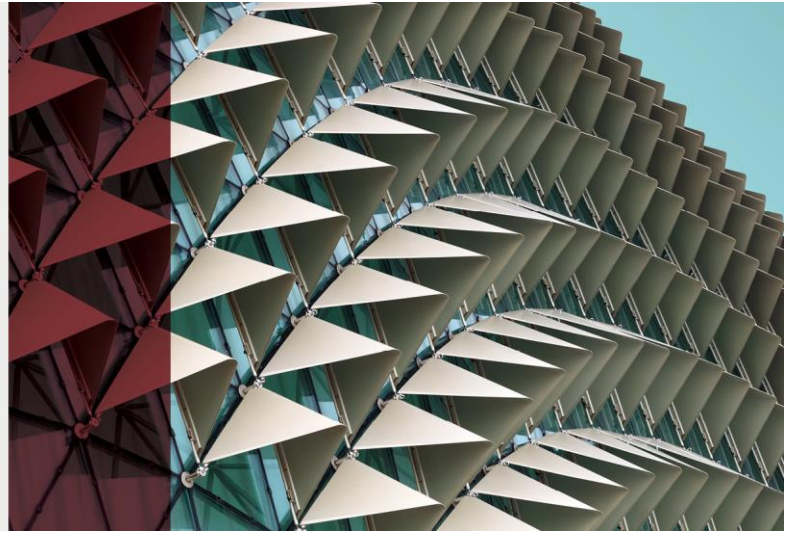


PERE

Asia Week Singapore 2020



PERE ASIA WEEK

3-5 March 2020 | Grand Hyatt, Singapore

Welcoming more than 800 industry leaders, **PERE Asia Week** is the premier annual meeting place for the world's institutional investors, fund managers and asset managers, developers, advisors, and strategic partners to make decisions that define the asset class.

This year's PERE Asia Week will open with a day focused on fundraising for real estate debt strategies followed by the 13th annual **PERE Asia Summit** – the flagship event for private real estate professionals.

Featured Speakers and Organizations

- **Amal Del Monaco**, *Head of Sector Specialists, Real Assets, AXA Investment Managers*
- **Andie Kang**, *President and Chief Executive Officer, IGIS Asset Management*
- **Andrew Radkiewicz**, *Global Head of Private Debt Strategy and Investor Solutions, PGIM*
- **Bernie Devine**, *Regional Director, Yardi*
- **Bill Schwab**, *CEO, LCI Investment Company and former Global Head of Real Estate Abu Dhabi Investment Authority*
- **Bill Shaw**, *Head of Real Estate Asia, Zurich Insurance*
- **Brian Ward**, *Chief Executive Officer – Global, Trimont Real Estate Advisors*
- **Charles Ma**, *Country Managing Director, Greystar*
- **Christoph Schumacher**, *Global Head, Real Estate, Credit Suisse*
- **Christie Ou**, *Reporter, PERE*
- **Christine Chan**, *Director (Investment), CIO (China), Link REIT*
- **Christopher Heady**, *Chairman of Asia Pacific & Head of Real Estate Asia, Blackstone*
- **Chua Tiow Chye**, *Deputy Group Chief Executive Officer, Mapletree*
- **Chung Keun Kim**, *Managing Director and Chief Investment Officer, Samsung SRA Asset Management*
- **Craig Duffy**, *Managing Director, Fund Management, GLP*
- **Daniel R. Dubrowski**, *Co-Founder and Head of Capital Formation & Lionstone Investments, Columbia Threadneedle Investments*
- **Daniel Humphrey Rodriguez**, *Head of Fund Manager Research, PEI*
- **David Green-Morgan**, *Managing Director, Real Capital Analytics (RCA)*
- **Dong-Hun Jang**, *Chief Investment Officer, Public Officials Benefit Association (POBA)*
- **Doyle Kim**, *Head of Team Overseas Real Estate Investment, Samsung Fire & Marine Insurance*
- **Evelyn Lee**, *Editor, PERE*
- **François Trausch**, *Chief Executive Officer, Allianz Real Estate*



