

PERE
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Asia Summit



PERE Asia Summit 2024

26-29 February 2024 | Shangri-La Singapore

PERE Asia Summit 2024 is **Asia's #1 real estate investing conference**. Now in its 17th year of connecting Asia's largest investors to the world's top fund managers, the Summit boasts 600+ attendees every year and continues to attract the brightest minds in the industry.

In face of the looming "Maturity Wall" approaching \$2 trillion in global debt and scheduled geopolitical change as half the world's population goes to the polls in 2024, learn from thought leaders about how you can implement risk mitigation strategies to position your portfolio for survival, and potentially growth. Don't miss the chance to join the best networking opportunity in private real estate.

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26 February 2024, Monday – Event Launch

15:00 PERE Women's Network High Tea (open to women only, RSVP required)

Venue: The Rose Veranda, Shangri-La Singapore

Get a headstart on your networking with this delicious opportunity to connect with women of the industry. Expand your network and compare your portfolios over some tea and scones.

19:00 Grand Opening Cocktails (open to all, RSVP required)

Venue: Garden Terrace & Banyan Deck, Level 1, Garden Wing, Shangri-La Singapore

Join us for the Grand Opening Cocktails on the eve of our 3-day conference! This soirée sets the stage for connections, excitement, and anticipation before the main event. Network, enjoy cocktails, and gear up for a vibrant conference experience. Establish connections that go beyond business cards.

27 February 2024, Tuesday

08:30 Registration and coffee

09:00 Investor Breakfast Briefing; Off-the-Record (open to institutional investors only, RSVP required)

Venue: Acacia, Tower Ballroom, Level 1, Shangri-La Singapore

Join the most active institutional investors from around the world for a closed door, off-the-record discussion that will empower your investment decisions. Gain valuable insights into the latest market trends, find out what your peers are investing in, and discover co-investment opportunities.

10:00 Welcome & Opening remarks

Speaker: Adam Smallman, Director of Membership Programs, **PEI Group**

Conference Chair: Valérie Mantot – Groene, Regional Managing Director, **Apex Group Ltd**

10:05 View from the Commentary Box – PERE Editor reflects on 2023, the big ideas shaping real estate, and how the asset class is evolving.

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Speaker: Christie Ou, Senior Reporter, **PERE**

10:10 **Keynote Address: The Interest Rate Spike is Over. What Now for Global Real Estate?**

Keynote Speaker:

François Trausch, CEO & CIO, **PIMCO Prime Real Estate**

Under Francois Trausch' leadership, PIMCO Prime Real Estate (formerly Allianz Real Estate) has become one of the biggest real estate investors, sitting at number 2 in PERE's GI 100 ranking with a \$66.8 billion allocation to the asset class in 2023.

In his keynote, Trausch will share his view on how the market has changed from last year when there was a steep climb in interest rates with the private real estate industry experiencing significant credit shortfalls.

Moderated by: Christie Ou, Senior Reporter, **PERE**

10:45 **Keynote C-suite Panel: Staying alive 'till 25: Survival essentials**

- How do you tackle the 2 trillion-dollar wall of global real estate debt? The implications on borrowing and lending
- What are your top strategic priorities considering the prevailing industry trends and scheduled geopolitical change as 4 billion people hit the polls in 2024?
- Are there opportunities to be found within the most profound shifts witnessed in global real estate?

Speakers:

Benjamin Lee, Co-founder and Managing Partner, **Phoenix Property Investors**

George Hongchoy, Chief Executive Officer, **Link REIT**

Jae Yeon Kim, Global Chief Investment Officer, **Samsung SRA Asset Management**

Joseph Gagnon, Partner, **Rava Partners**

Michelle Ling, Chief Executive Officer, Private Capital Management, **Mapletree**

Moderated by: Evelyn Lee, Editor, **PERE**

11:20 **Keynote Investor Panel: What is keeping the world's largest asset owners awake at night?**

- What macroeconomic factors and global trends are influencing the investment strategies of asset owners in the "PERE Global Investor 100"?
- What regions and asset classes are seen as particularly promising for growth and returns in 2024 and beyond?



