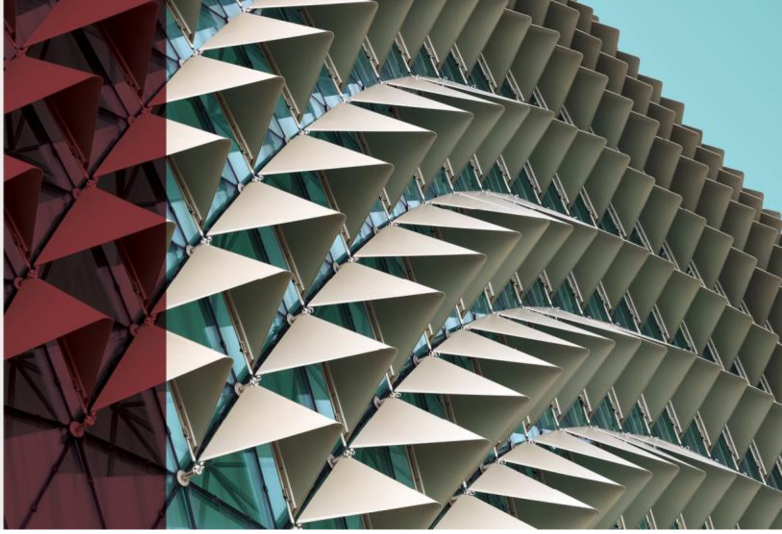
PERE

Asia Week
Hong Kong 2020



PERE ASIA WEEK

3-5 March 2020

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.

PERE DEBT FORUM

3 March 2020

Asia's only conference exclusively focused on global real estate debt strategies, the 2nd annual **PERE Debt Forum: Hong Kong** will return on 3 March 2020. This forum is designed to connect Asia's leading investors, who are increasing their exposure to real estate through debt and financing, to the global fund managers specialising in these strategies.

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.

Conference Agenda - 3 March 2020

0830 Registration and networking refreshments

0930 Welcome from PERE and opening remarks from the Chairperson

0940 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

1015 Keynote speech

For program information:
Florian Nuessel
florian.n@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

For registration queries:
Customer Services
asiaevents@peimedia.com

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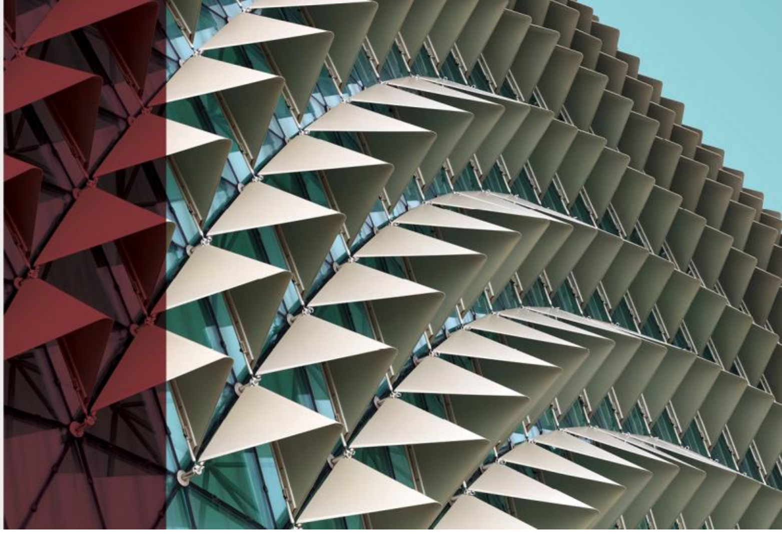


1045 **Networking and coffee break**

1115 **Global overview and the RED 50: A snapshot of the highs and lows**
- This ranking will highlight the top 50 largest managers of real estate debt funds based on the amount of capital raised from institutional investors between January and December 2019.

1150 **Investors' strategic thinking**
- Discuss the strategies in today's market
- Where are we in the economic cycle and how does credit special situations change in response to the wider economic situation?

