

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 estates and what are the expected challenges, changes, and opportunities
- Interest rates and yields, where are they headed
- Which policy and/or regulatory development will have the biggest market impact
- Which sector will be under the most pressure going forward
- Fundraising and deal making in a post COVID-19 economy
- Re-thinking core investment strategies

Moderator:

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

Speakers:

- » **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**

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**

- How changing economic environments and evolving market cycles will impact this sector after the pandemic
- What are the situations and strategies with potential for strong value enhancement
- Which niche/property types are the most attractive
- What IRRs are expected 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

A: Weathering the storm: portfolio/asset management & operational resilience

Moderator:

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

Panelist:

- » **Marc Deluca**, Regional President, **Eastern Region, KBS**

B: Climate change- The new normal for real estate

- What are the 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
- What are the strategies to mitigate risk, including portfolio diversification and investing directly in the mitigation measures for specific assets
- How to engage with policy makers on local resilience strategies

2:40 pm

Stretch break

2:45 pm

Breakout sessions

A: Multifamily & affordable housing outlook - the battle of investment strategies

- What trends are having the greatest impact on multifamily investing
- Where are investors finding returns
- Effect of rent regulation on lending
- How is the private sector benefiting from investing in affordable housing?

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**

B: Re-thinking and re-building the office market

- What is the viability and profitability of office spaces post COVID-19
- Will remote working continue to be a trend well after the pandemic
- How will social distancing inside the workplace will impact the new office model
- Besides social distancing mandates, how else must responsible owners evolve their office properties to meet the demands of tenants returning to the office who may be concerned about their safety
- How will cities and companies contend with concerns over public transportation that may impact people's desires to commute in and out of the suburbs
- Will the pandemic have a lasting effect on investment in office properties by both foreign and domestic institutional investors
- How are they perceiving the U.S. office market, and what are their near- and long-term goals for committing capital

Speakers:

- » **Ariel Bentata**, Founder & Managing Partner, Investments, **Accesso**
- » **Brandon Huffman**, Portfolio Manager of Equity Investments, **Rubenstein Partner**

3:25 pm

Networking break - virtual lounge

3:55 pm

Breakout sessions

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

- How has eCommerce expanded capabilities into specialized services for final mile logistics
- Will final mile logistics continue to be a high growth sector with opportunities for significant returns
- What is the future for this sector

Speakers:

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

B: Evolution, revolution, and innovation in healthcare real estate

- Unique challenges and opportunities to the healthcare real estate sector post COVID-19
- Will the trend toward telehealth continue
- Initiatives involving medical data storage, analysis and diagnostics and its impact on healthcare real estate

4:35 pm

Stretch break

4:40 pm

LP panel: Re-thinking core investment strategies & building a resilient portfolio in today's market

Top institutional investors discuss manager selection, asset allocations, fundraising, and more:

- 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

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

- What opportunities exist in this market
- What risks should investors keep in mind
- What yields are investors getting on bridge and mezzanine loans for different property types

Speakers:

- » **Justin Guichard**, Managing Director and Co-Portfolio Manager, **Oaktree**
- » **Thomas Hester**, Managing Director, **Stepstone**

10:55am

Stretch break

11:00am

Breakout sessions

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**

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

Case study 1: Deal of the year

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

1:00pm

Case study 3: Merger & acquisitions: timing is everything

Case Study 4: Public-private partnerships

1:30pm

Virtual site tour(s) with live Q&A

2:00pm

Chairman's closing remarks

Learn more at: perenews.com/pere-america