

## 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

9:15 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
- » **Tim Wang**, Managing Director & Head of Investment Research, Clarion Partners
- » **Adam Berns**, Managing Director, Investments, GLP
- » **Guy Zipori**, Co-Founder & CEO, Skyline AI

10:05 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
- » **Jeffrey Thompson**, Executive Vice President, Portfolio Manager- Real Estate, PIMCO

10:55 am **Networking break**

11:20 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
- » **Josh Freed**, CEO, Proximity Space
- » **Jamie Hodari**, Co-Founder & CEO, Industrious
- » **Andrew Kupiec**, CEO, Hana

12:05 pm **Keynote address**

- » **KEYNOTE: Alan Yang**, CEO, GLP Capital Partner
- » **MODERATOR: Jonathan Brasse**, Senior Editor, PERE

12:35 pm **Networking lunch- hosted by Mayer Brown**

1:35 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

**2:00 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
- » **Gary Berman**, President & CEO, Tricon Capital
- » **Kevin Colket**, Founder & CEO, Global Hospitality Investment Group
- » **Inna Khidekel**, Partner-Capital Markets Group, Bridge Investment Group
- » **Andy Levin**, Director of Real Estate Partnerships, Ollie

**3:40 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
- » **Garett Bjorkman**, First Vice President, Portfolio Oversight, CIM Group
- » **Joyce Chow**, Portfolio Manager, Teachers Retirement System of Texas
- » **Adam Handwerker**, Managing Director, Hodes Weill & Associates
- » **Amy Johannes**, Managing Director, Oaktree Capital Management
- » **Jason Alderman**, President of Lendlease Development and Investment Management, Lendlease

**4:40 pm Family office real estate investing: answers from the largest study of its kind**

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

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



### 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**

- » **PRESENTER: Craig Savitzky**, Research Manager-Americas, Private Equity International

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**

10:30 am **Keynote address**

- » **KEYNOTE: Rahul Idnani**, Chief Operating Office and Head of Portfolio Management, Nuveen

- » **INTERVIEWER: Kyle Campbell**, Senior reporter, PERE

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

- » **MODERATOR: Kiernan Conway**, Chief Economist, CCIM Institute

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

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

- » **Karie Katz**, Managing Director and Head of Capital Markets, BM Eagle

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

- » **Sarah Schwarzchild**, Managing Director, Co-Head of Real Estate & Global Head of Secondaries, The Carlyle Group

11:40 am **Niche-level opportunities: how investors and managers provide value through non-traditional investments**

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

- » **MODERATOR: Sam Bendix**, Managing Director, National Real Estate Advisors

- » **Jeremy Bernard**, Head of Real Estate, North America, Knotel

- » **John Carrick**, Co-Founder, Integrated Capital Management

- » **Nicole Sermier**, Executive Managing Director & Head of Residential Investments, Sculptor Real Estate

12:20 pm **Closing networking luncheon**