

PERE

Global Summit

Virtual Experience 2021



PERE Global Summit

10-14 May 2021 | Virtual event UTC

The **PERE Global Summit** is the world's largest gathering of real estate investors. Attendees will 'chase the sun' across Asia, Europe, and the US to understand the state-of-play from each region's most respected, interesting and original figureheads of industry.

Discover the most interesting opportunities to invest in real estate right now as leaders share global recovery scenarios and pinpoint where market dislocations will provide greatest value. The Summit is your half-year marker – understand how markets are faring, how LP appetite is changing, and set your strategy in this rapidly changing environment.

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Confirmed speakers include:

- William Schwab, Founding Partner, **LCI Real Estate Investments**
- Tiow Chye Chua, Deputy Group Chief Executive Officer, **Mapletree Investments**
- Rainer Komenda, Head of Real Estate funds, **BVK**
- Amy Price, President, **BentallGreenOak**
- Peter Ballon, Managing Director and Head of Global Real Estate, **CPPIB**
- Sylvain Fortier, Chief Investment and Innovation Officer, **Ivanhoe Cambridge**
- Hari Krishna, Managing Director – Real Estate, **CPPIB**
- Henry Chin, Global Head of Investor Thought Leadership, **CBRE**
- Jing Dong Lai, CIO and Interim CEO, Asia, **M&G**
- Wayne Lasky, Managing Director and Co-Founder, **MaxCap**
- John Pattar, Head of Real Estate, **KKR**
- Hank Hsu, **Forest Logistics**
- Alison Cooke, Managing Director – Real Estate, **Starr International**
- Andrea Orlandi, Managing Director and Head of Real Estate Investments – Europe, **CPPIB**
- Robert-Jan Foortse, Head of European Property Investments, **APG Asset Management**
- Jose Pellicer, Head of Investment Strategy, **M&G Real Estate**
- Guillaume Cassou, Partner, Head of European Real Estate, **KKR**
- Federico Bianchi, Managing Director, Head of Asset Management – Europe, **Starwood Capital**
- Adam Shah, Senior Managing Director and Head of Real Estate Asset Management for Europe, **Blackstone**
- Neil Slater, Global Head of Real Estate and Deputy Head of Private Markets, **Aberdeen Standard Investments**
- Martina Malone, Managing Director, Global Head of Capital Raising, **Prologis**
- Ilkka Tomperi, Head of Real Estate, **Varma Mutual Pension Insurance Company**
- Roelof Opperman, Managing Director, Real Estate Technology, **Fifth Wall**
- Simon Uiterwijk, Senior Portfolio Manager, **NN Investment Partners**
- Kim Hourihan, Chief Investment Officer-Americas, **CBRE Global Investors**
- Craig Rochette, Senior Investment Officer, **Teachers' Retirement System of Texas**
- Michael Acton, Managing Director, Head of Research, **AEW**
- Lan Cai, Deputy Chief Investment Officer, **Pension Boards-United Church of Christ**
- Bert van den Hoek, Senior Portfolio Manager, North America, **Bouwinvest**
- Randall Rothschild, Global Head of Debt, **Tishman Speyer**
- Robin Potts, Co-Head of Real Estate, **Canyon Partners**
- David Maki, Senior Managing Director, Co-Head of Real Estate Debt, **Heitman**
- Roger Cozzi, Managing Director and Head of Real Estate Credit, **Carlyle**
- Neha Santiago, Head of Real Estate Private Credit, **Cerberus**
- Josh Zegen, Managing Principal, Co-Founder, **Madison Realty Capital**
- David Roth, Head of US Equity, **Ares Real Estate Group**
- Jason Huljich, Joint CEO, **Centuria**
- Louise Kavanagh, CIO and Head of Funds Management, **Nuveen**
- Chelsea Perino, Managing Director, **The Executive Centre**
- Sarah Cooper, Global Head, Real Estate Equity Sales, **Bank of America**
- Claire Thielke, Managing Director, **Hines**



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11 May 2021 | Tuesday

Day one – global leaders' outlook

Investor Panel: Asia-Pacific's largest LPs' views on global real estate

NY 04:00AM | LDN 09:00AM | HK/SG 16:00PM | SYD 18:00PM

Hear from the most active investors on how they adapted investing in the "new normal", which markets were previously overlooked that they should now consider, and how comfortable are they in allocating after the pandemic to Europe, US and the rest of the world.