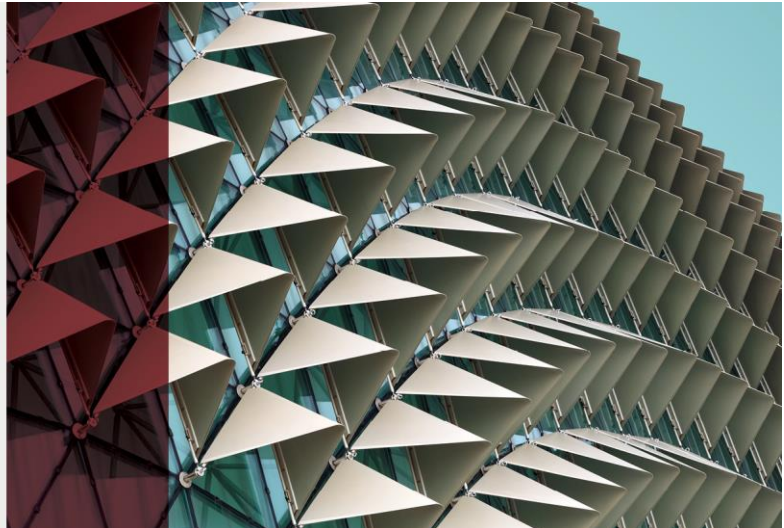
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- **Grant Chien**, Head of Special Situations Financing, **InfraRed NF Investment Advisers**
- **Gregory Wells**, Entrepreneur-in-Residence, **Warburg Pincus**
- **James Dilley**, Partner, **PwC**
- **James Haines**, General Manager and Head of Global Real Estate Structured Debt, **Aozora Bank**
- **Jason Ng**, *Partner & Co-Chair, Global Investment Funds Group*, **Baker McKenzie**
- **Jinglei Chen**, Executive Director and Founding Member, **BEI Capital Partners**
- **Jiroo Eoh**, Team Head, **ABL Life Insurance**
- **Joel Rothstein**, *Chair Asia Real Estate Practice*, **GT LAW**
- **Jonathan Chang**, *Managing Director*, **Sino-Ocean Capital**
- **Joseph Gagnon**, *Managing Director, Real Estate*, **Warburg Pincus**
- **Keith Connolly**, *General Manager & Managing Director, Real Estate Finance Department*, **SMBC**
- **Kevin Colket**, *Founder and CEO*, **Global Hospitality Investment Group (GHIG)**
- **Johnny Chen**, COO, **Paladin Asset Management**
- **Lennart van Mierlo**, Head of Commercial Real Estate Debt, **NN Investment Partners**
- **Mark Fogle**, *Managing Director*, **Baring Private Equity Asia**
- **Megan Walters**, *Head of Research*, Allianz Real Estate
- **Miao Chi**, *Chief Executive Officer*, **SDP Investment**
- **Natalie Hong**, *Investment Officer – Real Assets*, **United Nations Joint Staff Pension Fund**
- **Oliver s'Jacob**, *Partner*, **Morrison & Foerster**
- **Paul Gillen**, Managing Director and Regional COO, **Hodges Ward Elliott**
- **Peter Weidman**, Global Head of Credit Investing for the Real Estate Group, **Merchant Banking Division, Goldman Sachs**
- **Rai Katimansah**, Partner and Portfolio Manager, **SHK Capital Partners**
- **Richard Yue**, *Chief Executive Officer and Co-Founder*, **Arch Capital**
- **Scott Cations**, *Vice President of Global Accounts*, **Altus Group**
- **Stanley Ching**, *Senior Managing Director and Head of Real Estate*, **CITIC Capital Holdings**
- **Stefan Mächler**, *Group Chief Investment Officer*, **Swiss Life**
- **Stuart Mercier**, *Head of Asia, Real Estate*, **Brookfield**
- **Terence Tang**, *Managing Director, Capital Markets, Asia*, **Colliers International**
- **Timothy Johnson**, Senior Managing Director and Global Head of Originations, Blackstone Real Estate Debt Strategies, **Blackstone**
- **Tony Brown**, *Global Head of Real Estate*, **M&G Real Estate**
- **Trent Winduss**, Head of Asia Secured Debt Investments and Head of Australian Investments, **Phoenix Property Investors**
- **Trevor Loewensohn**, *Founder and Managing Director*, **Alceon**
- **Varun Malik**, Head, Real Estate - Sector Coverage and Acquisition Finance, **Mitsubishi UFJ Financial Group**
- **Wayne Lasky**, Founder & Managing Director, **MaxCap Group**
- **Weijian Shan**, *Author, 'Out of the Gobi: My Story of China and America' and Chairman and Chief Executive Officer*, **PAG Group**



