

PERE

America

New York 2019

2019 AGENDA

Day 1 | October 29

8:00 am **Registration and networking breakfast**

8:00 am **Women's working (networking) breakfast**

9:00 am **Chairman's opening remarks**

9:10 am **Megatrends in PERE- from challenge can come capital**

- Policy and urbanization- what policies made at the macro level can directly affect RE allocation?
- Sustainability- what are the most promising ESG, impact investing and green RE initiatives?
- Demographic shifts- how does the shift in the population affect RE both directly and indirectly?
- Automation age- how can the industry keep up and leverage tech to its own advantage?

9:40 am **The future of private debt- maintaining consistency, while avoiding complacency**

- The established vs. emerging manager- is there truly room and a need for both in this space?
- The role of technology- how does this affect accessibility, strategy and the industry as a whole?
- Investor allocation- what are the do's and don'ts of navigating the vast debt fund landscape?
- Thinking outside the box- is there a need for innovation and will risk-adversity hinder this?

10:30 am **Networking break**

10:50 am **Keynote interview**

11:20 am **Case study- top deals of the year in private real estate**

12:10 pm **Networking lunch- hosted by Mayer Brown**

1:10 pm **Fireside chat: the implementation and integration of propTech**

1:40 pm **Sub-sector trends- narrowing the scope of PERE**

- Residential returns- will multifamily real estate continue to lead the conversation in the U.S.?
- Relevancy of retail?- will niche retail areas like grocery RE be key to keeping retail alive?
- Logistics boom- how can logistics keep up with the soaring demand of the ecommerce industry?
- Mixed real estate?- Is there a real value in mixed RE vehicles like co-working, co-living, etc.?

2:30 pm **Networking break**

2:50 pm **Breakout session I**

Behind the scenes - fundraising, M&A and business decisions driving large portfolio deals

Neighborhood analysis: NYC and beyond- the everchanging tenant, occupier demands and future of opportunity zones

3:40 pm **Breakout session II**

The niche vs. the norm- alternative approaches to real estate

Real Estate Technology- Disrupting the System through AI, Big Data and FinTech



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4:30 pm **Family office real estate investing- a continued staple in the HNW portfolio?**

- The “Principles of Principals”- how can FOs invest with traditional principals’ interests in mind?
- Alternative thinking- are there any unique allocation tactics family offices are using for RE?
- The HNW family- does the shift in wealth affect how FOs are going about RE investing?
- RE strategy shifts?- will direct and co-investing continue to remain the most popular strategy?

5:20 pm **Networking cocktail reception**

Day 2 | October 30

8:00 am **LP think tank** **By invitation only*

8:00 am **Registration and networking breakfast**

9:00 am **Chairman’s opening remarks**

9:10 am **Keynote address**

9:55 am **In pursuit of capital- best practices in RE business decisions**

- Key drivers- what are some of the industry influences affecting the day to day decisions in RE?
- Firm strategy- how are firms strategically tackling challenges affecting the RE space?
- Untapped areas- what areas of the business are of interest in terms of expansion?
- Women in RE- what opportunities, experiences and challenges are unique to women in the RE space?

10:40 am **Networking break**

11:00 am **R&A presentation from PEI**

11:15 am **LP perspectives- all things PERE allocation**

- Many facets- what geographies, sub-sectors and niches of RE are appealing in terms of ROI?
- Firm synergies- how are firms assessing combability investing wise with prospective managers?
- Big picture for returns- what RE investment vehicles are providing the greatest returns?
- The broader portfolio- what is RE’s role and future in terms of overall allocation for investors?

12:05 pm **International investing- a global understanding to stay ahead of the curb**

- Trade tensions- what does this mean for the U.S. RE market in terms of future foreign capital?
- Tax and regulatory risk- what are some complex/international regulations that may affect RE?
- Emerging vs. developing- what specific countries are yielding the greatest returns across RE?
- Sector outlook- what sectors are booming in some regions, while on the decline in others?

12:55 pm **Networking lunch**

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