

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**

Conference Chairperson: Natalie Paladitcheff

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

Join your investor peers to examine real estate as part of a wider portfolio, key real estate trends and the opportunities facing investors as we move into 2025. Share challenges with your peers in an off-the-record environment.

#### 09:40 **Welcome address**

*A welcome from the PERE America Chairperson*

#### 09:45 **Opening keynote**

#### 10:15 **Keynote panel: private real estate in a year of geopolitical and macroeconomic change**

- How are private real estate markets reacting to a world impacted by multiple elections?
- How optimistic are US managers and investors? What does that mean for equity commitments?
- What are the driving indicators affecting private real estate strategic decisions?

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

Jamie Weber, Head of Americas, **QuadReal**

Broderick Storie, Co-Head of Real Assets, **PAG**

Chris Green, Founder and CEO, **GreenPoint Partners**

Nael Mustafa, CEO, **GFH Partners**

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**Ben Moss**

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11:00 **Coffee and networking break**

11:30 **Manager panel: Which risk-return profiles will be most effective in the current market?**

- Given interest rates are coming down, what are the implications for private real estate's various risk-return profiles? What does appetite look like for private real estate credit?
- Who will be the most prolific investors in the current setting? How is the fundraising and lending landscape looking?
- Sector breakdown: is it still all about sheds and beds? Has retail become viable again? Is the damnation of office over? What is the right way to play data centres?

Moderator: Kevin Ehrhart, Partner, **Kirkland & Ellis**

Tim Newington, Managing Director, **Macritchie Group**

Adam Berns, Chief Investment Officer, US, **GLP Capital Partners**

Mark Fischer, Global Head of Real Estate and Co-Founder, **Qualitas**

Adam Sklar, Co-Portfolio Manager, Co-head of Real Estate, **Monarch Alternative Capital**

12:15 **Panel: Evaluating investor 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?

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

Margaret McKnight, Partner, **StepStone**

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

Ed Lerum, Global Head of Logistics, **Norges Bank**

Natalie Hong, Investment Officer, **UN Joint Staff Pension Fund**

1:00 **Lunch and networking break**

1:00 **Impact workshop (open to all)**

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

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

- Understand how decarbonization efforts have led to reduced operational costs

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- 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**

## 2:45 **Facing the mood music – what is the industry really talking about?**

Presentation by Hiten Santani, Editorial Director, *The Promote* followed by a panel.

- What is keeping private real estate professionals up at night these days?
- How is a market in the doldrums impacting sentiment within the workforce?
- What aspects about private real estate are most interesting to the younger generation?

Hiten Samtani, Editorial Director, **The Promote**

## 3:30 **Coffee break**

## 4:00 **Fireside chat: the mind behind the message**

Blackstone has made a mission of getting ahead of the narrative. Its leaders are regularly speaking on television, social media and to the press about its views on the market. Meet the woman conducting what they say.

Jonathan Brasse, Editor-in-Chief, **PERE**  
Christine Anderson, Global Head of Corporate Affairs, **Blackstone**

## 4:30 **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**

## 5:00 **Closing address: Bloomberg's Jack Sidders**

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*Jack Sidders is an award-winning senior reporter at Bloomberg News where he has been covering real estate since 2016. Prior to that he wrote for trade magazines focused on the real estate and construction industries. Over the past 14-years he has broken news on many of the highest profile property deals across Europe and beyond and published investigations and analysis examining the forces shaping the industry.*

Jack Sidders, Senior Reporter, **Bloomberg News**

5:30 **Networking drinks reception**

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

08:45 **Registration and networking**

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

Join PERE members to discuss macro real estate challenges, the changing face of real estate debt, the lending environment and more in an off-the-record discussion group.

09:40 **Welcome from Chairperson**

09:45 **Opening keynote address: The future is debt**

Join Brookfield CEO, Real Estate Brian Kingston as he discusses how regulatory changes, market dislocation and an ever-changing lending landscape led him to make a bold prediction for his business.

Samanta Rowan, Editor, **PERE Credit**  
Brian Kingston, CEO, Real Estate, **Brookfield**

10:15 **The changing face of real estate lending**

- Who are the non-traditional lenders joining the senior debt market?
- What is the opportunity they see and what are their challenges?
- What role does their equity portfolio play to inform their debt strategy?
- How have the traditional lenders relationships to the industry changed?

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

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Alex Cabria, Managing Director, Head of Real Estate Finance, **SMBC Americas**  
Jim Dunbar, Partner and Head of Real Estate Lending, **Varde**  
Michael Lavipour, Head of Lending, **Affinius Capital**

11:00 **Coffee and networking break**

11:30 **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?

Moderator: Stuart Wood, Managing Director, **Alter Domus**  
Andy Field, SVP, Investment Credit, **Oxford Properties**  
Alberto Agazzi, Head of GRE International, **Generali Real Estate**  
Stan Mullikin, Senior Managing Director, **Crow Holdings**

12:15 **Networking lunch**

1:15 **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**  
Craig Oram, Fund Manager, **LaSalle Debt Investors**  
Dan Pottorff, Managing Director, Head of Debt Investment, **Tristan Capital**

2:00 **Fireside chat**

Tim Johnson, Global Head of Blackstone Real Estate Debt Strategies, **Blackstone**

2:30 **Closing keynote fireside chat**

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

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3:00 **Conference close**

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