

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.

### Featured Speakers and Organizations

- Jonathan Chang, Managing Director, **Sino-Ocean Capital**
- Grant Chien, Head of Special Situations Financing, **InfraRed NF Investment Advisers**
- Jiroo Eoh, Team Head, **ABL Life Insurance**
- Timothy Johnson, Senior Managing Director and Global Head of Originations, Blackstone Real Estate Debt Strategies, **Blackstone**
- Wayne Lasky, Founder & Managing Director, **MaxCap Group**
- Lennart van Mierlo, Head of Commercial Real Estate Debt, **NN Investment Partners**
- Khoon Ng, Chief Executive Officer, **Paladin Asset Management**
- Christie Ou, Reporter, **PERE**
- Daniel Humphrey Rodriguez, Head of Fund Manager Research, **PEI**
- Peter Weidman, Global Head of Credit Investing for the Real Estate Group, Merchant Banking Division, **Goldman Sachs**
- Trent Winduss, Head of Asia Secured Debt Investments and Head of Australian Investments, Phoenix Property Investors Miao Chi, Chief Executive Officer, **SDP Investment**
- Chua Tiow Chye, Deputy Chief Executive Officer, **Mapletree**
- Bernie Devine, Regional Director, **Yardi**
- Mark Fogle, Managing Director, **Baring Private Equity Asia**
- Christina Gaw, Managing Principal and Head of Capital Markets, **Gaw Capital**
- Paul Gillen, Managing Director and Regional COO, **Hodges Ward Elliott**
- David Green-Morgan, Managing Director, **Real Capital Analytics (RCA)**
- Natalie Hong, Investment Officer – Real Assets, **United Nations Joint Staff Pension Fund**
- Andie Kang, President and Chief Executive Officer, **IGIS Asset Management**
- Kevin Colket, Founder and CEO, **Global Hospitality Investment Group (GHIG)**
- Evelyn Lee, News Editor, **PERE**
- Stefan Mächler, Group Chief Investment Officer, **Swiss Life**
- Stuart Mercier, Managing Director, Real Estate and Head of China, **Brookfield**



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- Amal Del Monaco, Head of Sector Specialists, Real Assets, AXA **Investment Managers**
- Christian Schumacher, Head of Global Real Estate, **Credit Suisse**
- Bill Schwab, Managing Partner, **Real Estate Investments Company** and former Global Head of Real Estate, **Abu Dhabi Investment Authority**
- Weijian Shan, Author, '**Out of the Gobi: My Story of China and America**' and Chairman and Chief Executive Officer, **PAG Group**
- Terence Tang, Managing Director, **Colliers International**
- François Trausch, Chief Executive Officer, **Allianz Real Estate**
- Richard Yue, Chief Executive Officer and Co-Founder, **Arch Capital**

## PERE DEBT FORUM

3 March 2020 | Renaissance Harbour View, Hong Kong

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.

PERE Debt Forum Sponsor

Co-Sponsor

**MaxCap**  
Group

**PHOENIX**  
PROPERTY INVESTORS

Conference Agenda - 3 March 2020

0830 Registration and networking refreshments



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- 0915 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
- 0935 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**, 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
- 1015 Keynote speech**
- 1045 Networking and coffee break**
- 1115 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 January 2015 and 31 December 2019.
- Speaker: **Daniel Humphrey Rodriguez**, Head of Fund Manager Research, PEI
- 1150 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
- 1230 Networking lunch**
- 1400 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?



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**1440 Panel: Bank vs Debt fund manager: The lender's perspective**

- 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

Speakers:

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

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

**1520 Networking and coffee break**

**1550 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: **Jonathan Chang**, Managing Director, Sino-Ocean Capital

Speakers:

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

**Khoon Ng**, Chief Executive Officer, Paladin Asset Management

**1630 LP Panel: Asian investors' strategic thinking in real estate debt**

- 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?

**1710 Chairperson's closing remarks**

**1730 PERE ASIA WEEK Cocktail reception at the Grand Hyatt Pool House**

*The agenda is subject to change.*

## 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.



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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.