Global Keynote Panel: The 30,000 foot view

NY 8:00AM | LDN 13:00PM | HK/SG 20:00PM | SYD 22:00PM

Take a seat as world-class investors reflect on the most significant investment themes of our time. Take stock of global real estate through the eyes of those at the helm of driving the asset class forward.

Moderator: William Schwab, Founding Partner, **LCI Real Estate Investments**
Tiow Chye Chua, Deputy Group Chief Executive Officer, **Mapletree Investments**
Rainer Komenda, Head of Real Estate funds, **BVK**
Amy Price, President, **BentallGreenOak**
Peter Ballon, Managing Director and Head of Global Real Estate, **CPPIB**

Keynote interview

NY 10:00AM | LDN 15:00PM | HK/SG 22:00PM | SYD 24:00PM

Sylvain Fortier, Chief Investment and Innovation Officer, **Ivanhoe Cambridge**

12 May 2021 | Wednesday

Day two – In-depth regional discussion

Asia-Pacific Sessions

Session 2 Panel: Mapping recovery scenarios and markets across Asia

NY 22:00PM(Tues) | LDN 03:00AM | **HK/SG 10:00AM** | SYD 12:00PM

As the post-pandemic recovery curve begins to emerge, play it forward with economists, managers and investors to carve out a most-likely scenario. What, then, are the implications



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for investors, where are the best opportunities within disrupted and dislocated markets likely to develop?

Hari Krishna, Managing Director – Real Estate, **CPPIB**

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

Henry Chin, Global Head of Investor Thought Leadership, **CBRE**

Jing Dong Lai, CIO and Interim CEO, Asia, **M&G**

Dan Dubrowski, Co-Founder and Head of Capital Formation, **Lionstone Investments**

Session 3 Panel: Real estate debt under the microscope

NY 00:00AM | LDN 05:00AM | **HK/SG 12:00PM** | SYD 14:00PM

Where is forbearance holding steady and where are distressed opportunities on the rise? Get a pan-Asia view on real estate debt under current conditions.

Wayne Lasky, Managing Director and Co-Founder, **MaxCap**

Robert Ciemniak, Founder – CEO and Chief Analyst, **Real Estate Foresight**

Session 4 Panel: Strong performers: Logistics, Industrial, Office

NY 02:00AM | LDN 07:00AM | **HK/SG 14:00PM** | SYD 16:00PM

Where would you put your last investment dollar – logistics in Japan? Office in Melbourne? Distribution in China? Quick fire, interactive panel on investments and return expectations across the region, and your opportunity to place your bet for 2021-22. Join the Europe and America panels later in the programme and gain a truly global view across sectors.

John Pattar, Head of Real Estate, **KKR**

Hank Hsu, **Forest Logistics**

Alison Cooke, Managing Director – Real Estate, **Starr International**

Session 5 Panel: Multifamily in Asia

NY 03:00AM | LDN 08:00AM | **HK/SG 15:00PM** | SYD 17:00PM

As multifamily continues to gain traction – despite the pandemic and leaning on strong fundamentals – we analyse the next big region to watch after Japan – a deep dive into China and Australia.

Michael Cole, Real Estate Market Analyst, **Mingtiandi**

Shusaku Watanabe, Head of Japan Real Estate, **Nuveen Real Estate**

Session 6 Panel: Appetite for Europe: APAC LPs talk risks, returns and expectations

NY 04:00AM | LDN 09:00AM | **HK/SG 16:00PM** | SYD 18:00PM



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Meet the LPs bullish on Europe. How are strategies being adjusted as we emerge from the pandemic, what are the impacts of Covid and Brexit on allocations? How to manage relationships and align interests with Asian investors. What are the return expectations across various strategies?