1230 **Networking lunch**

1400 **Debate: Bank vs Debt fund manager: The lender's perspective**
- Debt is better that 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

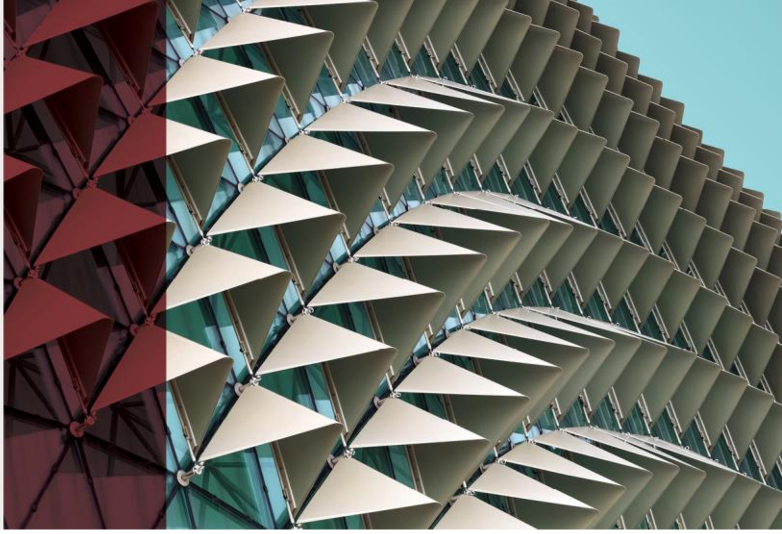
1430 **Panel: Real estate debt fundraising in Europe and the US**
- How will Brexit influence the decision of global investors?
- How will the trade tensions, investment scrutiny and interest rate risk impact investment in the US?
- The retail evolution: A risk or opportunity for distressed investors?

1510 **Networking Break**

1540 **What you need to know about China's real estate debt market**
- 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?

1620 **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

1700 **Closing keynote**



1730 **Chairperson's closing remarks**

1745 **PERE ASIA WEEK Cocktail reception at the Grand Hyatt Pool House**

PERE ASIA SUMMIT

4-5 March 2020 | The Grand Hyatt

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.

In conclusion, it's all eyes on Asia, where, according to a recent RBC survey, 88% of global fund managers are expecting an increase in capital allocations.

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.

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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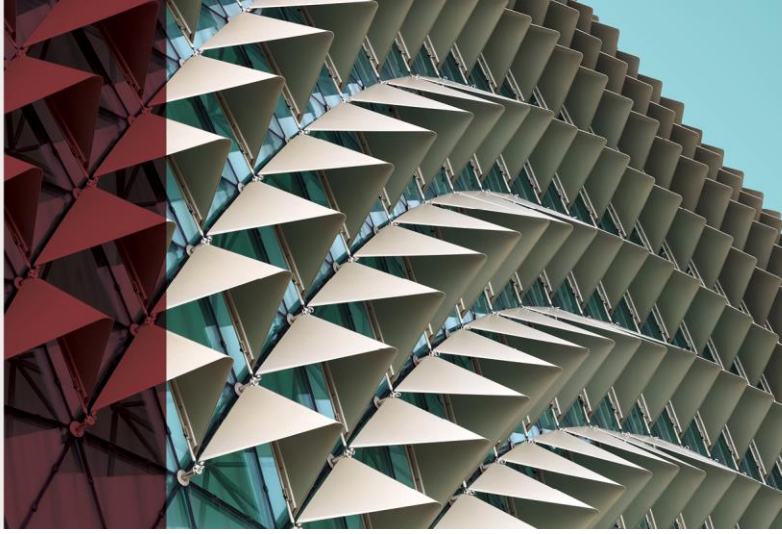

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Tuesday 3 March 2020

Grand Opening Cocktails – Sponsored by Baker McKenzie

The Summit launches with its relaxed and enjoyable pre-conference networking cocktail party from **6pm** at the **Grand Hyatt Pool House**. 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 Streams

