

# IREF Conference 2008

## Introduction

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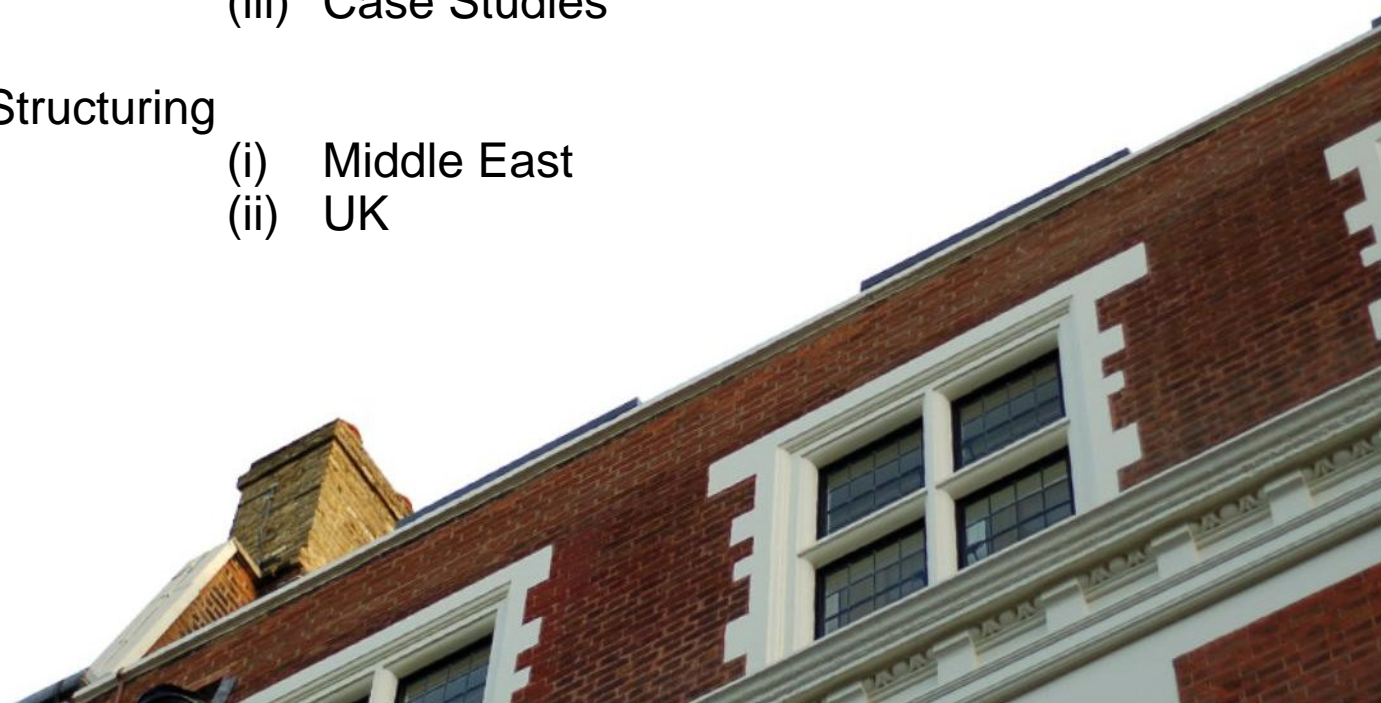
CEO Strutt & Parker Middle East

# Strutt & Parker



## Topics under consideration

- Economic
  - (i) Globally
  - (ii) UK
  
- Real Estate Markets
  - (i) Middle East
  - (ii) UK
  - (iii) Case Studies
  
- Raising Finance / Structuring
  - (i) Middle East
  - (ii) UK



## Topics under consideration

- Panel Discussions.
- London and the 2012 Olympics.
- Shariah Scholars views.
- Gala Dinner and Awards.



# Observations

- Timing.
- Witnessed turmoil in Financial Markets.
- Major global repercussions.
- Middle East has not been immune.
- Consequences for Businesses / Banking Sector.