Satoshi Saito, Senior Manager, Overseas Property Investment, **Tokio Marine Asset Management**

Midori Suzuki-Tsushima, Investor Relations, **Tosei Asset Advisors**

EMEA Sessions

Session 7 EMEA Panel: Mapping recovery scenarios and markets across Europe
NY 05:00AM | **LDN 10:00AM** | HK/SGP/CN 17:00PM | SYD 19:00PM

The shape of the economic recovery in Europe is a question that cuts to the centre of where to invest in real estate over the short-to-medium term. In this scene-setting session we hear from experts and industry participants on how they are looking at Europe in terms of expected demand across sectors, whether debt or equity plays make for sense right now, the implication of a continued low interest rate environment and how real estate stand ups to other asset classes as a home for capital in the aftermath of covid-19.

Andrea Orlandi, Managing Director and Head of Real Estate Investments – Europe, **CPPIB**
Robert-Jan Foortse, Head of European Property Investments, **APG Asset Management**
Jose Pellicer, Head of Investment Strategy, **M&G Real Estate**

Session 8 EMEA Panel: Distressed in Europe: where and when will opportunities present themselves?
NY 06:00AM | **LDN 11:00AM** | HK/SGP/CN 18:00PM | SYD 20:00PM

Disruption brings new opportunities for the those willing to take risks. Prices have so far remained relatively high in the face of an undoubtedly changed real estate market. Here we discussed what leading managers are thinking in terms of building robust distressed strategies, when will prices reflect the new reality and how best to place yourself for a buying opportunity that is on the horizon.

Guillaume Cassou, Partner, Head of European Real Estate, **KKR**
Federico Bianchi, Managing Director, Head of Asset Management – Europe, **Starwood Capital**
Cristina Garcia-Peri, Partner and Head of Corporate Development & Strategy, **Azora Capital**



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Session 9 EMEA Panel: Office, Industrial, Logistics: How does Europe stack up against Asia?

NY 07:00AM | **LDN 12:00PM** | HK/SGP/CN 19:00PM | SYD 21:00PM

Hear an in-depth outlook for three crucial sectors that make up real estate portfolios across the globe. Our speakers will explore the impact of pandemic on the ability of these assets in these sectors to generate yield/returns in Europe, how these assets are likely to evolve to meet tenet expectations, and the role of operational strategies in strengthening the value proposition of assets in the office, industrial and logistics sectors.

The session will also look to draw comparison with the Asian market session on the same topic earlier in the PERE Global agenda to explore the differences and similarities between regions and where investors can find the best deals around the world.

Adam Shah, Senior Managing Director and Head of Real Estate Asset Management for Europe, **Blackstone**

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

Martina Malone, Managing Director, Global Head of Capital Raising, **Prologis**

Networking Virtual speed networking (30 mins)

NY 09:00AM | **LDN 13:30PM** | HK/SGP/CN 21:00PM | SYD 23:00PM

Session 10 EMEA Panel: Technology and the future of the built environment

NY 09:00AM | **LDN 14:00PM** | HK/SGP/CN 21:00PM | SYD 23:00PM

We are living in a dynamic age. The impact of technology on the way we live, and work cannot be understated across world, but what does this mean in terms of what buildings we'll use and how we'll use them? In this session we explore what real estate professionals are predicting for the future of buildings, the ongoing impact of technology, and implications for investment strategy.

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

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

Session 11 EMEA Panel: Real estate financing outlook - will 2021 be a vintage year for debt funds?

NY 09:00AM | **LDN 15:00PM** | HK/SGP/CN 21:00PM | SYD 23:00PM



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The pandemic and its economic impact has arguably made debt a safer investment than equity given the downside protection it offers. In this session we dive into the outlook for the real estate finance market in Europe and look to understand how alternative and traditional lenders are adjusting their strategies to the new market conditions. The panel will touch to how borrower relations have fared during the pandemic, where alternative lenders are seeing opportunities emerging, how to overcome challenges in underwriting niche, emerging sub asset classes such as life sciences, and get an investor's perspectives on what role debt will play in their real estate portfolio going forward.

