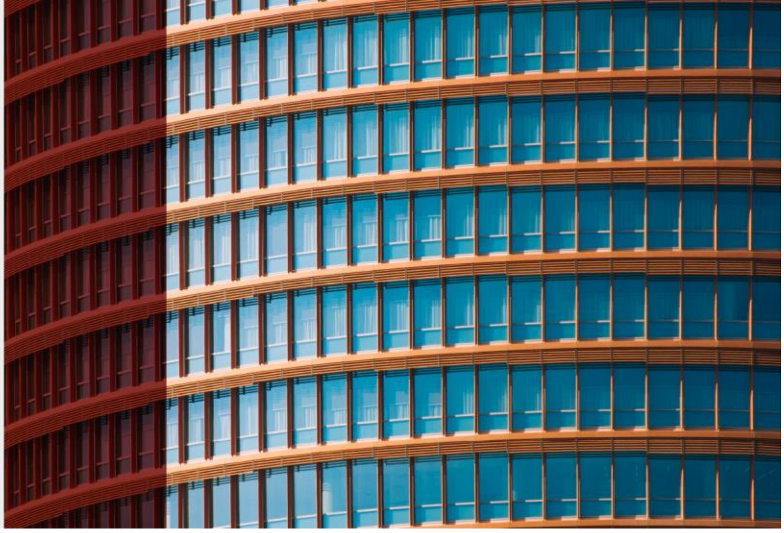
PERE

America Forum
New York 2021



PERE America Forum

November 30 – December 1 | Convene New York

CONFIRMED SPEAKERS:

Mark Gabbay, Global CEO, LaSalle Investment Management
Laurie Smith, Chief Investment Officer, Blue Vista
Bert van den Hoek, Senior Portfolio Manager, North America, Bouwinvest
Michael Hunter, Global Head of Real Estate Alternatives, Nuveen
Jeffrey Kanne, President and CEO, National Real Estate Advisors
Jerome Nichols, President, Standard Real Estate Investments
Amy Johannes, Managing Director, Oaktree
Jeff Friedman, Founder, Mesa West
Peter Tsoulogiannis, Partner, Slate Asset Management
Mike Bego, Managing Partner, Kline Hill Partners
Josh Patinkin, Managing Director, Leste Real Estate
Jonathan Van Gorp, Managing Director, Makena Capital
Warren de Haan, Managing Director and Co-Chief Executive Officer, ACORE
Sam Bendix, Managing Director of Equity Capital Markets, Landmark Properties
Lee Menifee, Head of Americas Investment Research, PGIM Real Estate
Adam Handwerker, Managing Director, Lazard
Jordan Suppan, Managing Director, Leste Credit
Brandon Goetzman, Managing Director, Blue Vista
JR Pearce, Senior Investment Officer, SCERS
Jared Lazarus, Managing Director, Oaktree

Tuesday, November 30, 2021 – North American Sectors & Strategies

8:00 am **Registration for Breakfast**

8:15 am **Breakfast meeting #1: Women’s Networking Roundtable**

8:15 am **Breakfast meeting #2: LP-only Strategy Roundtable**

8:30 am **Registration for Main Forum & Networking**

9:30 am **Welcome from PERE - Chairman’s Opening Remarks**

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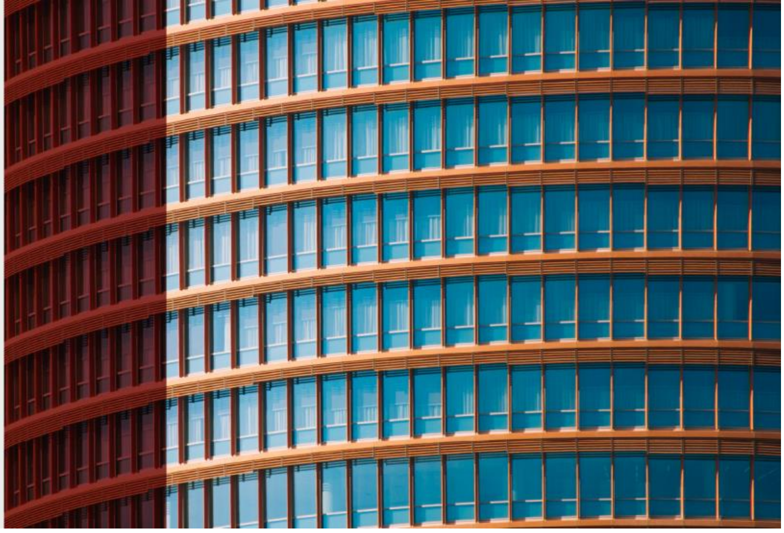


9:40 am **Opening Keynote: A conversation with Mark Gabbay, Global CEO, LaSalle Investment Management.**
Interviewed by Kyle Campbell, Senior Reporter, PERE

10:00 am **Seizing the moment: Spotlight on distressed and opportunistic investing**
In the first quarter of 2021, over one third of the $363.8 billion existing dry powder in the US was sitting in either opportunistic or distressed funds. With global forbearance coming to an end, is this a once in a century opportunity for distressed funds and their backers? How are the next 18 months going to play out?