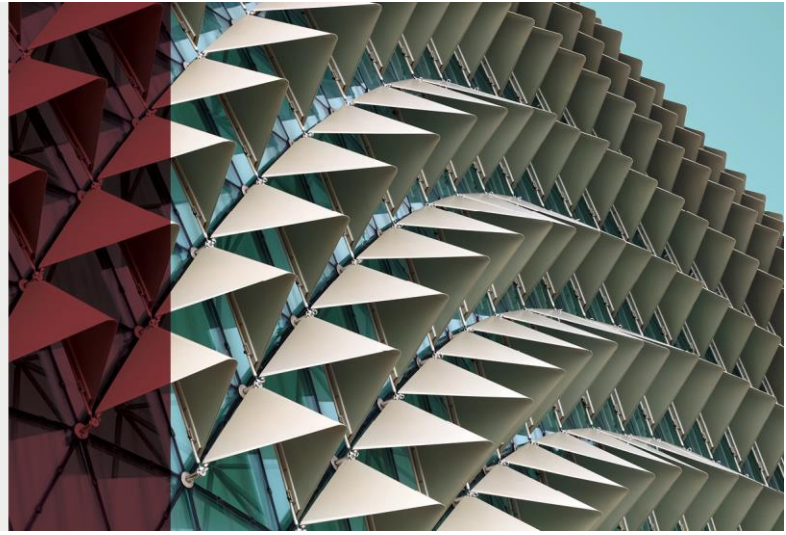
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PERE DEBT FORUM

3 March 2020 | Grand Hyatt, Singapore

Asia's only conference exclusively focused on global real estate debt strategies, the 2nd annual PERE Debt Forum will return on 3 March. This forum is designed to connect Asia's leading investors with the global fund managers, helping to increase their exposure to real estate through debt and financing.

As the opening event at the industry flagship PERE Asia Week between 3-5 March, the PERE Debt Forum runs alongside the 13th annual PERE Asia Summit. The agenda features in-depth discussions on how strategies, markets, and opportunities and will shape the financing of real estate assets across developed and emerging markets.

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Co-Hosts

**Private Debt
Investor**

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Capital**

Conference Agenda - 3 March 2020

0830 Registration and networking refreshments

0910 Welcome from PERE and opening remarks from the Chairperson

Speaker: **Bill Schwab**, Managing Partner, Real Estate Investments and former Global Head of Real Estate, Abu Dhabi Investment Authority

0930 Opening panel: Mapping out real estate debt in today's investment environment

- Latest trends in global real estate and how debt fits into the modern portfolio
- The benefits and nuances of private equity real estate versus debt
- Understanding the key markets and opportunity sets, dispelling myths



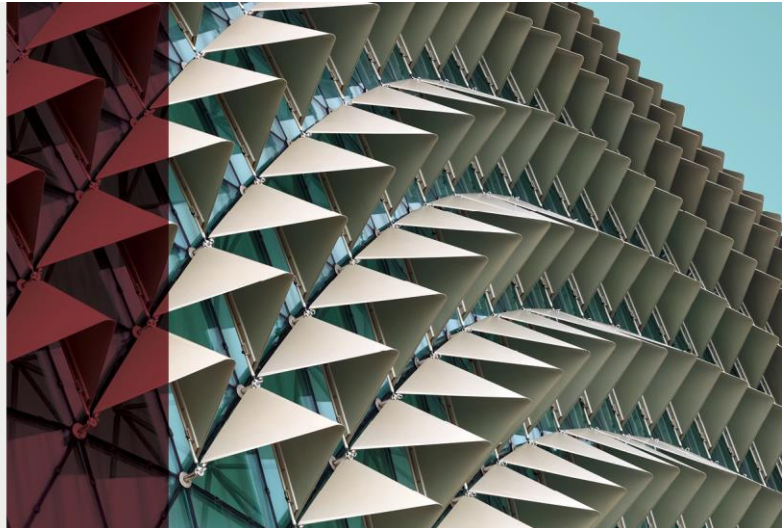
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- Return expectations, risk profiles and regulatory considerations

Moderator: **Bill Schwab**, Managing Partner, Real Estate Investments and former Global Head of Real Estate, Abu Dhabi Investment Authority

Speakers:

Timothy Johnson, Senior Managing Director and Global Head of Originations, Blackstone Real Estate Debt Strategies, Blackstone

Wayne Lasky, Founder & Managing Director, MaxCap Group

Peter Weidman, Global Head of Credit Investing for the Real Estate Group, Merchant Banking Division, Goldman Sachs

1010 LP keynote interview

Speaker: **Dong Hun Jang**, Chief Investment Officer, Public Officials Benefit Association (POBA)

Interviewed by: **Evelyn Lee**, Editor, PERE

1040 Networking and coffee break

1110 Global overview and the RED 50: A snapshot of the highs and lows

This ranking will highlight the 50 largest managers of real estate debt funds based on the amount of capital raised from institutional investors between 1 Jan 2015 and 31 Dec 2019.

Speaker: **Daniel Humphrey Rodriguez**, Head of Fund Manager Research, PEI

1140 Panel: Focus on Australia: How long can the good times last?

- Gap analysis: Is there now a surfeit of capital for debt in Australia?
- Pinpointing the best opportunities in this preferred, but very competitive, market
- Where are we in the economic cycle and how does credit special situations change in response to the wider economic situation?

