

PERE

Asia Week Singapore 2020



PERE ASIA WEEK

16-18 November 2020 | Sofitel Singapore City Centre

PERE Asia Week is the premier annual meeting place for global real estate'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, the **PERE Debt Forum** on 16 November, followed by the 13th annual **PERE Asia Summit** on 17-18 November – the flagship event for private real estate professionals.

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PERE DEBT FORUM

3 March 2020 | Singapore

Asia's only conference exclusively focused on global real estate debt strategies; the 2nd annual PERE Debt Forum will be running on 16 November 2020. 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 16-18 November, the PERE Debt Forum runs alongside the 13th annual PERE Asia Summit. The agenda features in-depth discussions on how strategies, markets, and opportunities will shape the financing of real estate assets across developed and emerging markets.

Conference Agenda – 16 November 2020 (Monday)

0830 Registration and networking refreshments

0910 **Welcome from PERE and opening remarks from the Chairperson**

Speaker: **Bill Schwab**, CEO, LCI Investment Company 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
- Return expectations, risk profiles and regulatory considerations

Moderator: **Bill Schwab**, CEO, LCI Investment Company and former Global Head of Real Estate, Abu Dhabi Investment Authority

Speakers:

Wayne Lasky, Founder & Managing Director, MaxCap Group

Richard Spencer, Partner in the real estate investing business of the Merchant Banking Division, Goldman Sachs

1010 **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



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1040 Networking and coffee break

1110 **Panel: Is now the right time to invest in real estate debt in Australia?**

- 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

Speakers:

Mark Harrison, Managing Director – Property, Wingate

Kumar Kalyanakumar, Head of Australia, Real Assets, AXA

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

1150 **Panel: Real estate debt risks or opportunities in Europe and the US**

- How COVID-19 outbreak, Brexit, trade tensions, 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

Moderator: **Evelyn Lee**, Editor, PERE

Speakers:

Jacqueline Rachelle Yee, Managing Director, MC Investment and Macellan Capital

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

1230 Networking lunch

1400 **Real estate financing: the role of ESG and sustainability**

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

Moderator: **Benjamin McCarron**, Lead Representative for Asia, GRESB

Speakers:

Yulanda Chung, Head of Sustainability, DBS

Catriona Paterson, Environment and Social Development Consultant, IFC – International Finance Corporation

Mervyn Tang, Senior Director, Global Head of ESG Research, Sustainable Finance Fitch Ratings (Hong Kong)

Helena Wright, Vice President - Sustainable Infrastructure & Energy Finance, WWF



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1440 Case study: Distress credit real estate situations in India

Speaker: **Ashish Khandelia**, Founder, Certus Capital

1510 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

1540 Networking and coffee break

1610 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:

Johnny Chen, COO, Paladin Asset Management

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

1650 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 the most economy-proof?
- Where are the next target markets within the next five or ten years?

Moderator: **Jonathan Lau**, Principal, The Family Office

Speakers:

Jinglei Chen, Managing Director, BEI Capital Partners

Charmaine Chin, SVP and Portfolio Manager, Alternatives, Fullerton Fund Management

Jiroy Eoh, Team Head, ABL Life Insurance



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1720 **Chairperson's closing remarks**

1730 **PERE Asia Week Cocktail reception**

The agenda is subject to change.

PERE ASIA SUMMIT

17-18 November 2020 | Sofitel Singapore City Centre

The place where the most influential industry decisions are made, the **PERE Asia Summit** will gather the leading decision-makers in private real estate to strengthen their strategies and relationships.

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.

Monday 16 November 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.

Tuesday 16 November 2020 – Global trends & Specialist Strategies

0800 **PERE VIP Breakfasts – by invitation only**

- ▶ **LP Networking Morning** (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,



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private real estate after Covid-19, and their predictions on what GPs will have to do to survive - or thrive - the next decade to come.

Speakers:

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

1005 Institutional Keynote Interview

1055 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:

- Alexandra Crossing, *Region Head Asia Pacific, CBRE Global Investment Partners*
- Natalie Hong, *Investment Officer – Real Assets, United Nations Joint Staff Pension Fund*
- Bill Shaw, *Head of Real Estate Asia, Zurich Insurance*

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

1220 Global Leader Insights

1250 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 and what new ways of financing and fundraising are out there?

