PERE Asia Summit 2022
31 May – 2 June 2022 | Fairmont Ballroom, Raffles City Singapore

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### Debt & Financing Forum

1400 Registration and coffee

1430 Welcome address
   *Conference chair:* Kristin Thorsteinsdottir, Regional Head of Partnership Growth APAC, IWG

1440 Keynote panel: Opportunities and challenges in debt and bank financing in the post-covid world
   - Looking ahead: realistic expectations and predictions for the next 5 years
   - Why are the biggest investors dipping their toes in the sector and what are their preferred loan strategies?
   - Dislocated sectors and distressed opportunities – putting capital to work in an uncertain economic environment
   *Moderator:* Valerie Mantot Groene, Regional Managing Director APAC, APEX Group
   *Apwinder Foster,* Head of Investment Strategy, DRC Savills Investment Management

1450 Presentation: Global industrial and logistics –

### Logistics Forum

1400 Registration and coffee

1430 Welcome address
   *Conference chair:* David Green-Morgan, Head of Asia-Pacific Real Estate Research, Real Capital Analytics | MSCI

1440 Keynote panel: Delivering value, driving results in industrial and warehousing
   - In an overheated market, how do global investors make more bang for their buck? Are there still opportunities in the current environment?
   - Last-mile delivery – efficiency is essential
   - Raising ESG and sustainability standards in logistics and supply chain
   *Moderator:* Magdelene Chua, Real Estate Assurance Partner, PwC
   *Hank Hsu,* Co-Founder and CEO, Forest Logistics
   *Bastian Van Halder,* Managing Director, Realterm
   *Jasmin Hu,* Vice President, Investments – Asia Pacific, Oxford Properties | OMERS

1530 Panel: What makes a REIT a sustainable investment?
   - Investor perspectives on sustainability and decarbonization today and in the future
   - Practical advice for implementing ESG initiatives in real estate

### APAC REITs Forum

1400 Registration and coffee

1430 Welcome address
   *Conference chair:* Prakash Kharel, Head of Real Estate, Asia Pacific, Apex Group

1440 Keynote panel: REITs – capital markets update
   - Latest trends and opportunities in global real estate; appealing sectors and geographies for investors
   - Covid impact on valuation
   - Comparing REITs in Asia and various markets around the world
   *Moderator:* Christie Ou, Senior Reporter, PERE
   *Ankur Gupta,* Managing Partner, Real Estate, Brookfield
   *Adrian Chui,* CEO and Executive Director, ESR-LOGOS REIT
   *Shaldine Wang,* Chief Executive Officer, Elite Commercial REIT
   *Christian Bernasconi,* Co-Founder, B&I Capital

1530 Panel: What makes a REIT a sustainable investment?
   - Investor perspectives on sustainability and decarbonization today and in the future
   - Practical advice for implementing ESG initiatives in real estate

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Blake Olafson, Founder and Managing Partner, Asia Capital Real Estate

1530 Presentation: Banking the net-zero transition
- How should lenders work with borrowers to develop transition plans?
- Investor expectations of debt-focused managers and banks
- Are Asia’s banks aligned to national climate plans?
Ben McCarron, Managing Director, Asia Research and Engagement

1610 Panel: Game of loans – the biggest lenders after the pandemic
- The race for deals – how are banks and direct lenders competing with distressed and other specialist strategies?
- Covid and the “new core” – how is debt performing in core real estate sectors?
- Differentiating factors between various financing sources today
Moderator: Rebecca Percossi, Senior Managing Director, APAC, Trimon Real Estate Advisors

1610 Panel: Logistics, warehousing, and e-commerce – secular trends driving industrial real estate
- How do you see the sector develop in the coming decade? How does the warehouse of the future look like?
- How is logistics adapting to changes brought by covid?
- Factors driving growth on industrial real estate
Moderator: Nina Yang, CEO, SG CityGlobal

1620 Panel: Spotlight on Singapore REITs
- REITs as an investment structure for institutional and high-net-worth investors
- The role of banks at the heart of the expanding REIT market
- Comparing sectors that prove resilient, and emerging industry trends
Moderator: Nupur Joshi, CEO, REITAS
1st June | Fairmont Ballroom, Raffles City Singapore

Global Investor Forum – Day 1

0800  Registration and coffee

0845  PEI welcome and opening remarks
Helen Sanders, Director of Events – Asia, PEI Media
Conference chair: Valerie Wong, Group General Manager, GuocoLand

0900  Keynote panel: State of Asia-Pacific real estate
- Safe-haven markets and sectors for investors and how geopolitics affect investment behaviour
- The appeal of retail and high-net-worth individuals on a manager’s portfolio
- Catching-up with Western peers on the ESG agenda
Moderator: Kelvin Poo, Principal, Baker McKenzie
John Pattar, Partner and Head of Real Estate, Asia, KKR
Tiow Chye Chua, Deputy Group Chief Executive Officer, Mapletree
Jon Tanaka, Senior Managing Director and Country Head - Japan, Hines
Jing Dong Lai, Chief Investment Officer and Chief Executive Officer, Asia, M&G

