PERE

America Summit
New York 2022

PERE America Summit
15 – 16 November 2022 | New York

The **PERE America Summit**, exclusive to members of the PERE Global Passport, brings you closer to global markets and investors.

Join us to connect with top tier institutional investors, fund and asset managers, developers, and strategic partners to gain strategic insights from the world's top players in private real estate.

Delve into business-critical issues including how to navigate the macro-economic trends driving inflation, the growing attention to ESG across real estate, global market opportunities, alternative asset classes and more, delivered by an expert faculty of 70+ leading investor and fund manager speakers.

Network with over 300 leading investors and fund managers with past attendees including KKR, Blackstone, QuadReal, DWS, Ivanhoe Cambridge, Union Investment Real Estate, MassMutual and more as you build stronger relationships with global peers and maximize your exposure to the biggest opportunities.

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Monday 14 November 2022

PM **Grand Opening Cocktails**

Tuesday 15 November 2022 – Investor Strategy Day

0845 **Investor-Only Strategy Workshop: Building for Long Term Growth (invitation only)**

A closed-door session, under Chatham House Rule, exclusively for investors within the PERE Global Passport to discuss the opportunities and challenges they face in the market today. The PERE team will present data from our research to support the conversation.

- How has the industry adapted to the challenges in 2022?
- What are the key opportunities in the global real estate investment market?
- How do you adapt your investment strategy in a volatile environment?

Co-moderator: Bill Schwab, Executive Chairman, **LCI Investments**
Co-moderator: Ken Munkacy, Senior Managing Director, **Kingbird Investment Management**

0845 **Registration and networking**

0930 **Opening remarks, welcome from PERE**

0945 **Opening Keynote Panel: Adapting strategic decisions to the rapid pace of macro-economic change**

- How have inflation, interest rate rises and more affected the global investment landscape in the last year?
- Discover how to align your global investment strategy in increasingly volatile a market
- What are the macroeconomic trends influencing real estate investment in the next 10 years?

1030 **Keynote investor panel: what do investors care about?**

- What keeps investors up at night? How do these fears impact partnerships with GPs?
- How do investors select their fund managers? What fund manager skillsets and capabilities are becoming more necessary for partnerships to form?
- How can fund managers succeed more at the pitching table?

Steve Hason, Managing Director, Head of Americas Real Assets, **APG**

1115 **Coffee and Networking**

1145 **Keynote Panel: navigating a turbulent market: leading fund manager strategies**

- What sectors and regions are leading fund managers looking to for increased returns for their investors in the next 10 years?
- Hear from a cross-section of fund managers who have exposure to core through to opportunistic and understand what opportunities and risks they see in the next decade
- How are leading funds adapting to meet the demands of investors regarding increased liquidity, ESG targets and exposure to growing sectors such as life sciences, data centers and more?

Moderator: Kelly Ryan, Partner, **Kirkland & Ellis**
Amy Price, President, **BentallGreenOak**
Don Mullen, Founder and CEO, **Pretium**
Mark Van Zandt, Managing Director, Real Estate, **King Street**

1230 **Investor insights: Domestic market outlook: Has the storm of inflation passed?**

- What are the regional investors' views on the market currently? How are they navigating rising inflation, increased interest rates by The Federal Reserve, geopolitical turmoil, and other stresses?
- What impact will globalization have on the North American real estate investment landscape and is it here to stay?
- What are the opportunities in the region from core to opportunistic that investors can gain exposure to in the next decade? How are the traditional sectors faring in amongst all of this?

Sean Bannon, Managing Director, Head of US Real Estate, **Zurich Alternative Asset Management**

1315 **Networking lunch**

1430 **Global investor insights: How do overseas investors view the North American market?**

- How do investors in Asia and Europe view the North American market in the current economic environment?
- How will deglobalization impact investment from Asia and Europe?
- What sectors are foreign investors looking to gain exposure to? Where is the capital coming from? How are they viewing traditional sectors like retail and office?

