



25-26 June | No.11 Cavendish Square, London

PERE Europe 2019

25th June

08.00 – 08.40 Registration & networking

08.40 – 09.00 Introduction by PERE and welcome from the Chair

Chair: Bill Schwab, Managing Partner, Real Estate Investments Company

09.00 – 09.30 Keynote address

09.30 – 10.15 Opening panel session

UK versus Europe: geopolitics and the post-Brexit investment dilemma

With the continued uncertainty around the outcome of Brexit, are UK investors ready to diversify away from a domestic strategy into a pan-European or global one? And what does Brexit mean for global investors? The depreciation of the pound post-referendum made UK assets cheaper for overseas investors but is this the only reason for investing in the UK or will good quality UK properties continue to provide long-term attractive income returns?

Moderator: Edward Tran, Partner, Katten Muchin Rosenman

Panellists: Simon Durkin, Director, BlackRock Real Assets

Jim Garman, Global Co-head of Real Estate Investing, Goldman Sachs

David Skinner, Managing Director, Real Estate Strategy and Fund Management, Aviva Investors Real Assets

10.15 – 10.45 Keynote interview

In conversation with

François Trausch will discuss how Allianz became the biggest European institutional investor in real estate and second biggest globally with \$48.2 bn of equity committed to private real estate. He will share how Allianz's real estate platform has grown substantially over the past 3 years and will discuss the rationale behind plans to raise third party capital for the first time in its history to increase the scale of its real estate lending capabilities.

Interviewer: Jonathan Brasse, Senior Editor, PERE

Interviewee: Francois Trausch, Chief Executive Officer, Allianz Real Estate

10.45 – 11.30 Coffee & networking

11.30 – 12.45 Under the microscope: case studies

Deal mechanics, capital formation, debt & financing

Attendees can choose between the anatomisation of three high profile transactions, the analysis of three different capital formation strategies or the study of three different financing models

STREAM A:	STREAM B:	STREAM C:
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<p>The acquisition of the Algonquin hotels portfolio by Schroders Speaker: Duncan Owen, Global Head of Real Estate, Schroders Real Estate Investment Management</p> <p>Palmer Capital's 80% stake sale to Fiera Capital Speakers: Alex Price, Chief Executive Officer, Palmer Capital Peter Cuthbert, President, Fiera Real Estate</p>	<p>Invel's acquisition of the remaining stake in NBG Pangaea Real Estate Investment Speaker: Chris Papachristophorou, Managing Partner, Invel Real Estate Management</p>	<p>Corporate sale-leaseback investing Speaker: Bryan Colwell, Co-founder & Managing Partner, LCN Capital Partners</p>
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12.45 – 14.00 Lunch & networking

14.00 – 14.20 Presentation

Designing the future: how social sciences can add value to the built environment

Speaker: Gemma John, Founder & Director, Human City

14.20 – 15.05 Panel session

Place-making: how demographic and technological trends are influencing real estate investment decisions

- Identifying assets and locations attractive to future tenants for years to come
- Using Big Data to understand how a building is used and operated
- Managing obsolescence risk to ensure long-term investment returns
- Measuring the non-financial performance of real estate

Panellists: Keith Connolly, General Manager & Managing Director, Sumitomo Mitsui Banking Corporation
 Lloyd Lee, Managing Partner, Yoo Capital Investment Management
 Stephane Theuriau, Partner, BC Partners
 Cassandra Wheeldon, Director of Partnerships, WiredScore

15.05 – 15.35 Coffee & networking

15.35 – 16.20 Panel session

Place-taking: how end-user demands are fundamentally changing the industry

- Analysing the key drivers of an occupier's commercial decisions
- Defining quality of life: flexibility, convenience, accessibility and amenities
- Occupier wellbeing: the role of ESG in attracting tenants
- Making buildings user-friendly: how landlords are providing 'space as a service'



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Moderator: Antony Slumbers, Real Estate – Technology – Innovation, antonyslumbers.com
Panellist: Ann-Marie Aguilar, Director of Operations Europe, International WELL Building Institute
Mary Finnigan, Head of European Transactions, WeWork
Tyler Goodwin, Chief Executive Officer, Seaforth Land
Joanne Owen, Partner, Proskauer

16.20 – 16.35 Presentation

Data download: the biggest private equity real estate investors in 2019

PERE's Research & Analytics team carries out an annual ranking of institutional real estate investors across the world to identify the 50 largest private real estate investment portfolios. Which investors are likely to make the cut this year? Which portfolios display the greatest jumps and drops in the ranking compared to 2018? The answers to these questions, and more, will be revealed during the session.

