

VIP AMERICAS

VISIONS
INSIGHTS &
PERSPECTIVES
Institutional Real Estate, Inc.

#2018VIPAM

JANUARY 24 - 26, 2018

MONARCH BEACH RESORT

Dana Point, CA

The Education & Networking Conference for Institutional Real Estate Investors

FROM THE PUBLISHERS OF:



CO-CHAIRS:



Geoffrey Dohrmann
President & CEO
Institutional Real Estate, Inc.



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What Makes VIP Americas Different

VIP Americas is a unique event that brings together the crème de la crème of the institutional real estate industry. It acts as a bridge that provides a superb platform for institutional investors and investment advisers to have candid discussions about critical issues happening now in the industry.

SUPERB CONTENT

The content of VIP Americas is carefully tailored to the trends and information that are important to you as an industry executive. Speakers are chosen for their topic expertise, and the presentation environment is kept marketing-free so attendees receive pure content.

“VIP Americas delivers a healthy combination of informative dialogue, industry trends, and facilitated discussions between GPs and LPs. The forum has consistently provided me the opportunity to engage with the real estate community and help formulate my investment considerations for the year ahead.”



Anthony Breault
Senior Real Estate Investment
Officer
Oregon State Treasury |
Investment Division

NETWORKING

VIP Americas delivers a networking experience that not only encourages candid discussions, but also helps attendees foster relationships that go beyond the conference. The event has a strict 3:1 ratio of investment managers to investors, which limits the size and also produces a much more efficient networking experience. Managers are able to meet the right investors and investors can meet managers in a setting that is more relaxed and productive. Throughout the event, there are a number of opportunities to get to know other attendees. Whether you are discussing a crucial industry topic in a small roundtable discussion group, at a networking breakfast or on a VIP Americas planned recreational activity, you will walk away with new colleagues.

MARKETING-FREE

VIP Americas is a marketing-free environment. This means that sales pitches are not allowed in presentations. This rule is enforced and any violators will be gonged ... literally. As a result, our attendees are delivered exceptional content that helps them strategize, make better decisions and grow their businesses.



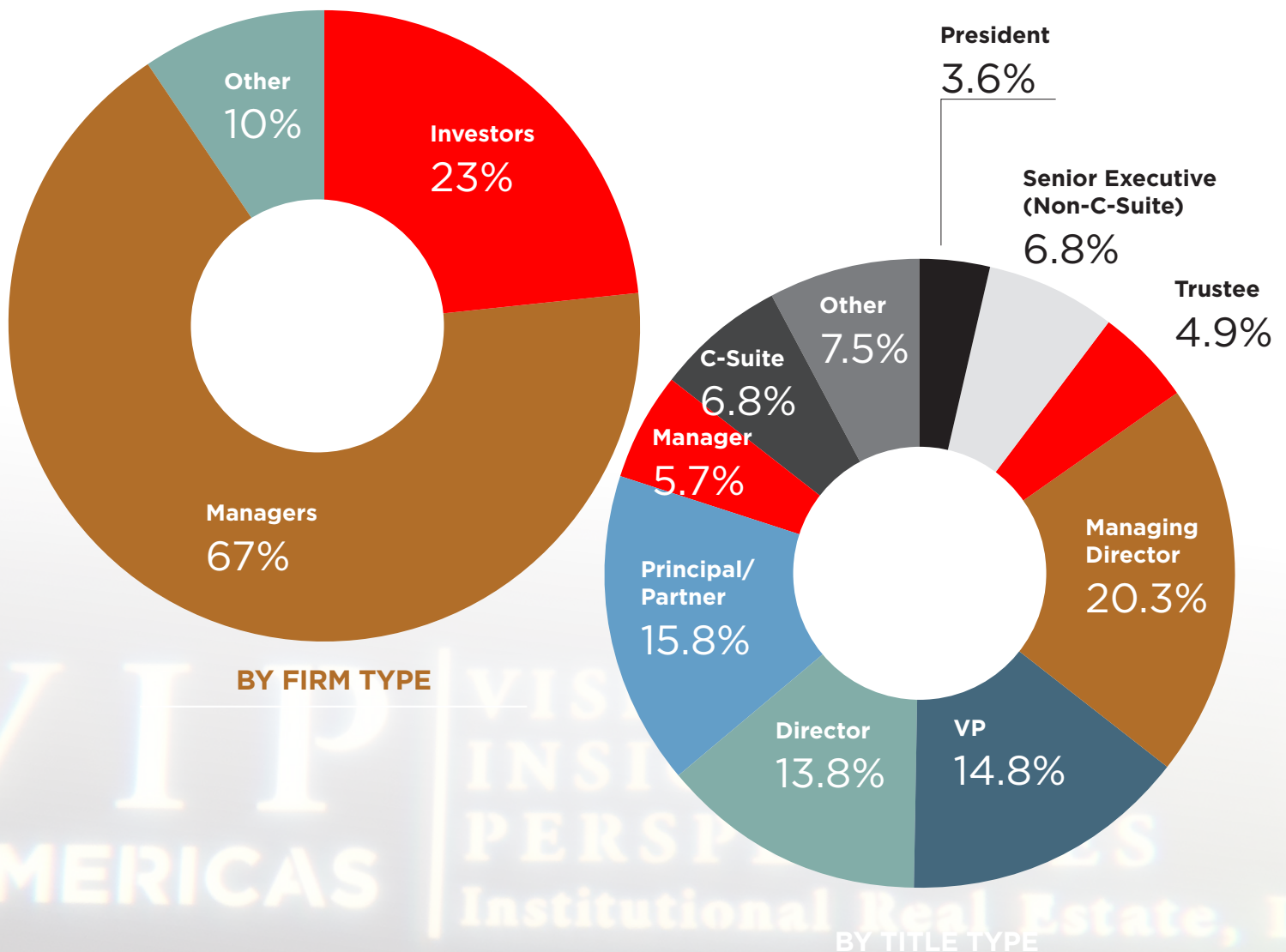
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The VIP Americas Audience