- What broader societal factors are influencing the investment priorities of asset owners as they look to the future?

Speakers:

Alberto Agazzi, CEO & General Manager, **Generali Real Estate**

Ashish Goyal, Executive Vice President and Head of Asia-Pacific, **OMERS**

Goh Chin Kiong, Deputy Chief Investment Officer, Real Estate, **GIC**

Navid Chamdia, Head of Real Estate, **Qatar Investment Authority**

Moderated by: Christie Ou, Senior Reporter, **PERE**

11:55 **Coffee & Networking**

12:20 **Fireside chat: Tomorrow's best real estate wasn't even called real estate 10 years ago**

Speaker:

Ryan Cotton, Partner, Head of **Bain Capital Real Estate**

Moderated by: Evelyn Lee, Editor, **PERE**

12:40 **Presentation: Public Pension & Sovereign Wealth Fund Investment in Real Estate within a fragmented world economy**

Speaker:

Nicolas J. Firzli, Director-General and Head of Research, **World Pensions Council (WPC)**

12:55 **Panel: Understanding the market trends and identifying the opportunities in American real estate**

- Assessing the current and projected market conditions for real estate investments: pricing, interest rates, and more
- Tips to survive and thrive: how can investors find financing?
- Exploring sector-by-sector and state-by-state to find the most rewarding opportunities

Speakers:

Baillie Yip, Managing Principal, **Rafi Investment (Asia) Management Limited**

Ben Brady, Partner & Portfolio Manager, **Bain Capital Real Estate**

Dori Nolan, Senior Vice President - Institutional Solutions, **Berkadia**

Mark Van Zandt, Managing Director, Co-Head of Real Estate, **King Street Capital Management**

Richard Banjo, Co-President, **Artemis Real Estate Partners**



Moderated by: Sophie Brown, Head of APAC, **Capital Assured**

13:30 **Networking Lunch**

Venue: Island Foyer, Level 1, Shangri-La Singapore

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14:30 **Fireside chat: A CIO's take on the UK real estate market**

Speaker:

James Rigg, CIO, UK Real Estate, **Columbia Threadneedle Investments**

Moderated by: Natalie Breen, Global Head of Strategic Development – Real Assets, **Apex Group Ltd.**

14:50 **Investor Panel: European investors look at Asia-Pacific for growth**

- Where does Asian real estate fit in the European investment mandate? How is allocation expected to change in the coming years?
- Sectors & countries- where do European investors see the most promising opportunities?
- How do Asia-focused funds size up to the ESG expectations of European investors, and what further needs to be done to win over European institutional investors?

Speakers:

Bill Shaw, Head of Real Estate, Asia Pacific, Investment Management, **Zurich Insurance**

Sarah Winbur, Portfolio Manager for Real Estate, **APG Asset Management Asia**

Stefan Stauber, Associate Director, Infrastructure & Real Estate, **Perpetual Investors**

Robert Koot, Director, Asia Pacific Investments, **Bouwinvest**

Moderated by: Evelyn Lee, Editor, **PERE**

15:25 **Investor Panel: What real estate trends in Asia are North American investors most excited about?**

- A look into the appetite of American institutional investors for Asian real estate, what their preferred strategies before entering a new deal
- What the continued expansion of the presence of American investors means for the Asian real estate market?
- What sort of partners and relationships are American investors seeking in the region?

Speakers:

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Alessandro Fiascaris, Head of Asia Pacific, **Oxford Properties Group**
Josephine Yip, Vice-President, Investments and Asset Management, APAC, **Ivanhoé Cambridge**
Simon Mok, Head Portfolio Manager - International Private Real Estate, **Employees Retirement System of Texas**

Moderated by: Regina Lim, Head of Research, Asia Pacific, **M&G Real Estate**

16:00 Coffee & Networking

16:30 Investor Panel: What is the investment mandate for Asian institutional investors?

