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16-17 November
Hong Kong, Singapore, Tokyo and Virtual

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Conference programme

Day one – Virtual experience

16 November 2021 | Tuesday *(all times are in Hong Kong/Singapore time zone)*
Simultaneous translation in Japanese, Korean and English

0845 Panel: State of the global industry

- Maintaining relationships and building partnerships during covid
- Investment opportunities in North America
- One year in – how Biden's tax plan impact real estate in the US
- How sustainability standards ensure success for investors and communities

Robert Fordi, Chief Executive Officer, **Realterm**
Joyce Chow, Director – Real Estate, Investment Management Division, **Teacher Retirement System of Texas**
Dan Dubrowski, Co-Founder and Head of Capital Formation, **Lionstone Investments**
Paul Gillen, Managing Director, **Hodges Ward Elliott**
Michael Levy, Chief Executive Officer, **Crow Holdings**
Jolly Singh, Principal, Portfolio Oversight, **CIM**

0945 Panel: Investor strategies on funds, direct and co-investments

- Sectors that will become appealing to real estate investors in 2022
- Safe-haven markets for investors post-covid and how geopolitics affect investment behaviour
- What type of investment strategies benefit LPs the most?

Moderator: Shirin Tang, Managing Partner, **Morrison and Foerster**
Koki Fukui, Director, Real Estate Finance, **Development Bank of Japan**
Aditya Bhargava, Senior Portfolio Manager, **Abu Dhabi Investment Authority**
Isabelle Martin, Senior Vice President, **Ivanhoe Cambridge**

1030 Panel: Asia as a strategy for portfolio diversification

- Zooming in on core real estate – is this the best option in the region?
- Investing in Asian emerging markets vs developed countries – finding the right risk-return balance in region's geographies
- Building relationships and sourcing partnerships during the pandemic

Moderator: Tinchuck Ng, Managing Director, Head of Investments, **Cottonwood Group**
Tiow Chye Chua, Deputy Group Chief Executive Officer, **Mapletree**

JR Pearce, Senior Investment Officer, **Sacramento County Employees' Retirement System (SCERS)**
Rushabh Desai, Chief Executive Officer Asia-Pacific, **Allianz**
Richard Yue, CEO and CIO, **Arch Capital**

1115 Panel: China and the Greater Bay Area

- Betting on the future – what does the GBA hold for real estate investors and how does this affect the Hong Kong property market?
- How are the office and logistics sectors fairing in China in the current environment? What are the niche sectors to look out for?
- What is the secret sauce for developers to succeed in this increasingly competitive market?

Tammy Tang, Managing Director, China, **Colliers**
Hank Hsu, Co-Founder and CEO, **Forest Logistics**
Yingpei Wang, Chief Investment Officer, **D&J China**
Claire Thielke, Country Head, Greater China, **Hines**
Tim Wang, Co-President of Logistics and Industrial Real Estate, **GLP China**

1200 Panel: Spotlight on Australia

- Beyond the mainstream, where should investors look for diversification?
- New fund strategies for investors – what would make them stand out?
- Managing assets under current travel restrictions
- Repurposing retail – what can be done?

Moderator: Jennifer Johnstone-Kaiser, Principal Consultant, Property Leader, **Frontier Advisors**
Deborah Coakley, Executive General Manager, **Dexus**
Grace Szeto, Investment and Operations Manager, **Christian Super**
Greg Lapham, Head of Australia, **Savills Investment Management**

Break

1420 Panel: Opportunities and challenges in debt funds in the post-covid world

- Diversifying from equity to debt – why are the biggest investors dipping their toes in the sector?
- Where do the boundaries of an ESG-focused lender's responsibility lie when structuring a deal?
- Dislocated sectors and distressed opportunities – putting capital to work in an uncertain economic environment
- Looking ahead: realistic expectations and predictions for the next 5 years for real estate debt

Moderator: Joel Rothstein, Chair of Real Estate Practice, **GreenbergTraurig**
Sueng-Ki Jeong, Manager, Asset Management, **DGB Life Insurance**

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Alberto Agazzi, Chief Executive Officer and General Manager GRE SGR, **Generali Real Estate**
Apwinder Foster, Head of Investment Strategy, **DRC Savills Investment Management**

1510 Presentation
Henrike Waldburg, Head of Investment Management Global, **Union Investment**

1530 Roundtable: Real estate sectors that Asian investors should not miss

- Core real estate – in the constantly changing face of mainstream investing, which sector provides the best returns?
- Niche/alternative sectors – where should investors look for diversification?