1500 **Global market opportunities: position your portfolio for decades to come**

- What are the opportunities for North American investors to gain exposure to in Europe and Asia in the coming decade?
- How should North American investors approach deals in these regions? How do they differ in the regulatory landscape, environmental and social investment standards, and culture?

- What sort of partners do you need in these regions?

Daniel McHugh, Chief Investment Officer, Real Assets, **AVIVA Investors**

1545 **Coffee and Networking**

1615 **Deep dive: Creating a long-term ESG-focused investment portfolio**

- How do investors navigate the complexities of going green? How can investors turn their net-zero commitment into a reality *and* see returns?
- How do investors measure the social impact of their investments? How do their strategies differ when approaching investments in affordable housing, shelters and more?
- What are the risks in not complying with increasing ESG demands and upcoming legislation globally?

Moderator: Mary Beth Houlihan, ESG & Impact Partner, **Kirkland & Ellis**
Pamela Thomas, Managing Director, US Real Estate Investments, **CPP Investments**

1650 **Closing keynote: Fireside chat**

- Understand evolving investor approaches and where they are targeting returns in the coming decade
- Understand what sectors, geographies and strategies are resonating most with leading North American investors
- What are the most pressing challenges facing investors in the real estate investment market in the next decade?

Moderator: Peter Benson, Senior Reporter, **PERE**

Bob Morse, Executive Chairman, **Bridge Investment Group Holdings**

1715 **Networking Cocktails & Members-Only '*Evening with PERE Editors*'**

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Wednesday 16 November 2022 – Main Conference

0800 **Invite only investor breakfast briefing**

Start the day with an insightful investor briefing, reviewing the hottest topics discussed so far and what is to come.

0815 **Registration and networking**

0900 **Opening keynote: PERE's Big Themes**

Join PERE's editorial team as they review the biggest themes from the last 6 months, reflecting on macroeconomic, geopolitical, and industry-specific happenings.

0910 **Keynote Fireside Chat: Showcasing Global Expertise**

- Hear from Michael Turner, President at Oxford Properties Group, a leading global real estate investor, asset manager and business builder managing approximately C$70 billion of assets across 4 continents
- Get the key takeaways from Oxford's recent activities including acquisitions in logistics, investment in world-class biomedical research facilities and more
- Understand what drove Oxford to diversify in the past decade from an 88% concentration in Canada in 2010 to a 70% international footprint in 2021 that covers nearly all property types

Moderator: Peter Benson, Senior Reporter, **PERE**
Michael Turner, President, **Oxford Properties Group**

0930 **Creating increased value through asset operations strategies**

- Understand what asset operations expectations investors have of fund managers today
- How are fund managers approaching asset operations? What strategies should they employ?
- Do strategies that give managers total control of asset operations lead to higher returns and satisfied tenants?

1000 **Scaling for the next phase of growth**

- Understand how to better collect and analyze data to inform better investment decisions
- What tools do you need to better collect, manage, and utilize data?
- How have firms been trying to solve today's data problems and the outcomes?

Tim Buchner, Chief Operations Officer, **State Street**

1030 **Networking and Coffee**

1100 **Commercial real estate pricing: identifying risks & opportunities in a distressed market**

- What are you seeing in the marketplace in terms of pricing of CRE deals?
- Inflation is at higher levels than we have seen in decades. How will this affect CRE deals?
- Which markets are hottest for CRE deals right now?
- Are there any signals about a possible recession and what does that do to the CRE market?

Brent Maier, Real Estate Valuation Partner, **Baker Tilly**
Mike Kamienski, Partner and National Real Estate Practice Leader, **Baker Tilly**

1130 **Lending without a playbook - how macro events are hitting CRE lenders**

- How are lenders navigating historical inflation and rising interest rates?
- What kinds of loans are getting funded and why? Which sectors are proving most resilient?
- Which lenders have the most capacity and why? How are rising rates affecting factors like warehouse lines?
- Why is the US commercial real estate lending market better positioned for volatility than prior to the GFC?
- What has driven the greater discipline being seen throughout the US lending markets?

