

PERE

# America Virtual Experience 2020

November 10 - 11 | Available anywhere!



## Day 1 | Tuesday, November 10th

9:00 am

**Women's networking roundtable**  
(invitation only)

9:45 am

**PEI welcome & chairman's  
opening remarks**

» **Zoe Hughes**, CEO, NAREIM

10:00 am

**Keynote panel: one thousand foot view of  
private real estate**

- The impact of COVID-19 on private real estate: challenges, changes and opportunities
- Interest rates and yields forecast
- Policy and regulatory developments impacting the market
- Real estate sectors seeing the most pressure
- Fundraising and deal making in a post covid-19 economy.
- Rethinking core investment strategies

**Moderator:**

» **Arshiya Khullar**, Senior Reporter - PERE, PEI Media

**Speakers:**

- » **Raj Dhanda**, CEO, Black Creek Group
- » **Douglas Faron**, First Vice President, Investments, CIM Group
- » **Dan Teper**, Managing Director, Real Estate, Brookfield
- » **Christopher Merrill**, CEO and Chairman, Harrison Street

10:55 am

**Stretch break**

11:00 am

**Keynote interview: digital real estate -  
the next generation mobile and  
internet infrastructure**

**Moderator:**

» **Jonathan Brasse**, Editor- PERE, PEI

**Speaker:**

» **Marc C. Ganzi**, President & CEO, Colony Capital, Inc.

11:30 am

**Networking break - virtual  
networking lounge**

### 1:1 Meetings

12:00 pm

**Seizing the moment: spotlight on distressed  
and opportunistic investing**

- Impacts on the changing economic environments and evolving market cycles after the pandemic
- Situations and strategies with strong value enhancement potential
- The most attractive niche property types
- Expected IRRs for investments made in 2020

**Moderator:**

» **Brendan MacDonald**, Partner, Stepstone

**Speakers:**

- » **Jeff Adler**, Vice President, Yardi
- » **Joe Gorin**, Head of Portfolio Management and Value-Add Investing, Barings
- » **John Murray**, Portfolio Manager, Commercial Real Estate, PIMCO
- » **Blair Welch**, Founding Partner, Slate Asset Management

12:45

## Virtual site tour & live Q&A - Data center property with National Real Estate Advisors

### Speakers:

- » **Jeffrey Kanne**, President and CEO, **National Real Estate Advisors**
- » **Sam Bendix**, Managing Director, **Investor Relations, National Real Estate Advisors**

1:10 pm

## Mid-day networking break - virtual networking lounge

### 1:1 Meetings

2:00 pm

## Breakout sessions

### Breakout A: Portfolio and Asset Management

- Impact on Valuations & Transactions volumes
- Emerging trends in real estate during a pandemic
- Lessons Learned to date: -Successes/failures examples
- Outlook for 2021 : Specific key areas of focus

#### Moderator:

- » **Anthony Ross**, Managing Director - Alternative Investments, **State Street**

#### Panelists:

- » **Gio Cordoves**, Regional President, Western Region, **KBS**
- » **Tracey Gamble**, Managing Director, Real Assets, **Apollo**
- » **Onay Payne**, Managing Director, **Clarion Partners**

### Breakout B: Climate change- The new normal for real estate

- Current methods for assessing and mitigating climate risk in real estate
- How to incorporate climate risk into due diligence and other investment decision-making processes
- Strategies to manage risk—including portfolio diversification and investing directly—and the measures for specific assets
- Engaging with policy makers on local resilience strategies

#### Moderator:

- » **Jim Landau**, Director of Asset Management, **MetLife Investment Management**

#### Panelists:

- » **Lisa Davis**, Impact Investing Portfolio Manager, **PGIM Real Estate**
- » **Meghan Johnson**, Associate Senior Analyst, **The Climate Service**
- » **Ari Rastegar**, Founder & CEO, **Rastegar**

2:40 pm

### Stretch break

2:45 pm

## Breakout sessions

### Breakout A: Multifamily outlook - the battle of investment strategies

- Identifying trends that have the greatest impact on multifamily investing
- Where investors are finding returns
- The effect of rent regulation on lending

#### Moderator:

- » **Jay Neveloff**, Partner and Chair, **Real Estate, Kramer Levin**

#### Speakers:

- » **Stuart Boesky**, CEO & Founder, **Pembroke Capital Management LLC**
- » **Daryl Carter**, Founder, Chairman and Chief Executive Officer, **Avanath Capital Management, LLC**
- » **Jonathan Needell**, President & Chief Investment Officer, **Kairos**
- » **James Simmons**, CEO & Founding Partner, **Asland Capital Partners**

## Breakout B: Rethinking and rebuilding the office market

- The viability and profitability of office spaces post-covid
- Workplace trends and the changing working environment
- Social distancing inside the workplace and its effects the new office model
- Forecasting the effects on office properties by both foreign and domestic institutional investors
- The near- and long-term goals for placing capital in the office sector

