change, decarbonization of real estate have extensively spoken with
00:40:40 --> 00:40:44: occupiers over the last few months and that is really
00:40:44 --> 00:40:47: coming through, so maybe not even from the.
00:40:49 --> 00:40:53: Energy efficiency, we are alert a lot about attractiveness to
00:40:53 --> 00:40:56: talent where tenants want to move. Tenants are in a
00:40:56 --> 00:40:59: tough spot too, of course at the moment for their
00:40:59 --> 00:41:03: operational business, but even for cost reduction, they will be
00:41:03 --> 00:41:05: looking at these buildings.
00:41:05 --> 00:41:07: And this is and this is, I mean this goes
00:41:07 --> 00:41:09: to one of the actually I've just had one of
00:41:09 --> 00:41:11: the questions come through which is about you know, it's
00:41:11 --> 00:41:13: actually going to be quite a challenging time for tenants
00:41:13 --> 00:41:15: because a lot of them are getting index rents, right,
00:41:15 --> 00:41:16: so they're facing.
00:41:17 --> 00:41:20: Rising rental costs at the same time they're they're facing
00:41:20 --> 00:41:23: rising energy bills and on all of that squeezes margins
00:41:23 --> 00:41:27: pretty aggressively. So I think yeah your points your points
00:41:27 --> 00:41:30: well made it. It isn't perhaps wasn't completely in the
00:41:30 --> 00:41:33: survey when the survey was conducted but I I can't
00:41:33 --> 00:41:36: believe that in by the beginning of 2023 everybody won't
00:41:36 --> 00:41:39: be dealing with it this sort of twin pressure of
00:41:39 --> 00:41:42: of rising rental costs and also you know releasing of
00:41:42 --> 00:41:43: energy bills.
00:41:44 --> 00:41:47: Yeah, but maybe may I just had a remark. I
00:41:48 --> 00:41:52: think I, I, I, I understood the, I understand the

00:41:52 --> 00:41:56: pressure that the investors are under these days, but ESG
00:41:57 --> 00:42:01: is also about protecting your capital values, right. So you
00:42:02 --> 00:42:05: can either prepare for a LTV breach or you can
00:42:05 --> 00:42:11: buy investing into the energetic capacities of your building can
00:42:11 --> 00:42:13: also avoid the the LTV bridge.
00:42:14 --> 00:42:16: That's, that's beautifully put us in.
00:42:18 --> 00:42:21: I think we're all very conscious of the costs of
00:42:21 --> 00:42:24: not investing in our assets and therefore the implications for
00:42:24 --> 00:42:26: our health B's. But I think it's well put. I
00:42:26 --> 00:42:29: mean ultimately I think that part of this also goes
00:42:29 --> 00:42:31: to the idea of how to cap rate set in
00:42:31 --> 00:42:33: the next five years that there is clearly a lot
00:42:33 --> 00:42:36: of pressure on cap rates associated with rising interest rates.
00:42:36 --> 00:42:39: I would I would proffer that perhaps some of the
00:42:39 --> 00:42:41: assets that will be most resilient in those will be
00:42:41 --> 00:42:44: the assets that have been most invested in for many
00:42:44 --> 00:42:45: HG standpoint.
00:42:46 --> 00:42:47: Yeah. And I think we will.
00:42:47 --> 00:42:52: We will, we will see lenders making a strong point
00:42:52 --> 00:42:56: in in in their selection of of preferring ESG compliant
00:42:56 --> 00:42:57: assets.
00:42:59 --> 00:43:00: Actually, sorry, you had a comment there.
00:43:00 --> 00:43:03: Yeah, and I completely agree with what just was just
00:43:03 --> 00:43:04: said by SM.
00:43:06 --> 00:43:09: Looking precisely at this question for new investments is absolutely
00:43:09 --> 00:43:12: mandatory now, and not only because of regulations.
00:43:13 --> 00:43:17: On the other hand, I do believe that high energy
00:43:17 --> 00:43:21: prices will accelerate energy savings. I mean, it is a
00:43:21 --> 00:43:25: strong signal. It is super painful at the moment. It's
00:43:25 --> 00:43:30: painful for investors, it's painful for tenants. Nobody has a
00:43:30 --> 00:43:34: perfect or simple solution. So it requires a lot of
00:43:34 --> 00:43:38: work, but it is a strong signal that will differentiate
00:43:38 --> 00:43:40: good assets from average assets.