Moderator: **Christie Ou**, Reporter, PERE

Speaker: **Trent Winduss**, Head of Asia Secured Debt Investments and Head of Australian Investments, Phoenix Property Investors

1220 Networking lunch

1340 Real estate financing: the role of sustainability

- ESG integration into debt funds
- Initiatives to standardise green lending and improve real estate sustainability
- How lenders can make a positive environmental impact?

1350 Fireside chat - A resilient asset class amidst macro uncertainties

- Perspectives on the current situation and future possibilities of real estate debt investment, considering global monetary trends and hedging cost

1410 Panel: Real estate debt risks or opportunities in Europe and the US

- How will Brexit, trade tensions, investment scrutiny and interest rate risk impact investment?
- The retail evolution: A risk or opportunity for distressed investors?
- Current availability of debt and financing for core and non-core assets



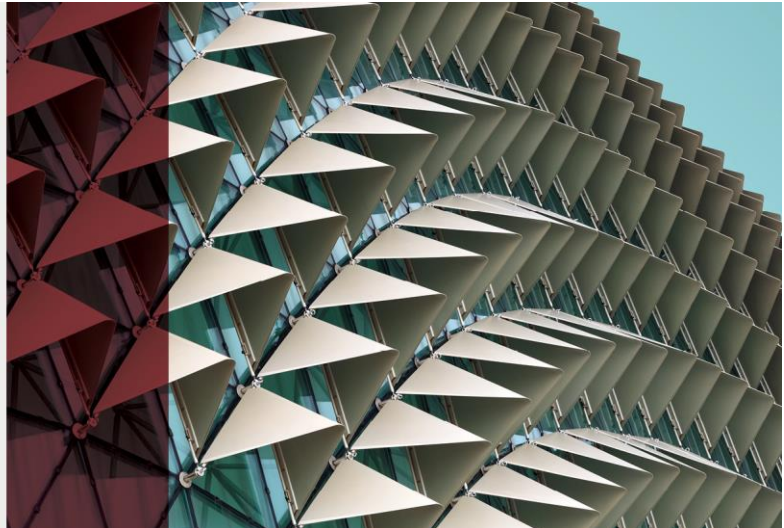
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Speaker: **Andrew Radkiewicz**, Global Head of Private Debt Strategy and Investor Solutions, PGIM

1450 Panel: Bank vs Debt fund manager: Lender perspectives

- Debt is better than equity at this point in the cycle – why?
- How much longer can we expect returns to deliver?
- What are smart ways to battle hedging costs?
- How to pursue different debt strategies for high yield

Moderator: **Varun Malik**, Head, Real Estate - Sector Coverage and Acquisition Finance, Mitsubishi UFJ Financial Group

Speakers:

James Haines, General Manager and Head of Global Real Estate Structured Debt, Aozora Bank

Rai Katimansah, Partner and Portfolio Manager, SHK Capital Partners

Lennart van Mierlo, Head of Commercial Real Estate Debt, NN Investment Partners

1530 Networking and coffee break

1600 Panel: What you need to know about China's real estate debt market

- First, second or third-tier cities: Are loans secured on assets?
- What is the current situation and why are development loans, especially the NPLs, a wise choice?
- What are the most important elements to play in the Chinese market?

Moderator: **James Dilley**, Partner, PwC

Speakers:

Grant Chien, Head of Special Situations Financing, InfraRed NF Investment Advisers

Khoon Ng, Chief Executive Officer, Paladin Asset Management

Gregory Wells, Entrepreneur-in-Residence, Warburg Pincus

1640 Shaping the future: Asian investors' strategic thinking in real asset financing

- What are capital deployment opportunities for real estate debt and infrastructure debt?
- Do investors put real estate debt or infrastructure debt in fixed income or a real assets bucket? What are the pros and cons to each allocation tactic?
- Which debt strategies are most economy-proof?
- Where are the next target markets within the next five or ten years?

Speakers:

Jinglei Chen, Managing Director, BEI Capital Partners

Jiroo Eoh, Team Head, ABL Life Insurance

1720 Chairperson's closing remarks

Speaker: **Bill Schwab**, Managing Partner, Real Estate Investments and former Global Head of Real Estate, Abu Dhabi Investment Authority

