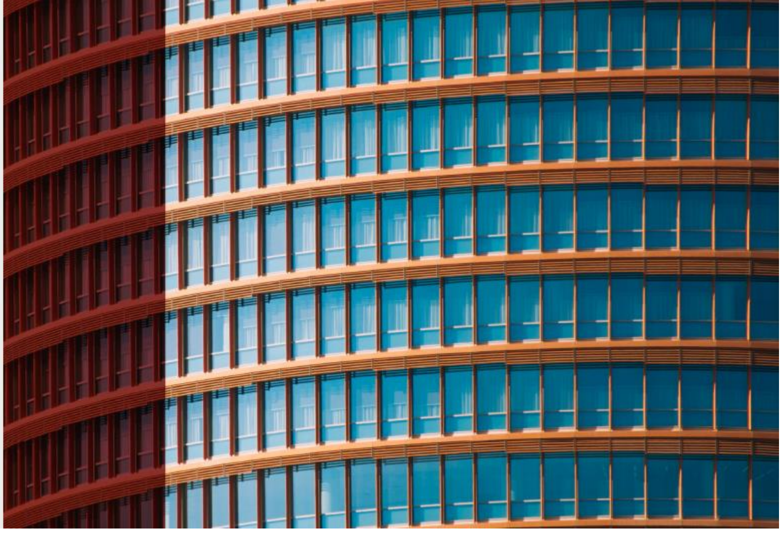
PERE

America Forum
New York 2021



PERE America Forum

November 30 – December 1 | Intercontinental Times Square

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

8:00 am **Registration and Networking Breakfast**

8:00 am **Breakfast meeting #1: Women's Networking Roundtable**

8:00 am **Breakfast meeting #2: LP-only Strategy Roundtable**

8:50 am **Welcome from PERE - Chairman's Opening Remarks**

9:00 am **Opening Keynote: A conversation with Mark Gabbay, Global CEO, LaSalle Investment Management.**
Interviewed by Kyle Campbell, Senior Reporter, PERE

9:30 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?

Moderator: Kelly Ryan, Partner, Kirkland & Ellis
Speakers:
Jeff Friedman, Founder, Mesa West
Jordan Suppan, Managing Director, Leste Credit
Amy Johannes, Managing Director, Oaktree

10:10 am **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?

Moderator: Helee Lev, Chief Revenue Officer, Goby
Speakers:

Bert van den Hoek, Senior Portfolio Manager, North America, Bouwinvest
Juan DeAngulo, Managing Partner, Elion Partners

10:50 am **Networking break**

11:10 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

11:50 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.

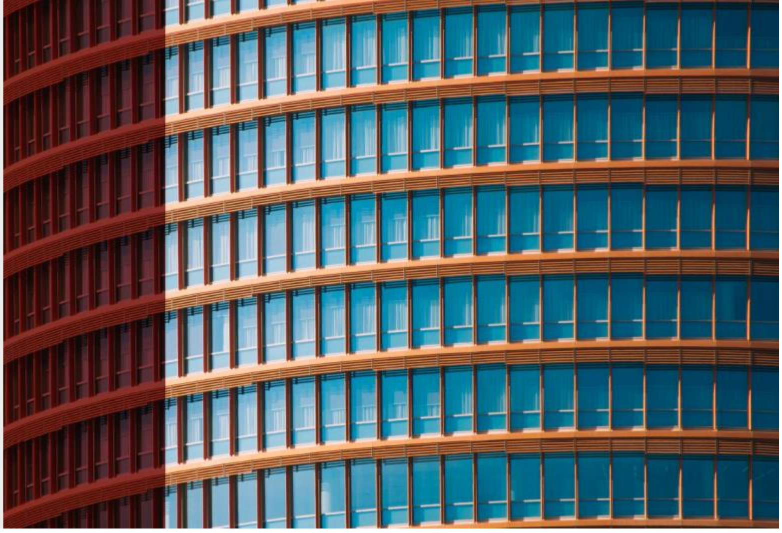
Moderator: Melissa Gliatta, COO, Thor Equities
Speakers:
Jonathan Van Gorp, Managing Director, Makena Capital
Rosemary Feenan, Executive Vice President, Research, QuadReal
Todd Henderson, Head of Real Estate for the Americas, DWS

12:30 pm **Networking lunch**

12:30 pm **Family Office luncheon (invitation-only):**

1:30 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?