00:43:42 --> 00:43:45: And and definitely the protection of value for investors is
00:43:46 --> 00:43:48: absolutely key. So we are going to do more EG
00:43:48 --> 00:43:52: in my view not only because of regulation or because
00:43:52 --> 00:43:55: of convictions, but because of good common sense having the
00:43:55 --> 00:43:59: right assets that will get the right tenants that can
00:43:59 --> 00:44:02: afford the right trends and then do our job, protect
00:44:02 --> 00:44:03: our investors value.

00:44:04 --> 00:44:08: And that's this, this just relates to another question that
00:44:08 --> 00:44:11: just come in, but do you see yourself therefore really
00:44:11 --> 00:44:14: pushing on the Green lease side of things, you know,
00:44:14 --> 00:44:16: do you feel that you need to enshrine that also
00:44:17 --> 00:44:19: in the tenants obligations to you as a landlord?
00:44:21 --> 00:44:25: I mean the price signal will push the tenant to
00:44:25 --> 00:44:28: look at those question whatever its list says.
00:44:29 --> 00:44:33: At a certain point it's not about having more sophisticated
00:44:33 --> 00:44:37: contracts. It's about again what I call good common sense,
00:44:37 --> 00:44:40: which is just looking at your bills, you're looking at
00:44:41 --> 00:44:44: your your cost and making choices which are not only
00:44:44 --> 00:44:47: on a number of other criteria, but that on boards
00:44:47 --> 00:44:50: this question of EG in general the one of energy
00:44:51 --> 00:44:54: price in particular, the right of the, the one of
00:44:54 --> 00:44:57: location the, the, the one of as well the development
00:44:57 --> 00:45:00: around the S question and particularly.
00:45:00 --> 00:45:04: Your place within the community and the territory you are
00:45:04 --> 00:45:08: getting into. So yeah, I think the the more it
00:45:08 --> 00:45:11: becomes sophisticated the more at the same time we need
00:45:11 --> 00:45:15: to be super pragmatic in our relationship with students. And
00:45:16 --> 00:45:19: I don't think it's about Greenlease's it's, it's about.
00:45:20 --> 00:45:23: I mean fair and balanced business relationship.
00:45:24 --> 00:45:27: I think just one question on, just one last one
00:45:27 --> 00:45:30: on this CSG seems, I think it's an interesting one
00:45:30 --> 00:45:33: is do you guys see yourselves also putting in covenants
00:45:33 --> 00:45:36: and clauses associated with margin step downs for the right
00:45:36 --> 00:45:39: kind of ESG behaviour or is that just a sort
00:45:39 --> 00:45:41: of a step too far for you guys is, but
00:45:41 --> 00:45:44: are you trying to actively encourage it in the economics
00:45:44 --> 00:45:46: that you're placing into loans?
00:45:46 --> 00:45:51: Absolutely. We, we, we, we introduced our, our the family
00:45:51 --> 00:45:53: of green and social loans.
00:45:54 --> 00:45:58: And and that implies that there's a penalty mechanism if
00:45:58 --> 00:46:02: you don't comply with the with the greener anymore. So
00:46:02 --> 00:46:05: yeah, yes, yes we do and we we've done that
00:46:06 --> 00:46:09: on the refinancing side for a while. We were the
00:46:09 --> 00:46:13: first lender to to issue a sustainability link link bond
00:46:13 --> 00:46:16: and our green bonds we issued starting to to 16.
00:46:17 --> 00:46:20: So yeah, yes, yes we we are going down this
00:46:20 --> 00:46:21: in in this direction.
00:46:22 --> 00:46:22: Very.
00:46:22 --> 00:46:25: Clearly not. I can see you nodding there. You you

00:46:25 --> 00:46:27: seem to be in complete agreement that it was there
00:46:27 --> 00:46:29: a comment there or is it just complete agreement?
00:46:32 --> 00:46:33: My side clear agreement.
