PERE

America Summit
New York 2022

PERE America Summit
15 – 16 November 2022 | Convene at 151 W 42nd Street New York

Secure allocations. Build relationships. Find investments

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.

Agenda overview

Date	Themes	
15th November	Main conference	
16th November	Main conference	
16th November	Responsible Real Estate Track	Sectors Track

For program information:
Ben Moss
ben.m@peimedia.com

For sponsorship opportunities:
Nick Hayes
nick.h@peimedia.com

For registration queries:
Customer Services
customerservices@peimedia.com

PEI

perenews.com/america-summit/

PERE

America Summit
New York 2022

Lead Sponsor

HARRISON STREET
Making an Impact.

Sponsors

akd benelux lawyers | alterDomus* | bakertilly | Cain International

Clifford Chance | Conservice | Crow Holdings | Egan-Jones Ratings Company

King Street | Kirkland & Ellis | MSCI | Royalton Partners

Schulte Roth & Zabel | SS&C | State Street | Wafra

Supporting association

GRESB

Affiliate publication

Real Estate Capital USA

For program information:
Ben Moss
ben.m@peimedia.com

For sponsorship opportunities:
Nick Hayes
nick.h@peimedia.com

For registration queries:
Customer Services
customerservices@peimedia.com

perenews.com/america-summit/

PEI

Tuesday 15 November 2022

Conference Chairperson: Sean Egan, President, **Egan-Jones Rating Company**

0800 **Registration and networking**

0815 **Investor Strategy Workshop: Building for Long Term Growth (invitation only)**

- 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**

Location: Hudson Meeting Room

0915 **Opening remarks, welcome from PERE**

Ben Moss, Senior Conference Producer, **PERE**

0930 **Are we there yet? When will the recession arrive, and how long will it last?**

- The global economy has run into serious headwinds: geopolitics, end of cycle, inflation, interest rates
- Real estate seems to be leading the way into recession
- Yet there is economic resilience, and the prospect of only a moderate downturn
- Richard Barkham will discuss the obvious and less obvious forces acting on the global economy and the outlook for the next 18 months

Dr. Richard Barkham, Global Chief Economist, Global Head of Research, Head of Americas Research, **CBRE**

1000 **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 an increasingly volatile market
- What are the macroeconomic trends influencing real estate investment in the next 10 years?

Moderator: Evelyn Lee, Editor, **PERE**
Christopher Merrill, Co-founder, Chairman and CEO, **Harrison Street**
Aaron Jodka, Director of U.S. Capital Markets, **Colliers**
Dr. Richard Barkham, Global Chief Economist, Global Head of Research, Head of Americas Research, **CBRE**

1045 **Coffee and Networking**

1115 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**
Frank Garcia, Managing Director, Head of Portfolio Management, **Pretium**
Mark Van Zandt, Managing Director, Real Estate, **King Street Capital Management**
Roger Morales, Partner and Americas Head of Real Estate Acquisitions, **KKR**
Nicole Sermier, Executive Managing Director and Head of Residential Investments, **Sculptor Real Estate**

1200 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?

Moderator: Matt Rosenfeld, Head of US Debt, **Cain International**
Sean Bannon, Managing Director, Head of US Real Estate, **Zurich Alternative Asset Management**
Troy March, Director of Real Estate, **North Carolina State Treasury**
Mark Williams, Associate, Research & Strategy, **QuadReal Property Group**
Bert van den Hoek, Senior Portfolio Manager, North America, **Bouwinvest**

1245 Networking lunch

1400 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?

Moderator: Jonathan Bray, Partner, **Clifford Chance**
Mark Green, Chief Investment Officer, **Cottonwood Group**
Emanuele Dubini, CEO, **DeA Capital Real Estate France**

1445 **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?

Moderator: Amy Pearce, Managing Director, **SS&C Technologies**
Daniel McHugh, Chief Investment Officer, Real Assets, **AVIVA Investors**
Lauren Hochfelder, Co-CEO & Head of MSREI Americas, **Morgan Stanley Real Estate Investing**
Sophie van Oosterom, Global Head of Real Estate, **Schroders Capital**

1530 **Coffee and Networking**

1600 **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?
- How are the ever-increasing ESG demands and legislation globally affecting your ESG strategy and your portfolios?

Moderator: Mary Beth Houlihan, ESG & Impact Partner, **Kirkland & Ellis**
Pamela Thomas, Managing Director, US Real Estate Investments, **CPP Investments Board**
Jessica Long, Senior Director, Head of Sustainability, Americas, **Nuveen**
Baylor Daggmill, Managing Director, ESG and Investor Relations, **Deutsche Finance America LLC**

1645 **Raising money from EU LPs. What North America PERE managers need to know about AIFMD**

Moderator: Joseph Smith, Partner, **Schulte, Roth & Zabel**
Nigel Williams, Chairman, **Royalton Partners**
Jevgeniy Nesch (Jev), Investment Funds Partner, **AKD Luxembourg**

1730 **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**

1800-1900 **Networking Cocktails**

Wednesday 16 November 2022 – Main Conference

Conference Chairperson: Sean Egan, President, **Egan-Jones Rating Company**

0800 **Invite-only investor breakfast briefing**

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.

