

PERE

Europe Virtual Experience 2020

17-18 November

Day one: Tuesday 17 November

09:00 **Pathable tutorial**

09:55 **Opening remarks to PERE Europe**

10:00 **Scene-setting: European real estate's largest investors survey – the landscape as we enter a new decade**

Format: Keynote investor panel

- Downturn preparation: how are investors looking at their real estate portfolios in the aftermath of the coronavirus dislocation?
- Asset allocation: what role do absolute return strategies play versus relative performance ones?
- Risk management: managing risk against the cyclicity of underlying markets and asset life cycles (tenant rollover, obsolescence risk)
- Defensive investment strategies: what form will these take?
- Should investors assume historically low yields are the new market norm?

Moderator: **Edward Tran**, Partner, **Katten Munchin Rosenman LP**

Isabelle Scemama, Global Head of AXA IM Alts and CEO of **AXA IM - Real Assets**

Francois Trausch, CEO, **Allianz Real Estate**

Andrea Orlandi, Managing Director and Head of Real Estate Investments – Europe, **CPP Investment Board**

Patrick Kanters, Managing Director, Global Real Estate & Infrastructure, **APG Asset Management**

10:45 **Meet the speakers**

11:00 **Speed networking**

11:15 **Keynote – Leading investor interview**

Karsten Kallevig, Chief Investment Officer, Real Estate, **Norges Bank**

Facilitated by Jonathan Brasse, Senior Editor, Real Estate, **PEI Media**

11:35 **Stretch break**

11:40 **Global perspectives: what are leading fund managers predicting for the next decade?**

- Assessing the impact of covid-19 disruption on private real estate investments

- Where are leading fund managers seeing opportunities in the current downturn?
- Which sectors will benefit from technological disruption and who will be more vulnerable as a result?
- Outlook on the rates/yield environment
- The growth of broader return target vehicles
- Mega trends and structural shifts impacting real estate investment; technology, sustainability, demographics, E-commerce, and migration

Moderator: Nick Moore, Founder, Lionpoint Group

James Seppala, Head of Real Estate Europe, Blackstone

Paul Tebbit, Managing Director, Blackrock

Daniel McHugh, Managing Director, Aviva Investors

Anuj Mittal, Managing Director, Co-Portfolio Manager Europe Real Estate, Angelo Gordon

Peter Stoll, Head of European Real Estate, Carlyle

12:25 **Meet the speakers**

12:40 **Lunch**

13:25 **Data download: PERE's Global Investor 100**

- PERE's Global Investor 100 ranks the largest investors based on the market value of their private real estate investment portfolios both through third-party managed vehicles and direct investments
- This ranking serves as a valuable benchmark for institutional investors, and provides the market with a view of the current real estate landscape
- For the 2020 ranking, PERE's Research & Analytics team corresponded with hundreds of institutional investors to compile these figures

Nicole Douglas, Head of Investor Research, Private Equity International

13:40 **Stretch break**

13:45 **Delivering people-centric buildings: how occupier demands are changing real estate**

- The flexible revolution: what's working and what's not?
- The health & wellness trend: how important is this to tenants?
- Need for speed: rating buildings by internet connectivity
- Beyond location: what are the key drivers influencing real estate decisions

Moderator: Michela Hancock, Managing Director, Europe, Greystar Europe Holdings

Dhruv Sharma, CEO, Marcena Capital

Patrick Nelson, EVP, Head of Real Estate, EMEA & Israel, WeWork

Tania Adir, co-founder and CEO, Uncommon

Bronny Wilson, Regional Head UK&I, Equiem

14:15 **Stretch break**

14:20 **Hospitality investments and the impact of Covid-19**

- To what extent is tourism and leisure spending likely to recover?
- What is the state of the hospitality sector coming out of the crisis and how has it impacted return prospects for investors?
- Will bank lenders support hotel owners in a medium-term downturn scenario and if so, how?
- Can serviced apartments protect owners from a protracted downturn?

Moderator: Gavin Vollans, Partner, **Katten Muchin Rosenman**

Tarek Daouk, Managing Partner, **Smartotels**

Ramsey Mankarious, Chief Executive, **Cedar Capital Partners**

Chris Urwin, Director of Research, Real Assets, **Aviva Investors**

Michael Abel, Partner, **TPG Global**

Kevin Colket, Founder and CEO, **Global Hospitality Investment Group**

14:50 **Networking break**

14:55 **The right fit? Real estate investors explain what they look for in a partner or co-investor**

- Is operational expertise a real competitive differentiator?
- Proving the method is functional and repeatable
- Does a desire to consolidate manager relationships put a premium on operational prowess?
- Getting transparency on remuneration

Moderator: Elisabeth Troni, Global Portfolio Strategist, **CBRE Global Investors**

Christiane Eckert, Senior Investment Manager, International Real Estate, **ATP Real Estate**

Annette Kröger, Chief Executive Officer, **Allianz Real Estate North & Central Europe**

Gila Cohen, Managing Director of Real Estate and Private Equity, **MUFG**

15:25 **Stretch break**

15:30 **Future of work and offices post-pandemic**

Format: Panel session

- Covid-19 has brought about a drastic acceleration to corporate workforce policy in the shift to flexible working and working from home, to what extent will this continue after the pandemic and what will be the long-term implications for the fundamentals of offices?
- How are co-working operators such as WeWork innovating in their contractual arrangements with landlords to share risk/reward and build more robust business models?
- How do lenders go about underwriting and financing office-related opportunities – which forms the largest slice of the CRE market?