00:46:34 --> 00:46:37: No, I was, I was I was nodding and smiling
00:46:37 --> 00:46:40: because I don't. I think 18 months ago there was
00:46:40 --> 00:46:43: the other way around you gotta you gotta premium when
00:46:43 --> 00:46:47: you complied with some some SG measures now you get
00:46:47 --> 00:46:50: you you you you you getting you getting a penalty
00:46:50 --> 00:46:53: and it's right you know it's it's like it's like
00:46:53 --> 00:46:55: educating children you.
00:46:55 --> 00:46:57: Know you.
00:46:57 --> 00:46:58: Have to use both sides.
00:46:59 --> 00:47:00: How old are your children?
00:47:01 --> 00:47:04: Yeah, my old enough to say that you.
00:47:04 --> 00:47:07: Know adults so before because we've got about 5 minutes
00:47:07 --> 00:47:09: left, I just wanted to very quickly talk a little
00:47:09 --> 00:47:12: bit about cities. And I think it was interesting just
00:47:12 --> 00:47:15: to note in the in the cities analysis, some of
00:47:15 --> 00:47:18: the German cities who sort of dropped a little bit
00:47:18 --> 00:47:21: down the the hierarchy, but they were safe havens at
00:47:21 --> 00:47:24: a German cities no longer safe havens of something changed
00:47:24 --> 00:47:27: in the marketplace that we should be thinking about.
00:47:28 --> 00:47:32: Well, first of all, to to put this in perspective,
00:47:32 --> 00:47:35: I'm based in Paris. I run a European platform and
00:47:35 --> 00:47:38: I happen to, I happen to be German, so I'm
00:47:38 --> 00:47:41: not defending Germany, but I think we have to be.
00:47:41 --> 00:47:45: First of all, Berlin has lost one place, Hamburg and
00:47:45 --> 00:47:49: Munich haven't lost any place, so they remain stable. Only
00:47:49 --> 00:47:52: Frankfurt has lost three places, but all four are still
00:47:53 --> 00:47:56: under the in the top eight. So that's still, I
00:47:56 --> 00:47:57: would say, not bad.
00:47:58 --> 00:48:02: But it is clear that the high dependency on, on,
00:48:02 --> 00:48:06: on, on, on Russia for energy and as a result
00:48:06 --> 00:48:10: and high energy cost and the prospective for difficult winter
00:48:10 --> 00:48:15: and a relatively grim German economy sentiment has certainly led
00:48:15 --> 00:48:19: that impact on on the ranking by all the the
00:48:19 --> 00:48:23: people who participated in this, in this, in this session.
00:48:24 --> 00:48:29: Nevertheless you know Germany has always had strong fundamentals.
00:48:29 --> 00:48:33: And here we're talking about cities and not about Germany.
00:48:33 --> 00:48:37: You know, unlike other countries, you know, Paris is very

00:48:37 --> 00:48:42: heavy, France, Germany has seven markets, significant real estate markets.
00:48:43 --> 00:48:46: So you have to look at the fundamentals and the
00:48:46 --> 00:48:50: resilience of those cities and in my view there's still
00:48:50 --> 00:48:51: strong.
00:48:51 --> 00:48:56: Berlin has it's, it's large, Munich has a super strong
00:48:56 --> 00:48:59: economy and and Hamburg as well. So I I think
00:48:59 --> 00:49:04: that the for me I'm not concerned about the midterm
00:49:04 --> 00:49:05: outlook of Germany.
00:49:07 --> 00:49:10: Now I think on the short-term basis we will see
00:49:10 --> 00:49:14: the same thing then every everywhere else. We will see
00:49:14 --> 00:49:18: some distress, some opportunities, but it's still, you know whether
00:49:18 --> 00:49:22: you call it safe haven or interesting markets, for me
00:49:22 --> 00:49:27: it's really more part of interesting markets because safe nothing
00:49:27 --> 00:49:29: is safe in real estate anyhow.
00:49:31 --> 00:49:34: I'm I'm hesitant to ask you because it you're Berlin
00:49:34 --> 00:49:36: hit but I'm gonna ask you the same question is
00:49:36 --> 00:49:38: do you guys see that see the do you see
00:49:38 --> 00:49:41: the the you know the same pan in Germany that
00:49:41 --> 00:49:43: that that that yogurt laid out.
