

PERE
Network

Asia Summit



PERE Asia Summit 2024

26-29 February 2024 | 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.

Join **the best networking opportunity in private real estate**, meet with Asia's most active investors and discover their appetite for investment. Debate emerging trends in global real estate; learn about the most rewarding opportunities for next few years across APAC, Europe, and America.

In face of a looming lending crisis and inflationary pressures on the global economy, don't miss the chance to learn from thought leaders how you can implement risk mitigation strategies to position your portfolio for resilience, and potentially growth, in face of uncertainty.

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26 February 2024, Monday – Event Launch

15:00 PERE Women’s Network – High Tea (invitation only)

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.

15:00 Foodie City Tour for PERE inbound travellers

Indulge your taste buds and build valuable connections; our Foodie City Tour is not just a culinary adventure; it's a unique networking opportunity tailored for inbound travellers ahead of the PERE Summit.

19:00 Grand Opening Cocktails

27 February 2024, Tuesday – Global Investor Forum

08:30 Registration and coffee

09:00 Investor Breakfast Briefing (invitation only)

Join the biggest institutional investors from around the world for a strategic discussion that will empower your investment decisions. Gain valuable insights into the latest market trends, and find out what your peers are investing in. Closed-door, off-the-record, and by invitation only.

10:00 Welcome & Opening remarks

Conference Chair:

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

10:10 Keynote speech

10:20 Presentation: What does PERE’s data reveal about the global real estate market?

- Analysing our proprietary data and its direct implications on your decision-making

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

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10:30 **C-suite Panel: Aligning your vision with the state of global real estate markets**

- What is your long-term vision for your global real estate portfolio in the coming years?
- What are your top strategic priorities considering the prevailing industry trends and evolving market dynamics?
- What are the most profound shifts recently witnessed in global real estate, and how do these transformations open up new avenues for investors?

Speakers:

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

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

11:10 **Keynote Investor Panel: Asset Owners from “PERE Global Investor 100” share their gameplan for 2024 and beyond**

- 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**

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

11:50 **Coffee & Networking**

12:10 **Investor Panel: European investors look at Asia 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**



12:45 Panel: European 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 inflation to market correction
- 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?

13:20 Fireside chat: Tomorrow's best real estate wasn't even called real estate 10 years ago – thoughts on a new era in high performance real estate

Speakers:

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

13:35 Networking Lunch

14:45 Panel: Re-examining real estate debt, is it still the favourite strategy of investors in the region?

- Assessing the current and projected market conditions for real estate debt investments: interest rates, the looming credit crunch, etc.
- Exploring the most common strategies and their respective risk-return profiles: direct lending, mezzanine financing, and loan acquisitions
- Market transparency and availability of data in the real estate debt markets, how it affects investment decision-making and risk assessment. Drilling down into regional variances

15:25 Panel: Where are the most rewarding opportunities in North America?

- Probe into the past performance of the market, 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?

15:55 Coffee & Networking

16:35 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:

Alessandro Fiascaris, Senior Vice President, Head of Investments – APAC, **Oxford Properties Group**

Josephine Yip, Senior Director Investments and Asset Management, APAC, **Ivanhoe Cambridge**

17:15 **Closing remarks**

Networking - Cocktails & Live Music

28 February 2024, Wednesday – Asian Investor Forum

08:30 **Registration and coffee**

09:00 **PERE Network Members' Breakfast Briefing**

An exclusive breakfast for open to all PERE Network members. Brush up on the latest market trends, connect with PERE members from around the world, gain insight into what your peers are investing in.

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

Conference Chair:

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

10:05 **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:

Catherine Hong, Managing Director, **Morgan Stanley**

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



10:45 Investor Panel: What is the investment mandate for Southeast & East Asia 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**

Kian-Sin Toh, Head of Real Estate Investment, **AIA Investment Management**

Yvonne Siew, Head, Real Estate Advisory & Investments, **Bank of Singapore**

11:25 Coffee & Networking

11:55 Investor Panel: How can fund managers be a good partner to investors from Australia and New Zealand?