Zach Vaughan, Managing Partner, Head of European Real Estate, **Brookfield**

Stephane Theuriau, Partner, **BC Partners**

Ilkka Tomperi, Head of Real Estate, **Varma Mutual Pension Insurance Company**

Deborah Coakley, Executive General Manager, Funds Management, **Dexus**

16:00 **Close of day one**

Day two: Wednesday 17th November

08:30 **Investor breakfast (invitation only)**

09:30 **Welcome to day two**

09:35 **Assessing the relative value of financial and real assets in a downturn**

Format: Fund manager panel

- What will be the lasting impacts on real estate from the coronavirus crisis?
- Which sectors have been the most impacted and how will this play into funds' strategies going forward?
- Where is the best relative investment value by region, sector, state of development, public or private?
- How does real estate compare against other real assets and alternatives?
- Why, in a low-return environment, do real assets offer relatively stronger returns as compared to financial assets?
- What are the implications for portfolio allocations to real assets?

Moderator: James Piper, Partner, **TPG Real Estate**

Krysto Nikolic, European head of real estate, **Starwood Capital**

Wilson Lamont, Partner, Co-Head, European Real Estate Equity, **Ares Management**

Richard Croft, Executive Chairman, **M7 Real Estate**

Tony Brown, Global Head of Real Estate, **M&G Real Estate**

10:15 **Stretch break**

10:20 **Responsible and sustainable real estate: turning ESG from a cost centre to a value creator**

Format: Panel session

- How can you practically reshape your business to deliver social and financial returns?
- How do fund measure ESG commitments and establish a roadmap with commendable targets?
- Impact investing: creating economic value and positive outcomes for society – what does this look like?

Moderator: Peter Papadakos, Managing Director, **Green Street Advisors**

Cornel Widmer, Global Head of Real Estate, **Zurich Insurance**

Aleksandra Njagulj, Global Head of ESG, **CBRE Global Investors**

Derk Welling, Senior Responsible Investment & Governance Specialist, **APG Asset Management**

11:00 **1-on-1 networking break**

11:30 **PERE Predictions: 2020 and beyond - Europe's rising stars – investing in cities outside London, Paris, Frankfurt and Amsterdam**

- Learn which “second-tier” cities leading managers are exploring and investing in
- Speakers will present the investment case for their chosen city followed by live polling and Q+A
- Insight on the coronavirus impact of real estate markets across Europe

Adam Challis, Head EMEA Capital Markets Research team, **JLL (Utrecht)**

Brendan O’Regan, Head Of Property Funds, **Irish Life Investments (Dublin)**

Nick Montgomery, Head of UK Real Estate Investment, **Schroders (Manchester)**

12:10 **Stretch break**

12:15 **Talking resi: how to best tackle Europe’s housing shortage**

- Affordable housing: are rent caps/controls the right answer?
- Pan-Europe vs. country-specific: what is the better approach?
- The impact of opportunistic players: are higher returns realistic?
- The role of local government in your approach and how to partner with housing authorities

Mark Allnutt, Senior Managing Director, Europe, **Greystar Europe**

Aditya Rajaram, Managing Director, **Radar Holdings**

Neil Slater, Global Head of Real Estate and Deputy Head of Private Markets, **Aberdeen Standard Investments**

12:45 **Lunch**

13:45 **Cutting edge: how technology is changing real estate business models**

- The impact of automation on tenants’ space needs
- How greater data transparency affects commercial real estate investment activity
- Who are the winners and losers from tech-related disruption?
- Using tech and digitisation to improve the tenant and end user experience

Moderator: Nick Moore, Founder, **Lionpoint Group**

Roelof Opperman, Managing Director, Real Estate Technology, **Fifth Wall**

Audrey Klein, Head of Fundraising – Europe, **Kennedy Wilson Europe**

Alexander Gebauer, Chief Executive Officer, **Allianz Real Estate West Europe**

John Fitzpatrick, CTO Real Estate, **Blackstone Group**

14:15 **Stretch break**

14:20 **The future of real estate: redefining the owner/ operator relationship**

- Achieving value: active operational management versus passive ownership
- Key considerations when choosing an operating partner
- How owners are becoming more active operators by tackling tenant needs
- Addressing labour shortages in the logistics industry

Marc Gilbard, Chief Executive Officer, **Moorfield Group**

Tyler Goodwin, CEO & Founder, **Seaforth Land Holdings**
Christian Jamison, Managing Partner, **Valor Real Estate Partners LLP**
Kirk Lindstrom, Chief Investment Officer, **Round Hill Capital**

14:50 Closing remarks and key themes

15:00 Close of conference