Executives involved in institutional real estate investing, including:

- Senior pension fund executives
- Foundation, endowment and Taft-Hartley officers
- Sovereign wealth fund and family office executives
- Key trustees and consultants
- Leading investment advisers and placement agents
- Real estate lenders
- Others involved in real estate allocation decision making

Audience Profile:



* Data based on 2017 attendee roster.

Agenda

The theme for 2018 VIP Americas is “Finding and Examining Value Creation in a Low Return World Amidst Technology Shifts.” Please refer to agenda below to see how this theme is incorporated into the sessions.

Wednesday, January 24, 2018

7:30 a.m. Networking Breakfast Buffet

8:30 a.m. Welcome and Opening Remarks

*, President & CEO, Institutional Real Estate, Inc.
, SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.
, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*

9:00 a.m. A Global Perspective: The World As Our Readers See It

, President & CEO of Institutional Real Estate, Inc., will share key themes and insights from our global editorial board meetings. He will then moderate a brief Q&A session with two investors for comments about global trends.

Moderator: *, President & CEO, Institutional Real Estate, Inc.*

Panelists:

*, Managing Director, The Church Pension Fund
, Senior Director Private Real Estate, PGGM Investments*

9:45 a.m. Keynote Address

Conscious Capitalism with *, FW Olin Distinguished Professor of Global Business, Babson College & Co-founder & Chairman Emeritus, Conscious Capitalism, Inc.*

10:15 a.m. Keynote Interview

How Conscious Capitalism relates to real estate.

Interviewer: *, Co-Founder & Head of Strategy, Lionstone Investments*

10:30 a.m. Networking Break

11:00 a.m. Roundtable Discussions

Each table will have a group leader as a facilitator and will have the option of picking one of several keynote topics and related questions for discussion.

11:45 a.m. Group Leader Reports

Group leaders share a brief summary of their group's insights in an open forum discussion with conference chairs and keynote speaker.

12:30 p.m. Lunch

1:30 p.m. IREI: FundTracker Trend Highlights

Learn about key trends through FundTracker slides. A panel discussion will follow and review the fundamental drivers, opportunities and risks within each trend.

Moderator: *Jonathan Schein, SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*

Panelists:

*Boyd Fellows, Managing Partner, ACORE Capital
Robert Perry, Executive Managing Director, CBRE Global Investors*

Agenda

Wednesday, January 24, 2018

2:00 p.m.

Views from the Top

Identify and review key macro trends impacting the economy, the real estate industry, and investors' strategic portfolio planning. Find out how real estate compares to other asset classes and how it fits into a total portfolio. Discover how thought leaders see the world of technology and how it's reshaping markets and economies as well as creating new opportunities and risks that investors should watch.

Moderator: _____, *Senior Managing Director, Global Head of Research and Strategy, Principal Real Estate Investors*

Panelists:

_____, *Vice Chairman, Brookfield Asset Management*
_____, *Chief Investment Officer, Oregon State Treasury*

2:45 p.m.