Doyle Kim, Managing Director, **Hana Financial Investment**
Chung Keun Kim, Managing Director and Chief Investment Officer, **Samsung SRA**

1600 Panel: ESG – shaping positive outcomes

- E: carbon neutral by 2050: how are leading managers advancing decarbonization?
- S: addressing social and economic issues through sustainable investments. How important is "social" in different countries?
- G: how good governance can reduce operational and reputational risks

Moderator: Anne Gales, Partner, **Threadmark**
Nina Reid, Head of Responsible Property Investment, **M&G Real Estate**
Ruben Langbroek, Head of APAC, **GRESB**

1650 Panel: Spotlight on Europe

- Comparing and contrasting different markets in Europe
- The rise of ESG and the evolution of regulations in the region
- Sectors that are poised for growth after the pandemic
- Innovations in asset management in the current era

Jose Pellicer, Head of Investment Strategy, **M&G Real Estate**
Adrian Karczewicz, Head of Divestments, **Skanska**
Gianlorenzo Paolella, Senior Director, European Real Estate Investment, **Korea Investment Corporation**
Lisa Graham, Head of EMEA Industrial Research, **Cushman & Wakefield**
Sabine Schaffer, Managing Partner, **Pro-Invest Group**

End of day one

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Day two – In-person and virtual

17 November 2021 | Wednesday *(all times are in local time zone)*
Simultaneous translation in Japanese and English in Tokyo

Grand Hyatt, Hong Kong	Sofitel Singapore City Centre	Shangri-La, Tokyo

Hong Kong

0900 Keynote panel: Driving capital to Asia-Pacific hotspots, what's next on the horizon?

- State of play – real estate after the pandemic
- Evaluating the effects of covid on developed and emerging markets
- Assessing valuations in listed vs. private markets. Are investors getting maxed out? How do you find value in a low interest environment?
- How important is ESG in Asia? How do investors factor this into their pricing and investment framework?

Kim Wright, Managing Director, **CPPIB**
Peter Kim, Managing Director, Asia, **QuadReal Property Group**
Ada Wong, Chief Executive Officer, **Champion REIT**
Speaker, **Sun Hung Kai**

Singapore

0900 Keynote panel: Driving capital to Asia-Pacific hotspots, what's next on the horizon?

- State of play – real estate after the pandemic
- Evaluating the effects of covid on developed and emerging markets
- Assessing valuations – are investors getting maxed out? How do you find value in a low interest environment?
- How important is ESG in Asia? How do investors factor this into their pricing and investment framework?

Richard Massey, Senior Vice President, **GIC**
Jai Mirpuri, Country Head, Singapore and Thailand, **ESR**
George Agethen, Senior Vice President, **Ivanhoe Cambridge**
Speaker, **Lendlease**

Tokyo

0900 Keynote panel: Investing in global real estate post pandemic

- Where should Japanese LPs start to allocate globally?
- What geographies and sectors?
- Understanding and managing risk

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Hong Kong	Singapore	Tokyo
1000 Keynote address: **Asian Real Estate After Covid** *BlackRock reveals their secrets on investing for the soaring 20's, opportunities that should not be missed and sustainable investing on the road to net zero.* John Saunders, Managing Director, Head of APAC Real Estate, **BlackRock**	**1000 Keynote address:** **Looking Beyond the Pandemic** *Asia-Pacific's leading real assets manager predicts what the future holds for real estate investors as the world goes into recovery.* John Lim, Co-Founder and Deputy Chairman, **ARA Asset Management**	**1000 Keynote address:**