00:49:43 --> 00:49:44: Yeah.
00:49:44 --> 00:49:46: Yeah, I I obviously I will hold up the the
00:49:46 --> 00:49:49: flag from Berlin and then then say Berlin is a
00:49:49 --> 00:49:52: great city and great place to invest but we we
00:49:52 --> 00:49:55: obviously also investing in in in other places. But I
00:49:55 --> 00:49:58: I would fully agree with Yogins to I don't want
00:49:58 --> 00:50:00: to repeat what you're going to say.
00:50:01 --> 00:50:03: Right and and one thing before we just sort of
00:50:03 --> 00:50:06: move off cities. The other thing I was just going
00:50:06 --> 00:50:08: to highlight and they said maybe if I come to
00:50:08 --> 00:50:10: you and Natalie as well on on this one is
00:50:10 --> 00:50:13: there's a couple of second tier cities that people would
00:50:13 --> 00:50:16: historically have thought of as being kind of you know
00:50:16 --> 00:50:19: obesity perhaps in a Lisburn jumps up the hierarchy. Copenhagen
00:50:19 --> 00:50:21: has done well, Leon has shown up you know as
00:50:21 --> 00:50:24: a as an improver. Anything particularly that you think is
00:50:24 --> 00:50:26: driving that or or is it you know is it,
00:50:26 --> 00:50:28: is it population, is it you know the the the
00:50:28 --> 00:50:32: shifts that we've seen with working practices is there something.

00:50:32 --> 00:50:34: Knowing that you guys would identify as being informed.
00:50:35 --> 00:50:39: I believe that the first reason why those markets was
00:50:39 --> 00:50:43: more attractive is that the returns were still higher at
00:50:43 --> 00:50:46: the time of very low yields than the core cities.
00:50:46 --> 00:50:51: So offering opportunities and then some of those markets really
00:50:51 --> 00:50:55: expanded with more, more liquidity and more depth than they
00:50:55 --> 00:50:58: used to have 10 or 20 years ago. It will
00:50:58 --> 00:51:02: be interesting to see if this remains in the next
00:51:02 --> 00:51:04: three years or if it's vanishes a bit.
00:51:05 --> 00:51:09: With people being a little more cautious and coming back
00:51:09 --> 00:51:12: to what I would call call global cities, my conviction
00:51:13 --> 00:51:16: is that this should remain, but we don't know, so
00:51:16 --> 00:51:17: we'll see.
00:51:18 --> 00:51:22: I also think it resembles a trend we've already seen
00:51:22 --> 00:51:25: for a while, but which two seems to kind of
00:51:25 --> 00:51:29: scale up and it's more focused on livability and EST
00:51:29 --> 00:51:33: broader resilience I would say. And Copenhagen probably is a
00:51:33 --> 00:51:37: is a clear example of that where we've already seen
00:51:37 --> 00:51:41: international investors go in the last few years, but really
00:51:41 --> 00:51:44: came out really well from the pandemic as one of
00:51:44 --> 00:51:48: the few probably who managed it really well and.
00:51:48 --> 00:51:53: With the whole net zero strategy they've set for 2025,
00:51:53 --> 00:51:57: it has a very clear focus on livability and investors
00:51:57 --> 00:52:00: more and more recognize that.
00:52:01 --> 00:52:05: Fantastic. Thank you. Listen, I I think I'm, I'm running
00:52:05 --> 00:52:07: rapidly out of time. So I've got, I've got one
00:52:07 --> 00:52:10: last question that before we we close up today and
00:52:10 --> 00:52:12: we we go to the kind of final poll and
00:52:12 --> 00:52:16: it's sort of the $1,000,000 question from my standpoint and
00:52:16 --> 00:52:19: let's just assume for a second that interest rates and
00:52:19 --> 00:52:22: inflation stay a bit elevated for the next few years.
00:52:23 --> 00:52:26: So we're in an environment where the European swap rate
00:52:26 --> 00:52:28: stays at somewhere close to 3%.
00:52:29 --> 00:52:31: So five years tops at 3%?
