

7TH ANNUAL GLOBAL INSTITUTIONAL REAL ESTATE INVESTOR FORUM

December 11-12, 2019 | The Union League Club | New York

AGENDA

DAY ONE

8:00 AM | Welcome Coffee & Registration Opens

8:30 AM | Breakfast Presentation: Investment Opportunities in Spain & the Iberian Market

Presenter:

Juan Carlos Smith, Managing Partner, Eneas Alternative Investments

8:50 AM | Host's Welcome

Michelle Quilio, Head of Real Estate Investor Relations, Markets Group

8:55 AM | Keynote Panel: Global Real Estate Investing

Moderator:

Jay Neveloff, Partner, Chair, Real Estate, Kramer Levin

Panelists:

Kevin White, Global Head of Research and Strategy, DWS

Rahul Idnani, Managing Director, Global Chief Operating Officer and U.S. Head of Portfolio Management, **Nuveen Real Estate**

Jeff Giller, Head of StepStone Real Estate, **StepStone Group**

Brian Carr, Co-Founder and Managing Partner, **HighBrook Investors**

9:25 AM | Keynote Presentation: Uncorrelated Returns in a Volatile Market, with Downside Protection

Presenter:

Salman Khan, Chief Executive Officer, **Stabilis Capital Management**

9:45 AM | Panel: Institutional Overview: Examining the Role of Real Estate in an International Investment Portfolio

Moderator:

Joseph Lanzkron, Partner, **Cleary Gottlieb**

Panelists:

Paul Von Steenburg, Managing Director, **Commonfund**

Joseph Kinard, Chair, Board of Pensions, **Presbyterian Church**

Tariq Adi, Chief Investment Officer, Co-Chief Executive Officer, **Adi Capital Partners**

David Tepperman, Global Head, Capital Markets, **American Landmark**

10:15 AM | Networking Break

10:45 AM | Keynote Panel: Investing in US Real Estate

Moderator:

Dan Branch, Shareholder, **Winstead PC**

Panelists:

Chris Lee, Member, Head of Real Estate Americas, **KKR**

Robert Morse, Chairman, **Bridge Investment Group Partners**

Michael Levy, Chief Executive Officer, **Crow Holdings**

11:15 AM | Panel: Opportunity Zones & the Impact of Tax Reform on Real Estate Strategies

Moderator:

Abe Schlisselfeld, Co-Partner-in-Charge, Real Estate Group, **Marks Paneth**

Panelists:

Dean Adler, Chief Executive Officer, **Lubert-Adler Partners**

Joseph Gulant, Co-Chair, Business Department, **Blank Rome**

Jared Hutter, Principal, **Aptitude Development**

11:45 AM | Panel Discussion: Fundamental Factors in Real Estate Manager Selection

Moderator:

Kenneth Flatto, Director of Finance, Chief Financial Officer, **City of Bridgeport, CT**

Panelists:

Chris Miers, Senior Research Consultant, **NEPC**

Christiane Franck, Présidente, **Hydralis OFP**

Hester Cai, Portfolio Manager - Alternative Investment, Real Estate, **Mass Mutual**

12:15 PM | Networking Luncheon

1:15 PM | Afternoon Keynote Interview With: John Catsimatidis

Interviewer:

Jared Hutter, Principal, **Aptitude Development**

Interviewee:

John Catsimatidis, Chairman and Chief Executive Officer, **Red Apple Group**

1:35 PM | Panel Discussion: Private Debt & Special Opportunities

Moderator:

Maureen Blair, Partner, **EisnerAmper**

Panelists:

Mark Penna, Managing Partner, Co-Founder, **Emerald Creek Capital**

Stuart Boesky, Chief Executive Officer, **Pembrook Capital Management**

Matt Michalovsky, Executive Vice President, **PIMCO**

2:05 PM | Roundtable Discussions

TABLE 1: STRUCTURING FUND CO-INVESTMENTS

Hosted by:

Josh Sternoff, Partner, **Paul Hastings**

TABLE 2: UNCORRELATED RETURNS IN A VOLATILE MARKET, WITH DOWNSIDE PROTECTION

Hosted by:

Salman Khan, Chief Executive Officer, **Stabilis Capital Management**

TABLE 3: MADRID & BARCELONA: HOW TO GENERATE RETURNS IN A MATURE MARKET

Hosted by:

Juan Carlos Smith, Managing Partner, **Eneas Alternative Investments**

TABLE 4: DISTRESSED REAL ESTATE INVESTMENTS

Hosted by:

Joseph Lanzkron, Partner, **Cleary Gottlieb**

TABLE 5: URBANIZING SUBURBIA

Hosted by:

Christopher Otteau, Chief Executive Officer, **3P Equity Capital**

TABLE 6: HOW PRIVATE AND PUBLIC COMPLEMENT TO OPTIMIZE YOUR REAL ESTATE PORTFOLIO

Hosted by:

Jon Cheigh, Chief Investment Officer, Head of Global Real Estate, **Cohen & Steers**

TABLE 7: SHOW ME THE MONEY: NEW YORK CITY REAL ESTATE, WHERE IS THE CAPITAL COMING FROM?