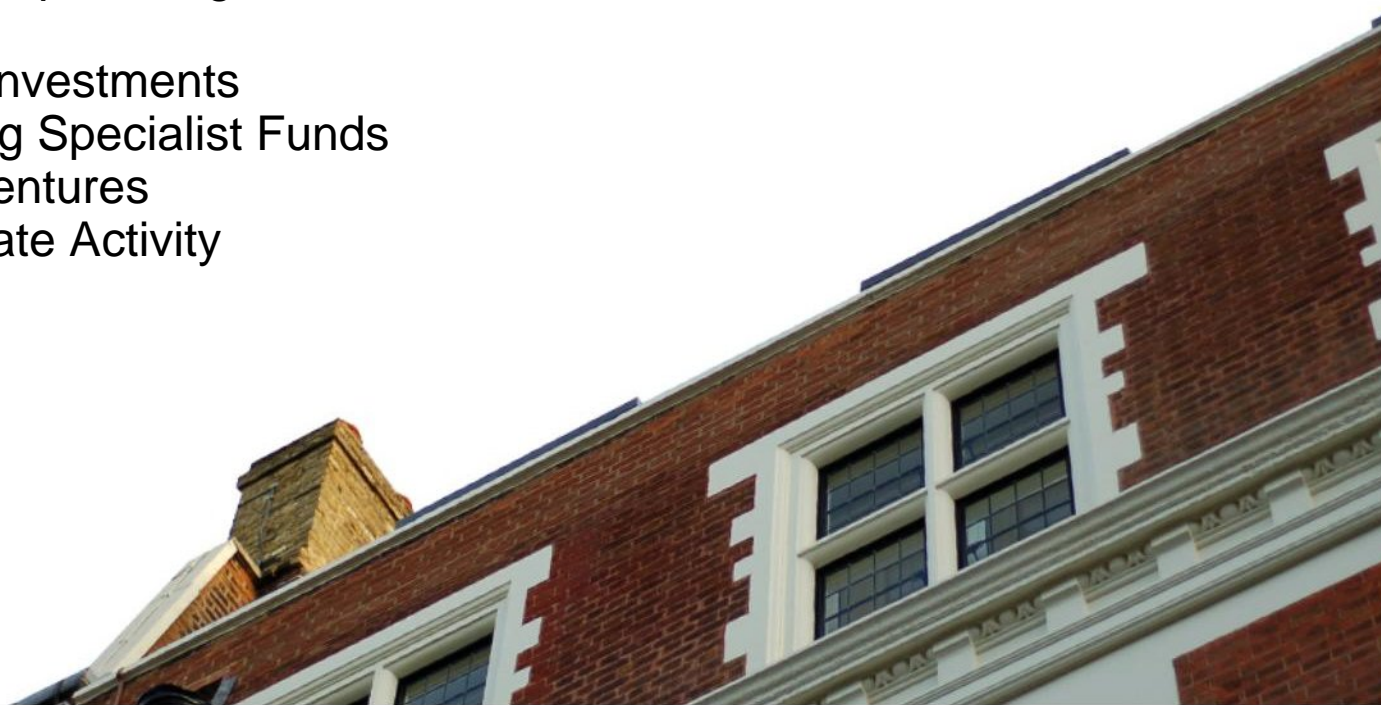
## GCC markets

- Oil Price and Implications – (i) Locally  
(ii) Overseas
- Implication on real estate projects.
- Ability to attract global investors into the local GCC markets (i) Opportunities  
(ii) Challenges
- Explore and understand.



## UK real estate

- A market that is understood by Middle Eastern Investors.
- Significant pain / distress in current climate.
- Middle East seen as providing a solution.
  - (i) Direct Investments
  - (ii) Creating Specialist Funds
  - (iii) Joint Ventures
  - (iv) Corporate Activity

