

PERE

America Virtual Experience 2020

November 10 - 11 | Available anywhere!



Day 1 | Tuesday, November 10th

9:00 am

Women's networking breakfast
(invitation only)

9:45 am

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

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**

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**
- » **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:

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

1:10 pm

Mid-day networking break - virtual networking lounge

LPs/VIPs virtual networking lounge

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:

- » **Marc Deluca**, Regional President, Eastern Region, **KBS**
- » **John Fitzpatrick**, Managing Director and CTO, **Blackstone Real Estate**
- » **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

Panelists:

- » **Lisa Davis**, Impact Investing Portfolio Manager, **PGIM Real Estate**
- » **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

Speakers:

- » **Stuart Boesky**, CEO & Founder, **Pembrook 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: Re-thinking and re-building 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

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 lounge

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

Panelists:

- » **Dan Jackson**, Chief Information Officer, **Starwood**
- » **Nick Moore**, Co-Founder and Executive Director, **Lionpoint Group**

4:35 pm

Stretch break

4:40 pm

LP panel: building a resilient portfolio in today's market

- Where are LPs looking to increase allocations this cycle
- What kind of data are you looking for from a GP
- What structures are LPs utilizing to invest
- Are LPs preparing investment portfolio for climate change
- LPs views on emerging and minority manager programs

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

- How debt strategies have changed over the past nine months in terms of the opportunity set
- Risks that have materialized in portfolios post-COVID and how to proactively protect debt investments
- Financing in today's environment: banks vs. private debt strategy and how the profile and pricing differ
- How the use of leverage has impacted the debt universe and competitive landscape

Speakers:

- » **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: Evolution, revolution, and innovation in healthcare real estate

- Unique challenges and opportunities to the healthcare real estate sector post COVID
- The trend toward telehealth
- Initiatives involving medical data storage, analysis and diagnostics and its impact on healthcare real estate

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

Case study: Fifth Wall's Brendan Wallace, Co-Founder and Managing Partner

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



Learn more at: perenews.com/pere-america