### Breakfast Briefing Sponsor



### Opening Cocktail Sponsor

**Baker  
McKenzie.**

### Lead Sponsors



### Co-Sponsors



### Exhibitor



Tuesday 3 March 2020



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### 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 Introduction**

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

**0920 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:*

- Mark Fogle, *Managing Director, Baring Private Equity Asia*
- Christina Gaw, *Managing Principal and Head of Capital Markets, Gaw Capital*
- Christoph Schumacher, *Head of Global Real Estate, Credit Suisse Asset Management*

**1010 Keynote interview**

**1045 Networking coffee break**

**1115 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.



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*Speakers:*

- Natalie Hong, *Investment Officer – Real Assets, United Nations Joint Staff Pension Fund*
- Stefan Mächler, *Group Chief Investment Officer, Swiss Life*

**1205 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*

**1230 Networking lunch at the Tiffin lounge**

**1430 Breakout into the PERE Asia 2020 Streams: Panels & Presentations**

### 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?

*Speakers:*

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

### 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*

### PERE Trends & Alternatives

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

*Speakers:*

- Kevin Colket, *Founder and CEO, Global Hospitality Investment Group (GHIG)*
- Chua Tiow Chye, *Deputy Chief Executive Officer, Mapletree*

**1700 End of first day**

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**1700 PERE Asia's famous evening cocktail reception at the Happy Valley Racecourse**

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



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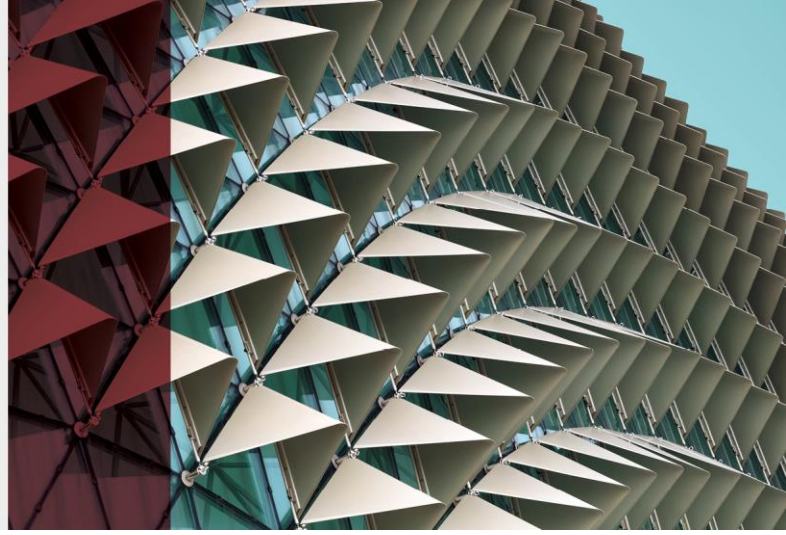
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at the races in Happy Valley to network and wind-down. Contact the sponsorship team on [asiasponsorship@peimedia.com](mailto:asiasponsorship@peimedia.com)

### 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 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, *Managing Director, Real Estate and Head of China, Brookfield*
- Richard Yue, *Chief Executive Officer and Co-Founder, Arch Capital*

**1015 Opening snapshot: The top fundraisers and deals**

*Speakers:*

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

**1040 Networking coffee break**

**1110 North America – Seeking returns in a highly competitive region**



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- 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?

### 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:*

- Speaker TBC, **Dexus**

### 1240 **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?

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

*Speakers:*

- Amal Del Monaco, *Head of Sector Specialists, Real Assets, AXA Investment Managers*

### 1545 **Networking coffee break and breakout into *PERE Think Tank Roundtables:***

<b>Logistics opportunities</b>	<b>Renewables and Sustainability</b>	<b>Exit Strategies and Secondaries</b>	<b>The Greater Bay Area</b>
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The UK market after  
Brexit

Asia's demographic  
change

Core vs  
Opportunistic

US: Taxes and  
Trade Wars

1630 Closing Remarks and end of conference

1640 Closing Cocktail reception



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