



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

## PERE Europe 2019

### 25<sup>th</sup> 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

**The role of physical real estate in the future of the high street**

Speaker: Andrew Carter, Chief Executive Officer, Centre for Cities

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

Jessica Hardman, Managing Director, Head of Real Estate Group UK & Ireland, DWS Alternatives Global

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

STREAM A:	STREAM B:
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<p><b>APG's sale of its 25% stake in CitizenM to GIC</b> Speaker: Martijn Vos, Senior Portfolio Manager Real Estate, APG Asset Management</p> <p><b>Corporate sale-leaseback investing</b> Speaker: Bryan Colwell, Co-founder &amp; Managing Partner, LCN Capital Partners</p> <p><b>Brookfield's largest real estate fund</b> Speaker: Zach Vaughan, Head of Real Estate Europe, Brookfield</p>	<p><b>Invel's acquisition of the remaining stake in NBG Pangaea Real Estate Investment</b> Speaker: Chris Papachristophorou, Managing Partner, Invel Real Estate Management</p> <p><b>Palmer Capital's 80% stake sale to Fiera Capital</b> Speakers: Alex Price, Chief Executive Officer, Palmer Capital Peter Cuthbert, President, Fiera Real Estate</p> <p><b>Clarion Partners' acquisition of a majority stake in Gramercy Europe</b> Speaker: Jeroen Verheijden, Managing Director, Clarion 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

Moderator: Richard Urban, Independent Non-Executive Director, Rivington Pike

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



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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  
Joanne McNamara, Head of Investments Europe, Oxford Properties

17.15 – 17.20 Chair's closing comments

17.20 – 19.30 Cocktail reception

26<sup>h</sup> June

08.00 – 08.40 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



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- Mature versus growth markets: where is the smart money going?
- Cultural preferences: direct versus indirect, JVs versus separate accounts

Moderator: Mark Rosson, Director, Strategic Alliances, TMF Group

Panellists: Tariq Bsharat, Head of Strategy, Business Development and Special Projects, Marjan  
Ivan Ho, CEO Hong Kong, Kai Long  
James Pullen, Counsel, White & Case  
Darren Veenhuis, Head of Investor Relations, Grit

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
- How is technology being applied now? What can we expect in the next 10 years?

Moderator: Cassian Scott, Senior Vice President, EMEA & APAC, Altus Group

Panellists: Bill Bateman, Managing Director, Alternatives, Round Hill Capital  
Hemal Mehta, Chief Executive Officer, Atom Invest  
Rachel Miller, Head of Strategy, Grosvenor  
Huib Vaessen, Lead Quant Portfolio Manager Real Estate, 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: Laura Brinkmann, Vice President Real Estate, Brookfield Asset Management  
Benjamin Davis, Chief Executive Officer, Octopus Real Estate  
Jason Oram, Partner, Europa Capital  
Bella Peacock, Managing Director, Investment Management and Operations, Greystar Europe

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



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Marc Jongerius, Co-founder & Managing Director, Zoku  
Jill Xiaozhou Ju, Investment Director, The Collective  
Richard Pilkington, Managing Principal & Head of European Equity, Cain International

12.30 – 13.15 Lunch & networking

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

Moderator: Stuart Watson, Contributing Journalist, PERE

Panellists: Colin Campbell, Chairman, Pradera

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