1030am Networking coffee break

Hong Kong	Singapore	Tokyo
1100 Panel: Investing in the future of living – why resi still rocks and what are the new occupier demands • How occupier expectations are reshaping residential real estate • The continued growth of multifamily • Senior housing and retirement living • Student accommodation Jinglei Chen, Managing Director and Founding Member, **BEI Capital Partners** Victor Lor, Head of Capital – Asia Pacific, **Global Student Accommodation**	**1100 Panel: Investing in the future of living – why resi still rocks and what are the new occupier demands** • How occupier expectations are reshaping residential real estate • The continued growth of multifamily • Co-living – the next big thing in resi? Victoria Garrett, Head of Residential, Asia Pacific, **Knight Frank** Esther An, Chief Sustainability Officer, **City Developments Limited**	**1100 Panel: Investing in Japan** • Investing in Tokyo post pandemic – opportunities and threats • Real estate drivers: Logistics and datacentres • Investing in Japan's regions Jon Tanaka, Managing Director, **Angelo Gordon & Co.**Atsushi Miura, Managing Director, **Blackstone** Tetsuya Fujita, Country Manager, **CBRE Global Investors**

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Hong Kong	Singapore	Tokyo
1145 Panel: Opportunities for investors after covid • Alternative sectors - where can you build scale and boost returns? • Zooming in on data centres and the growing digital economy • How big is the potential for life sciences? • Future-proofing the "new economy" sectors Zoe Zuo, Co-Head of China Real Estate, **Angelo Gordon** Laurent Fischler, Head of Investments, Asia Pacific, **Ivanhoe Cambridge** Claire Tang, Head of Greater China and Co-CIO Asia, **LaSalle** Leo Lo, Founder, **Asia PropTech**	**1145 Panel: Data centres – emerging hotspot** • Is this an inevitable growth sector? • Addressing the power supply and carbon emission issue in the sector • Infrastructure or real estate – who is best to manage data centres? Jihong He, Chief Corporate Strategy Officer and CEO Data Center, **CapitaLand** Rohit Nanda, Principal Investments, **SMBC**	**1145 Panel: Post pandemic growth sectors** • Global growth areas post pandemic • Core vs Value add strategies • Beyond mainstream sectors, where ae the bright spots in niche sectors? Leonard Meyer zu Brickwedde, Chief Executive Officer, **Kenzo Capital**

Networking lunch break

Hong Kong	Singapore	Tokyo
1400 Panel: Logistics and warehousing • Assessing exit strategies and hold periods • Growth potential in e-commerce market – should you pay attention to last mile delivery?	**1400 Panel: Opportunities for investors after covid** • In a highly-competitive market, is there still value in logistics? • Alternative sectors - where can you build scale and boost returns? • Zooming in on life sciences and the growing digital economy	**1400 Panel: Working successfully with Japanese gatekeepers** • Understanding the do's and don't's for pitching LPs • Understanding the role of the gatekeeper in Japan • Building GP/Gatekeeper relationships

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• In a highly-competitive market, is there still value in logistics? Craig Duffy, Managing Director, Fund Management, **GLP**	• Future-proofing the "new economy" sectors Magdalene Chua, Real Estate Assurance Partner, **PwC**	Mitsuhiro Arakawa, Executive Consultant, **Russell Investments** Satoshi Saito, Head of Overseas Property Investment, **Tokio Marine Asset Management**

Hong Kong	Singapore	Tokyo
1500 Panel: Office is here to stay – are you? • De-centralizing or Re-centralizing? • What is the new way of working and how will this develop over time? • Reconfiguring space and office assets to the new occupier – improved buildings, quality design, wellness rating, etc. Chelsea Perino, Managing Director, **The Executive Centre** Roberto Versace, Managing Director, **APG**	**1500 Panel: Office is here to stay – are you?** • De-centralizing or Re-centralizing? • What is the new way of working and how will this develop over time? • Reconfiguring space and office assets to the new occupier – improved buildings, quality design, wellness rating, etc. Angela Lee, Office Director, **HKS** Shirley Ng, Deputy CEO and Head of Investment, **Keppel REIT** Charlene Huang, Co-Head APAC, Multi-Manager Real Estate, **UBS** Valerie Wong, Group General Manager, Asset Management, **Guocoland**	**1500 Panel: Japanese LP investing strategies** • How do LPs currently view Real Estate compared to other alternative asset classes? • Is appetite increasing post pandemic? • Risk appetites amongst investors – are higher risk strategies being considered? Takako Koizumi, Executive Director, **Mitsui & Co Alternative Investments** Miki Ogawa, Director**, Development Bank of Japan**

1600 Member-only networking cocktails

1730 End of conference

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