- Regional cross-border investments: exploring the regional dynamics and cross-border investment trends pursued by institutional investors in unlisted real estate
- Examining the role of co-investment and partnerships in the investment mandate of the region's investors; their approaches to collaborating with other investors, joint ventures, or co-investment platforms to access deals, diversify risk, and leverage expertise
- Diving into the process of manager selection and due diligence conducted by institutional investors when choosing partners for investments and operational capabilities

Speakers:

Arief Budiman, Deputy Chief Executive Officer, **Indonesia Investment Authority**
Doohyeong Lee, Senior Portfolio Manager, Real Estate Investment Team, **National Agricultural Cooperative Federation**
Kian-Sin Toh, Head of Real Estate Investment, **AIA**
Shakir Asri, Director of Real Estate Department, **KWAP**
Yvonne Siew, Head, Real Estate Advisory & Investments, **Bank of Singapore**

Moderated by: Kerrine Koh, Managing Director, Country Head of Singapore and Southeast Asia, **Hamilton Lane**

17:10 Corporate Tenant Insights - The vision behind the most iconic offices and facilities

- What drives tenant preferences? The primary factors that influence real estate decisions for corporations, insights into how they assess property value beyond traditional metrics
- Innovations in workplace design: How are corporate tenants leveraging innovative workplace designs, technology integration, and employee-centric environments to shape their real estate strategies and enhance productivity?
- What makes collaborative partnerships successful? What are the key elements that lead to fruitful collaborations between landlords and corporate within the dynamic Asia-Pacific market?

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Anuradha Tia Banerjee, Senior Program Lead, Global Workplace Solutions, **The Coca Cola Company**

Ben Segelman, Global Head Capital Markets, Real Estate Solutions, **DHL Supply Chain**

Jan Zesach, Regional Workplace Lead, Operations / Procurement & Real Estate, APAC/China/Japan, **Novartis**

Jennifer Henderson, Global Head, Workplace Experience, **Standard Chartered Bank**

Moderated by: Chelsea Perino, Managing Director, Global Marketing & Communications, **The Executive Centre**

17:45 **Closing remarks**

17:50 **Networking Cocktails – Cocktails, Canapés, and Live Music**

Venue: Acacia, Tower Ballroom, Level 1, Shangri-La Singapore

Unwind after a busy day of conference by sipping on some refreshing cocktails and nibbling on some delicious canapés. Reflect on the day's content with your peers and enjoy the soft ambiance of jazz music from some of the best artists in Singapore.

28 February 2024, Wednesday

08:30 **Registration, Coffee & Breakfast**

09:00 **PERE Members' Breakfast Briefing** (open to PERE members only, RSVP required)

Venue: Acacia, Tower Ballroom, Level 1, Shangri-La Singapore

Presentation: Understanding investor sentiment with PERE Global Investor 100 ranking

Presenter: Ethan Koh, Head of Global Research Operations, PEI Group

The Global Investor 100 rankings offer a window into the PERE industry, showcasing the 100 most influential LPs globally and how their strategies have evolved. We will examine the current global fundraising trends with a specific in-depth focus on the Asia-Pacific region. In the world of private real estate, investor sentiment has shifted after spiking interest rates, falling valuations, shifting occupational behaviours and more stringent ESG standards.

Connect with peers from the industry over coffee and croissants. Engage in candid conversations about market trends, niche real estate sectors, and discover a world of investment possibilities outside of your existing portfolio.

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10:00 **Welcome Back & Recap of Day 1**

Conference Chair: Diana Reeves, Co-Founder & Director, **Cabot Capital Partners**

10:05 **Keynote Address: Building a Legacy - Harnessing the Power of Private Real Estate for Visionary Japanese Pension Funds**

Keynote Speaker:

Yoshisuke Kiguchi, Chief Investment Officer, **Pension Fund of Japanese Corporations**

Yoshisuke Kiguchi made headlines when he placed 90% of total assets of his pension fund (which manages several corporate pension plans), into alternatives. Considered a visionary by the industry, and one of the top pension executives in Asia, hear from him directly about how he views private equity real estate as an integral part of building a lasting legacy for investors.