Speaker: Nicole Douglas, Head of Investor Research, PEI

16.35 – 17.15 Panel session

Megatrends facing institutional investors

Technology, demographics, urbanisation and environmental considerations are just some of the megatrends that are influencing the investment decisions. During this session, our panellists will discuss their predictions for the future of private real estate investment

Moderator: Nicole Douglas, Head of Investor Research, PEI

Panellists: Alberto Agazzi, CEO & General Manager, Generali Real Estate
Jay Kwan, Managing Director, International Real Estate, Europe, QuadReal Property Group

17.15 – 17.20 Chair's closing comments

17.20 – 19.30 Cocktail reception

26^h June

08.15 – 09.00 Investor breakfast (by invitation only)

08.30 – 08.55 Registration & networking

08.55 – 09.00 Welcome from the Chair

Chair: Bill Schwab, Managing Partner, Real Estate Investments Company

09.00 – 09.45 Panel session

Investing outside of Europe

- Global cities of tomorrow: identifying the best long-term investment prospects
- Protectionism versus globalisation: risks and rewards of building a global portfolio
- Mature versus growth markets: where is the smart money going?
- Cultural preferences: direct versus indirect, JVs versus separate accounts



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Moderator: Thomas Erichsen, Regional Director EMEA - Private Equity & Real Estate, TMF Group
Panellists: Bronwyn Corbett, Chief Executive Officer, Grit
James Pullen, Counsel, White & Case
Tariq Bsharat, Head of Strategy, Business Development and Special Projects, Marjan

09.45 – 10.30 Panel session

Real estate investment in a digital world

- The use of data to determine your investment strategy
- Raising capital via technology-based platforms
- Incorporating innovative technologies into your real estate business
- Security, vigilance and resilience: how to successfully manage cyber risk

Moderator: Cassian Scott, Vice President, EMEA, Altus Group
Panellists: Bill Bateman, Managing Director, Alternatives, Round Hill Capital
Hemal Mehta, Chief Executive Officer, Atom Invest
Huib Vaessen, APG Asset Management

10.30 – 11.00 Coffee & networking

11.00 – 11.45 Panel session

Demographic investing: residential real estate

- Technical and economic solutions for affordable housing provision
- Delivering housing for whole community: millennial, senior and intergenerational accommodation
- Institutional investment opportunities in PRS and BTR
- Driving urban regeneration via residential schemes

Moderator: Richard Jackson, Managing Director, Apache Capital
Panellists: Benjamin Davis, Chief Executive Officer, Octopus Healthcare
Jason Oram, Partner, Europe Capital
Bella Peacock, Managing Director, Investment Management and Operations, Greystar Europe
Zach Vaughan, Head of Real Estate Europe, Brookfield

11.45 – 12.30 Panel session

Mixed-use real estate: sleep, shop, work and play

- Gaining access to mixed-use assets: direct investment or co-mingled funds?
- Understanding the operational risk of mixed-use schemes
- Retail: repurposing as mixed-use to generate stable, long-term returns
- Diversification of the hospitality industry: serviced apartments and co-working spaces

Moderator: Andrea Carpenter, Co-founder, Women Talk Real Estate
Panellists: Nick Jacobs, Chief Executive Officer, Rowan Asset Management
Marc Jongerius, Co-founder & Managing Director, Zoku

12.30 – 13.15 Lunch & networking



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13.15 – 14.00 Panel session

Consumer driven real estate: retail and logistics

- How retailers can integrate online and physical worlds to enhance the customer experience
- With low yields and high investment volumes: are we entering a logistics bubble?
- UK versus Europe: where to find value in a crowded market
- Improving delivery speed and efficiency: how automation is impacting the logistics market

Panellists:

Anne Gales, Partner, Threadmark

Lara Marrero, Principal & Strategy Director, Global Retail Practice Leader, Gensler

Karen Martinus, Global Research Associate, USAA Real Estate

14.00– 14.45 Panel session

Workplace: investing in the office of the future

- Flexibility, mobility and adaptability: how office buildings can remain relevant in the future
- The rapid rise of co-working: a short-term phenomenon or is it here to stay?
- Crowd-working, hot-desking, co-working and serviced offices: keeping up with the demands of the modern occupier
- Late-cycle investing: where are the opportunities for growth?

Moderator:

Victoria Landsbert, Partner, White & Case

Panellists:

Amal del Monaco, Head of Sector Specialists, AXA IM – Real Assets

Oliver Knight, Flexible Office Director, Landsec

Peter Papadakos, Managing Director, Green Street Advisors

Rob Stevenson, Chief Strategy Officer & General Counsel, TechSpace

15.00

Close of conference