

**PERE**  
Network

# America Forum



## PERE America Forum

13-14 November 2024 | Convene at One Liberty Plaza, New York City

The **PERE America Forum** is **North America's leading private real estate investing event**. The forum has a proven track record of bringing together leading investors, investment managers and the wider community under one roof to understand real estate investment opportunities in North America and beyond.

### Wednesday 13<sup>th</sup> November 2024 – Equity Day

08:45 **Registration and networking**

09:00 **Institutional investor breakfast briefing (invite only)**

OR

09:00 **PERE breakfast briefing (open to all)**

09:40 **Welcome address**

*A welcome from the PERE America Chairperson & wider PERE team.*

09:45 **Opening keynote (TBC)**

10:15 **Keynote C-suite panel: US market challenges and opportunities**

- How will recent US election results impact the regional real estate market?
- How optimistic are US managers and investors about the region? What are investor appetites for real estate here?
- How attractive are so-called “niche” sectors to investors in the US? Where are those opportunities?

Kim Hourihan, Chief Investment Officer, **CBRE Investment Management**

11:00 **Coffee and networking break**

For program information:

**Ben Moss**  
[ben.m@pei.group](mailto:ben.m@pei.group)

For sponsorship opportunities:

**Nick Hayes**  
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11:30 **Fund manager panel: What is the right cost of capital and where should it be deployed?**

- Regional bank failures and a subsequent retreat of traditional capital in real estate, coupled with historically low fundraising across the world has resulted in a significant funding gap
- Where will capital come from in the years to come? How will the fundraising and lending landscape look in the wake of higher interest rates and diminished real estate appetite?
- *Audience discussion:* As commercial real estate markets begin to recover, where are opportunities arising for investment?

Moderator: Kevin Ehrhart, Partner, **Kirkland & Ellis**  
Tim Newington, Managing Director, **Macritchie Group**  
Adam Berns, Chief Investment Officer, US, **GLP Capital Partners**

12:15 **Investor panel: Evaluating real estate exposure and looking ahead**

- How have investor real estate portfolio's changed given considerable market pressures on the asset class? What appetite is there for so-called "niche" sectors like data centres and others?
- Which factors will bring investors back to the table and begin looking to allocate once more?
- What does the real estate portfolio of the future look like to ensure resiliency against market factors, climate change and geopolitical turmoil?

Ankit Bhatt, Senior Managing Director, US Investments, **Oxford Properties**

1:00 **Lunch and networking break**

2:00 **Driving down operational costs through decarbonization**

- Understand how decarbonization efforts have led to reduced operational costs
- What challenges face real estate owner/operators in decarbonization?
- How can North American real estate owners learn from European counterparts?
- How are fund managers, banks and other key stakeholders financing decarbonization?

Thomas Stanchak, Managing Director, Sustainability, **Stoneweg**  
Warren Friend, Head of Strategy, **Counterpointe Sustainable Advisors**

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2:45 **Asia-Pacific, an engine for growth?**

- How do real estate portfolios differ in Asia and how do you build effective relationships with key stakeholders in this region?
- Pinpoint which asset classes offer the most value to investors in Asia
- What appetite do US investors have for the Asian markets?

3:30 **Coffee break**

4:00 **Practical implementation of AI in real estate investment**

- *Data discussion:* Understand where AI has been used to make better investment decisions and the measured results
- *Audience poll & discussion:* Where are you in your AI implementation and what are your implementation plans and challenges?
- How can you implement AI into your portfolio cost-effectively?

Moderator: Philip Reineke, Co-Founder & Chief Operating Officer, **Aix2**  
Dr Mohammad Rasouli, Professor, **Stanford University**

4:30 **Closing keynote panel: Analysing cross-border real estate allocation by global sovereign wealth funds and pension giants**

*Join us as we close the first day of the conference with a data-led conversation between leading global sovereign wealth funds and pension funds.*

Moderator: Diego Lopez, Managing Director, **Global SWF**  
Ed Lerum, Global Head of Logistics, **Norges Bank**

5:15 **Networking drinks reception**

**Thursday 14<sup>th</sup> November 2024 – PERE Credit Day**

08:45 **Registration and networking**

09:00 **PERE Credit workshop (open to all)**

OR

09:00 **Impact workshop (open to all)**

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Moderator: Ankita Narula, Vice President, **The Akshaya Patra Foundation**

09:40 **Welcome from Chairperson**

09:45 **Opening keynote address**

Jonathan Brasse, Editor-in-Chief, **PERE**  
Brian Kingston, CEO, Real Estate, **Brookfield**

10:15 **Keynote address: the real estate lending landscape**

Join a live discussion with Fortress Investment Group's Vice Chairman and Head of Commercial Real Estate Debt Tim Sloan on the lending outlook for real estate players, the challenges with filling the void left by regional bank failures and the opportunities available in distress

Samanta Rowan, Editor, **PERE Credit**  
Tim Sloan, Vice Chairman, Head of Commercial Real Estate Debt, **Fortress Investment Group**

10:45 **Coffee and networking break**

11:15 **The private real estate credit revolution**

- *Data discussion:* exclusive PERE data on real estate debt fundraising and lending in 2024
- How are alternative lenders bridging the lending gap and what is the long-term outlook for alternative lenders, are they here to stay?
- How will alternative lenders expand their platforms?

Andy Field, SVP, Investment Credit, **Oxford Properties**  
Alberto Algazzi, Head of GRE International, **Generali Real Estate**

12:00 **A regional banking crisis – how will the lending gap be filled?**

- How have the traditional lenders relationships to the industry changed?
- Who are the players who have stepped into the void created by this crisis?
- What do real estate players need to know about the ever-changing lending landscape and how it'll impact dealflow?

Hiten Samtani, Editorial Director, **The Promote**  
Alex Cabria, Director, Real Estate Finance, **SMBC Group**

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12:45 **Networking lunch**

1:45 **Fireside chat**

Moderator: Samatha Rowan, Editor, **PERE Credit**  
Jim Blakemore, Global Head of Credit, **BentallGreenOak**

2:15 **Institutional investor appetite for debt**

- What appetite do overseas investors have for debt opportunities in the US? How does real estate debt fit into investor portfolios?
- How are investors changing to meet their growing appetite for debt?
- How do you pick a debt manager and understand their track record?

3:00 **What does a debt portfolio look like today?**

- What sectors and regions are attractive to debt investors?
- Where are there opportunities in distress?
- As the market starts to recover, what will their role look like moving forward?

Prashant Raj, Managing Director, US Debt Investments, **QuadReal**  
Lee Levy, Head of Real Estate Debt, **Kayne Anderson**  
Liza Crawford, Portfolio Manager, **TCW**

3:45 **Conference close**

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