1730 PERE Asia Week Cocktail reception



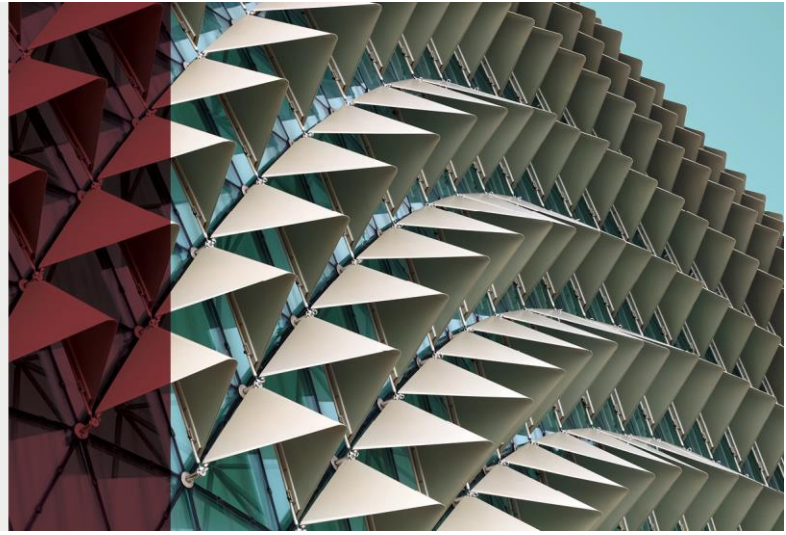
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The agenda is subject to change

PERE ASIA SUMMIT

4-5 March 2020 | Grand Hyatt, Singapore

The place where the most influential industry decisions are made, the **PERE Asia Summit** will gather over 600 attendees to strengthen their strategies and relationships.

Joining the flagship conference as part of PERE Asia Week is the 2nd annual **PERE Debt Forum** on 3 March, a meeting place of the investors allocating to global debt to discuss their strategies and drive forward the increasingly popular investment strategy. This year, we will gather in **Singapore** to ever expand PERE's expert network.

Join the most significant institutional investors, fund and asset managers, developers, advisors, and strategic partners, in the development of global real estate and create unrivalled opportunities for your business.

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Opening Cocktail Sponsor

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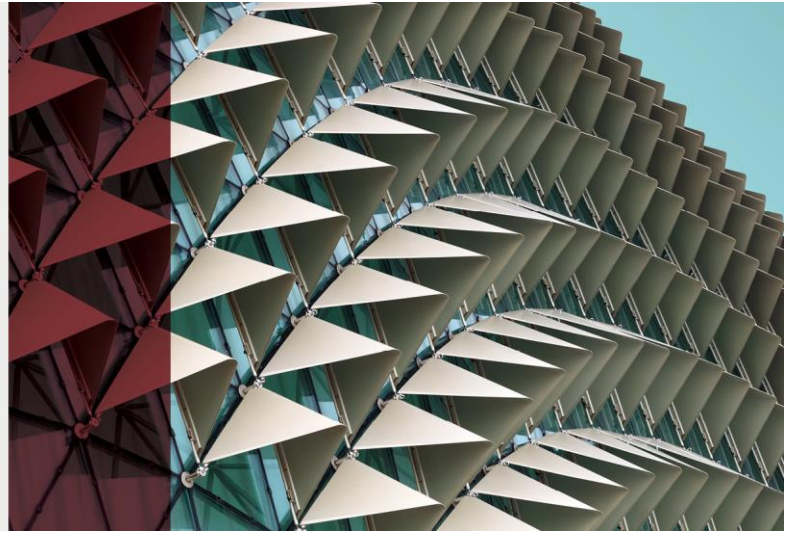
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Exhibitor

alterDomus* **REAL** CAPITAL ANALYTICS

Tuesday 3 March 2020

Grand Opening Cocktails – Sponsored by Baker McKenzie

The Summit launches with its relaxed and enjoyable pre-conference networking cocktail party from **6pm** at a venue close to the event. Pick up your registration pack, grab a glass of champagne, and start networking with your industry peers ahead of the main conference.

Wednesday 4 March 2020 – Global trends & Specialist Strategies

0800 PERE VIP Breakfasts – by invitation only

- ▶ LP Networking Morning (by invitation only)
- ▶ Founders Roundtable (by invitation only)
- ▶ Women in Real Estate (by invitation only)

0815 Registration, refreshments and morning networking

0855 Welcome and Introduction

- Bill Schwab, *Managing Partner, Real Estate Investments Company* and *former Global Head of Real Estate, Abu Dhabi Investment Authority*

0915 Opening keynote panel day one:

The real estate investor crystal ball - What's in store for the 2020s?

In interactive quick-fire round, the region's industry leaders will discuss upcoming trends, capital flows, the shifting dynamics in asset management and their predictions on what GPs will have to do to survive - or thrive - the next decade to come.