Find out how he's doing it; get insight into balancing liquidity, risk diversification, and the transformative power of real estate leveraging stable income streams.

10:20 **Keynote Panel: Why you don't need to look further than Asia-Pacific**

- Market potential: what are the key factors that make the APAC region a lucrative market for investors?
- What specific opportunities does APAC offer compared to other regions? Which sectors are experiencing significant growth? Where are the dominant economic powerhouses in the region?
- Sustainability and green initiatives being undertaken in the Asia-Pacific region, how it compares to investor benchmarks.

Speakers:

Joe Kwan, Managing Partner, **Raffles Family Office**

George Agethen, Co-Head of Asia-Pacific, **Ivanhoé Cambridge**

Jemma Maddick, Fund Manager, **Dexus Healthcare Property Fund**

Hamish MacDonald, Head and CIO of APAC Real Estate Equity, **BlackRock**

Dr. Sabine Schaffer, Managing Partner & Co-founder, **Pro-invest Group**

Moderated by: Kher Sheng Lee, Managing Director, Co-Head of APAC and Deputy Global Head of Government Affairs, **AIMA**

10:55 **Coffee & Networking**

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11:25 Panel: European real estate funds ride the wave of a shifting real estate market

- A deep dive into the changes experienced in the European real estate market: a comprehensive discussion covering everything from valuations to regulations
- Prediction on how the economic and political environment will continue its ripple effect on the market
- What investment strategies are European funds utilizing in order to remain one of the most sought-after? Which are the hottest real estate sectors to invest in right now?

Speakers:

Neil Slater, CEO, **Redevco**

Tony Brown, Global Head of Real Estate, **M&G Real Estate**

Wincel Kaufmann, Global Sustainable Investing Leader, **BlackRock**

Moderated by: Albert Sugianto, Head of Sales & Relationships Management, Asia-Pacific, **Alter Domus**

12:00 Presentation: Examining the evolution of the Asian real estate market and its parallels to the European Living sector

Presenter: Alex Greaves, Head of UK and European Living, **M&G Real Estate**

12:15 Panel: Where are the most rewarding opportunities in the West?

- Probe into the past performance of the European and American markets, what investors need to be cautious of, and what's projected for the coming years?
- A summary of the latest updates in regulation & policy; analysis of what implications that has for investors
- What is new and emerging that investors should be taking note of? What are the hottest sectors, or the innovative investment strategies?

Speakers:

Joseph Vullo, Head of UK Real Estate, **Columbia Threadneedle Investments**

Kilian Toms, Managing Director, Real Estate Partners Strategy, **CBRE Investment Management**

Michael Levy, Chief Executive Officer, **Crow Holdings**

Paul Bashir, CEO, **Harrison Street Europe**

Moderated by: Jingjing Bai, Senior Advisor, **Bfinance**

12:50 Networking Lunch

13:45 Investor Panel: What do Korean investors look at when picking a fund manager?

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- How will the scale of commitments to real estate funds change in the coming years? Which subsectors are getting a commitment boost and which ones are on the chopping block?
- What are the most pressing concerns for institutional investors making allocation decisions?
- How can fund managers better cater to Korean investors and their unique requirements?

