



IMN's 2nd European Distressed Real Estate Symposium, is part of a series of Distressed Real Estate forums. Covering distinct asset classes (hotels, office, residential, retail). This series uncovers the latest real estate opportunities in various markets.

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## Thursday March 25<sup>th</sup>, 2010

**Mark Miller** – Chief Operating Officer, panellist

### 11:25am BUYING NON-PERFORMING LOANS: IS THE TIMING RIGHT?

What are the Main Differences to Look for Between Buying CMBS and Loans? • Is your Goal Asset Control? • Comparing Workouts v Securitised Structures • NPLs from German Landesbanks: What are the Terms.

**Matthew Grefsheim** – Director of Special Servicing, panellist

### 15:45pm ASSESSING THE CURRENT ROLE OF THE SPECIAL SERVICER

Interplay Between Servicer and Special Servicer • The Loan Modification Decision: What are the Factors? • The Servicing Documents, Servicer Rights and Obligations • Servicer Termination • Servicer Incentives • Interaction between Servicer and Note Holders, Trustees, Originators and Borrowers • Managing Servicer Conflicts of Interest • Continental European Practices & Regulations • Servicer Update • Tax Issues.

**Further Information:** [http://secure.imn.org/web\\_confe/index.cfm?sc=20100325\\_RE\\_0028&pg=Agenda](http://secure.imn.org/web_confe/index.cfm?sc=20100325_RE_0028&pg=Agenda)

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