Speakers:

- Joseph Gagnon, *Managing Director, Real Estate, Warburg Pincus*
- Chung Keun Kim, *Managing Director and Chief Investment Officer, Samsung SRA Asset Management*
- Christoph Schumacher, *Global Head, Real Estate, Credit Suisse Asset Management*
- Terence Tang, *Managing Director, Capital Markets, Asia, Colliers International*



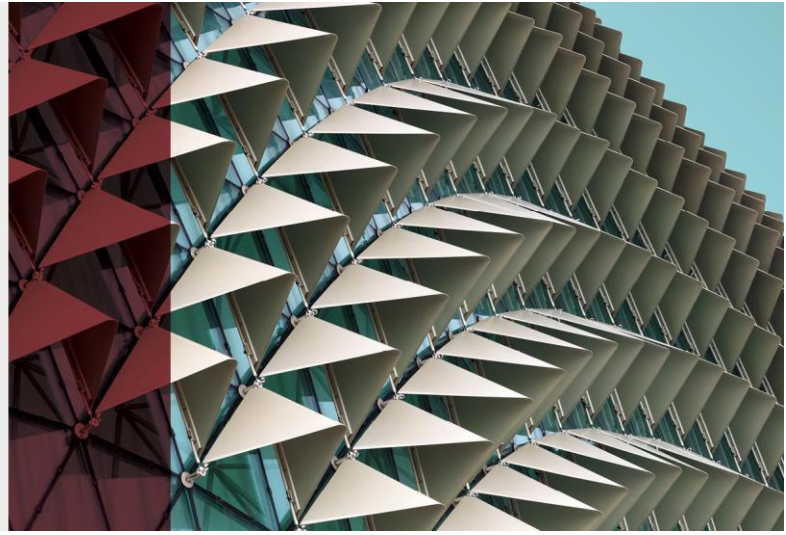
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1005 **Keynote**

- *Speaker:*
Dong-Hun Jang, *Chief Investment Officer, Public Officials Benefit Association (POBA)*

1030 **Networking coffee break**

1100 **Snapshot: The top fundraisers and deals**

PERE and RCA will provide a framework to the day's discussion based on the latest results in in-house expertise.

Speakers:

- David Green-Morgan, *Managing Director, Real Capital Analytics (RCA)*
- Daniel Humphrey-Rodriguez, *Head of Fund Manager Research, PEI Media*

1130 **Institutionals discussion – LP perspectives on private real estate**

Global investors from pension funds to insurers will debate the current cycle, fees and portfolio strategies. In addition, we will explore a multitude of issues such as ESG guidelines, diversity, internal capabilities and the changing relationships with GPs and operating partners.

Speakers:

- Natalie Hong, *Investment Officer – Real Assets, United Nations Joint Staff Pension Fund*
- Doyle Kim, *Head of Team Overseas Real Estate Investment, Samsung Fire & Marine Insurance*
- Stefan Mächler, *Group Chief Investment Officer, Swiss Life*
- Bill Shaw, *Head of Real Estate Asia, Zurich Insurance*

Moderator: Jason Ng, *Partner & Co-Chair, Global Investment Funds Group, Baker McKenzie*

1235 **Global Leader Insights**

Allianz' François Trausch will share insights and strategies on how Asia will help the real estate giant achieve its ambitious goals for the next three years to come.

Speaker:

- François Trausch, *Chief Executive Officer, Allianz Real Estate*

1255 **Networking lunch**

1405 **PERE Tech:**

What are the latest developments in investment and property technology – and how will they affect your bottom lines. Who are the proptech disrupters?

Speakers:

- Scott Cations, *Vice President of Global Accounts, Altus Group*



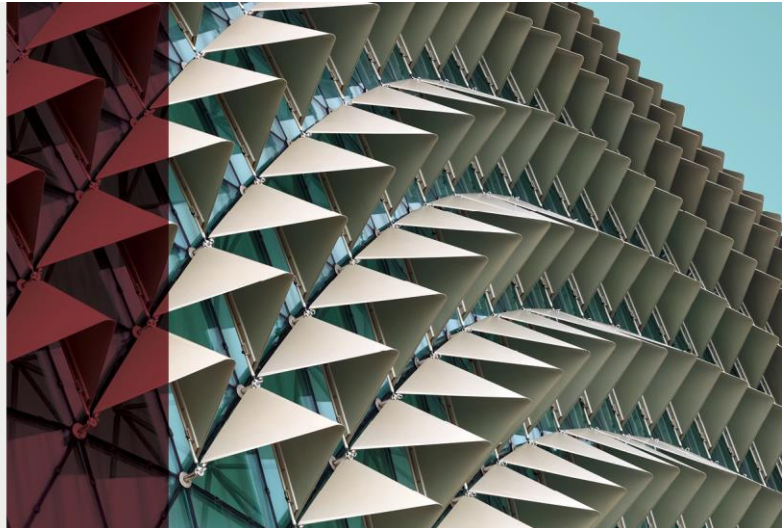
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- Bernie Devine, *Regional Director, Yardi*
- Speaker TBC, **KPMG**

1450 **PERE Trends & Alternatives**

From hospitality to data centres, from co living to car-parks, this panel will explore the best strategies when it comes to asset class, demographics and yields. Hear from the alternatives specialists/