Speakers:

Doyle Kim, Managing Director, **Hana Securities**

Jiroo Eoh, Head of Alternative Investment Department, **ABL Life Insurance**

Seonghun Min, Professor, The Department of Urban Planning and Real Estate, **The University of Suwon** (Investment Committee Member, **NPS, GEPS and HUF**)

Moderated by: Kyung Paik, Head of Korea, **Shelter Rock Capital Group**

14:20 **Panel: Japanese investors compare appetite for real estate and their gameplan to tackle market uncertainty**

- How do Japanese investors foresee the scale of capital commitments to real estate funds changing?
- What are the most critical considerations influencing allocation decisions of Japanese investors?
- What funds need to understand about the Japanese business etiquette and overcoming the cultural barrier

Speakers:

Joyce Lo, Director, Private Capital Advisory, **Lazard**

Mattias Karnell, Director, **Teneo Partners Japan**

Satoshi Igarashi, Managing Director, **Shinkin Singapore Pte. Ltd.**

Moderated by: Kazuki Shiina, Senior Advisory Associate, **Aksia**

14:55 **Coffee & Networking**

15:25 **Panel: Why Indian real estate is a good opportunity for forward-thinking investors**

- Technological advancements: examining the impact of technology on the Indian real estate market, including proptech innovations, digital platforms, and data-driven investment strategies
- Market disruptions such as changing demographics, urbanization, and evolving consumer preferences; how disruptions unlock new opportunities in the Indian market



- Analyzing recent regulatory reforms and policy initiatives that have transformed the investment landscape in India, promoting transparency, ease of doing business, and investor confidence

Speakers:

Pallavi Bhargava, Senior Director, Investment and Asset Management, APAC, **Ivanhoe Cambridge**

Rahul Rai, Head - Real Estate Investment Business, **ICICI Prudential Real Estate Investments**

Vipul Roongta, Managing Director & CEO, **HDFC Capital Advisors Ltd.**

Moderated by: Lata Pillai, Sr. Managing Director & Head - Capital Markets, India, **JLL India**

16:00 **Investor Panel: What do Australian investors look for in their fund managers?**

- Investment strategy alignment: how can fund managers better align their investment strategies with the specific needs and objectives of Aussie institutional investors? Taking into consideration factors such as risk appetite, return expectations, and portfolio diversification
- Addressing the significance of clear and transparent communication between fund managers and Australasian investors
- Engaging with various stakeholders (tenants, local communities, regulatory bodies) to foster sustainable practices and enhance long-term value for Aussie investors

Speakers:

Andrew Bambrook, Head of Property, **REST Super**

Alek Misev, Head of Property, **Aware Super**

Moderated by: Prakash Kharel, Regional Head of Product - Real Assets, Asia Pacific, **Apex Group Ltd.**

16:35 **Investor Panel: How asset owners in the Middle East view Asia as an investment destination**

- What are the anticipated shifts in capital commitments to Asian real estate funds among Middle Eastern asset owners in the upcoming years?
- Key considerations and concerns that Middle Eastern investors prioritize when making allocation decisions within the real estate industry
- What steps can Asian fund managers take to improve their services and align them more effectively with the needs and preferences of investors from the Middle East?

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Aditya Bhargava, Head of Asia Pacific - Real Estate Department, **Abu Dhabi Investment Authority (ADIA)**

Abdul Rahim Ali, Asia Real Estate Director, **Qatar Investment Authority**

Diego Lopez, Founder & Managing Director, **Global SWF**

Moderated by: Hank Hsu, Co-Founder & CEO, **Forest Logistics Properties Group**

17:10 **Closing remarks, Networking Cocktails**

29 February 2024, Thursday

08:30 **Registration & Networking Breakfast**

09:30 **Welcome Back & Recap of Day 2**

Conference Chair: Navya Gambhir, Associate Partner, **Icon Global Advisory**

09:35 **Keynote presentation: AI for Investment – Capturing the power of AI for real estate returns**

Keynote Speaker:

Dr. Mohammad Rasouli, AI Expert for Investment, **Stanford University**

Dr. Mohammad Rasouli is a thought leader in AI and technology for investment. He is Stanford AI researcher, the author of "AI for Investment: A Platform Disruption", and ex-McKinsey consultant who has managed AI activation for the top 20 private equity funds in Europe.

