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Network

Asia Summit



PERE Asia Summit 2024

27-29 February 2024 | Grand Hyatt 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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PEI



27 February 2024, Tuesday – Global Investor Forum

07:30 **Registration and coffee**

08:00 **PERE Women's Network – Breakfast Briefing (invitation only)**

A member's only community that brings together women professionals in the industry. Connect with real estate professionals, expand your network, and gain valuable insights with a carefully curated discussion led by a facilitator.

09:00 **Welcome & Opening remarks**

09:05 **Keynote speech**

09:20 **Presentation: What does PERE's data reveal about the global real estate market?**

- Analysing the data and its direct impact on your decision-making

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

09:30 **Keynote Panel: How do you stay ahead in a volatile real estate market? Industry leaders take a leaf from their book**

- Maintaining investor confidence and trust during market downturns in the private real estate sector
- What differentiates a successful private real estate fund in their forecasting and preparedness for uncertain market conditions
- Building an effective contingency plan: from maintaining liquidity to stress-testing your portfolio for worst-case scenarios

10:10 **Investor Panel: Asset Owners from "PERE Global Investor 100" share their gameplan for 2024**

- Which sectors 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 will the scale of commitments to real estate funds change in the coming years?

10:50 **Coffee & Networking**



11:20 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?

12:00 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 in order to remain one of the most sought-after?

12:40 Networking Lunch

14:00 Panel: What does South America have to offer to risk-averse Asian investors?

- Market overview: reviewing the region's economic, political and regulatory environments, assessing stability and pinpointing the most attractive investment hubs for risk-averse investors
- Diversification: what are the potential benefits that South America real estate can offer to Asian investors looking to expand their portfolios geographically? A risk-return analysis
- What exit strategies should risk-averse investors consider to ensure liquidity and manage potential market uncertainties in the future? What else do new investors need to know before entering the South American real estate market?

14:40 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?

15:20 Coffee & Networking



15:35 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?

16:15 Closing remarks

16:40 Cocktails & Networking

28 February 2024, Wednesday – Asian Investor Forum

07:30 Registration and coffee

08:00 Investor Breakfast Briefing (invitation only)

An exclusive breakfast for institutional investors only. Connect with investors from around the world, gain insight into what your peers are investing in. Forge new relationships with this valuable, intimate gathering.

09:30 Welcome Back & Recap of Day 1

09:35 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.

10:20 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 in APAC: 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 APAC real estate debt markets, how it affects investment decision-making and risk assessment. Drilling down into regional variances

11:00 Coffee & Networking

11:30 Investor Panel: What is the investment mandate for ASEAN institutional investors?

- Regional cross-border investments: exploring the regional dynamics and cross-border investment trends pursued by ASEAN institutional investors in the unlisted real estate
- Examining the role of co-investment and partnerships in the investment mandate of ASEAN 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 ASEAN institutional investors when choosing partners for investments and operational capabilities

12:10 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 managers adapting their strategies?
- 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

12:50 Networking Lunch

14:30 Keynote Interview

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?

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?

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

17:20 Closing remarks

17:25 Cocktails & Networking

29 February 2024, Thursday – Progressive Investing Forum

08:00 Registration and coffee

09:30 Welcome Back & Recap of Day 2

09:40 Keynote presentation: Physical risk – tackling obsolescence, deterioration, and environmental risk in real estate

10:00 Investor Panel: How can fund managers be a good partner to Aussie investors?

- 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 Aussie investors
- Engaging with various stakeholders (tenants, local communities, regulatory bodies) to foster sustainable practices and enhance long-term value for Aussie investors



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

11:50 **Presentation: Member of the UN convened Net-Zero Asset Owner Alliance shares their journey to net-zero by 2050**

12:10 **Networking Lunch**

13:30 **Keynote Interview: What net-zero real estate looks like in real life**

13:50 **Panel: How proptech is shaping the future of the real estate industry**

- How is proptech 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
- What are the biggest challenges that proptech startups face when entering the real estate market?
- Most innovative proptech solutions currently being developed and how they will shape the future of real estate

14:30 **Coffee & Networking**

15:00 **Interactive Workshop**

Join this carefully curated workshop on a hot topic, led by an experienced facilitator. Share ideas with your peers in this interactive session.

16:00 **Closing remarks**

16:05 **Cocktails & Networking**