

PERE
Network

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, geopolitical turmoil, and market uncertainties, 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 (pre-registration required)

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

Join us for the Grand Opening Cocktails on the eve of our 3-day conference! Open to all, 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 (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.

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10:00 **Welcome & Opening remarks**

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

10:05 **Keynote Address: A candid review of the state of global real estate & the Wall of Debt**

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

- How do you tackle the 2 trillion-dollar wall of global debt? The implications on borrowing and lending
- What are your top strategic priorities considering the prevailing industry trends and emerging geopolitical tensions?
- 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**

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

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

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

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

11:05 **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**

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11:40 Presentation: Understanding investor sentiment and global investment trends in PERE

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

In the world of PERE, investor sentiment is shifting due to rising interest rates, the approaching maturity of existing investments, and the increasing importance of ESG considerations. With these factors in play, we will examine the current global fundraising trends with a specific in-depth focus on the Asia-Pacific region.

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.

11:55 Coffee & Networking

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

Speaker:

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

12:40 Panel: Re-examining American real estate debt – Almost a trillion dollars in debt

- Assessing the current and projected market conditions for real estate debt investments: interest rates, the looming credit crunch, etc.
- How can investors find refinancing and other survival tips
- Exploring the most common strategies and their respective risk-return profiles: direct lending, mezzanine financing, and loan acquisitions

Speakers:

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

13:20 Networking Lunch

14:30 Fireside chat: A CIO's take on the real estate market and to be prepared for anything

Speaker:

James Rigg, CIO, **Columbia Threadneedle**

Moderated by: Hiti Singh, Head of EMEA - Alternatives Client Management, **Columbia Threadneedle**

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14:50 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**

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:

Alessandro Fiascaris, Head of Asia Pacific, **Oxford Properties Group**

Josephine Yip, Vice-President, Investments and Asset Management, APAC, **Ivanhoe Cambridge**

Simon Mok, Head Portfolio Manager - International Private Real Estate, **Employees Retirement System of Texas**

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**

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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?

Speakers:

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, Networking Cocktails**

28 February 2024, Wednesday

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

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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 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, CIO, APAC Real Estate, **BlackRock**

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

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11:00 **Coffee & Networking**

11:20 **Panel: European real estate debt funds ride the wave of a shifting real estate market**

- A deep dive into the changes experienced in the European real estate debt market: a comprehensive discussion covering everything from interest rates 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?

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**

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?**

- 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?

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- 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)

Song Ah Lee, Director, Alternatives Division, **Kyobo AXA Investment Managers**

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:

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 **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**

Moderated by: Diego Lopez, Founder & Managing Director, **Global SWF**

16:00 Investor Panel: How can fund managers be a good partner to investors from Australia?

- 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**

16:40 Closing remarks, Networking Cocktails

29 February 2024, Thursday

08:30 Registration & Networking Breakfast

09:30 Welcome Back & Recap of Day 2

Conference Chair: LN Sadani, Founder & CEO, **Lensbridge Capital**

09:40 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**

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

Speakers:

Ben Hickey, Director and Head of Real Estate, Australia, **Blackrock**

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

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

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

10:35 Coffee & Networking

11:00 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:

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

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

11:35 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:

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

12:10 Interview: Winner of PERE's ESG Firm of the Year shares their journey to net-zero by 2050

Speaker:

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

Moderated by: Trey Archer, Business Development Director Asia, **GRESB**

13:25 Networking Lunch

14:30 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.

- A look at valuations – What the next 12 months hold for your assets
- Credit 101; What to do when the debt collector comes knocking
- Crash course on resilient portfolios in turbulent times

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- Climate impact on real estate portfolios -Time to decarb?
- Competitive edge with AI – How to stay ahead of the curve

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

This is a draft agenda and is subject to change

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