0950  Panel: What is the next big thing?
- The hottest real estate sectors and why you should invest in them
- Which alternative sectors offer good returns for investors?
- How disruptive technologies play a key role on increasing profitability
Moderator: Shirin Tang, Managing Partner, Morrison and Foerster
Michael Hyun, Chief Investment Officer, Crow Holdings
Ross Du Vernet, CIO, Dexus
Chris Pilgrim, Director, Global Capital Markets, Colliers
Ronald Barrott, Founder and Chairman, Pro-invest Group

1030  Networking coffee break

1100  Panel: Carbon neutral by 2050 – how are leading investors advancing decarbonization?
- The race to net-zero – where does Asia stand?
- Decarbonization – what is the action plan?
- How to set targets, track performance, benchmark and improve transparency
**Moderator:** David Green-Morgan, Head of Asia-Pacific Real Estate Research, Real Capital Analytics | MSCI  
Chanakya Chakravarti, Managing Director, India, Ivanhoe Cambridge  
Jeehee Moon, Asia Representative, GRESB  
James Cheo, Chief Investment Officer, Southeast Asia, Global Private Banking and Wealth, HSBC  
Esther An, Chief Sustainability Officer, City Developments Limited  
Chiang Wei Ng, Senior Director Portfolio Management, Allianz Real Estate

1140 **Presentation:** Asian capital looking at Europe as an investment destination  
Alex Jeffrey, Global Chief Executive, Savills Investment Management

1210 **Panel:** Investing in Japan – perspectives from market leaders  
- Why Japan is a hotspot for capital allocation  
- Should investors just focus on core sectors?  
- The continuing demand for ESG and sustainability initiatives from investors  
**Moderator:** Joel Rothstein, Chair – Asia Real Estate Practice, Greenberg Traurig  
Shai Greenberg, Senior Vice President, Genkai Capital Management  
Tom Silecchia, Co-head, Savills Investment Management Japan  
Christopher Chiang, Head of Real Estate APAC, Credit Suisse Asset Management  
Atsushi Takeiri, Head of Real Estate, Japan, BPEA

1250 **Lunch break at House of Wei (level 3) and Asian Market Café (level 2)**

1410 **Panel:** Investors driving capital to APAC hotspots  
- Are investors as bullish as managers on the shape of recovery?  
- New investment strategies, sectors and regions to explore  
- Embracing ESG and playing a more positive role in society  
**Moderator:** Paul Guan, Partner, Kirkland and Ellis  
George Agethen, Co-Head of Asia-Pacific, Ivanhoe Cambridge  
Richard Massey, Senior Vice President, GIC  
Hari Krishna, Managing Director, Global Leadership Team, CPP Investments  
Laurent Jacquemin, Head of Asia Pacific, Real Assets, AXA IM

1450 **Keynote fireside chat**  
**Driving Asian real estate**  
PERE’s Industry Figure of the Year in Asia reveals what is in store for the asset class after orchestrating the blockbuster transaction that made ESR the largest real asset manager in APAC, and third-largest listed real estate investment manager globally.

Jeffrey Perlman, Managing Director and Head of Asia-Pacific Real Estate and Southeast Asia, *Warburg Pincus*  
**Interviewer:** Adam Smallman, Director of Membership Programs, PEI Media
1520  Panel: Fundraising in 2022 and beyond  
- Working with institutional investors - how managers can gain an advantage in raising funds 
- How are leading fund managers creating strategies to differentiate themselves in a competitive market? 
- How is fundraising changing in the years to come? What should investors look out for in the post-covid era?  
Moderator: Tze Sheng Sum, Country Executive Singapore and Mauritius, Alter Domus  
Yvonne Siew, Head of Real Estate Advisory and Investments, Bank of Singapore  
Ambika Goel, Managing Director, Real Estate, Blackstone  
Gretchen Yuan, Director, Client and Partner Group, KKR  
Marc Jun, APAC Head of Client Solutions, CBRE Investment Management

1600  One-to-one investor meetings

1700  Networking drinks

2nd June | Fairmont Ballroom, Raffles City Singapore

Global Investor Forum – Day 2

0730  Registration

0800  Breakfast briefing by Colliers  
Global Economic Outlook: Key macro factors influencing capital raising and deployment  
- Impact of rising rates of inflation  
- Comparing rental growth vs construction costs  
- Deep dive on interest rates, yield and value pricing  
WeiLeng Tang, Managing Director, Singapore, Colliers  
Damian Harrington, Head of Research, Global Capital Markets & EMEA, Colliers  
Chris Pilgrim, Director, Global Capital Markets, Colliers  
John Howald, Executive Director, Head of International Capital, Asia Pacific, Colliers