Speakers:

- Chua Tiow Chye, *Deputy Group Chief Executive Officer, Mapletree*
- Craig Duffy, *Managing Director, Fund Management, GLP*
- Kevin Colket, *Founder and CEO, Global Hospitality Investment Group (GHIG)*
- Speaker TBC, **CA Ventures**
- Speaker TBC, **Crow Holdings**

1535 **Networking Break**

1550 **PERE Direct and Co-Investment**

Direct investment from LPs has become an increasing trend, increasingly disrupting the LP-GP-Developer hierarchy. In addition, a multitude of co-investment models will further affect fees and bottom lines. What are the implications for those involved – and those left behind?

Speakers:

- Miao Chi, *Chief Executive Officer, SDP Investment*

1630 **PERE Think Tank Roundtables:**

ESG, Renewables and Sustainability	India – Opportunities and Challenges	ASEAN – The latest trends
The UK market after Brexit	Core vs Opportunistic	US: Taxes and Trade War

1715 **End of day one & evening city cocktail reception**

Sponsors, secure your table now and invite your investors to join you for an evening of dinner and drinks at



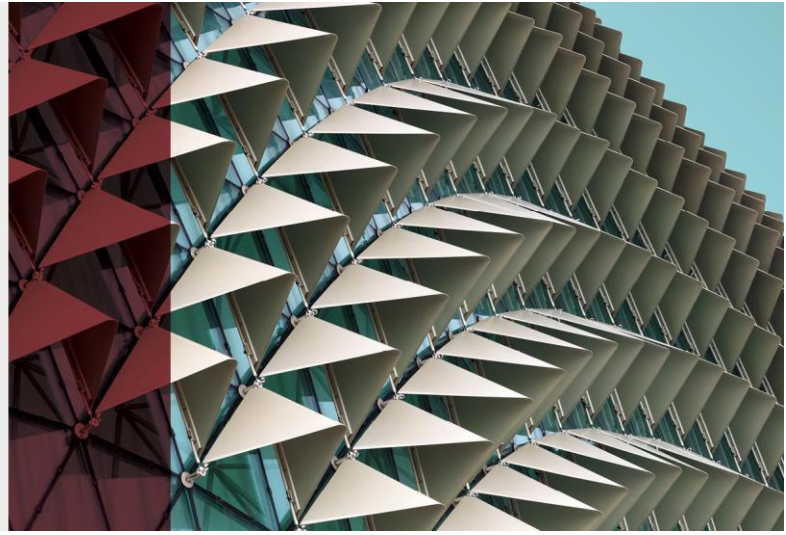
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Thursday 5 March 2020 – Global markets, PERE Insights & PERE Think Tanks

0800 **Breakfast Briefing – by invitation only**

Hosted by Colliers International

0845 **Registration, refreshments and morning networking**

0920 **Welcome to day two and opening comments from today's chairperson**

Chair: Megan Walters, *Head of Research, Allianz Real Estate*

0925 **Opening interview day two – Unlocking the markets of 2020s**

Speaker: Christopher Heady, *Chairman of Asia Pacific & Head of Real Estate Asia, Blackstone*
Interviewed by: Evelyn Lee, *News Editor, PERE*

0955 **Opening keynote panel day two: Asia's markets and the realities on the ground:**

- From logistics in SEA to Hospitality in Japan, what are the latest growth strategies?
- Demographics, yields and asset classes: What is the right mix for mature markets in the region?
- Emerging markets: What are the panellists' top and bottom recommendations?

Speakers:

- Andie Kang, *President and Chief Executive Officer, IGIS Asset Management*
- Stuart Mercier, *Head of Asia, Real Estate, Brookfield*
- Richard Yue, *Chief Executive Officer and Co-Founder, Arch Capital*

Moderator:

- Mark Fogle, *Managing Director, Baring Private Equity Asia*

1040 **Networking coffee break**

1110 **Australia – Opportunities in a changing market**

- Will Australia continue to be a prime destination for Chinese offshore capital?



