



PERE
WEEK

Global real estate's
most influential community

5-8 MARCH 2019 | HONG KONG

PERE
DEBT FORUM
HONG KONG 2019

PERE
ASIA

PERE
TECH FORUM
HONG KONG 2019

perenews.com/asia

Post-event report

PEI Alternative
Insight



Thank you for attending **PERE Week 2019**

Thank you to everyone who joined us for PERE Week, the flagship conference week for global private equity real estate. We gathered over **700** delegates across four days of top-level insight from over **100** speakers and networking with a record number of attending LPs.

At the 12th annual **PERE Asia** we discussed the latest developments in private real estate in Asia and across the globe, institutional investor perspectives, and fundraising trends. We took an in-depth look at investment strategies from the latest in core, to portfolio construction, and featured dedicated panels focusing on the most promising opportunities across global markets.

Our inaugural **PERE Debt Forum** successfully kicked-off the week by analyzing the many possibilities around real estate debt strategies, with top-level institutional and investor speakers giving insights into an increasingly popular asset class. We followed the main conference with the **PERE Tech Forum**, which gathered global leaders in investment and property technology

to showcase just how important it is to keep up with innovation in the real estate space and the impacts it will have on this industry.

We hope you enjoyed PERE Week and I look forward to welcoming you back next year! The 2020 event will be held on 3-5 March in Hong Kong. Please contact me if you have any feedback, or questions about PERE Week, or any of our other conferences.

Kind regards,

A handwritten signature in black ink, appearing to read 'Florian Nuessel'.

Florian Nuessel
florian.n@peimedia.com

2019 by the numbers



175+
LPs



700+
attendees



100+
speakers



325+
companies



“
The preeminent Asian
RE conference.
Sonny Kalsi, **GreenOak Real Estate**”



2019 by the numbers

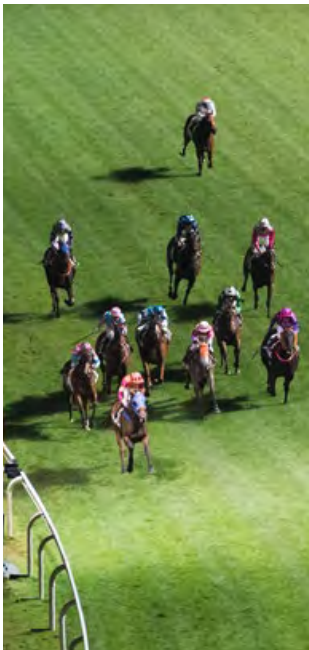
8% average allocation
to RE by LPs at
PERE Week



25+
countries



US\$7.4^{tr} GP AUM at
PERE Week



“
The best real estate networking
event of the year!
Jasmin Hu, **Oxford Properties**”



US\$10.7^{tr} LP AUM at
PERE Week



Leading speakers at PERE Week



Ken Caplan

Global Co-Head of Real Estate
Blackstone



Deborah Coakley

Executive General Manager, Funds
Management
Dexus



Jiroo Eoh

Team Head, Infrastructure and Real
Assets
ABL Life Insurance



Mark Fogle

Head of Real Estate, Managing
Director
Baring Private Equity Asia



Mark Gabbay

CIO/CEO Asia
LaSalle Investment Management



Goodwin Gaw

Chairman, Managing Principal
Gaw Capital



Yash Gupta

Founder and Managing Partner
Blue Sky Ventures & YGR



Sonny Kalsi

Founder and Partner
GreenOak Real Estate



Louise Kavanagh

Managing Director
Nuveen Real Estate



James Lim

Chief Executive Officer,
**CapitalLand Investment
Management**

Leading speakers at PERE Week



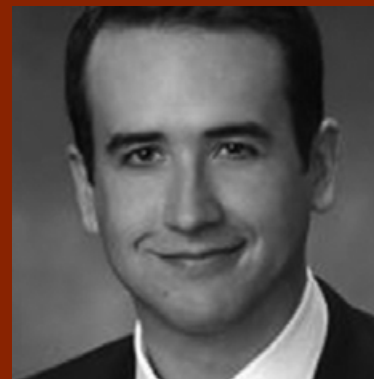
Kathleen McCarthy
Global Co-Head of Real Estate
Blackstone



