



## Firm Sponsors and Participates in IMN Real Estate Subordinated Debt Origination & Investment Forum

November 29-30, 2011

White and Williams sponsors the IMN Real Estate Subordinated Debt Origination & Investment Forum in New York, NY on November 29 and 30. Partners Tim Davis and Steve Ostrow participate in two separate panels.

Tim moderates "Life Insurance Company Executive Perspective" panel.

Discussion points include:

- How big a role does commercial mortgage lending play in your investment portfolio? Do you offer sub-debt?
- Recaps vs. new origination
- Do you expect to increase or decrease real estate investment in 2012?
- What are your underwriting standards? More or less complex than in the peak years of 2006-2007?
- What will you underwrite? Under what terms? What asset classes/geographic regions do you favor? What won't you touch? How do you view financing structures with mezzanine or preferred equity layers?
- What percentage of your portfolio are 'troubled' mortgages?
- Have you sold/do you plan to sell off any loans?
- What are your predictions for the real estate capital markets and investment opportunities for the next 12 months?

Steve participates in the "Mezzanine Lender & Borrower Workouts: An Update on Strategy" panel.

The session examines the latest in strategy that mezzanine lenders and borrowers are adopting to best protect their interests in deals that have gone sour. The session highlights workout options for the different parties and the key steps to executing a successful workout in different scenarios.

### Attorneys

Timothy E. Davis  
Steven E. Ostrow

### Practice Areas

Financial Restructuring and Bankruptcy  
Mezzanine Finance  
Real Estate