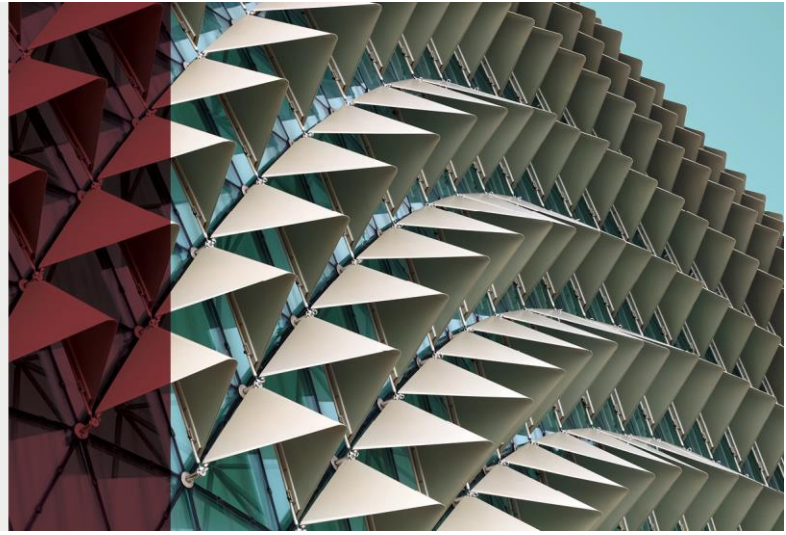
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- Where are the major opportunities in real estate debt and the opportunities arising from tightening curbs on property lending?

Speakers:

- Trevor Loewensohn, *Founder and Managing Director, Alceon*
- Speaker TBC, **Dexus**
- Speaker TBC, **Knight Frank**

1150 **North America – Seeking returns in a highly competitive region**

- What are the growth opportunities for foreign investors in the world's largest real estate market? Where are the high-growth regions and asset classes as the tax regime is becoming more favourable?
- Will high hedging costs continue to influence investment over the coming years?
- Are 'Opportunity Zones' here to stay? What's in it for private funds?

Speakers:

- Jonathan Chang, *Managing Director, Sino-Ocean Capital*
- Keith Connolly, *General Manager & Managing Director, Real Estate Finance Department, SMBC*
- Dan Dubrowski, *Head of Capital Formation & Co-Founder, Columbia Threadneedle*
- Brian Ward, *Chief Executive Officer – Global, Trimont Real Estate Advisors*

1235 **Networking lunch**

1345 **Talk: My Story of China and America**

- *Speaker:*
Weijian Shan, *Author, 'Out of the Gobi: My Story of China and America' and Chairman and Chief Executive Officer, PAG Group*

1415 **Panel: What's next for China – Cross-border investments and capital flows**

As China is consolidating again and foreign capital flows back in, where are the next big opportunities – from residential to office and logistics.

- Will China's real estate debt assets continue to offer attractive returns?
- Who are the rising stars as China's domestic LPs and GPs enter the next phases of an increasingly maturing market?

Speakers:

- Christine Chan, *Director (Investment), CIO (China), Link REIT*
- Stanley Ching, *Senior Managing Director and Head of Real Estate, CITIC Capital Holdings*
- Charles Ma, *Country Managing Director, Greystar*



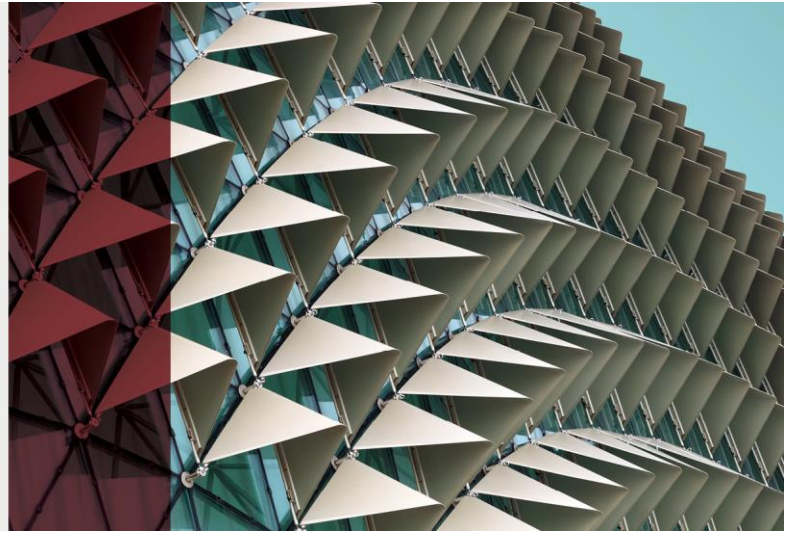
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Moderator: Joel Rothstein, Chair Asia Real Estate Practice, GT LAW

1500 **Europe – Looking for the right strategies**

- Will Asian investors continue to buy-up first-tier real estate? Is there an increasing trend for capital to flow into second-tier and Central European markets?
- What's next for the UK?
- From logistics to multifamily – what are the growth drivers in the next decade?

Speakers:

- Tony Brown, *Global Head of Real Estate, M&G Real Estate*
- Amal Del Monaco, *Head of Sector Specialists, Real Assets, AXA Investment Managers*

Moderator: Oliver s'Jacob, Partner, Morrison & Foerster

1630 **Closing Remarks and end of conference**

1640 **Closing Cocktail reception**



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