### Moderator:

- » **Deborah Coakley**, Executive General Manager, Funds Management, **Dexus**

### Speakers:

- » **Ariel Bentata**, Founder & Managing Partner, Investments, **Accesso**
- » **Gregg Gerken**, Head of U.S. Real Estate, **TD Bank**
- » **Todd Henderson**, Head of Real Estate-Americas, **DWS Group**
- » **Brandon Huffman**, Portfolio Manager of Equity Investments, **Rubenstein Partner**

3:25 pm

## Networking break - virtual networking lounge

## 1:1 Meetings

3:55 pm

## Breakout sessions

### Breakout A: eCommerce & how the final mile has become private equity's green mile

- eCommerce expanding capabilities into specialized services for final-mile logistics
- Final-mile logistics and its continuation as a high-growth sector
- Opportunities for significant returns

### Speakers:

- » **Mark Jacobs**, Managing Director and Co-Portfolio Manager, **Oaktree**
- » **Patrick Maloney**, Principal, **Circle Industrial**

### Breakout B: Operational efficiency: building a resilient model

- Managing data aggregation for meaningful intelligence and optimal performance
- Longer term impacts on operating models and efficient use of technology
- The changing landscape of asset and portfolio reporting during a pandemic

### Moderator:

- » **Nick Moore**, Co-Founder and Executive Director, **Lionpoint Group**

### Panelists:

- » **John Fitzpatrick**, Managing Director and CTO, **Blackstone**
- » **Dan Jackson**, Chief Information Officer, **Starwood**

4:35 pm

## Stretch break

4:40 pm

### LP insight: building a resilient portfolio in today's market

- How are LPs making adjustments during the pandemic and what is on the horizon for the future?
- How are LPs optimizing data when working with their GPs?
- Given today's uncertain times, what structures are LPs implementing in their investments?
- Aside from COVID, what other factors are keeping LPs up at night?
- What does an LP look for when hiring an emerging and diverse manager?

### Moderator:

- » **Kyle Campbell**, Senior Reporter, **PERE**

### Speaker:

- » **Ralph Winter**, Principal, **W5 Group**

5:30 pm

## End of day 1 and virtual networking

## Day 2 | Wednesday, November 11th

9:00am

**LP only think tank** (invitation only)

9:55am

**PERE America GP/LP data presentation**

**Presenter:**

- » **Daniel Humphrey Rodriguez**, Head of Fund Manager Research, **PEI**

10:10am

**State of the industry: real estate debt funds**

- Opportunities in the market today
- Top-of-mind risks investors need to know
- What yields are investors getting on bridge and mezzanine loans for different property types

**Moderator:**

- » **Peter Sotoloff**, Managing Director & CIO, **Mack Real Estate Group**

**Speakers:**

- » **Nasir Alamgir**, Head of Portfolio Management and Capital Markets, **Barings**
- » **Justin Guichard**, Managing Director and Co-Portfolio Manager, **Oaktree**
- » **Thomas Hester**, Managing Director, **Stepstone**
- » **Angela Johnson**, Senior Vice President, **Torchlight Investors**
- » **Robin Potts**, Co-Head of Real Estate Investments & Director of Acquisitions, **Canyon Partners**

10:55am

**Stretch break**

11:00am

**Breakout sessions**

**Breakout A: Finding alternative sources of capital**

Cross-border investment has slowed significantly with travel restrictions and markets that are more reliant on foreign capital are feeling the effects. In addition, fundraising by private closed-end real estate funds fell in the first half year-on-year. Find out how industry leaders uncovering opportunities and capital sources.

**Speakers:**

- » **Jerry Cain**, Managing Director, **Slate Asset Management**
- » **John Carrick**, Co-Founder & Managing Principal, **Integrated Capital Management**
- » **Inna Khidekel**, Partner, Capital Markets, **Bridge Investment Group**

**Breakout B: Down, but not out- Challenges, opportunities and strategies of global hospitality**

**Speaker:**

- » **Kevin Colket**, Founder & CEO, **GHIG**

11:45am

**Mid-day Networking Break - virtual lounge**

**LPs/VIPs virtual networking lounge**

12:30pm

**Breakout: Promoting inclusion, diversity and equity in the real estate investment industry**

**Moderator**

- » **Zoe Hughes**, CEO, **NAREIM**

**Case study 2: Tech 3:0. How firms are using tech to increase efficiency and drive returns**

**Speaker:**

- » **Zach Aarons**, Co-Founder, **MetaProp**

1:00pm

### **Building to zero: the financial opportunity behind decarbonization in real estate**

Real estate, the world's largest asset class, is responsible for **30-40% of all greenhouse gas emissions (GHGs)**, more than any other industry on earth. Decarbonizing the Built World is an engineering and technology problem that will be solved by engineers and technologists who will require investment in science-based innovation to produce technologies that will help the industry meet mounting regulatory requirements to reduce emissions. This discussion will focus on the global real estate industry's culpability in the climate crisis and the multi-billion dollar investment opportunity that awaits for climate tech in the Built World.

**Speaker:**

» **Brendan Wallace**, Co-Founder and Managing Partner, **Fifth Wall**

1:30pm

### **Virtual site tour: Deerfield & Life Sciences with NYEDC**

**Speaker:**

» **Hester Muis**, Executive Vice President, Real Estate Transaction Services, **NYEDC**

2:00pm

### **Chairman's closing remarks**



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