

# Hatfield Philips International Limited

## 1st Annual Servicer Forum



**Thursday 23rd September 2010**

**Date:** Thursday 23<sup>rd</sup> September, 2010  
**Time:** 9am – 1pm plus lunch

**Venue:** Berwin Leighton Paisner,  
Adelaide House,  
London Bridge, London EC4R 9



**FULLY**  
INVITATION TO HATFIELD PHILIPS FIRST  
ANNUAL SERVICER FORUM

The commercial real estate market continues to face instability and uncertainty across Europe. And, Hatfield Philips, we believe, have the solutions in the market needs to be ready to face the ups and downs which may be bringing our industry to its knees.

**BOOKED**  
As Europe's largest Servicer, Hatfield Philips International has hands on insight into what is happening today and what is likely to occur as the bulk of the loans written in the last 5 years approach maturity. Together with other leading market professionals we would like to share this insight at our First Annual Servicer Forum.

The Forum is directed towards all current and new market participants in the commercial real estate sector and has been established following demand from lenders, investors and their advisers in order to provide information concerning the current and future environment in which we all operate.

We will provide insight from leading market players on their view of the role of Servicer both in the primary and special servicing arena, as well as industry experts providing their views on Investor Reporting and Servicer Technology.

The Forum will address the main concerns as we prepare for a turbulent 2011:

- Review of UK and German Special Servicing Market
- Review of precedents currently impacting the CRE market
- Feedback session on industry issues
- An inside view on Investor Reporting requirements
- Industry Standardisation – Does it work?
- What role does technology play in the current environment?

I personally invite you to join us at this free event to listen and get hands on information of market conditions and how best to react to them, and also to participate in the discussions.

We look forward to seeing you there.  
Yours sincerely,

**Clarence Dixon**  
Managing Director  
Hatfield Philips International

**RSVP by 16th September to:**  
[clientforum2010@hatfieldphilips.com](mailto:clientforum2010@hatfieldphilips.com)  
Tel. 020 7071 6100  
Fax. 020 7071 6101

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### AGENDA

Thursday 23<sup>rd</sup> September, 2010

- 09:00 – 09.15**    **Welcome**
- 09.15 – 09.35**    **The changing world of the CRE Servicer**
- Nassar Hussain, Managing Partner - Brookland Partners LLP
- 09.35 – 10.00**    **Primary Servicing**  
**Transformation from Loan Servicing to Loan Management**
- Amanda Little, Director – Hatfield Philips International
  - Dr Stewart Hotston, Director – Hatfield Philips International
- 10.00 -10.20**    **European CRE Loan Reporting – A Solution for Improving Transparency**
- Jaymon Jones, Director - Commercial Real Estate Finance Council Europe
- 10.30 -11.00**    **Coffee Break**
- 11.00-11.20**    **Special Servicing – A European Issue**
- Matthew Grefsheim, Director - Hatfield Philips International
- 11.20 -11.40**    **Special Servicing – Focus on Germany**
- Christian Daumann, Managing Director  
Hatfield Philips Deutschland
- 11.40 – 12.00**    **Debt Restructuring, Workouts and Enforcements**
- Giuseppe Schiavello, Partner – Head of the Banking and Finance Group  
Macchi di Cellere Gangemi
- 12.0 – 12.20**    **Loan Trading Platforms – Do they work with commercial loans**
- Robert Tromans , UK Director - The Debt Exchange, Inc.
- 12.20 - 12.40**    **Loan Servicing Technology**
- Emmanuel GILLET, President - Cassiopeo
- 12.40 – 13.00**    **Closing Words**
- Clarence Dixon, Managing Director - Hatfield Philips International
- 13.00 – 14.00**    **Lunch**

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### Please RSVP your attendance

**Venue:** Berwin Leighton Paisner,  
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- Yes**, I will be attending the 1st HPI Servicing Forum
- No** I am unable to attend but would like to receive further information of Hatfield Philips Services

**Name:**

**Title:**

**Company:**

**Address:**

**Email:**

**Telephone:**

**Date:**

**Signature:**

Please check the appropriate box below - I am / my firm is an;

- Investor
- Lendor,
- Financial advisor
- Broker,
- Borrower,
- other

Please RSVP by **September 16<sup>th</sup>, 2010** to: [clientforum2010@hatfieldphilips.com](mailto:clientforum2010@hatfieldphilips.com)

or Fax: +44 (0)20 7071 6101