

PERE

America

New York 2019

2019 AGENDA

Day 1 | October 29

| | | | |
|----------|---|---------|--|
| 8:00 am | Registration and networking breakfast | 1:35 pm | Trending Real Estate Sectors and Strategies <ul style="list-style-type: none">• Placing capital to garner yield in multifamily• 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• The trending demand for co-working and co-living• The risk and return of core, core plus, value-add and opportunistic |
| 8:00 am | Women's working (networking) breakfast | | |
| 9:00 am | Chairman's opening remarks | | |
| 9:10 am | Private real estate outlook: operating in a late-cycle environment <ul style="list-style-type: none">• 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 | 2:25 pm | Networking break |
| 10:00 am | Surviving the competitive debt market <ul style="list-style-type: none">• The impact of a market correction• Competition among lenders• Strategies and structures to achieve higher returns• Optimal sectors and opportunities for deploying capital | 2:50 pm | Breakout session I Behind the scenes: fundraising, M&A and portfolio drivers Strategies and challenges within the shift of occupier demands |
| 10:50 am | Networking break | 3:40 pm | Breakout session II The niche vs. the norm- finding alternative real estate sectors Leveraging the tech space: AI, big data and FinTech |
| 11:10 am | Keynote interview | | |
| 11:35 am | Case study: private real estate's deals of the year | | |
| 12:25 pm | Networking lunch- hosted by Mayer Brown | 4:30 pm | Where private real estate sits in a Family Office portfolio <ul style="list-style-type: none">• Investing to garner yield while maintaining the FO's principal interests• Utilizing unique allocation tactics in private real estate• How the shift in wealth will affect family office investing• Addressing the concerns of shifting real estate strategies |
| 1:15 pm | Fireside Chat with Skyline AI | | |

PERE

America

New York 2019



Day 2 | 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 **In pursuit of capital: business decisions and best practices**
- Key drivers and influences affecting the day-to-day decisions
 - Strategic tactics to address the challenges affecting the real estate space
 - Business expansion via untapped areas
 - Opportunities, experiences and challenges that are unique to women in the RE space
- 10:00 am **Keynote address**
- 10:25 am **Networking break**

- 10:50 am **LP real estate allocation**
- Finding opportunities in anticipation of an impending downturn
 - Today's challenges and strategies of portfolio construction
 - Who is borrowing and why
 - Remaining relevant and competitive without taking on leverage
 - Real estate strategies and vehicles to enhance portfolio performance.
- 11:35 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 and Regulatory Risk
 - Maneuvering complex, international regulations
 - Global area yielding the greatest returns across the real estate sector
 - Portfolio diversification via cross-border investing
- 12:25 pm **Networking lunch**
- 12:25 pm **Busses leave for Essex Crossing site tour**



**SECURE YOUR
PLACE TODAY**

PEI

Learn more at: perenews.com/pere-america