Simon Uiterwijk, Senior Portfolio Manager, **NN Investment Partners**
Cyril Hoyaux, Managing Director, Debt Funds, **AEW**
Christian Janssen, Head of Debt, Real Estate, Europe, **Nuveen**
Philippe Deloffre, Managing Director, Head of European Debt Origination, **Intermediate Capital Group**

North America Sessions

Session 12 US Panel: The transformation of US real estate: forecasting a new normal

NY 11:00AM | LDN 16:00PM | HK/SGP/CN 23:00PM | SYD 01:00AM (Thurs)

Economic uncertainty and market dislocation remain a concern across the US, yet studies show institutions continue to find opportunities in the private real estate asset class. Panelists will address how demographic shifts are shaping investor demands and city rankings; the strategies and sectors where investors are looking to deploy capital, and if this activity will be enough to bolster hard-hit areas. Other topics include how investors can capitalize on market dislocation; how today's crisis compares with the Global Financial Crisis, and whether the "lessons learned" from the GFC can be implemented in today's recovery.

Kim Hourihan, Chief Investment Officer-Americas, **CBRE Global Investors**
Craig Rochette, Senior Investment Officer, **Teachers' Retirement System of Texas**
Michael Acton, Managing Director, Head of Research, **AEW**
Lan Cai, Deputy Chief Investment Officer, **Pension Boards-United Church of Christ**

Session 13 US Panel: The great US migration: Seizing opportunities in tier 2 cities

NY 12:00PM | LDN 17:00PM | HK/SGP/CN 00:00AM (Thurs) | SYD 02:00AM (Thurs)

With the strain of the past 12 months continuing to influence every real estate sector and asset class in the US, investors are finding that tried-and-true trends are changing overnight.



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Most notably is the mass exodus from large, gateway cities to mid-sized markets. This session will address the ramifications this migration may take on the private real estate industry; how this trend is reshaping real estate; which sectors and non-gateway markets are finding opportunities; which sectors and regions may be negatively affected, and how investors can embrace and leverage this shift.

Amy Price, President, **BentallGreenOak**

Bert van den Hoek, Senior Portfolio Manager, North America, **Bouwinvest**

Break (1 Hour)

Session 14 US Panel: Repositioning the Office sector

NY 14:00PM | LDN 19:00PM | HK/SGP/CN 02:00AM (Thurs) | SYD 04:00AM (Thurs)

The Office sector's future is still unknown, but investors are beginning to rethink their strategies as the pandemic's implications become clearer. This session will address the office market's current state, how the sector is repositioning, the demand for office in the future, new strategies to garner yield, factors to consider, what should be implemented now, the tenant vs. owner relationship, and more.

Session 15 US Panel: Debt outlook: Finding opportunities in a crowded market

NY 15:00PM | LDN 20:00PM | HK/SGP/CN 03:00AM (Thurs) | SYD 03:00AM (Thurs)

For more than a decade, the private real estate debt space has experienced extraordinary growth. However, the sudden onset of COVID plus an economic slowdown created unforeseen challenges practically overnight. Speakers will discuss the effects the pandemic has had on the growth of the real estate debt market; challenges facing debt fund managers today; immediate actions that should be taken in the short term, and potential opportunities this has created for investors.

MODERATOR: Randall Rothschild, Global Head of Debt, **Tishman Speyer**

Robin Potts, Co-Head of Real Estate, **Canyon Partners**

David Maki, Senior Managing Director, Co-Head of Real Estate Debt, **Heitman**

Roger Cozzi, Managing Director and Head of Real Estate Credit, **Carlyle**

Neha Santiago, Head of Real Estate Private Credit, **Cerberus**

Josh Zegen, Managing Principal, Co-Founder, **Madison Realty Capital**

Session 16 US Panel: Leveraging the growth of alternative real estate

NY 16:00PM | LDN 21:00PM | HK/SGP/CN 04:00AM (Thurs) | SYD 06:00AM (Thurs)



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The shrinking of traditional asset classes has cleared a path for even more opportunities in alternative real estate. This session will pinpoint prospects for portfolio diversification and resilience in targeted sectors—from life sciences to single-family rentals to data centers—and detail strategies to garner yield.

David Roth, Head of US Equity, **Ares Real Estate Group**
Christopher Merrill, Co-founder, Chairman and CEO, **Harrison Street**
Maggie Coleman, Managing Partner, Private Capital Advisory, Real Estate, **Sera Global**

13 May 2021 | Thursday

Day three - Focused, highly curated, personalised meetings

The penultimate day of the Global Summit invites you to take part in informal, interactive, small-scale group meetings to enable you to make deeper connections with the right people. Your profile will help us guide you to the right meeting and ensure that you are placed (or choose) a space where you will sit with investors and managers who match your investment preference, style and strategy.