- Analysis on key trends in the global private real estate fundraising space
- A deep dive into the North American fundraising market
- Exclusive insight into investor perspectives on the 2023 private real estate market

Daniel Rodriguez, Head of Research, **PERE**

Location: Hudson Meeting Room

0815 **Registration and networking**

0900 **Opening Keynote: Private real estate in numbers**

- Analysis on key trends in the global private real estate fundraising space
- A deep-dive into the North American fundraising market
- Exclusive insight into investor perspectives on the 2023 private real estate market

Kevin Gordon, Research Manager, Americas, **PERE**

0910 **Keynote fireside chat: showcasing global expertise**

- Hear from Michael Turner, President of Oxford Properties Group, a leading global real estate investor, asset manager and business builder about their journey to managing approximately C$80 billion of assets across four continents, and how it retooled its portfolio, group of businesses and thematic investing approach.
- Get the takeaways on how markets evolved in 2022 and his perspectives on what to look out for in 2023
- Learn why partnerships matter to Oxford and why they pair up with both capital and operating partners

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?

Moderator: Michael Dombai, Managing Director, **Alter Domus**
Emanuele Dubini, CEO, **DeA Capital Real Estate France**
Stephanie Bensimon, Head of Real Estate, **Ardian**

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?

Moderator: Tim Buchner, Chief Operations Officer, **Mercatus, a State Street Company**
Kyle Mitts, Managing Director, **Pretium**
Jonathan Balkin, Co-founder and Executive Director, **Lionpoint Group**
Daniel McHugh, Chief Investment Officer, Real Assets, **AVIVA Investors**

1030 **Networking and Coffee**

PERE

America Summit
New York 2022

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?

Moderator: Brent Maier, Real Estate Valuation Partner, **Baker Tilly**
Mike Kamienski, Partner and National Real Estate Practice Leader, **Baker Tilly**
Paul Gillen, Managing Director, **Hodges Ward Elliot**

1130 **Investing without a playbook - how macro-economic, geopolitical events are slowing down the market**

- How are sponsors identifying and executing on deals at a time of historical inflation and rising interest rates?
- What kinds of deals are getting done and why? Which sectors are proving most resilient?
- Is financing available? Which lenders have the most capacity and why?
- Are institutional investors still moving ahead with commitments to the sector?
- How are sponsors thinking past today's volatility and for the longer term?

Moderator: Samantha Rowan, Editor, **Real Estate Capital USA**
Simon Uiterwijk**,** Head of Commercial Real Estate Debt, US, **NN Investment Partners**
Ted Fowler, Managing Director, **Prospect Capital Management**

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 – Hudson room

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?

Moderator: Helee Lev, Chief Revenue Officer, ESG, **Conservice**

Stephanie Barr, Vice President, ESG Impact, **Harrison Street**
Dan Winters, Senior Director, **GRESB**
Dan Egan, Managing Director ESG Americas Real Estate, **Blackstone**

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?

Moderator: Paul Rabinovitch, CEO, **Terracycle Investments**
Jamie Cooper, Portfolio Manager, Dream Impact Fund, **Dream Unlimited**
Christina Leijonhufvud, CEO, **BlueMark** & Managing Partner, **Tideline**

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 equity & 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

Moderator: Margaret McKnight, Partner, **Stepstone Group**
Dionna Johnson Sallis, Director of Diversity Equity & Inclusion, **Ferguson Partners**
Stephanie Biernbaum, Chief People Officer, **Hines**

1445 **Track finishes, sectors track continues until 1515**

PERE
America Summit
New York 2022

Sectors Track – The Bryant room

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?

Moderator: Nancy Lashine, Managing Partner, **Park Madison Partners**
Pratik Patel, Managing Director, **Wafra**
Christina Chan, Associate Vice President of Asset Management, **Realterm**
Michael Neuman, Head, Industrial, United States and Latin America, **Ivanhoe Cambridge**
Ed Lerum, Head of Global Logistics Real Estate, **Norges Bank**

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?

Moderator: Bill Schwab, Executive Chairman, **LCI Investments**
Tripp Gantt, Chief Executive Officer, **Manulife US REIT**
Eric Poretsky, Head of US Real Estate Equity, **Cain International**

1415 **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?

Moderator: Daniel Drabkin, Partner, **Clifford Chance**
Christie Chen, Director of Investments, **Oxford Properties Group**

1445 **Fireside chat: 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?

Moderator: Peter Benson, Senior Reporter, **PERE**
Adel Alderbas, Chief Investment Officer, **Wafra**

1515 **Conference close**