Ming Mei
Co-Founder and CEO
GLP



John Pattar
Member & Head of Real Estate Asia
KKR



Adam Ruggiero
Head of Real Estate Research and
Strategy
MetLife Investment Management



Stewart Tillyard
Head of Unlisted Property
Australian Government Future Fund



François Trausch
Chief Executive Officer
Allianz Real Estate



Hari Krishna
Director – Real Estate Investments,
India
CPIIB



Anushka Verghese
Co-Founder
Smarten Spaces



Bruce Wan
Head of APAC Research and
Strategy
BlackRock Real Estate



Rohaya Mohammad Yusof
Senior General Manager, Private
Markets
Employees Provident Fund of
Malaysia



What you may have missed – Top 5 insights from PERE Week

1. **Debt can be a great strategy and can add diversification to the asset class** – but you need to be careful with the counterparty and be able to underwrite it, especially in Asia's trickier jurisdictions, with Australia still offering great conditions in APAC. It's a growing asset class with large Asian investors, such as GLP, quickly catching up on the fund side, and further pushes from LPs in the region are expected.
2. **Hotel fund investors came under the spotlight - as did any investors backing operationally-intensive property.** Alongside debt investors, if generalist managers are placing these kinds of assets into their mixed portfolios, then they had better understand what to do with them in the event of operators failing in their own strategies.
3. **Brexit was an important topic, but there are many other macro drivers.** The UK is not dead and remains the largest most transparent market in Europe, a region where logistics especially remain a favorable and relatively easy opportunity. Across the pond, **the US tax regime is now more attractive**, and there are still plenty of opportunities in high growth areas.
4. On the Asia side, **Japan still offers slow but reliable growth whilst Seoul has become the third most-liquid market in Asia**, with huge drives into Europe. China remains a tricky market at the moment with opportunities in second and third-tier cities still out of reach for many. When it comes to India, CPPIB's India Head Hari Krishna put it perfectly by stating that the country disappoints both the optimists and the pessimists.
5. Whilst not making placement agents and analysts unemployed just yet, **investment technology and smart data are on an unstoppable march forward.** It has measurable influence on investments such as in the co-working and logistics sector, effectively making it more hotel-like in its attributes but also has the potential to make investment returns more volatile. In addition, new tech providers are better equipped than ever to make your portfolios more profitable and sustainable.

Visit perenews.com/asia for more information about the event.



PERE Asia

The 12th **PERE Asia** proved again why it is the industry's leading private equity real estate event. An insightful – and entertaining - opening panel featuring the leaders of GreenOak, GLP, LaSalle, Gaw Capital paved the way for an exclusive interview with Blackstone's new real estate co-heads. The momentum continued with specialist discussions involving the region's leading institutional investors, examinations and re-evaluations of current strategies and in-depth analyses of local and international markets. In addition to a record conference attendance, we were also proud to announce more LP participants than ever before, including first-timers such as the Future Fund of Australia, KIC, NPS, NGS Super and QSuper.

“ Fantastic conference, a huge homerun for PERE.
Kevin Colket
Global Hospitality Investment Group

“ The conference was terrific!
Bob McClain
Crow Holdings Capital

Connecting the decision-makers in
global private real estate
**80% of the audience had
a Director title or above.**

“ I enjoyed the programme and the quality of the discussion and turnout was very good.
Hari Krishna
CPPIB

“ I was very impressed with the quality of the content and speakers.
Katharine Andrews
NGS Super

“ The conference was a success. Content was relevant, speakers were excellent, organization was flawless, and delegates were interesting. One of the best conferences I have ever attended.
Hidetoshi Ono
Manulife Insurance Company



PERE Debt

The **PERE Debt Forum** kicked-off the week with one of the industry's hottest asset classes. Industry leaders such as Allianz RE's François Trausch, Greenoak's Sonny Kalsi and numerous insurers as well as large banks praised the asset class' relative returns and distribution schedules with perfect timing from Capitaland IM's James Lim to elaborate on the close of their first RE debt fund. The audience received valuable lessons about fragmented jurisdictions, market capabilities and just how important it is to select the right fund manager for the job.