Speakers:
Leslie Wohlman Himmel, Founder and Co-Manager, Himmel + Meringoff Properties
Joe Marconi, Managing Director, Real Estate, Bain Capital



2:10 pm **The future of offices: Is it still complicated?**

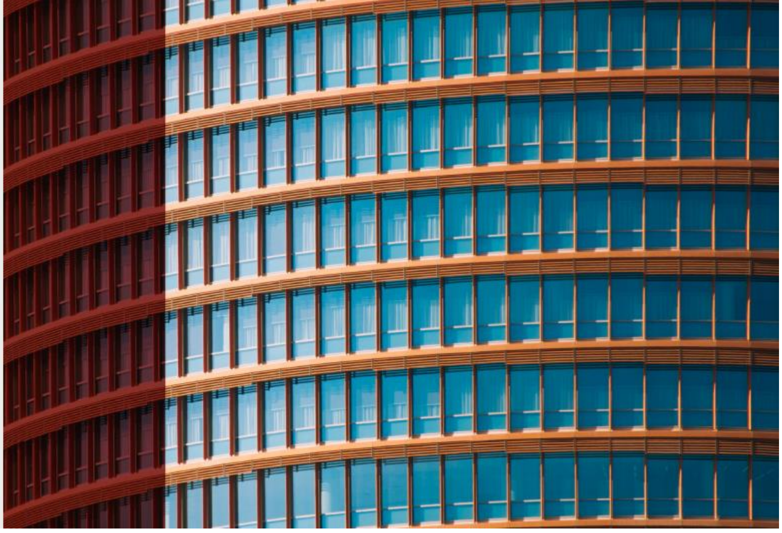
It's official. Remote working is here to stay. But what does this mean for the office sector? This session will address if the need for offices has diminished, rethinking existing spaces, flexible and alternative office strategies, and emerging movements such as satellite workspaces.

Speakers:
Reid Weppler, Head of Real Estate, Convene
John Rivard, Chief Investment Officer, Accesso Partners

2:50 pm **Networking break**

3:15 pm **Deep-Dive Breakouts**

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 Raymond Gong, Managing Director, Oaktree	**Residential considerations: Key approaches to strengthening your portfolio** Investors eyeing residential are finding increasing opportunities via myriad strategies. This session will highlight the many approaches gaining popularity across the sector, how the pandemic has strengthened alternative opportunities, current trends across property types, and more. Speakers: Sam Bendix, Managing Partner, Landmark Properties John Williams President and Chief Investment Officer, Avanath Capital



3:55 pm **Deep-Dive Breakouts**

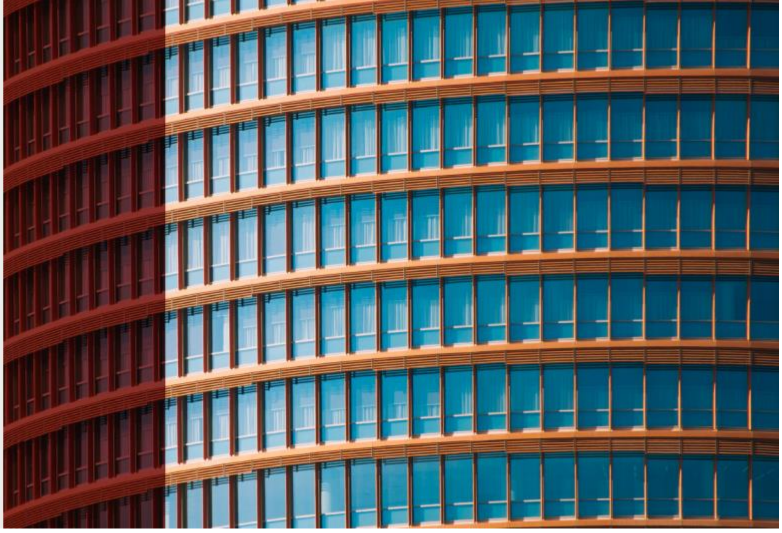
Case Studies: What sustainability looks like through a family office lens.
Four real estate investors share their take on ESG and sustainability. Is a true impact ever to be made through fund vehicles and – if so – what do the manager's credentials need to look like? How has private capital interwoven sustainability into their broader portfolio and how can a large legacy real estate portfolio be 'cleaned up' to meet ever-ambitious sustainability goals?