PERE will convene meetings around topic themes with informal moderators and conversation-starters. You will know who will be attending the meeting beforehand, and (with permission) be connected with participants afterwards to carry on the conversation.

Day 3: Asia-Pacific Sessions

Session 1 **Current market conditions, barriers and opportunities in China**

11am Hong Kong/Singapore | 1pm Sydney

Claire Tang, Head of Greater China and Co-CIO APAC, **Lasalle**

Session 2 **The future of office – what investors and managers are really thinking**

1pm Hong Kong/Singapore | 3pm Sydney

Charlene Huang, Co-Head of APAC, Multi-Manager Real Estate, **UBS**



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- Session 3** **Logistics and distribution – where is there still value and opportunity?**
1:50pm Hong Kong/Singapore | 3:50pm Sydney
Jason Huljich, Joint CEO, **Centuria**
- Session 4** **Future scope: Planning for the next generation of occupiers – how tenant demand is changing (residential, retail, warehouse)**
2:40pm Hong Kong/Singapore | 4:40pm Sydney
- Session 5** **Rising to the top – challenging the industry norm**
3:30pm Hong Kong/Singapore | 5:30pm Sydney
Louise Kavanagh, CIO and Head of Funds Management, **Nuveen**
Chelsea Perino, Managing Director, **The Executive Centre**
Sarah Cooper, Global Head, Real Estate Equity Sales, **Bank of America**
Claire Thielke, Managing Director, **Hines**
- Session 6** **LP-only co-investment and JV opportunities: Asia and Europe**
4:20pm Hong Kong/Singapore | 6:20pm Sydney

Day 3: EMEA Sessions

- Session 1** **Operational real estate: how to optimise the balance between the value gained from operational excellence and the added cost?**
NY 05:00AM | **LDN 10:00AM** | HK/SGP/CN 17:00PM | SYD 19:00PM
- Session 2** **Impact investing, ESG and real estate**
NY 06:00AM | **LDN 11:00AM** | HK/SGP/CN 18:00PM | SYD 20:00PM
Aleksandra Njagulj, Global Head of ESG, **CBRE Global Investors**
- Session 3** **What do the next generation of office tenets want?**
NY 06:00AM | **LDN 11:00AM** | HK/SGP/CN 18:00PM | SYD 20:00PM
Shaun Dawson, Head of Insights, **DeVono Cresa**
Patrick Nelson, Head of International Real Estate, **WeWork**
- Session 4** **Resi's new frontiers: accessing opportunities in senior housing, Build to Let and student accommodation**
NY 07:00AM | **LDN 12:00PM** | HK/SGP/CN 19:00PM | SYD 21:00PM



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Michela Hancock, Managing Director, Europe, **Greystar**
Raj Kotecha, Co-Founder and Managing Director, **Amro Real Estate Partners**

Session 5 **Logistics in Europe: Finding your place in an expensive market**
NY 07:00AM | **LDN 12:00PM** | HK/SGP/CN 19:00PM | SYD 21:00PM

Verdion, speaker TBC

Day 3: North America Sessions

Session 1: **Real estate reset: the new Core**
EST 11:00AM | LDN 16:00PM | HK/SGP/CN 23:00PM | SYD 01:00AM
(Thurs)

Session 2: **Trends and opportunities in life sciences real estate**
EST 11:00AM | LDN 16:00PM | HK/SGP/CN 23:00PM | SYD 01:00AM
(Thurs)

Session 3 **Leveraging technology to enhance the LP/GP relationship**
EST 12:00PM | LDN 17:00PM | HK/SGP/CN 24:00PM | SYD 01:00AM
(Thurs)

Session 4 **Key trends in Logistics: finding resilient returns**
EST 1:00PM | LDN 17:00PM | HK/SGP/CN 24:00PM | SYD 01:00AM (Thurs)

Session 5 **Responsible real estate: ESG and impact investing**
EST 1:00PM | LDN 18:00PM | HK/SGP/CN 25:00PM | SYD 01:00AM (Thurs)

Radhika Cobb, Principal, **Metropolitan Real Estate**

End of conference



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