Webinar: Real Estate Market Considerations
UK & Germany

Join us for this webinar to find out the current market environment and typical financial and tax matters you should keep in mind when investing in UK and Germany properties to manage a successful deal.

Date: 16 May 2023

Time: 3pm – 4.30pm

Fee: For REITAS members only and complimentary

CPD points: 1.5 supplementary CPD hours

3pm-3.05pm	Lennon Lee	PwC Singapore
3.05pm-3.35pm	Richard Williams Stewart Liddell Chris Mutch	PwC UK
3.35pm-4.05pm	Sven Behrends Thomas Veith	PwC Germany
4.05pm-4.30pm	Audience Q&A	All presenters

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What will be covered

UK

- ✓ Recent trends in the UK real estate market, including huge demand in 'beds and sheds', and where international investors are most focused.
- ✓ Recent developments in the taxation of UK real estate for non-UK resident investors and the implications these are having for inbound investors, including the renewed focus on UK REITs as a vehicle to hold UK real estate assets.
- ✓ A brief outline of the key trends that may shape the UK and wider market.
- ✓ Recent developments in the taxation of UK real estate for non-UK resident investors and the implications these are having for inbound investors, including the renewed focus on UK REITs as a vehicle to hold UK real estate assets.

Germany

- ✓ Review of German Real Estate market and how increases of interest rates, energy- and construction costs impact the behaviours of real estate market participants.
- ✓ Evolvement and performance by different asset classes and the impact of ESG requirements under the EU regulation.
- ✓ Introduction of the common financial and tax due diligence process and common issues in Real Estate transactions in Germany, as well as how this might impact your deal valuation and deal negotiation.
- ✓ Recap of investment deal (tax) structuring issues which are most frequently asked by foreign investors.

Registration

Please email completed registration form to secretariat@reitas.sg by 11 May.

Registration form can be found here.

Zoom link will be sent 1-2 days before the webinar to those who have registered.

Contact Juliana at julianalee@reitas.sg or phone her on 6721 7023 for any clarification.

Richard Williams

PwC UK

Partner, Real Estate Tax

Richard is a tax partner in London who specialises in structuring multi-jurisdictional investment platforms as well as direct and indirect real estate acquisitions in the UK and across Europe.

Richard's areas of expertise include matters relating to financing, acquisition, hold period, exit, and cash repatriation, on real estate investment and development projects. Richard is a regular speaker at conferences on matters such as tax law change and the impact of the OECD's BEPS initiative.

Richard's client base includes high net worth individuals, high profile multinationals, private equity funds, institutions, pension funds, REITs, and sovereign wealth funds. Richard has a focus on Asia-Pacific inbound and has advised these investors on numerous major property transactions. Richard visits Tokyo, Singapore, Hong Kong, and China on a regular basis.

Stewart Liddell

PwC UK

Director, Real Estate Tax

Stewart is a Director in our Real Estate Tax Practice and has been with the firm nearly 17 years.

Stewart is proficient in working with clients through the life cycle of their funds and real estate investment strategies. He has extensive knowledge of the real estate fund market, working with fund managers to design fund structures for both open and closed ended strategies, across a range of real estate asset classes.

Stewart’s clients include private equity funds, pension funds, institutional investors and real estate fund managers. Stewart also has extensive experience in advising Asia Pacific inbound investment into the UK and has advised on a number of high profile transactions. He has also presented to the REIT Association of Singapore on UK tax matters and is a regular visitor to the Asia Pac region.

Stewart is a member of both the Institute of Chartered Accountants of England and Wales (ICAEW) and the Chartered Institute of Taxation (CIOT), with a MA in Economics from the University of St. Andrews.

Presenters

Chris Mutch

PwC UK

Partner, Real Estate Deals

I am PwC's UK Real Estate Deals Leader based in London. In this role I lead a large multi-disciplinary team (over 100 staff members) that provides a broad array of advice and support to clients in the Real Estate and Hospitality sectors in the UK and across Europe. The UK Real Estate Deals team comprises a number of specialisms, such as Financial Due Diligence, Corporate Finance, Capital Projects, Advisory & Occupier Services, Forensic Investigations, Business Recovery/Restructuring/Insolvency, Valuations, Sale & Purchase support, Data Analytics and Legal Services.

I specialise primarily in Financial Due Diligence and I have been providing Financial Due Diligence support and strategic advice on commercial real estate assets/portfolios/companies and real estate rich operating businesses (student housing, hotels, PRS for example) for the last 20 years. I also support our European Portfolio Advisory Group providing strategic advice, remediation resource, sell-side and buy-side support on real estate backed Loan Portfolio transactions, NPLs and performing, across Europe.

Sven Behrends

PwC DE

Partner, TAX & Legal Real Estate

Sven is PwC Germany's Real Estate Tax Partner in Munich, Bavaria and has special competences in structuring, implementation, coordination of open- and closed-end Real Estate Funds for global in- and outbound.

Sven has advised a large number of clients with cross-border transactions such as Tax Due Diligence, Tax Structuring, SPA advice and cash flow model review.

He is a member of the international PwC Real Estate Investment Management Group as well as the author of many professional articles and speaker on many national and international conferences concerning the field of Real Estate. Having graduated in Berlin, Sven is both, Attorney at Law and a Certified Tax Consultant.

Thomas Veith

PwC Germany - Real Assets Leader

Partner

Thomas is a partner located in Frankfurt and leads the German real assets practise with more than 500 specialists and the global real estate industry. He works in the industry for more than 25 years. Thomas has extensive experience in advising on European real estate transactions, including complex multi-jurisdiction engagements.

Thomas is experienced in working with real estate clients through the life of their funds, advising on transactions and restructurings in a number of European jurisdictions. Thomas`s clients include private equity funds, pension funds, institutional investors and real estate fund managers. Thomas also has extensive experience in advising Asia Pacific inbound investment into Europe and has advised on a number of high profile transactions.

Thomas studied Economics and speaks on several industry events on current market developments incl. digitization and ESG.

About REITAS

REITAS is the representative voice of the Singapore REIT (S-REIT) industry. It provides its members a representation and engagement in consultation opportunities with policy makers on issues affecting S-REITs. The association also organises talks, courses, investor conferences, retail education events etc to promote understanding and investment in Singapore REITs.

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