Speakers:
Jeff Friedman, Founder, Mesa West
Jordan Suppan, Managing Director, Leste Credit
Amy Johannes, Managing Director, Oaktree

10:40 am **LP Panel: ESG: What prevents managers from getting in front of the investment committee?**
Driving fund manager selection, investment decision and allocations more than ever, ESG remains at the top of the LP agenda. Panelists will get to the meat of the issue – who will - and won't - they put their capital with based on the principles of ESG? What metrics and measurements do they use and how do they analyse the data?

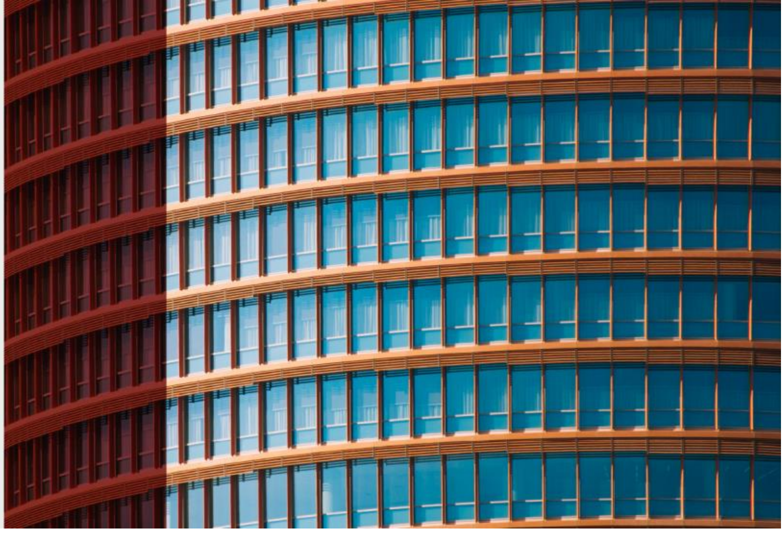
Speakers:
Bert van den Hoek, Senior Portfolio Manager, North America, Bouwinvest

11:20 am **Networking break**

11:40 am **Data Centers: Finding investment value in the midst of a gold rush**
The demand for data centers across the US jumped a whopping 72% in 2021 with further expansion expected. This session will address the drivers behind this increase, where investors are deploying capital, where (if) value can still be found, the strength in M&A and operator activity, and the ongoing focus on sustainability.

Speakers:
Jeffrey Kanne, President and CEO, National Real Estate Advisors

12:20 pm **Finding (even more) opportunities in industrial real estate**
It is no surprise that the demand for industrial real estate held up through the pandemic with the robust support of E-commerce, among others. This session will address the rising trends in the industrial sector, investment solutions in a heated market, the race to meet



consumer demands, and the increasing challenges that have occurred in the sector over the past 16 months.

Speakers:
Jonathan Van Gorp, Managing Director, Makena Capital

1:00 pm **Networking lunch**

2:00 pm **Life sciences real estate: 2022 investment outlook**
Increasing FDA approvals, including the record-breaking COVID-19 vaccines, are among the factors creating a surge in funding for the life sciences sector. Who are the market-leading managers and how to tell a manager is merely on for the ride? What kind of operational expertise does a manager need to create value in this highly specialised field and where are the next big opportunities for LPs?

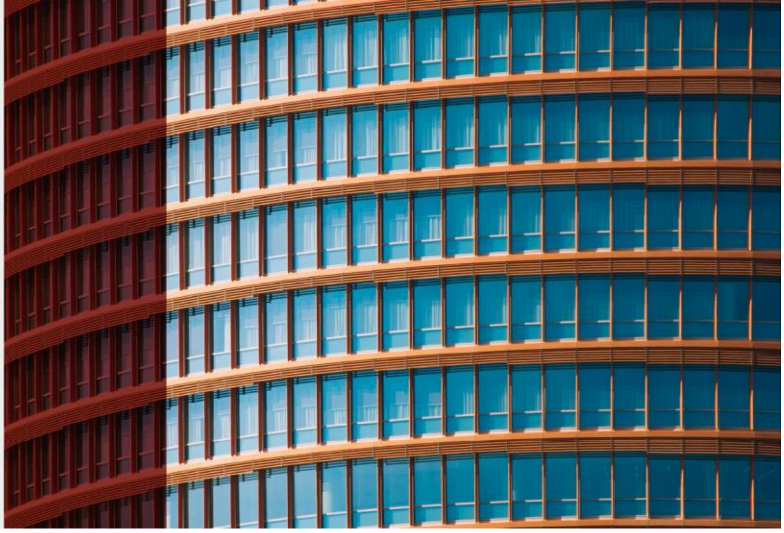
2:40 pm **The future of offices: Is it still complicated?**
It's official. Remote working is here to stay. But what does this mean for the office sector? This session will address if the need for offices has diminished, rethinking existing spaces, flexible and alternative office strategies, and emerging movements such as satellite workspaces.