Discover how to swiftly harness the power of true generative AI for deal sourcing and due diligence. Create an edge in your conversations with institutional investors by building automated capabilities into your fund that can rival even giants like Blackstone. You don't need a multi-million-dollar IT budget; there are practical ways to democratize AI for Investment before it is too late to enter the game.

10:00 **Panel: Why Australia remains a stronghold for the best investment opportunities in Asia**

- Outlook of the Australian real estate market, identifying emerging trends, disruptive technologies, and potential challenges. How are Aussie funds adapting their strategies in order to surpass investor expectations?
- What is Australia's competitive advantage? Innovative projects and developments, sustainable buildings, smart cities, and mixed-use developments

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- Exit strategies and flexibility in investment structures- how Aussie funds can aid investors in their liquidity management

Speakers:

Ben Hickey, Head of Real Estate, Australasia, **BlackRock**

Hugh Lu, CEO, **SIG Group**

Jason Howes, Fund Manager, **Dexus Real Estate Partnership**

Dr. Sabine Schaffer, Managing Partner & Co-founder, **Pro-invest Group**

Trent Winduss, Partner and Head of Australia, **Phoenix Property Investors**

Moderated by: Matthew Allen, Managing Director, Asia Pacific, **Perpetual**

10:35 **Coffee & Networking**

11:05 **Panel: Monitoring China's recovery and mapping out the opportunities in Chinese private real estate**

- Revitalization of Chinese real estate – a deep dive into recovery policies and its impact on the market
- Dissecting the asset class discovering which are the most lucrative sectors not to be missed
- Decoding the nuances - what should investors know about the Chinese real estate market?

Speakers:

Claire Tang, Co-Chief Investment Officer, Asia Pacific and Head of Greater China, **LaSalle Investment Management**

Craig To, Vice President, Head of Capital Raising, **VLINKER**

Hank Hsu, Co-Founder & CEO, **Forest Logistics Properties**

Humbert Pang, Managing Principal, Head of China, Co-chair of Alternative Investments, Member of Investment Committee, **Gaw Capital**

Moderated by: Robert Ciemniak, Founder and CEO, **Real Estate Foresight**

11:40 **Fireside chat: Key takeaways to confidently navigate the real estate market in Asia and beyond**

Speaker:

Goodwin Gaw, Chairman, Managing Principal, Member of Investment Committee and Co-Founder, **Gaw Capital**

Moderated by: Adam Smallman, Director of Membership Programs, **PEI Group**

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12:00 **Networking Lunch**

13:15

Interactive Workshop

Venue: Tower Ballroom, Level 1, Shangri-La Singapore

Join us for a carefully curated workshop on the hottest topics of the day led by expert facilitators. Each table will be assigned a topic for discussion, allowing you to engage in lively conversations with your tablemates for a set amount of time before moving on to a new table with a fresh topic. Providing you with a unique opportunity to connect with many different people, this format encourages a free-flowing exchange of ideas.

Credit 101; How to structure debt for financing and refinancing in 2024?

By: Rai Katimansah, Managing Director, Direct Lending & Special Situations, **SC Capital Partners**

A deep dive into the corporate tenant's mindset; Repackaging real estate as a service

By: Chelsea Perino, Managing Director, Global Marketing & Communications, **The Executive Centre**

Examining the resilience of the logistics sector; Withstanding the test of time

By: Ben Segelman, Global Head Capital Markets, Real Estate Solutions, **DHL Supply Chain**

How to use Artificial Intelligence practically in your real estate investments; Staying ahead of the curve

By: Dr. Mohammad Rasouli, AI Expert for Investment, **Stanford University**

Understanding the Korean investor; Tailor your pitch to the unique needs of Korean investors

By: Doyle Kim, Managing Director, **Hana Securities**

Unlocking growth; Navigating climate risks and seizing opportunities in real estate investment

By: Jenny Marlina, Capital Markets Account Manager, APAC ex China & Japan, **CDP**

14:45 **Closing remarks & End of PERE Asia Summit**

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