Speakers:

- Bernie Devine, *Regional Director, Yardi*
- Adrian Lai, *Chief Executive Officer, Liquefy*
- Sung Lee, *Executive Vice President, Global Accounts, Altus Group*

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. How are the mid and long term effects from Covid 19 shaping those investments?



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Speakers:

- Chua Tiow Chye, *Deputy Group Chief Executive Officer, Mapletree*
- Kevin Colket, *Founder and CEO, Global Hospitality Investment Group (GHIG)*
- Michael Levy, *Chief Executive Officer, Crow Holdings*
- Nishant Bakaya, *Chief Investment Officer, CA Ventures*

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*
- Joyce Chow, *Investment Manager, Real Estate, Teacher Retirement System of Texas*
- Catherine Hong, *Managing Director, Morgan Stanley Investment Management*
- Paul Gillen, *Managing Director, Hodges Ward Elliot*

1630 PERE Think Tank Roundtables:

ESG, Renewables and Sustainability	Private Real Estate after Covid 19	ASEAN – The latest trends
The UK market after Brexit	Core vs Opportunistic	US: Taxes and Trade War

1715 End of day one & evening rooftop cocktail reception at

1-Altitude, One Raffles Place, Downtown Singapore – To be reconfirmed

Sponsors, secure your bespoke table now and invite your investors to join you for an evening of dinner and drinks at a Singapore hot spot to network and wind-down. Contact the sponsorship team on asiasponsorship@peimedia.com

Wednesday 18 November 2020 – Global markets, PERE Insights

0800 Prices Can Still Rise: Exceptionally Low Interest Rates Continue to Support Investment in Property - A Colliers International breakfast briefing (by invitation only)

Persistent low or negative interest rates should support real estate valuations, as property assets compare favourably with government bonds and other assets in such an environment. With interest



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rates and government bond yields likely to stay broadly stable over the next two years, further modest yield compression may continue with Asian Real Estate, particularly in markets with income growth potential, or high spreads over bonds. Likely low volatility in financial markets should boost risk appetite, driving investor interest towards emerging markets.

0845 Registration, refreshments and morning networking

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

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:

- Craig Duffy, *Managing Director, Fund Management, GLP* (*TBC, replacement possible)
- Stuart Mercier, *Head of Asia, Real Estate, Brookfield*
- Richard Yue, *Chief Executive Officer and Co-Founder, Arch Capital*

Moderator:

- Anulekha Samant, *Partner, Asset Management and Real Estate Tax, KPMG*

1040 Networking coffee break

1110 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*
- Daniel R Dubrowski, *Head of Capital Formation & Co-Founder, Lionstone Investments / Columbia Threadneedle*

1155 Australia – Opportunities in a changing market

- Will Australia continue to be a prime destination for Chinese offshore capital?
- Where are the major opportunities in real estate debt and the opportunities arising from tightening curbs on property lending?

Speakers:

- Deborah Coakley, *Executive General Manager, Funds Management, Dexis*
- Sophie Fallman, *Managing Partner, Real Estate, Brookfield*



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- Trevor Loewensohn, *Founder and Managing Director, Alceon*
- Neil Brooks, *Head of Capital Markets, Asia-Pacific, Knight Frank*
Moderator:
- Michael Stackpool, *Deputy General Manager & Head of Real Estate Finance, SMBC Australia*

1245 Networking lunch

1400 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, *Chief Investment Officer (Asia), Link REIT*
- Stanley Ching, *Senior Managing Director and Head of Real Estate, CITIC Capital Holdings*
- Charles Ma, *Country Managing Director, Greystar*
- Yingpei Wang, *Chief Investment Officer, D&J China*
Moderator: Joel Rothstein, Chair Asia Real Estate Practice, GT LAW

1445 India – New Horizons

- With office and residential in the megacities experiencing lower growth, what are the next underdog markets to watch out for?
- Retail and warehousing as the growth drivers, what's in it for the 2020s?
- Who leads in the trend-classes of living/student housing, co-working, and data?

1530 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:

- Alberto Agazzi, *Chief Executive Officer, Generali Real Estate SGR*
- 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 Jacob, Partner, Morrison & Foerster

1615 Closing Remarks and end of conference

1630 Closing Cocktail reception



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