Finding Value and Yield in Today's Market

Explore key issues of value and yield. Where are pockets of value and yield today? What are the underlying fundamentals that make these options attractive? Are the risk levels of these opportunities being overly discounted? Discover why or why not.

Speakers:

_____, *Managing Director, AEW Research, AEW Capital Management, LP*
_____, *Global Head of Research, USAA Real Estate*
_____, *Chief Investment Officer, Berkshire Group*
_____, *President, Advisory & Consulting, Green Street Advisors*

3:15 p.m.

Networking Break

3:45 p.m.

Creating Returns Collaboratively in a Low Return Environment

Examine the different ways GPs and LPs can work together to create value and returns in a low return environment. Discussion will include a review of how and where misunderstandings can happen and how these issues can be avoided. The focus will be on practical, actionable insights and will include an overview of GP model and management services. We will also discuss what transparency means for investors and examine different ways to improve alignment of interest so more value can be created for everyone.

Moderator: _____, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*

Panelists:

_____, *Senior Managing Director, Heitman*
_____, *Director, Real Assets, Texas Municipal Retirement Systems*
_____, *Managing Director, ORG Portfolio Management*

4:30 p.m.

Investors' Views of "E" of ESG

Find out why investors are developing and focusing on the "E" side of ESG today. What are the benefits of adopting an environmental and sustainability program? How does it help with risk management? We will review key issues around reporting, transparency and regulatory trends that investors and managers should keep in mind today.

Moderator: Jennifer Young Stevens, *Principal, The Townsend Group*

Panelists:

_____, *Director, Strategy & Risk, Head of Responsible Investing, Ontario Teachers' Pension Plan (OTPP)*
_____, *Senior Vice President, Client Relations and Product Development, Bentall Kennedy*
_____, *CRE, Head of Americas, GRESB*

5:15 p.m.

Wrap-Up Summary

5:30 p.m.

Welcome Networking Reception

Cocktails with small plates and heavy hors d'oeuvres

7:30 p.m.

Adjourn

Agenda

Thursday, January 25, 2018

7:30 a.m. Networking Breakfast Buffet

8:30 a.m. Innovation Keynote Speaker Jeremy Gutsche, New York Times Bestselling Author and CEO of Trend Hunter

9:45 a.m. Keynote Roundtable Group Discussion Session

Each table will have a group leader as a facilitator and will have the option of picking one of several keynote topics and related questions for discussion.

10:30 a.m. Break

11:00 a.m. Roundtable Group Leader Reports

Group leaders share a brief summary of their group's insights in an open forum discussion with conference chairs and keynote speaker.

11:45 a.m. How Technology is Transforming Real Estate Investing and Asset Management

Examine with us the various ways technology can help with lowering costs and risks and contributing to returns. We will review the benefits and limitations of today's technology as well as how our industry is being revolutionized by technology.

Moderator: _____, *Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*

Panelists:

_____, *Vice President, Matrix Products, Yardi Systems, Ltd.*

_____, *CRE, Enterprise Managing Consultant, RealFoundations*

_____, *Global Chief Operating Officer and Head of the United States, PGIM Real Estate*

_____, *Managing Director, Juniper Square*

12:30 p.m. "Grab 'n Go" Box Lunch and Afternoon Group Activities

6:00 p.m. Luau Networking Reception

7:00 p.m. Luau Networking Dinner

8:30 p.m. Optional After-Dinner Networking

Agenda

Friday, January 26, 2018

8:00 a.m. Breakfast

9:00 a.m. Economics of Technology and How it's Impacting Real Estate Demand and Prices

Take an in-depth look at how technology is disrupting historical trends. Find out which cities will continue to grow with technology and why. Discover which types of sectors will expand and why. Find out how tenant demands are evolving and what types of buildings will be most prized in the future.

Moderator: *John Dohrmann, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*

Panelists:

John Dohrmann, Managing Partner - Head of Industrial, Colony NorthStar, Inc.
John Dohrmann, Director of North America Investment Strategy, LaSalle Investment Management
John Dohrmann, Managing Director, Head of Americas Research, TH Real Estate

9:30 a.m. Case for Emerging Markets Allocation and A Review of Investment Options

Hear an interactive exchange of ideas so you can evaluate fundamentals of emerging markets and review what investment strategies real estate investors should pursue given the evolution in the arguments for investing in emerging markets. Are the fundamentals for an emerging market allocation valid still? Proponents for an emerging market allocation cite demographics, a growing middle class, and the ability to leapfrog with technology, among other things. Yet, at the same time, there are a number of challenges. Critics note that not only are there potentially high political, legal, and transparency risks, but also that artificial intelligence, machine learning and automation could take away low- to mid-level production and service sector jobs, which in turn could undercut value and growth. Learn new viewpoints from this moderated session.