00:52:32 --> 00:52:36: I'm wondering what in that environment you guys think the,
00:52:36 --> 00:52:40: ah, truly core, really good quality core, high quality, free,
00:52:41 --> 00:52:41: certified.
00:52:42 --> 00:52:46: Great asset trades for in that environment what happens to
00:52:46 --> 00:52:49: pricing if rates get stuck at 3% so the five
00:52:49 --> 00:52:52: year swap. So if we could go around the room
00:52:52 --> 00:52:54: quickly and and then I can roll into the the

00:52:55 --> 00:52:58: final sets but actually I'll I'll start with you what
00:52:58 --> 00:52:59: do you think? Great day.
00:53:01 --> 00:53:04: Um, thank you for starting with me. I would say
00:53:04 --> 00:53:07: between 4 and 4.5, meaning 100 to 150 bips of
00:53:07 --> 00:53:08: risk premium.
00:53:09 --> 00:53:10: Yeah, again.
00:53:11 --> 00:53:12: 1 1/2.
00:53:12 --> 00:53:14: 4 1/2 I see.
00:53:15 --> 00:53:17: 4 to 4 1/2.
00:53:19 --> 00:53:23: But expecting a a scarcity of taxonomy compliant assets on
00:53:23 --> 00:53:26: the one hand and also expecting for some asset classes
00:53:26 --> 00:53:30: also rental increases will which will be factored in to
00:53:30 --> 00:53:32: decrease that that that that yield.
00:53:37 --> 00:53:40: I feel not qualified to answer this.
00:53:41 --> 00:53:44: Especially with already 3 answers, what else can I I
00:53:44 --> 00:53:46: could have said 4 1/2?
00:53:49 --> 00:53:51: Appears to be the magic the magic number OK.
00:53:53 --> 00:53:56: We have absolutely hit our time limit. Now it's so
00:53:56 --> 00:53:59: it's 126. So I'm conscious that we need to to
00:53:59 --> 00:54:02: wrap up at this point and I'd like to obviously
00:54:02 --> 00:54:06: thank all of the panelists who joined me here today.
00:54:07 --> 00:54:12: You will see a a feedback poll appear on your
00:54:12 --> 00:54:18: screens. Please provide your feedback to the to the UI
00:54:18 --> 00:54:20: and to PwC.
00:54:21 --> 00:54:23: I know the UI wants to hear from you. It's
00:54:23 --> 00:54:27: very keen to improve their webinars, make their seminarie better.
00:54:27 --> 00:54:29: So please do respond. Why do you click your way
00:54:29 --> 00:54:32: through that? I just wanted to thank you, I personally,
00:54:32 --> 00:54:35: for allowing me and inviting me to moderate today, and
00:54:35 --> 00:54:38: of course to thank all of the fantastic panelists we've
00:54:38 --> 00:54:38: heard.
00:54:38 --> 00:54:39: From.
00:54:39 --> 00:54:42: Who've joined us and and showed their perspectives, of course.
00:54:42 --> 00:54:44: There's a huge thank you from all of us in
00:54:44 --> 00:54:46: the industry to the UL team, to the set, to
00:54:46 --> 00:54:48: her her team, and to Garrett and PwC for the
00:54:48 --> 00:54:51: work that goes into Emerging Trends survey in the report
00:54:51 --> 00:54:52: itself.
00:54:52 --> 00:54:56: You know clearly we should thank everybody who takes the
00:54:56 --> 00:54:59: time to also fill in this report and contribute. It

00:54:59 --> 00:55:03:	remains an incredibly important window on the wonderful world that
00:55:03 --> 00:55:06:	we all Occupy and this year's report that's the 20th
00:55:06 --> 00:55:09:	in this series is is as excellent as ever and
00:55:09 --> 00:55:12:	thank you to to you and I for that PwC
00:55:12 --> 00:55:15:	with that and the I think the questionnaire is is
00:55:15 --> 00:55:19:	revolved through, I can certainly sign off. Thanks for joining
00:55:19 --> 00:55:22:	us today. Have a great afternoon and we hope to
00:55:22 --> 00:55:22:	see.
00:55:22 --> 00:55:23:	Each other soon, I guess.