0915  Welcome address | Global Investor Forum Day 2  
Conference chair: Tze Sheng Sum, Country Executive Singapore and Mauritius, Alter Domus

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Keynote panel: The road to recovery – how is the world waking up from the pandemic?
- Industry leaders on unique opportunities in 2022 and beyond
- State of play – real estate in global markets after the pandemic
- Setting the bar on ESG and sustainability
- Investing in disrupted markets – staying ahead of the pack
Moderator: Beau Jones, Senior Managing Director, Trimont Real Estate Advisors
Alberto Agazzi, Chief Executive Officer and General Manager, Generali Real Estate
Paul Gillen, Managing Director, Hodges Ward Elliott
Tom Lee, Managing Director, KKR
Alexandra Crossing, Regional Head, APAC, CBRE Investment Management

Panel: Australia – a prime location for real estate managers
- Why is the country continuously attracting foreign capital?
- Up-and-coming sectors to watch out for as the world exits the pandemic
- The effect of net-zero carbon properties to investor portfolios and traditional bank lenders
Moderator: Michael Cole, Founder and Chief Analyst, Mingtiandi
Natalie Tan, Head of Institutional Capital Development, Dexus
David Warneford, Senior Managing Director and Country Head – Australia, Hines
Paul Gately, Head of Real Estate, Australia, BPEA
Speaker, Pro-Invest Group

Coffee break

Panel: “New economy” real estate – the future of the industry
- Up and coming sectors in the world right now and what else to look out for
- Is Asia becoming the future hub of emerging real estate industries?
- What should investors consider when allocating capital in alternative sectors?
Moderator: Joyce Lo, Director, Private Capital Advisory, Lazard
Tjarko Edzes, Chief Capital Officer, Scape
Sanket Sinha, Executive Director, Head of Asset Management, Lighthouse Canton
Karen Tan, Head, Global Real Estate Funds, CreditEase Asset Management
Andy Tan, Director, Tenacity Group

Panel: Digital real estate – investors and operators discuss how to successfully manage data centre operations
- How APAC’s technology hubs are reshaping regional real estate
- What is the data centre of tomorrow? How are they changing in size and scope?
- Data centre architecture – how organisations back up its information and protect against natural and man-made disasters
**Moderator:** Paul Davis, Partner, Morrison and Foerster  
Carolyn Harrington, Chief Operating Officer, SpaceDC  
Rohit Nanda, Head of Asia, Principal Investments, SMBC  
Eugene Seo, Managing Director of Data Centre, CapitaLand Investment  
Rangu Salgame, Chairman and CEO, Co-Founder, Princeton Digital Group

**1240  Lunch break at House of Wei (level 3) and Asian Market Café (level 2)**

**Family Office Perspectives**

**1355  Welcome address and opening remarks**  
*Conference chair:* Valerie Mantot-Groene, Regional Managing Director APAC, Apex Group

**1400  Keynote panel: Looking ahead to 2023**  
- Discover the opportunities in global real estate: the hottest sectors & country markets  
- Find out how family offices are decarbonizing their portfolios and the role of “proptech”  
- What are the new economy/digital assets of equal value to traditional real estate? Making sense of everything from NFTs to metaverse land  
*Moderator:* Marta Drummond, Principal, Strategic Consultant  
Kok-Chye Ong, Managing Director & Head of Data Centre, Gaw Capital  
Will Adams, Chief Investment Officer, Blackneck Advisors  
Kirill Zavadov, Co-Head of European Real Estate, PIMCO

**1440  Panel: Joint ventures, co-investments and working with other family offices**  
- Motivations and strategies of wealth owners and UHNWIs  
- What do families look for when they invest? What constitutes a good investment partner?  
- Outsourcing and managing your involvement in the business  
*Moderator:* Christie Ou, Senior Reporter, PERE  
Cheong Wing Kiat, Executive Director, Business Concept Pte Ltd  
Florence Koh, Principal & Founder, A. Shepard Steward & Koh Pte Ltd  
Rebekah Woo, CEO & Chief Investment Officer, Pioneer Generation Group of Companies

**1520  Coffee break**

**1545  Fireside chat: Tenant vs. landlords – rethinking offices**  
- How do you tackle the 2022 issues like lack of occupancy?  

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• Is flexi-work and work-from-home a fad or here to stay?
• How can real estate be agile and adaptable?

Dr. Henry Chin, Global Head of Investor Thought Leadership & Head of Research APAC, CBRE

Interviewer: Evelyn Lee, Editor, PERE

1620  **Roundtable: Succession & success**
• How to reconcile modern day values with family legacy?
• How to tackle family feuds in succession planning?
• Understanding Gen Z and their life philosophy

*Facilitator:* Dr. Annie Koh, Professor Emeritus of Finance (Practice), Senior Advisor, Business Families Institute, **Singapore Management University**

1700  **Closing remarks and end of conference**