

SECURE INCOME FROM REAL ESTATE

The hunt for yield to pay cashflows is a constant challenge with ongoing stimulus resulting in rock bottom yields in investment grade bond markets.

Real Estate assets are a natural hunting ground: They offer attractive characteristics including, long dated and often inflation-linked cashflows.

We will explore how to secure Income from Real Estate from two quite different perspectives:

Alpha Real Capital will examine how a portfolio of Commercial Ground Rents can deliver valuable contractual cashflows.

Schroders Capital will look at how European Real Estate Debt can help solve the yield conundrum.

We are delighted to welcome experienced leaders from the independent trustee and investment consulting community to give perspective and raise the key questions we should be asking.



Matt Johnston CFA
the Virtual Panel

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Patrick Grant
Partner and Head of
Origination
Alpha Real Capital



Natalie Howard
Head of European Real
Estate Debt
Schroders Capital

Alpha Real Capital

Schroders
capital



Patrick Grant
Partner and Head of
Origination

Patrick Grant joined as a Partner of Alpha Real Capital in 2015. He is Co-Head of the Long Income team and leads the Alpha Real Capital origination team. His primary focus is on growing the group's institutional ground rent and other long income property businesses in the UK and Europe.

Patrick has 25 years experience in the property market, the majority which has been spent in alternative asset sectors (hotels , healthcare, and leisure). Prior to Alpha Real Capital, he was at CBRE, Gerald Eve, Christie & Co and St Martins Property Corporation

Alpha Real Capital

Natalie Howard joined Schroders in 2020 to establish the Schroder real estate debt platform. With over 30 years' experience, Natalie has worked across all levels of the capital structure in all real estate asset classes on both the sell side and the buy side. Natalie joined Schroders from DRC Capital LLP, part of Savills Plc, where she ran the loan origination and expanded their fund strategies.

Prior to DRC, Natalie set up the real estate debt asset management platform of AgFe LLP, a specialist private debt advisory and asset management business. At AgFe Natalie raised £2.5bn of capital and invested into investment grade UK commercial mortgages. Prior to this Natalie has worked at a number leading institutions focusing on real estate debt financing including Morgan Stanley, Barclays Capital and Lehman Brothers. Natalie was a founding member of Morgan Stanley's European CMBS team which went on to become the largest and most successful in Europe.



Natalie Howard
Head of European
Real Estate Debt

Schroders
capital



Natalie Winterfrost
Professional Trustee
Law Debenture



Sam Wreford
Senior Investment Consultant
Mercer



Duncan Hale
Portfolio Manager
Willis Towers Watson