3:20 pm **Networking break**

3:40 pm **Looking beyond gateway markets**
High prices in gateway markets are forcing some investors to look beyond cities like New York and San Francisco. And US investors aren't the only LPs pivoting to these regions. Speakers will discuss diversifying via Tier 2 cities, where to find higher yield, trending sectors outside key gateways, and strategies to implement in portfolio construction

Speakers:
Michael Hunter, Global Head of Real Estate Alternatives, Nuveen
Josh Patinkin, Managing Director, Leste Real Estate
Jerome Nichols, President, Standard Real Estate Investments

4:20 pm **Fireside chat: How investors are diversifying their real estate**
Find out where investor demand is focusing and how LPs are diversifying their portfolios within the private real estate asset class. From property sectors to geographic location, to investment strategies, this session will address where and how investor demand is concentrating.



Speakers:
JR Pearce, Senior Investment Officer, SCERS

Wednesday, December 1, 2021 – Global Investor Day: Outbound Strategies and Markets

8:00 am Breakfast briefing: Live from Asia: Meet the LPs allocating to North America

9:00 am **Chairman's Opening Remarks**

9:10 am **Strategies and property assets showing growth in Europe**
The UK real estate market is showing a healthy amount of pent-up capital waiting to be deployed. Alternatively. This session will highlight the sectors that are pivoting, the sectors gaining momentum, what is fueling demand, and where the best opportunities lie for US LPs.

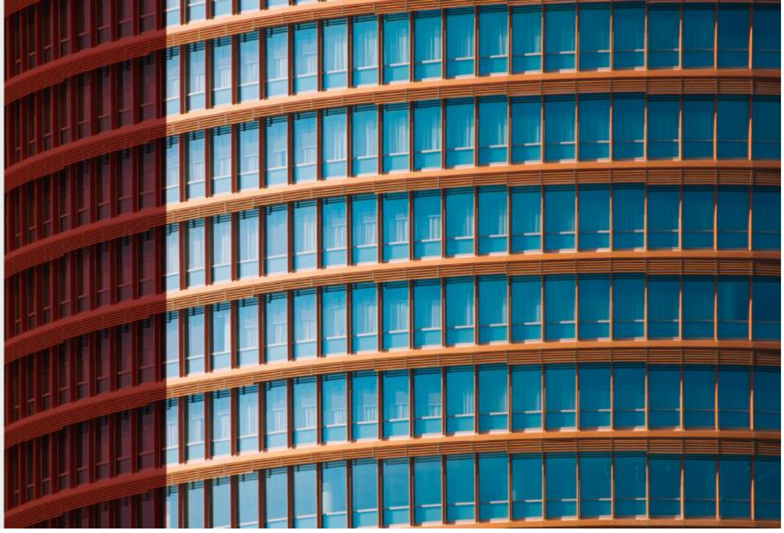
Speakers:
Mike Bego, Managing Partner, Kline Hill Partners

9:50 am **What does office occupancy look like on a global scale?**
The office sector has tumbled from its pre-Covid, no. 3 spot in LP interest, and now the world waits to see what the workplace will look like going forward. Even with the demand for traditional office space decreasing, the common sentiment is that office will never be obsolete. This leaves more questions than answers. How is the sector adapting and what are the key drivers? When and how will people come back to work? Which regions will see an uptick in the need for physical office space, and what are occupiers doing to attract tenants? Hear the answers to these questions and more.

10:30 am **Networking Break**

11:10 am **Which markets are ticking upward in developed Asia?**
As the recovery gains momentum and more people return to public spaces, portfolio positioning is critical. Panelist will discuss where the Asian real estate industry is headed now, how it has adapted, key lessons that are driving change, strategies and sectors that are positioned for growth, and which regions will bounce back first.

11:50 am **Sub-sectors investors are eyeing**
A recent PERE study showed even with today's economic uncertainty, most LPs view real estate as an asset class that will continue to enhance returns. Our experts will drill down into investor appetite over the next two years; project which sub-sectors of logistics,



residential, office, retail, and debt hold the most appeal; debate direct vs. co-investing and discuss the most favored investment strategies.

Speakers:
Peter Tsoulogiannis, Partner, Slate Asset Management

12:30 pm **Networking lunch buffet**

12:45 pm **Depart for site tour**