

PERE

INVESTOR
FORUM 2019

April 17-18 | Los Angeles

Agenda | Tuesday, April 16

5:00 Property tour | The future of retail: new approaches for investors

6:00 Pre-conference cocktail reception

Agenda | Wednesday, April 17

8:30 Registration and networking breakfast

8:30 Women's working (networking) breakfast
Join the women of PERE Investor Forum in a high-level, lively discussion addressing the challenges and celebrations of women in private real estate.

9:30 Chairman's opening remarks

9:40 Keynote address from Anthony Scaramucci, Skybridge Capital

10:05 Strategic investing on the brink of a downturn

- Strategies to mitigate and manage risk
- Levels and types of diversification
- Notable opportunities and issues to watch
- Recognizing and understanding market trends
- Secondaries and recapitalization strategies
- Portfolio strategies to avoid obsolescence

10:50 Networking break

11:15 Investing in debt in today's heated market

- How subscription financing supports fund activities
- Standing out in a competitive environment
- Risk/Return trade offs
- The role of foreign capital
- Insulation techniques to maintain yield
- Origination strategies

12:00 Latest trends and strategies for niche investing

- Allocating capital to alternative sectors
- Factors driving the market
- Due diligence steps to mitigate risk and garner yield
- Shifting demographics and consumer preference

12:45 Networking lunch

Roundtables

In lieu of traditional breakout sessions, we've scheduled guided focus groups that will provide a unique opportunity to network with colleagues during intimate, deep-dive discussions. No panels, no PowerPoints – just a facilitator (or two).

1:35 Strategies, sectors and trends

- A. Co-investing: when LPs and GPs team up
- B. Finding the new niche: data centers and beyond
- C. Structuring and underwriting CMBS B-piece investments in a diversified RE debt portfolio
- D. How to improve the tax environment for foreign investors in US PERE funds

2:25 The evolution of the PERE industry

- E. The growth of private wealth: where real estate sits in a family office portfolio
- F. Emerging managers: opportunities for the GP and LP
- G. The role of venture capital in private real estate
- H. Leveraging today's tech platforms

3:05 Networking break

3:25 Fund manager consolidation: merger madness

- Reasons for consolidation
- Types of deals
- Strategies among buyers and sellers
- The growth of minority and passive stakes
- Developing succession plans
- The LP role in manager consolidation

4:15 Fireside chat: the investors' Insight

5:00 Keynote address from Jonathan F.P. Rose, Jonathan Rose Companies

5:00 Cocktail reception

 Networking opportunity

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Agenda | Thursday, April 18

- 7:30** 2nd annual PERE Fun Run
- 8:00** Registration and networking breakfast
- 9:15** Chairman's opening remarks
- 9:25** Tech talk: rethinking real estate with Dror Poleg
- 9:40** Opportunity zones: is opportunity knocking?
- The race to set up vehicles
 - Investment opportunities vs. investment dollars
 - Sorting out the rules for tax incentives
 - Guidelines and restrictions
 - Logistical challenges
- 10:30** Networking break
- 10:55** Leveraging disruptive technology to revolutionize real estate
- The continued rise of AI
 - The influences and acceleration of fintech, robotics, smart cities and mobility
 - Fundraising sources and substantial capital flows
 - How tech is transforming property types and investment strategies
- 11:30** Beyond sustainability: creating value (and good) with ESG
- Analyzing risks: direct and indirect impacts on RE values
 - Identifying, addressing and implementing investor policies and procedures
 - Integrating ESG considerations into your portfolio
 - Due diligence and risk management procedures
 - Understanding ESG differentiators according to investment strategies
- 12:15** Networking lunch shared with PERE Women in Real Estate

PERE Women in Real Estate

- 1:20** Keynote address

- 1:45** Unplugged: a conversation with today's investor
- How investors are structuring their portfolios
 - Diversifying with real estate
 - The LP/GP relationship
 - Industry and investor demands
 - Where and how to find the best investment opportunities
- 2:30** Networking break
- 2:50** Being a catalyst for change: bridging the divide
- Breaking down male-to-female ratios
 - Dissecting power dynamics
 - How to get (and keep) a seat at the negotiation table
 - Changing the glass ceiling conversation
- 3:35** Pioneers of women in real estate: sharing their lessons learned
- Portfolio structuring on the brink of a downturn
 - Addressing and surviving another financial crisis
 - Pitfalls to avoid
 - Deal making: the good, the bad, and the ugly
- 4:05** Networking break
- 4:25** Trends and disruptors: the new normal
- The workspace and retail environment
 - Big data, AI, blockchain, robotics and cybersecurity
 - The evolving role of sustainability and ESG
 - Ecommerce vs. brick-and-mortar
- 5:10** Closing keynote address
- 5:35** Cocktail reception

PERE Women in Real Estate half-day event is included in your registration to the PERE Investor Forum, or can also be purchased separately.

 Networking opportunity