Speakers:
Marta Drummond, Strategic Advisor (moderator)
Tanya Burnell, Director, Henry Crown & Company / CC Industries

4:35 pm **Family Office-only table discussions: Building actionable sustainability goals into your real estate portfolio**
Family offices with significant real estate holdings will join small working groups over lunch to share their sustainability goals and create actionable strategies to achieve them.

Emerging managers workshop: advantages, opportunities and best practices for the GP/LP
This session will highlight small and emerging managers with specialized or localized strategies. Panelists will discuss what LPs expect from emerging managers, how EMs differentiate themselves via portfolio performance, how Covid has impacted EMs, and how they are pivoting coming out of the pandemic.

Speakers:
Sarah Schwarzschild, Co-Head, BGO Strategic Capital Partners, BentallGreenOak



4:35 pm **Fireside chat: How investors are diversifying their real estate portfolios**
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.

Speaker:
Allison Wolfe, Chief Financial Officer and Global Head of Portfolio Management, Oxford Properties

5:00 pm **End of Day 1 and Networking Cocktail Reception**

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

8:55 am **Chairman's Opening Remarks**

9:05 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
David Christie, CEO, Matter Real Estate

9:45 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.

Speakers:
Ryan Simonetti, CEO & Founder, Convene

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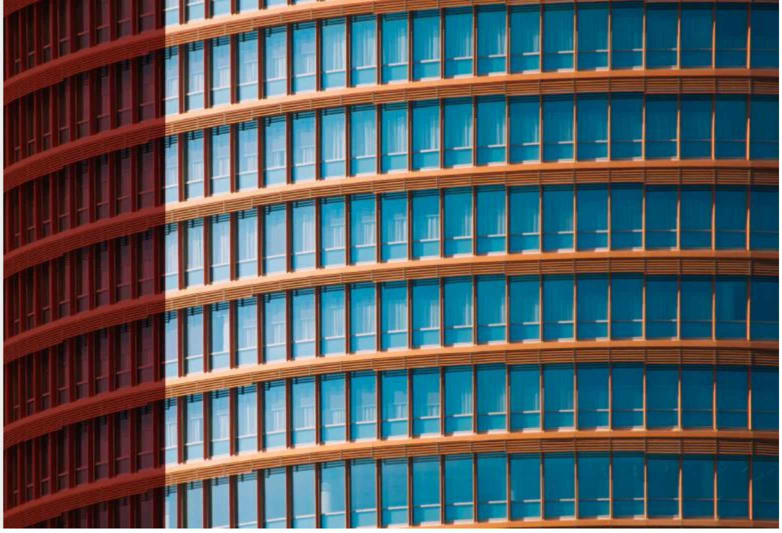

10:25 am **Networking Break**

10:45 am **The outlook of the US private debt landscape**

Even amidst a pandemic, 2020 was a positive year for real estate debt managers to raise equity for the purpose of issuing loans. This session will examine fundraising in 2020, address the current state of the private debt market, project whether an uptick will continue, and discuss how risk and return strategies are evolving.

Speakers:
Jessica Lee, Managing Director, BentallGreenOak
Warren de Haan, Managing Partner and Co-Chief Executive Officer, ACORE Capital
Robin Potts, Co-Head of Real Estate, Director of Acquisitions, Canyon Partners

11:30 am **Cross-border 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 discussing which sub-sectors of logistics, residential, office, retail, and debt hold the most appeal; direct vs. co-investing, capital flow, fundraising during the pandemic, favored investment strategies, and more.

Speakers:
Peter Tsoulogiannis, Partner, Slate Asset Management
Tricia Peterson, Managing Partner and Chief Operating Officer, Accord
Dev Subhash, Partner, StepStone

12:15 pm **Networking lunch buffet**

1::00 pm **End of conference**

PEI

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