Moderator: Samantha Rowan, Editor, **Real Estate Capital USA**
Simon Uiterwijk**,** Head of Commercial Real Estate Debt, US, **NN Investment Partners**

This panel is supported by PERE's colleagues at Real Estate Capital USA.

1200 **Networking Lunch**

During the lunchbreak the conference will split into 2 tracks run side-by-side. The main conference room will be split into 2 and signs will clearly indicate which room serves what topic.

Responsible Real Estate Track

1315 **Case studies in sustainability - How do you satisfy requirements and deliver returns?**

- What are the success stories where ESG performance led to higher valuations or yields?
- How are managers measuring & reporting the environmental impact of their assets to satisfy their investors net-zero goals?
- What are investors doing to encourage their development and operational partners to drive more sustainability?

1345 **Changing strategies to meet impact investment goals**

- How do you fulfil investors' demands for social impact whilst increasing financial returns?

- How do investors measure the social impact from their investments? Does this change their investment strategy?
- How do investors structure their capital vehicles to ensure impact goals are met? How long do they think about holding onto an asset to generate social impact?

1415 **Building diverse teams in real estate investing: the road ahead**

- Demands from investor partners, colleagues and societal movements are increasing pressure on firms to ensure that their teams are diverse and foster equality & inclusion
- Understand how industry leaders have built diverse teams and what steps they took to achieve this
- Consider how changing work cultures, updating parental leave policies, scrutinising pay structures, reinventing the hiring process & more will enable you to recruit and retain diverse talent

Margaret McKnight, Partner, **Stepstone Group**

1445 **Riding the green lending wave**

- What does it mean to be a green lender or borrower?
- Why are more lenders and borrowers now implementing and executing green lending strategies?
- The number of green lending strategies is rising, including the use of green bonds, C-PACE, GSE-sponsored programs - what's next?
- How important is lending to meeting a lender or borrower's broader ESG goals?

Moderator: Samantha Rowan, Editor, **Real Estate Capital USA**

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Sectors Track

1315 **Has logistics peaked or will deglobalisation drive further growth?**

- What are the needs of logistics occupiers as the impact of the COVID-19 pandemic subsides?
- How are companies reconfiguring their supply chains and what impact will this have on their needs for logistics space?
- Understand the opportunities for investors such as deglobalization, which is driving governments to repatriate supply chains and industrial capabilities
- How are investors looking to future-proof their industrial and logistics assets?

1345 **Reimagining the office – investing in a service vs an asset**

- With working from home still the norm for many companies, how can investors re-invent this established sector?
- What markets worldwide are seeing an uptick in the need for office spaces & to what extent is office now a service?
- How is ESG being included in office investment & development strategies? What are the main demands of investors?

Tripp Gantt, Chief Executive Officer, **Manulife US REIT**

1415 **Sector insights: How will rising interest rates impact the multifamily residential sector?**

- With interest rates rising globally to combat inflation, how will this impact the multifamily sector?
- Which regions and countries are seeing the highest rent growth and migration considering the aftermath of the pandemic driven exodus from expensive urban centers?
- Understand how the strong rent growth potential of the multifamily residential asset class can be an effective way to offset losses due to inflation

1445 **How scalable is the life sciences sector?**

- Understand what opportunities investors can realize with a rising asset class such as life sciences. Is it too late for new investors to break into the sector?
- Case study: How scalable is the sector and what strategies can developers employ to maximize returns?
- What countries offer opportunities for investment and development in the coming decade?

Christie Chen, Director of Investments, **Oxford Properties Group**

1515 **Riding the wave: leveraging opportunities in emerging sectors**

- What emerging asset types are investors looking to gain exposure to?
- What are the potential risks and opportunities associated with sectors such as data centers, content creation, healthcare and more?
- Is hospitality bouncing back? How are investors and fund managers viewing this sector?

1545 **Conference close**