Hosted by:

Daniel Berman, Partner, **Kramer Levin**

TABLE 8: PRIVATE DEBT & SPECIAL OPPORTUNITIES

Hosted by:

Stuart Boesky, Chief Executive Officer, **Pembrook Capital Management**

TABLE 9: OPPORTUNITIES IN CANADA

Hosted by:

Mario Paura, Partner, **Stikeman Elliott LLP**

TABLE 10: INDUSTRIAL REAL ESTATE UPDATE

Hosted by:

Alfredo Gutierrez, President, Foudner, **SparrowHawk Real Estate**

TABLE 11: INTRODUCING DLP'S NEW HOUSING FUND: \$1 BILLION EVERGREEN HYBRID REIT

Hosted by:

Don Wenner, Founder, Chief Executive Officer, **DLP Real Estate Capital**

2:35 PM | Afternoon Keynote Interview: A Holistic Approach to Real Estate Allocations: How Listed and Private Markets Can Work Together

Interviewer:

Stephen Rabinowitz, Chair of the New York Real Estate Practice, **Greenberg Traurig**

Interviewee:

Jon Cheigh, Chief Investment Officer, Head of Global Real Estate, **Cohen & Steers**

2:55 PM | Afternoon Networking Break

3:15 PM | Panel Discussion: Navigating Fund Operations & Formation Including Regulatory and Structural Considerations

Moderator:

Josh Sternoff, Partner, **Paul Hastings**

Panelists:

Yaman Shukairy, General Counsel, **TPG Real Estate Partners**

Mark Singer, Deputy General Counsel, **APG—Asset Management US**

David Palamé, Managing Director, Deputy General Counsel, **Colony Capital**

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3:45 PM | Panel Discussion: Value-Value Add and Opportunistic vs. Core and Core Plus Investments

Moderator:

Gila Cohen, Managing Director, Real Estate and Private Equity, MUFG

Panelists:

Anar Chudgar, Managing Director, Head of Income and Growth, Artemis Real Estate Partners

Christopher Otteau, Chief Executive Officer, 3P Equity Capital

Benjamin Young, Global Head of Real Estate, BlackRock

4:15 PM | Panel: Outlook for Residential

Moderator:

Eric Goldberg, Partner, Olshan Frome Wolosky

Panelists:

Jae Yoon, Chief Investment Officer, New York Life Insurance Company

Brian O'Neill, Co-Founder, LXR Holdings

Nate Kline, Chief Investment Officer, Principal, OneWall Partners

Greg Gleason, Managing Partner, Corgin Real Estate

4:45 PM | Closing Remarks

4:50 PM | Networking Cocktail Reception

5:50 PM | Close of Day One

DAY TWO

8:00 AM | Welcome Coffee & Registration Opens

9:00 AM | Host's Welcome

Michelle Quilio, Head of Real Estate Investor Relations, Markets Group

9:05 AM | Keynote Panel: Alternative Investment Outlook

Moderator:

John Napoli, Managing Partner, New York, Co-Chair, Tax, Seyfarth Shaw

Panelists:

Sonny Kalsi, President, BentallGreenOak

Sarah Schwarzschild, Managing Director, Co-Head of Metropolitan Real Estate and Global Head of Secondaries, The Carlyle Group

Edward Mehrfar, Esq., Co-founder, NRE Capital Partners

9:35 AM | Keynote Interview: Fireside Chat With: Wesley LePatner

Interviewer:

Samantha Wallack, Vice-Chair, Real Estate Practice Group, Blank Rome LLP

Interviewee:

Wesley LePatner, Global Chief Operating Officer of the Core+, Chief Operating Officer of Blackstone Real Estate Income Trust (BREIT), Blackstone

9:55 AM | Panel Discussion: Real Estate Value Dislocation: Trying to find Non-Correlated Real Estate Investments

Moderator:

Dave Duebendorfer, President and Chief Operating Officer, Artemis Wealth Advisors

Panelists:

Eric Golubitsky, Institutional Investor Relations, Smartland

Rick Romano, Head of Global Real Estate Securities, PGIM Real Estate

Lawrence Selevan, Chief Executive Officer, Chairman, Chesterfield Faring

10:25 AM | Panel: Opportunities and Pitfalls In Investments In The Economic Opportunity Zones

Panelists:

Matthew Rappaport, Partner, Falcon Rappaport & Berkman PLLC

Alan McKnight, Chief Investment Officer, Regions Wealth Management

Michael Maturo, President, Chief Financial Officer, RXR Realty

10:55 AM | Morning Networking Break

11:10 AM | Panel Discussion: Technology, Security, & Intelligence Influence in Real Estate

Moderator:

Bob Goldbaum, Vice President Strategy, Dynamo Software

Panelists:

Jason Epstein, Regional Director of Real Estate, Sonder

Richard Jones, Director of Technology, Northwood Investors

Mike Walsh, Founding Partner, Structure Capital

Uri Zror, Co-Founder & Vice President Business Development, Reigo Investments

11:40 AM | Panel Discussion: Real Assets – Investments in Real Estate, Energy and Infrastructure

Moderator:

Francis Byrd, Managing Partner, Alchemy Strategies Partners

Panelists:

Brian Cordes, Senior Vice President, Head of Portfolio Specialists, Cohen & Steers

Peter Braffman, Managing Director, GCM Grosvenor

Scott Greenman, Director of Investment Operations, The Principia Private College

12:10 PM | Networking Roundtables

TABLE 1: MITIGATING RISK AND INCREASING RETURNS IN DIRECT PORTFOLIO LENDING

Hosted by:

Mark Penna, Managing Partner, Co-Founder, Emerald Creek Capital

TABLE 2: REAL ESTATE DEBT – IS IT REAL ESTATE OR FIXED INCOME?

Hosted by:

Edward Mehrfar, Esq., Co-founder, NRE Capital Partners

TABLE 3: MAXIMIZING THE VALUE OF REAL ESTATE ASSETS THROUGH MARKETPLACES

Hosted By:

Mike Walsh, Founding Partner, Structure Capital

TABLE 4: UNDERWRITING AND INVESTING IN REAL ESTATE LOANS USING DATA SCIENCE

Hosted By:

Uri Zror, Co-Founder & VP Business Development, Reigo Investments

TABLE 5: OPERATIONAL DUE DILIGENCE BEST PRACTICES FOR REAL ESTATE MANAGERS (GPS) AND INSTITUTIONAL INVESTORS (LPS)

Hosted By:

Bob Goldbaum, Vice President Strategy, Dynamo Software

TABLE 6: NEW RULES – FOREIGN INVESTORS IN US REAL ESTATE (CFIUS)

Hosted By:

Gordon Peery, Partner, Chair, Derivates Practice, Seyfarth Shaw

TABLE 7: DIVERSITY AND INCLUSION IN INSTITUTIONAL REAL ESTATE INVESTMENT

Hosted by:

Carmen Pagan, Of Counsel, Real Estate Practice Group, Blank Rome

Hester Cai, Portfolio Manager - Alternative Investment & Real Estate, Mass Mutual

12:40 PM | Networking Luncheon

1:40 PM | Fireside Chat: Allocating to Industrial Real Estate

Panelists:

John Baczewski, President, Founder, Real Estate Fiduciary Services

Alfredo Gutierrez, President, Founder, SparrowHawk Real Estate

2:00 PM | Panel Discussion: Allocation Plans

Moderator:

Michael Felman, President, Chief Executive Officer, MSF Capital Advisors

Panelists:

Scott Stone, Chief Investment Officer, Pentegra Defined Benefit Plan for Financial Institutions

Leslie Greis, Managing Member, Perennial Capital Advisors

Sonny Saksena, Chief Investment Officer, Managing Director, Maihar

Mary D'Souza, Managing Director, Sixiang Holding

2:30 PM | Panel Discussion: Limited Partner Roundtable

Moderator:

Alex Cabe, Investment Consultant, USI Consulting Group

Panelists:

Dan Farrell, Chairman, Chief Executive Officer, Privos Capital

Isaac Carmignani, Board Member, New York City Board of Education Retirement System

Eric Newman, Treasurer, City of Stamford

Derek Proctor, Vice President, Meketa Investment Group

3:00 PM | Markets Group Closing Address

3:05 PM | Close of Conference