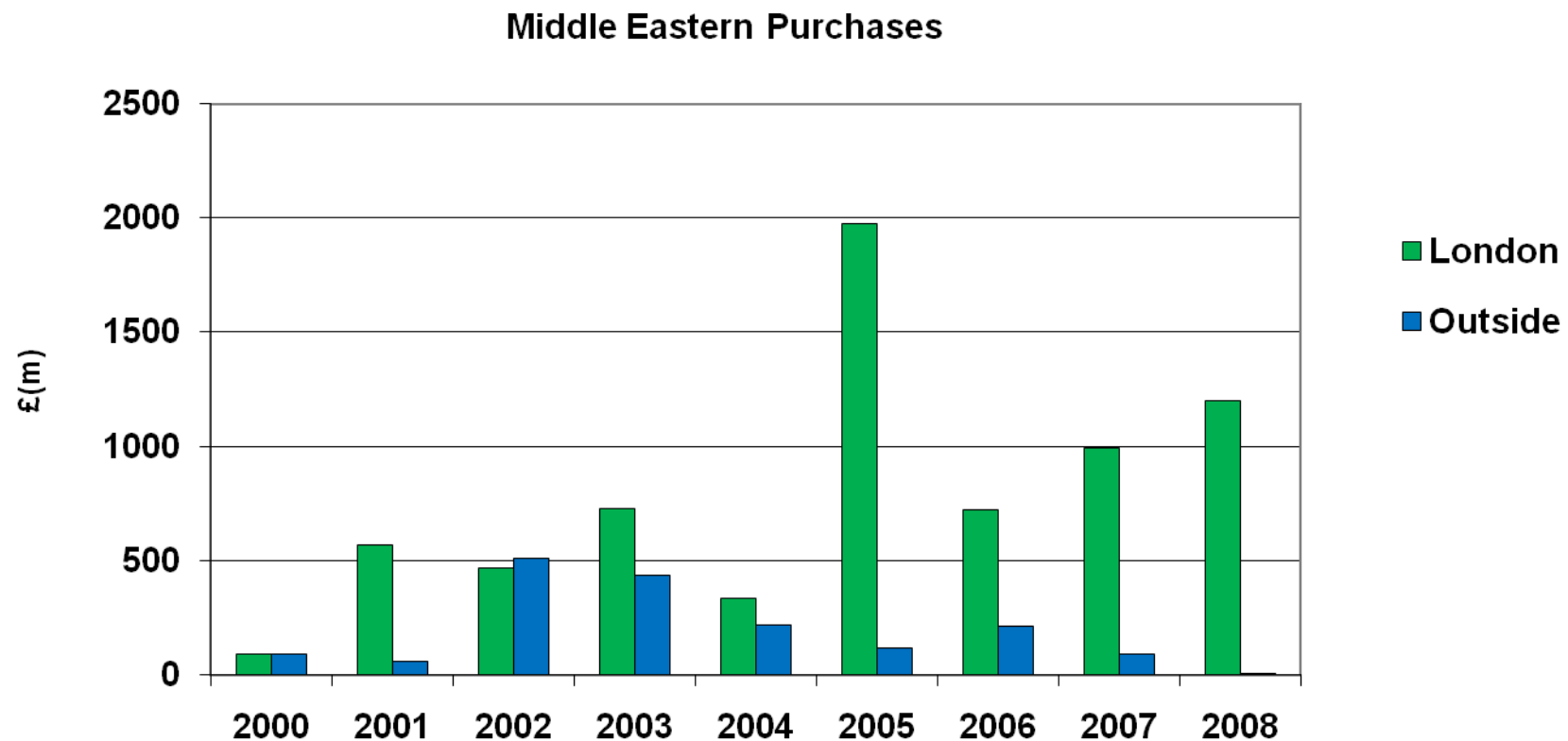


## UK real estate

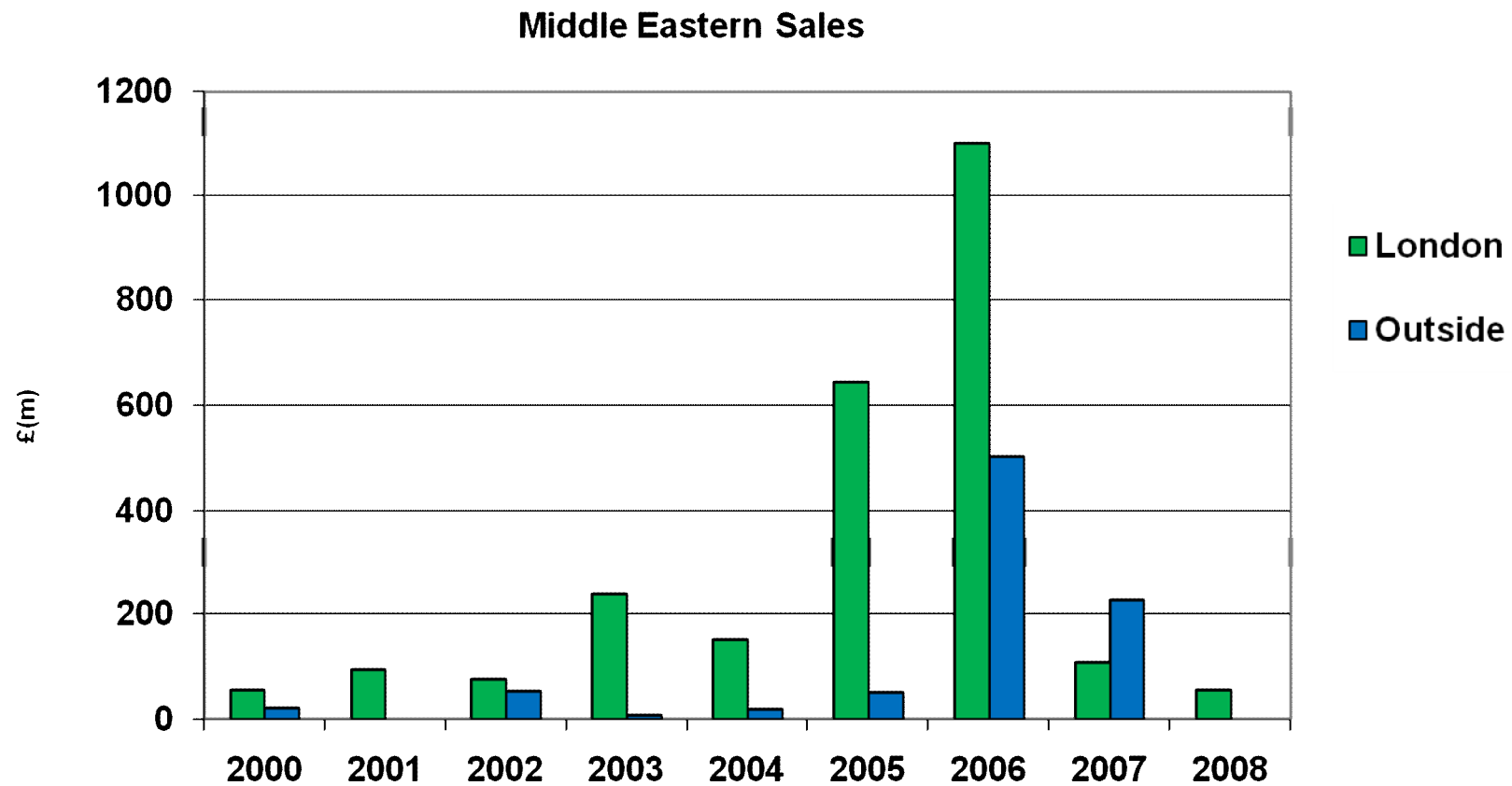
- Substantial Capital raising exercises underway targeting Middle Eastern investors.
- Importance of preparation and meeting the appropriate investors and individuals.
- Prevailing conditions encouraging inward investment into the UK.



# Middle Eastern investment activity in the UK commercial real estate market



# Middle Eastern investment activity in the UK commercial real estate market



## UK real estate

- The case for investing in the UK
  - Major repricing.
  - Very low interest rates.
  - High income returns and strong capital growth prospects.
  - Dollar / Sterling.
- Equity investors – wonderful opportunities.
- Debt market.



# Outlook

- Recognise challenges = opportunities.
- Develop relationships.
- Encourage clients to agree investment strategies.
- Consider appropriate legal structures.
- Let us witness many successful business initiatives.
- Conference brings clarity and facilitates this process.

