

The PERE logo consists of the word "PERE" in a bold, sans-serif font, preceded by a vertical red bar.

CFOs & COOs Forum

New York 2020

Day 1 | April 29

8:00 am

Registration and breakfast

8:00 am

Women's leadership breakfast

9:00 am

PEI welcome & chairman's introduction

9:10 am

Keynote Panel | CFOs & COOs: The Agents of Change

As their roles continue to evolve at unprecedented rate, today CFOs and COOs have become important agents of change within their organizations, spearheading strategic initiatives and driving innovation at every level. Hear from these industry leaders and learn what they are doing to scale growth, leverage opportunities, and navigate obstacles during these complex and challenging times.

- How are you utilizing technology to increase operational efficiencies?
- What is your firm doing in terms of preparing for an economic downturn?
- How much are you investing in human capital and where have you identified the greatest need?
- How are you responding to ongoing regulatory/tax developments?
- How is your firm responding to increased investor interest in co-investment opportunities?
- What are the opportunities and challenges lie ahead for the industry?
 - » **Melissa Gliatta**, Chief Operations Officer, Thor Equities

10:00 am

Special Presentation | Geopolitical and macroeconomic factors impacting the real estate industry

- Trade wars
- Brexit
- 2020 Elections
- Labor shortage
- End of LIBOR/ Introduction of SOFR
- US Housing Crisis
- E-commerce and the technology effect

10:45 am

Networking coffee break

11:05 am

Panel | Cross-border investments: building globally by thinking locally

- Understand the unique set of financial and operational challenges
- Finding talent and building the right team
- Navigating complex tax structures and cross-border regulations
- The need for local expertise and finding the right strategic partners
- How effective is your firm executing operational due diligence?
 - » **Wissam Francis**, EVP and Chief Financial Officer, Tricon Capital
 - » **Matt Scholl**, Executive Director, Union Investment

11:50 am

Panel | The meteoric rise of debt funds and direct lending

- What are the greatest challenges when embarking on a debt strategy?
- How is a debt platform operationally different? Avoid conflicts of interest
- What are the risks and rewards associated a debt strategy?
- Is there a downside? Late-cycle market, lack of covenants, overall deterioration of credit, etc.
- Why are more and more lenders entering riskier territory?
- The growing use of open-ended debt funds
 - » **Raphael Fishbach**, Managing Director, Mesa West Capital
 - » **Tammy Jones**, President & Founder, Basis Investment Group

12:30 pm

Networking lunch

1:45 pm

Workshops

A: Navigating and finding opportunities in the middle market

- How is widespread consolidation impacting the industry? Survival of the fittest?
- What are firms doing to differentiate themselves and attract investors?
- How firms are repositioning themselves to better source and execute deals?
- Why are niche investment strategies are growing in popularity? What are the risks and rewards?
- Recruiting and retaining talent in a highly competitive market
- Diversified generalist vs sector specialist approach to investing
 - » **Nilesh Bubna**, Chief Financial Officer, Longpoint Realty

B: Merger & acquisitions: working towards integration

2019 marked another banner year for private equity real estate in terms of merger and acquisitions as the industry witnessed several historic entity level deals. This session will address the real challenges and pain points that often accompany M&A deals

- » **Stephen Gordon**, Chief Financial Officer & General Counsel, Harrison Street Real Estate Capital

3:30

Networking coffee break

3:45 pm

Panel | State of the industry: what's trending in alternative fund structures

Join us for an in-depth look at real estate funds and discover the latest trends impacting the industry. Learn what type of fund structures are currently in and out of favor. Understand the increasing complexity and nuances of new fund structures as well as what you need to know regarding SEC regulations.

- Are firms simply chasing yields or undergoing a fundamental shift in strategy?
- What fund structures offer greater liquidity?
- Address the need for greater transparency in the midst of increasingly complex fund structures.
- What has been the industry response to recent developments with ODCE funds?
- Hear directly from the industry experts using the latest in alternative fund structures including interval funds, hybrid funds, non-traded REITs, etc
 - » **Kate Davis**, President, Broadstone
 - » **Hans DeWitte**, Chief Financial Officer, Prospect Ridge
 - » **Anthony Ross**, Managing Director, State Street
 - » **Jeff Taylor**, Chief Operations Officer, Black Creek Group

4:30 pm

Panel | Dealmaking: co-investing, joint ventures, and collaborative models

- How are collaborative models better serving the needs of LPs and other major stakeholders?
- Are GP's still putting skin in the game when entering a co-investment opportunity? Is this a deterrent for investors?
- Growing prevalence of non-fund structures
- What kind of financial reporting and frequency is expected from investors?
- What are the types of fee structures under these new collaborative models?
 - » **Patrick Connell**, L&L Holdings, Managing Director & Head of Capital Raising

5:15 pm

Networking cocktail reception and end of day one

Day 2 | April 30

8:00 am

CFO & COO Think Tank *By invitation only

9:05 am

Chairman's opening remarks

9:10 am

SEC Update: bold moves and sweeping changes in the Industry

Conversation with SEC regarding its heightened scrutiny of the private equity industry in recent years and address hot button topics such as its highly controversial plan to open the private market to retail investors.

9:45 am

Fireside Chat with Reisa Bryan, Global Chief Operating Officer, Nuveen Real Estate

10:30 am

Panel | Data privacy and cybersecurity update

- Mitigating risks associated with the new privacy laws (CCPA, GDPR) including fines, litigation, and potential class action suits
- Discover why certain asset classes are more at risk than others
- Evaluate the internal controls, third party oversight, and tactics needed for an effective cybersecurity strategy
- Understand SEC expectations and how to satisfy them.
- How these new laws are impacting the bottom line?

11:15 am

Networking break

11:30 am

Panel | Global Reporting Standards: The growing need for transparency and comparability

Hear directly from the leading associations and learn about the hot topics impacting reporting standards.

- » **John Causo**, Managing Director & Head of Finance, Americas, Nuveen

12:15 pm

Panel | Under pressure investing in ESG

- Discover how ESG is becoming a numbers game and major concern for CFO's and COO's?
- Hear best practices from firms with robust ESG policies
- Learn about the performance metrics and standards used to evaluate ESG
- Can ESG result in enhanced income and returns?
- How smaller firms are responding to ESG?
- When is ESG a dealbreaker for investors?
 - » **Lauren Zullo**, Director of Environmental Impact, Jonathan Rose Companies

1:00 pm

Networking luncheon & end of conference