

2019 AGENDA

Day 1 | Tuesday, October 29th

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

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

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

- » **William Schwab**, Former Global Head of Real Estate, Abu Dhabi Investment Authority

9:10 am **Private real estate outlook: operating in a late-cycle environment**

- The macro view of real estate's changing market dynamics
- Prevailing trends and industry drivers
- Demographic shifts
- Identifying growth areas
- New ways to attract capital and find value on the brink of a downturn
- » **MODERATOR: Josh Sternoff**, Partner, Paul Hastings
- » **Reid Liffmann**, Co-Portfolio Management, Angelo Gordon
- » **David Coelho**, Chief Investment Officer, Bridge Investment Group
- » **Tim Wang**, Managing Director & Head of Investment Research, Clarion Partners
- » **Adam Berns**, Managing Director, Investments, GLP
- » **Guy Zipori**, Co-Founder & CEO, Skyline AI

9:55 am **Surviving the competitive debt market**

- The impact of a market correction
- Competition among lenders
- Strategies and structures to achieve higher returns
- Optimal sectors and opportunities for deploying capital
- » **MODERATOR: Jeff Horwitz**, Proskauer
- » **Raphael Fishbach**, Principal, Mesa West
- » **Keith Gollenberg**, Managing Director, Oaktree Capital

» **Priya Nair**, RBC Investor and Treasury Services

» **Jeffrey Thompson**, Executive Vice President, Portfolio Manager- Real Estate, PIMCO

10:40 am **Networking break**

11:00 am **The future of flexible space**

- Lessons for allocators and operators from WeWork
- Lending considerations for buildings with flex space
- Flex space across property types: what's working, what's next?
- » **MODERATOR: Meghan Morris**, Senior Reporter, Business Insider
- » **Jamie Hodari**, Co-Founder & CEO, Industrious
- » **Josh Freed**, CEO, Proximity Space

11:45 am **Keynote**

12:15 pm **Networking lunch- hosted by Mayer Brown**

1:15 pm **Fireside chat**

1:40 pm **AI in RE: Discussions beyond the hype**

- What does AI investing of the future look like?
- The Intelligent Way to Insert AI into the RE investing cycle
- Breaking down buzzwords, what's AI & what's not
- How conservative firms can dip their toe into the AI data lake
- The last to disrupt: RE's resistance to tech is actually a strength
- » **Guy Zipori**, Co-Founder and CEO, Skyline AI
- » **Pierre Cherki**, Head of Alternatives & Co-Head, Investment Group, DWS Group

**2:05 pm Trending Real Estate Sectors and Strategies**

- The rise of investing in alternative real estate
 - Addressing and identifying key drivers in retail
 - Keeping up with the soaring demand of logistics and ecommerce
 - Finding value in mixed-use, real estate vehicles
- » **MODERATOR: Jade Newburn**, Mayer Brown
- » **George Javanoski**, Vice President, Subscription Secured Finance, Sumitomo Mitsui Banking Corporation
- » **Michael Gershenson**, Managing Director-US Real Estate, The Carlyle Group
- » **Reid Thomas**, EVP & General Manager, NES Financial
- » **Brandon Sedloff**, Juniper Square
- » **Leslie Wohlman**, Founder, Co-Managing Partner, Himmel & Meringoff

2:50 pm Disruption 2.0: experiential real estate in an investment portfolio

- Enhancing portfolio performance with flexible spaces, experiential RE and technology
 - Implementing hotelization across all asset classes
 - Real Estate As A Service in a market downturn: will best services and amenities remain a priority?
 - Pros and Cons of experience-driven asset classes: co-living, co-working, and hotels
- » **MODERATOR: Lisa Fu**, Reporter, PERE
- » **Kevin Colket**, Founder & CEO, Global Hospitality Investment Group
- » **Inna Khidekel**, Partner-Capital Markets Group, Bridge Investment Group
- » **Gary Berman**, President & CEO, Tricon Capital

3:35 pm Networking break**3:55 pm Diversifying your portfolio: not all strategies are created equal**

- Choosing properties that hold their value in primary and tertiary markets
 - Allocating capital and redistributing real estate
 - From core to opportunistic: risk vs. return
 - Evolving trends driving demand
 - Recession-resistant real estate and strategies to insulate a portfolio
- » **MODERATOR: John Cahill**, Partner, Paul Hastings
- » **Joyce Chow**, Portfolio Manager, Teachers Retirement System of Texas
- » **Amy Johannes**, Managing Director, Oaktree Capital Management
- » **Jason Alderman**, President of Lendlease Development and Investment Management, Lendlease

4:40 pm Where real estate sits in a family office portfolio

- Investing to garner yield
 - Differentiating allocation strategies
 - Direct and co-investing
 - Attractive sectors and investment strategies
- » **DJ Van Keuren**, Vice President, Monfort Family Office
- » **Brian Delucia**, President, Arrivato Family Office

**5:25 pm Networking Cocktail Reception
End of Day 1**

PERE

America

New York 2019

Day 2 | Wednesday, October 30th

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 **PERE data snapshot: fundraising and investor trends**

9:25 am **LP insight: how intuitional investors are positioning their portfolios**

- Positioning a portfolio in anticipation of an impending downturn
- Leveraging debt as an investment strategy
- Strategies and vehicles to enhance portfolio performance
- The shift toward non-fund investments
- Harnessing the rapid evolution of technology

» **MODERATOR: Gila Cohen**, Head of Americas, MUFG

» **Scott Stuckman**, Executive Managing Director & Head of Global Investors Group, USAA Real Estate

» **Dino Christoforakis**, Head of Transactions, North America, AFIAA

10:10 am **Networking break**

10:35 am **Keynote address**

» **Kyle Campbell**, Interviewer

» **Rahul Idnani**, Interviewee

11:00 am **Megatrends dominating private real estate**

- How evolving technology is driving change in real estate sectors and portfolio performance
- Incorporating ESG and the climate risk into the investment process
- The unprecedented shift in demographics and its effect on the industry

» **Christopher Cayten**, LEED AP, Principal, CodeGreen

» **Patrick Gasior**, Senior Channel Sales Manager, Velis Real Estate Tech

» **Jessica Long**, Head of Sustainability, Nuveen

11:40 am **International investing: a global perspective to stay ahead of the curve**

- How trade tension will affect the US market
- The future of foreign capital flow
- Understanding tax regulation and regulatory risk
- Portfolio diversification

» **KC Conway**, Chief Economist at CCIM

2:20 pm **Closing networking luncheon**