

# INVITATION TO BREAKFAST SEMINAR



## Property Lending v Property Trending

Tuesday 20<sup>th</sup> October 2015

The Directors of Mutual Finance have pleasure in inviting you to our breakfast seminar.

**Date:** Tuesday 20th October

**Time:** From 8am

**Venue:** The Royal Aeronautical Society,  
4 Hamilton Place, London W1J 7BQ

## SPEAKERS

**William Newsom** | FRICS, Senior Director, Valuation Division, Savills

William has over 35 years experience advising clients with a particular focus on valuation of commercial and residential property. He is recognised as a leading commentator on the property lending market. William held the position of Savills' UK Head of Valuation from 1992- 2012.

William's team specialises in valuations for lenders for loan security purposes. Over the past 12 months, the division has provided independent valuation advice to over 100 different lending organisations. His division mainly value offices, retail property and larger industrials, generally from £5M upwards, as well as major residential and mixed used development properties.

**Abhishek Sachdev** | BA (Hons) Summa Cum Laude, ACMD | MD Vedanta Hedging

Having graduated with the highest First Class Honours in Economics from his whole year at Durham University, Abhishek spent some time working at Her Majesty's Treasury, before then being head-hunted to Lloyds TSB as a future executive leader. Abhishek founded Vedanta Hedging Limited in 2011 to provide transparency for corporates that used derivatives for hedging. Vedanta Hedging is the UK's largest FCA authorised firm of derivative advisors for small & mid-sized corporates.

Notably, Abhishek was the only derivatives expert that the British Government called to provide expert evidence to the Parliamentary Banking Commission on Banking Standards in September 2012. This was to a panel comprising members of the Government Treasury Select Committee of MPs and Lords. He has also provided advice to (then) FSA, HM Treasury, the Government Insolvency Service, several members of the Cabinet including the Prime Minister and Deputy Prime Minister.

### INTEREST RATE HEDGING IN REAL ESTATE

The expert's view on how interest rate hedging can complement real estate lending and provide a competitive edge. With lessons learned from the past it is important to ensure that we take forward best practices and allow flexibility in hedging, and not over-complicate hedging unnecessarily.

## AGENDA

8.00 Registration and Coffee

8.30 Presentations from Speakers

9.30 Buffet Breakfast & Networking

RSVP by 13th October to Melissa Swisher

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