

2022 Capital Raising & IR Meeting

Convene, 530 Fifth Avenue, New York, NY 10036 | December 1

THURSDAY, DECEMBER 1	
8am	Breakfast
8:50am	Welcome comments & NAREIM Capital Raising & Investor Relations committee update Chair: Scott Arden, Managing Director, Sentinel Real Estate Co-chair: Tyler Scheppmann, SVP, Investor Relations, Dermody Properties NAREIM: Sanyu Kyeyune, Head of Programming <ul style="list-style-type: none"> NAREIM Capital Raising & Investor Relations committee members will provide as context an update on initiatives underway and future plans, and the key issues to be addressed through the following peer discussions.
9am	Alternative asset allocations: Global economic outlook & sector-specific case studies Session leader: Michelle Wells, Managing Partner, Capital Raising and Investor Relations, Waterton Speakers: Kevin Fagan, Senior Director, Head of CRE Economic Analysis, Moody's Analytics Kevin Higgins, Head of Real Estate, New Jersey Division of Investment Colin Hill, SVP, Real Estate Consultant, Meketa Investment Group <ul style="list-style-type: none"> Presentations and whole-room best practices sharing: An economist, advisor and investor will share their market observations, allocation protocols, actional strategies and what's working and what's not working when growing and scaling investments in alternative property sectors.
10:15am	Investor engagement: Data rooms and beyond! Session leader: Ben Lathrop, VP, Director of Business Development & Client Services, Bailard Speakers: Brandon Sedloff, Managing Director, SVP, Juniper Square Matt Malone, CEO, Privcap <ul style="list-style-type: none"> From online meetings, shared documents, video asset tours — the way investors conduct their due diligence, and in turn what managers house in their data rooms, has transformed. But what is expected of managers as we look to 2023 and beyond in terms of the data room? How much should you embrace video and interactive content? At what level do digital marketing materials become a competitive advantage — or disadvantage?
11am	Break
11:15am	"What's on your mind?" Live polling & group brainstorming activity Session leaders: Marty Alston, Managing Director, Brennan Investment Group Scott Arden, Managing Partner, Sentinel Real Estate <ul style="list-style-type: none"> NAREIM members' open-mic session to exchange best practices, challenges faced and lessons being learned.
12pm	Networking lunch

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THURSDAY, DECEMBER 1 <i>continued</i>	
1pm	<p>Investor outlook: What do you need from reporting and communications in 2023?</p> <p>Session leader: Pamela Yu, Director, Investor Relations & Capital Raising, Rockpoint</p> <p>Speakers: Peter Viehe-Naess, Real Estate & Infrastructure Investments, Nippon Life Global Investors Americas</p> <p>Ryo Ishida, Managing Director, Rainbow Capital Partners</p> <p>Lisa Weitzman, Managing Partner, Saugatuck Partners LLC</p> <p>Judy McMahan, Sr. Portfolio Manager—Real Estate, UPS Pension Investments</p> <p>Moderated by: Jonathan A. Schein, CEO & Executive Director, Real Estate Limited Partner Institute (RELPI)</p> <ul style="list-style-type: none">• Interview: Investors share their views on today’s market and an outlook for 2023.• Small-group activity: In groups of up to 6, investors will share with managers their approaches to evaluating performance by property type, strategy, type of manager — and lessons learned along the way.• Whole-room best practices sharing: During a whole room discussion, members also dive into key issues facing investors and investment managers, and the strategies they are developing and testing.
2:15pm	Break
2:30pm	<p>State of the market</p> <p>Speakers: Scott Arden, Managing Partner, Sentinel Real Estate</p> <p>David Hodes, Founder and Co-Managing Partner, Hodes Weill & Associates</p> <ul style="list-style-type: none">• Interview: With appetite toward more operationally intensive sectors and products increasing, what’s the outlook beyond just “bricks and sticks”?• Group discussion: During a whole-room discussion, we will dive deep into the creative strategies investors are employing across the risk spectrum, for a range of opportunities.
3:15pm	End of meeting