

MBA's
**CRE PRIVATE
 CREDIT FINANCE
 SUMMIT 2024**



CRE Private Credit Finance Summit

November 13-14, 2024

November 13 – 6:00 PM – 8:00 PM

November 14 – 8:00 AM – 5:00 PM

Wednesday, November 13

Location: CITCO Offices – 350 Park Ave

<u>Time & Room</u>	<u>Session Name & Description</u>	<u>Speakers</u>
5:30 PM – 6:00 PM	Event Pre-Game Warm Up	Guests Arrive
6:00 PM – 7:00 PM	Event Kick-Off: Who's Who of Private Credit Finance Kick off the Summit with an in-depth look at the key players in the private credit finance sector. Attendees will gain insights into the leading firms and influential figures shaping the industry, their strategies for success, and the unique value propositions they offer. The discussion will also cover the competitive landscape, highlighting how these players differentiate themselves through track records and innovative financing solutions.	Moderator: Elaine Furnari , CITCO Loan Services Moderator: Jan Sternin , Berkadia Julia Powell , ATLAS-SP Glenn Grimaldi , Naftali Credit Partners
7:00 PM – 8:00 PM	Welcome Reception Sponsored by: CITCO Loan Services	

Thursday, November 14

Location: Westin Times Square

<u>Time & Room</u>	<u>Session Name & Description</u>	<u>Speakers</u>
8:00 AM – 8:45 AM	Networking Breakfast	All Attendees
General Sessions 9:00 AM – 9:15 AM	Opening Session Welcome Remarks	Drew Fung , Clarion Partners Robert D. Broeksmit , CMB, Mortgage Bankers Association
9:20 AM – 10:00 AM	Private Credit Finance Demand and Destination for Investment Dollars Join a panel of experts as they delve into the evolving role of private credit in the commercial real estate (CRE) finance marketplace, focusing on its value proposition and competitive positioning. Key topics include the advantages of private credit in high leverage and structure-light opportunities, the sustainability of its market share, and the impact of traditional lenders re-entering the market. The discussion will also cover capital	Moderator: Drew Fung , Clarion Partners Catherine Chen , Apollo Zachary Cohn , Brookfield Rebecca Levitan , Blackstone Jillian Mariutti , JLL Capital Markets

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formation, the role of banks in financing private lenders, and the importance of track record and user-friendliness among private credit lenders. Additionally, the panel will compare borrower experiences and servicing practices between private credit and traditional lenders and highlight the significance of a healthy CLO market in supporting private credit.

10:05 AM – 10:45 AM

Market Outlook

Has the logjam broken? After two years of limited capital markets activity, lower long-term rates seem to have kindled the animal spirits. Join the discussion covering key economic and CRE market conditions and trends – and what the outlook may mean for strategic opportunities in private credit.

Moderator: Jamie Woodwell, Mortgage Bankers Association
Suzanne Mulvee CFA, GID
Victor Calanog, Manulife

10:45 AM – 11:00 AM

Break

11:00 AM – 11:45 AM

Flexible Private Credit: Adapting to an Evolving Market

Join us for an insightful panel discussion on the evolving landscape of private credit in the wake of the Federal Reserve's September rate cut. While inflation trends are improving, certain components remain stubbornly elevated. With CMBS originations rising and banks continuing to pull back, the need for flexible private credit solutions has never been greater. Our expert panel will explore strategies and tactics to navigate these shifting dynamics, focusing on investor-driven approaches to achieving risk-adjusted returns. Gain valuable insights into what the next 12-18 months may hold for the industry and how to stay ahead in this changing environment.

Moderator: Victor Calanog, Manulife
Melissa Che, Fitch Ratings
Eric Juster, Manulife Investment Management
Susie Wang, Oxford Properties

11:45 AM – 1:00 PM

Networking Lunch

General Session
1:00 PM – 1:45 PM

Practical Application of Private Credit Finance to Solve Today's Challenges – A Case Study Conversation

This session will examine the practical application of private credit finance to address the challenges facing today's market. Through an examination of several case studies, industry experts will showcase real-world examples of how private credit strategies can provide innovative solutions to modern financing obstacles. Attendees will gain actionable insights into structuring deals, mitigating risks, and achieving sustainable outcomes in an evolving financial landscape. Join us to explore how private credit finance can be a powerful tool in navigating current market complexities.

Moderator: Ray Cleeman, Pensam Capital
Noam Franklin, Berkadia
Greg Michaud, Voya Investment Management

1:45 PM – 2:00 PM

Break

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Breakout Sessions:

2:00 PM – 2:45 PM

Investment Management and the Diversification of Insurance Company Lending

Join leading experts from the investment management and advisory fields as they break down the diversification of insurance company lending strategies in the context of private credit finance and debt funds. This session will provide valuable insights into how insurance companies are adapting their lending approaches to meet the growing demand for flexible credit solutions. Attendees will explore key trends, risk management tactics, and the evolving role of debt funds in shaping the private credit landscape. Gain a deeper understanding of how these strategies are driving innovation and providing new opportunities in today's dynamic market.

Moderator: Stefanie Stewart, Voya Investment Management

Eric Becher, NY Life
Melissa Farrell, PGIM
Michael Gigliotti, JLL

Alternative Lending and the Capital Stack – Exploring the Tools of the Trade

Industry experts will discuss the latest lending products and technologies designed to support alternative lending options, including Commercial Property Assessed Clean Energy (CPACE). This session will explore how innovative financial tools transform the lending landscape, providing flexible and sustainable funding solutions. Attendees will gain insights into the practical applications of these products and the technologies driving efficiency and growth in alternative lending markets. Discover how CPACE and other options are shaping the future of commercial finance.

Moderator: John Faheem, Altisource
Joe Euphrat, GreenRock
Chris Lawton, Nuveen
Dan Pallone, SS&C
Roelof Slump, Fitch Ratings

2:45 PM – 3:00 PM

Break

3:00 PM – 3:45 PM

Life After the Election

Join the Mortgage Bankers Association legislative affairs and policy teams as they breakdown the recent election results and analyze their implication for the new Congress. This session will explore potential appointees and the anticipated shifts in leadership and priorities. Attendees will gain insight into how these changes could impact policy issues affecting the commercial real estate sector. This session is essential for those looking to understand the evolving political landscape and its influence on the industry.

Ethan Saxon, Mortgage Bankers Association
George Rogers, Mortgage Bankers Association

4:00 PM – 5:00 PM

Live Fire Discussion: An Industry Roundtable

Don't miss this dynamic closing session where Jack Cohen and an all-star panel of industry experts will extemporaneously chat about their views and concerns about the opportunities and threats (and possible solutions)

Moderator: Jack Cohen, ArrowMark Partners

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the industry, with a sharp focus on private credit finance, faces today. Enjoy drinks and bites as you listen to exclusive insights and get answers to the tough questions that may not have been addressed earlier in the day. Whether you're looking for key strategies, emerging trends, or a deeper understanding of the forces shaping the future of private credit, this is the session you can't afford to skip. End your day fully informed, engaged, and ready to take action!