- Investment strategy alignment: how can fund managers better align their investment strategies with the specific needs and objectives of Oceanian 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 Oceanian investors

Speakers:

Suzannah Morrison, Associate Portfolio Manager, **Aware Super**

Doug Cain, Head of Unlisted Property, **Future Fund**

12:35 Panel: The opportunities held in the land down under i.e. Australia

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



Speakers:

Richard Massey, Managing Director, Head of Real Estate ANZ, **GIC**

13:15 Networking Lunch

14:30 Keynote Speech: 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.

14:45 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?

Speakers:

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

15:25 Coffee & Networking

15:55 Investor Panel: What do Korean investors look at when picking a fund manager?

- 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**

16:35 **Investor 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:

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

17:20 **Closing remarks, Networking Cocktails**

29 February 2024, Thursday – Growth Real Estate Forum

08:30 Registration & Networking Breakfast

We are thrilled to present you with two exciting options for the final day of the PERE Asia Summit 2024. You have the opportunity to join our highly anticipated PERE Network Golf Tournament, where you can showcase your skills on the course while enjoying some friendly competition with fellow participants.

Alternatively, if golf isn't your cup of tea, we invite you to engage in our insightful panel sessions and interactive roundtables, held on-site. These sessions will provide valuable knowledge and insights from industry experts, allowing you to broaden your professional horizons. Additionally, you'll have ample time to network and connect with like-minded individuals, fostering meaningful connections and potential collaborations. Whichever option you choose, we guarantee a memorable experience filled with camaraderie and personal growth.

09:30 Welcome Back & Recap of Day 2

Conference Chair:

LN Sadani, Founder & CEO, **Lensbridge Capital**

09:40 Keynote speech: How to use Artificial Intelligence to boost your real estate portfolio?

PERE Network Golf Tournament

Looking for a unique opportunity to connect with fellow attendees outside of the conference ballroom? Join us for an exclusive Golf Tournament on Day 3 and enjoy a day of networking, fun, and friendly competition. You'll have the chance



10:00 **Panel: How Artificial Intelligence is shaping the future of the real estate industry and how proptech has become an indispensable strategy**

- How is AI transforming the real estate industry and what new opportunities are emerging for investors? Identifying promising proptech ventures and the key metrics when evaluating these companies
- A deep dive into AI applications for real estate; the most innovative AI / proptech solutions currently being developed and how they will shape the future of real estate
- What are the biggest challenges that AI / proptech startups face when entering the real estate market?

10:40 **Coffee & Networking**

11:10 **Panel: Why India's unlisted real estate is a good fit 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:

Hari Krishna, Managing Director, Head of Real Estate India, **CPP Investments**

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

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

11:50 **Interview: Winner of PERE's ESG Firm of the Year shares their journey to net-zero by 2050**

Presenter:

to showcase your skills on the green and interact with other conference-goers in a relaxed and enjoyable setting.

Our professionally designed course will challenge your abilities and provide you with a unique opportunity to demonstrate your golfing prowess. You'll also have the chance to interact with other conference-goers outside of the traditional conference setting, all while enjoying fresh air, exercise, and a relaxing atmosphere.

Please note that this Golf Tournament is **open to PERE Network members only**, so register now to secure your spot and get ready to tee off with your colleagues and peers. We look forward to seeing you on the course!

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Claire McIntyre, SVP & Global Head of Corporate Affairs, **Oxford Properties**

12:10 **Networking Lunch**

13:30 **Interactive Workshop**

Join us for a carefully curated workshop on the hottest topics of the day. 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.

This format encourages a free-flowing exchange of ideas, providing you with a unique opportunity to connect with many different people and expand your professional network.

15:00 **Closing remarks & End of PERE Asia Summit**



This is a draft agenda and is subject to change

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