



INVESTMENT MAGAZINE

# REAL ESTATE AND PRIVATE MARKETS CONFERENCE

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AGENDA

FEBRUARY 27-28, 2018

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CROWN TOWERS  
MELBOURNE, VIC

ARE PRIVATE  
MARKETS A BEACON  
IN A RADICALLY  
UNCERTAIN WORLD?



## SESSIONS AND SPEAKERS SUBJECT TO CHANGE

## TUESDAY FEBRUARY 27 | REAL ESTATE

- 12.00PM**                      **REGISTRATION AND LUNCH**
- 12.20PM**                      **WELCOME**
- **Colin Tate**, chief executive, Conexus Financial
- 12.30PM**                      **WHERE WE ARE IN THE CYCLE**
- Discuss how the Australian, European and US real-estate markets have performed over the last 12 months, the factors investors expect to influence returns over the next year, and how they have allocated their portfolios.
- SPEAKERS**
- **Indraneel Karlekar**, head of global research, Principal Real Estate Investors
  - **Kent Robbins**, head of property and infrastructure, UniSuper
- Moderator: Tim Stringer**, principal consultant, property sector research and advice, Frontier Advisors
- 1.30PM**                      **NAVIGATING THE PRIVATE DEBT MARKET**
- Post-global financial crisis regulation in the US continues to have an impact on traditional bank lending. Hear how regulation is creating structural changes to lending standards for commercial real estate debt capital in new gateway cities.
- SPEAKER**
- **David Maki**, senior managing director, Heitman
- Moderator: Alex Proimos**, conference content producer, Conexus Financial
- 2.05PM**                      **DETERMINING EXPOSURE STRATEGIES**
- The opportunities in global real estate are vast. Hear asset owners discuss how they evaluate various opportunities and invest across the risk spectrum. They'll also cover how to determine whether to access opportunities directly, via REITs, co-investment, or through primary and secondary funds.
- SPEAKERS**
- **Simon Gross**, portfolio manager, property, IOOF
  - **Megan Chan**, senior investment manager, unlisted assets and alternatives, State Super
  - **Gavin Mork**, manager, property and alternatives, QBE
- Moderator: Ken Atchison**, managing director, Atchinson Consultants
- 3.00PM**                      **AFTERNOON TEA**
- 3.30PM**                      **THE IMPACT OF CHANGES IN HOW WE LIVE, WORK AND PLAY**
- Societal changes, including an ageing population, are changing the nature of real estate. We'll discuss the market for senior housing and healthcare facilities, along with the prospects for multifamily and build-to-rent locally and internationally.
- SPEAKERS**
- **Al Rabil**, managing partner and chief executive, Kayne Anderson Real Estate Advisors
  - **Christine Phillips**, senior investment manager, property, AustralianSuper
  - **Simba Marekera**, head of research, Brightlight Impact Advisory
- Moderator: Lizzie Smith**, senior investment analyst, Willis Towers Watson



4.30PM

### THE OPPORTUNITIES DISLOCATION PRESENTS

Most asset owners are over-exposed to local real estate. We explore the opportunities beyond the world's major cities in both traditional and alternative property, and how to handle implementation and governance.

#### SPEAKERS

- **Alek Misev**, portfolio manager, property, First State Super
- **Padraig Brown**, head of real estate, Pacific markets, Mercer

**Moderator: Alex Proimos**, conference content producer, Conexus Financial

5.30PM

### CONFERENCE CLOSE

6.30PM

### OFFICIAL CONFERENCE DINNER – MELBOURNE CBD

9.30PM

### DINNER CLOSE

## WEDNESDAY FEBRUARY 28 | PRIVATE MARKETS

8.30AM

### REGISTRATION

9.00AM

### WELCOME

- **Colin Tate**, chief executive, Conexus Financial

9.10AM

### TRENDS, OBSERVATIONS AND EXPECTATIONS

Asset owners will reveal how they determine their optimal allocation to private markets by considering opportunities, return expectations, and diversification of equity risk, including duration and illiquidity.

#### SPEAKERS

- **Scott McNally**, investment manager, private markets, Sunsuper
- **Grant Harrison**, investment manager, private markets, Cbus Super

**Moderator: Suzanne Tavill**, managing director, StepStone

9.55AM

### DEALING WITH GOVERNANCE

Asset owners will open up about how they are navigating governance in the typically opaque private markets, to address trust, moral hazard, regulation, control, legacy documents and fees across investment structures.

#### SPEAKERS

- **Will MacAulay**, investment manager, unlisted assets, HESTA
- **Carl Blanchard**, head of direct investments, Accident Compensation Corporation of New Zealand
- **Bill Watson**, chief executive, First Super

**Moderator: Mark Murray**, principal, Mercer

10.45AM

### MORNING TEA



11.15AM

## ACCESS AND OPPORTUNITIES IN GLOBAL INFRASTRUCTURE

Asset owners on how they evaluate international opportunities, in light of the expanding definition of infrastructure, geopolitical factors, and the challenges of direct deals, co-investment and secondary offerings.

### SPEAKERS

- **Miriam Patterson**, head of real assets, TelstraSuper
- **Jujhar Toki**, senior investment manager, Colonial First State
- **Justin Ginnivan**, director, infrastructure and timberlands, Future Fund

**Moderator: Michael Sofer**, senior consultant, Frontier Advisors

12.15PM

## ENERGY AS ALTERNATIVE INFRASTRUCTURE

Explore two production-side investment strategies that take advantage of technological developments in renewables and liquefied natural gas to form new alternative infrastructure opportunities.

### SPEAKERS

- **Simon Ainley**, associate director, Intermediate Capital Group
- **Simon Eaves**, managing director, Capital Dynamics

**Moderator: Justin Webb**, division director, head of risk, Whitehelm Capital

1.00PM

## LUNCH

2.00PM

## THE NEW ERA FOR DIRECT LENDING

Asset owners have typically ignored the private debt market, because they lacked the expertise to assess lending risks, were limited by constraints on investing in illiquid assets or were scared off by competition from banks. But have opportunities opened up now?

### SPEAKERS

- TBC

**Moderator: Nick Kelly**, investment consultant, Willis Towers Watson

2.45PM

## PRIVATE EQUITY CO-INVESTMENTS AND INTERNAL CAPABILITIES

Asset owners are underweight private equity due to criticism of returns, illiquidity and fee concerns. Can a co-investment strategy, where managers work more closely with business owners, better align interests?

### SPEAKERS

- **Eser Keskiner**, associate partner, McKinsey & Company
- **Neil Stanford**, head of private equity, Hostplus Super

**Moderator: Alex Proimos**, conference content producer, Conexus Financial

3.30PM

## BUILDING STRATEGIC GLOBAL INVESTMENT PARTNERSHIPS

Discover how local asset owners are reassessing their private market investment and governance models to co-operate with international peers and act as both limited and general partners.

### SPEAKERS

- **Damien Webb**, head of real assets, First State Super
- **Lianne Buck**, head of direct investments and infrastructure, TCorp
- **Spiros Dettferos**, head of property, Hostplus

**Moderator: Alex Proimos**, conference content producer, Conexus Financial

4.00PM

## CONFERENCE CLOSE