0745 **PERE VIP Breakfasts – by invitation only**

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

0800 **Registration, refreshments and morning networking**

0855 **Welcome and opening from the day one chairperson**

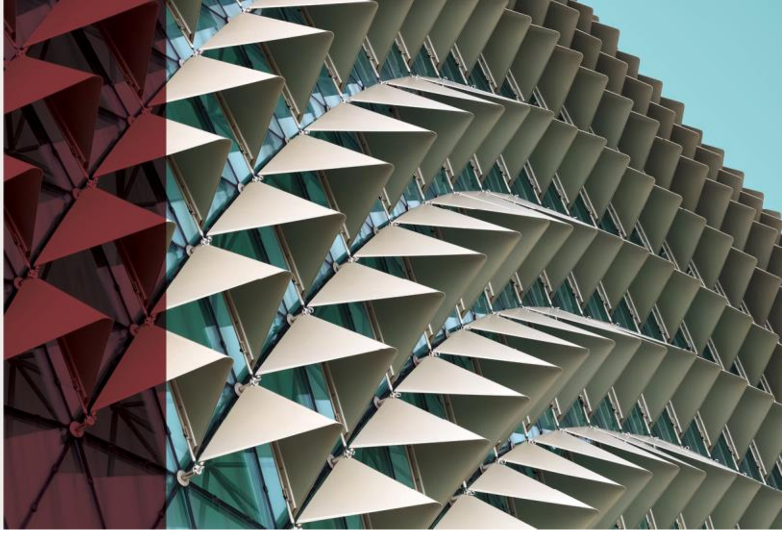
0920 **Opening panel: Asia's real estate investor crystal ball - What's in stall for the 2020s?**
In interactive quick-fire round, the region's industry leaders will discuss upcoming trends, capital flows, the shifting dynamics in asset management and their predictions on what GPs will have to do to survive the next decade to come.

1010 **Keynote interview – The Good, The Bad, The Ugly**
An exclusive look back at the funds raised and deals made of the past years from an industry expert.

1045 **Networking coffee break**

1115 **Davids and Goliaths: Who is next when it comes to private equity M&As?**
Consolidation has become a growing trend in private real estate fund management. With a changing group of competitors for funds and less choice in managers for LPs, this session will explore what this will mean for investors, fees, portfolios and asset owners.

1150 **LP panel discussion – Institutional perspectives on private real estate**
Global investors 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.

1300 Networking lunch at the Tiffin lounge

1430 Breakout into the *PERE Asia 2020 Streams*:

PERE Tech

The **PERE Tech** stream will explore the latest developments in investment and property technology – and how they will affect your bottom lines. Who are the proptech disrupters?

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?

PERE Alternatives

From hospitality to data centres, from co living to car-parks, **PERE Alternatives** will explore the best strategies when it comes to asset class, demographics and yields. Hear from the experts in case studies and discussions.

1745 End of first day

1750 PERE Asia's famous evening cocktail reception
Sponsors, secure your table now and invite your investors to join you for an evening of dinner and drinks to network and wind-down. Contact the sponsorship team on asiasponsorship@peimedia.com

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

0745 Breakfast Briefing – by invitation only

Hosted by Colliers International

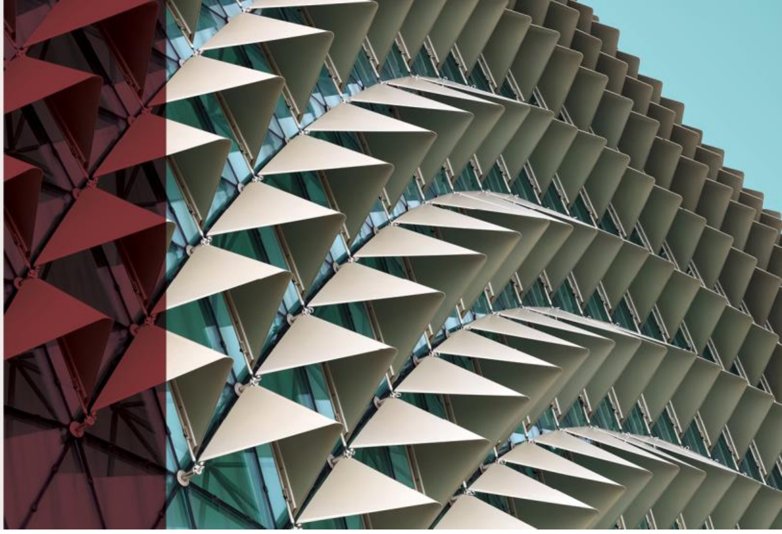
0845 Registration, refreshments and morning networking

0915 Welcome to day two and opening comments from today's chairperson

0920 Data snapshot: The global fundraising trends – PERE and RCA

0955 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?

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?

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?

1240 Networking lunch

1345 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 four months after Brexit?
- From logistics to multifamily – what are the growth drivers in the next decade?

1415 Asian markets focus and the next big trends

- From logistics in Korea 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?

1500 Networking coffee break and breakout into *PERE Think Tank Roundtables*:

Logistics opportunities	**Renewables and Sustainability**	**Exit Strategies and Secondaries**	**The Greater Bay Area**
The UK market after Brexit	**Asia's demographic change**	**Core vs Opportunistic**	**US: Taxes and Trade Wars**