



FAF International German Seminar

Credit enhancement and
competitiveness in challenging markets



Agenda and speakers

Where: Steigenberger Hotel Frankfurter Hof
When: Wednesday 03 November at 18:00
Registration at 17:30

Agenda:

- Eastern promise, western malaise - HSBC
- The refinancing burden - Cushman & Wakefield
- 10 min break
- Voidable lease and insurance for due diligence problems - FAF International
- Written form - excuses for early termination of leases - Salans LLP
- Q&A session
- Networking session from 19:30



Please RSVP by reply email

Moderator



Klaus J Schreiner, FAF International

Since his retirement as Head of Westdeutsche Immobilienbank (London), Klaus has become a consultant to FAF and a number of property companies. Klaus has had a long and successful banking career, is a member of the Worshipful Company of International Bankers and has been Past President of the Association of Property Bankers in the UK.

Speakers



Mark Berrisford-Smith, HSBC

Mark is a Senior Economist in the Business Economics Unit at HSBC plc in London. He advises the bank and its customers on developments in the British and global economies and within this remit monitors closely the performance of European countries.



Martin Braun, Cushman & Wakefield

Martin joined C&W in 2003. Since summer 2007, in addition to continuing as head of Corporate Finance, Martin has been head of Capital Markets Group Germany encompassing the disciplines of Corporate Finance, Valuation Advisory and Investment Brokerage. Within C&W, Martin focuses on consultancy services for both vendors and purchasers regarding transactions in the international capital markets.



Phillip Oldcorn, FAF International

A non-practising solicitor, Phillip worked in private practice before joining First Title plc in 1995. After establishing First Title in the UK, he spent 2 years with First Title in Australia before returning in May 2005 to develop the European market. Phillip is now Senior Vice-President for FAF International, a trading style for First Title plc in Europe and Turkey, focussing on new products and new markets.



Sebastian Schmid, Salans LLP

Sebastian is a lawyer and counsel in the Frankfurt office of Salans LLP and concentrates on real estate law and litigation. Sebastian has particular experience in advising investors with respect to the acquisition of real property and the financing thereof as well as in the representation of both tenants and landlords in court.