“ PERE Week was an informative and insightful event worth attending!

Jasmine Ibrahim

Khazanah Nasional Berhad

“ The specialised events at PERE Week captures the key themes of the industry with good interaction with participants to discuss topical trends.

Johnson Chan

Key Step Capital



PERE Tech

Rounding out PERE Week, the **PERE Tech Forum** featured a strong representation from PERE Asia's institutional delegates with the present investors, tech providers and developers not preaching to their traditional tech choir. The audience was keen to learn about innovative platforms that circumvent the traditional LP-GP model, from the investors that are doing it right now. The delegation heard from the software and hardware disruptors that make real and measurable differences to your portfolio's bottom line.

“ I found PERE Tech very valuable to attend.

Robert Sessa

Employees Retirement System of Texas

“ Great event with great networking and excellent content and speakers. Well organised and focused on what is important.

Bernie Devine

Yardi

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Attendees included

- » ABL Life Insurance
- » Abu Dhabi Investment Authority
- » Actis
- » AEW
- » AIA Company
- » Allianz Real Estate
- » Altus Group
- » APG Asset Management
- » Apollo Global Management
- » ARA Asset Management
- » ARCH Capital Management
- » Ascendas-Singbridge
- » AXA Investment Managers
- » Baring Private Equity Asia
- » BlackRock
- » Blackstone
- » BNP Paribas
- » Bouwinvest Real Estate Investors
- » Brookfield Asset Management
- » Brunei Investment Agency
- » Cambridge Associates
- » CapitaLand
- » CBRE
- » China Life Insurance
- » China Ping An Insurance Overseas
- » CIC International
- » CPP Investment Board
- » Crow Holdings Capital Partners
- » Deutsche Bank
- » EBA Investment
- » Employees Provident Fund of Malaysia
- » Employees Retirement System of Texas
- » ESR
- » Fubon Life Insurance
- » Future Fund
- » FWD Group
- » Gaw Capital Partners
- » GLP
- » GreenOak Investment Management
- » Hanwha Life Insurance
- » Hong Kong Monetary Authority
- » IGIS AMC
- » Ilmarinen Mutual Pension Insurance Company
- » InfraRed NF
- » Ivanhoe Cambridge
- » J.P. Morgan Asset Management
- » Jones Lang LaSalle
- » KaiLong Investment Management
- » Khazanah Nasional Berhad
- » KKR Asia
- » Korea Investment Corporation
- » KWEST (KWAP)
- » LaSalle Investment Management Asia
- » Lendlease
- » Lockheed Martin Investment Management
- » M&G Real Estate
- » Macquarie Group
- » Manulife Life Insurance Company
- » MaxCap Group
- » MetLife Real Estate
- » Mitsubishi Corporation
- » Natixis
- » NGS Super
- » Niam Nordic
- » Nuveen Real Estate
- » Oaktree Capital Management
- » Okayama Metal & Machinery Pension Fund
- » OMERS
- » PAG
- » Partners Group
- » PGIM Real Estate
- » Phoenix Property Investors
- » PIMCO
- » Ping An
- » Prologis
- » Prudential Capital
- » Prudential Corporation Asia
- » Qatar Investment Authority
- » QIC
- » QSuper
- » Kualitas
- » Realterm
- » Samsung Asset Management
- » Samsung Fire and Marine Insurance
- » San Francisco Employees' Retirement System
- » Shinhan Investment Asia
- » Skyline AI
- » Starwood Capital Asia
- » State Oil Fund of the Republic of Azerbaijan
- » Teacher Retirement System of Texas
- » Temasek
- » The Church Pension Fund
- » The Hong Kong Jockey Club
- » The Korean Teachers' Credit Union
- » UBS Global Asset Management
- » Vanke US
- » Victorian Funds Management Corp
- » Warburg Pincus
- » Zurich Insurance Group

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PERE

Asia Week Hong Kong 2020

3-5 March

**Global real estate's
most influential community**

**PERE Asia will be returning
3-5 March 2020!**

Join us once again as we dissect the global private equity landscape and generate actionable strategies for your business to gain an advantage over the competition.

Secure your place PERE Asia 2020 today to enjoy 2019 prices!
perenews.com/asia