Moderator: *John Dohrmann, Senior Managing Director & Global Head of Real Estate and Agricultural Finance, MetLife*

Panelists:

John Dohrmann, Managing Director, Invesco Real Estate
John Dohrmann, Managing Director, CIO, Paladin Realty Partners

10:15 a.m. Advisory Board Wrap-Up

Several advisory board members will share what key insights and questions you should keep in mind from our event to help put everything into perspective.

John Dohrmann, Director, Real Assets, Texas Municipal Retirement Systems
John Dohrmann, Portfolio Manager, Real Assets, UPS Group Trust
John Dohrmann, Senior Director - Real Assets, Teacher Retirement System of Texas

10:45 a.m. Closing Remarks and Adjourn

John Dohrmann, President & CEO, Institutional Real Estate, Inc.
John Dohrmann, SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.
John Dohrmann, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.

2018 VIP Americas Event Co-Chairs:



GEOFFREY DOHRMANN
President & CEO
Institutional Real Estate, Inc.



JONATHAN SCHEIN
*SVP, Managing Director
of Global Business
Development*
Institutional Real Estate, Inc.



LORETTA CLODFELTER
*Editor, Institutional Real
Estate Americas*
Institutional Real Estate, Inc.

Advisory Board:



GLORIA GIL
*Senior Managing Director,
Real Estate*
University of California
Regents



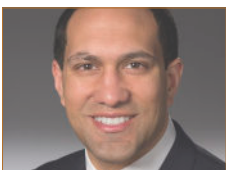
JUDY MCMAHAN
*Portfolio Manager,
Real Assets*
UPS Group Trust



LYNNE GRAY
Senior Portfolio Manager
Florida State Board of
Administration



CHRISTINA SCARLATO
*Principal Portfolio Manager,
Real Assets*
The World Bank
Pension Fund



JOSH KAWAII-BOGUE
Investment Officer
California Teachers' Retirement
System



GRANT WALKER
Senior Director - Real Assets
Teacher Retirement
System of Texas



TOM MASTHAY
Director, Real Assets
Texas Municipal Retirement
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Registration Fees

REGISTRATION INFORMATION:

Due to the strict ratio of investment managers to investors, VIP Americas does fill up fast. Once our ratio is met, managers are placed on a waitlist.

REGISTRATION FEES:

**Investment Manager/Adviser,
Other Fee — \$4,895.00**

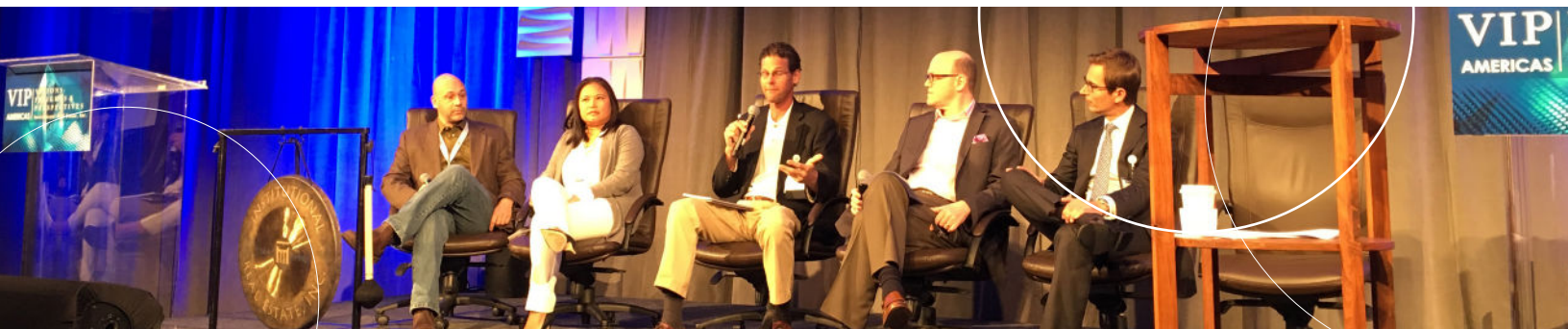
Category 2 Fee — \$3,495.00

The Category 2 registration category is reserved for funds of funds/managers of managers and consultants. A “fund of funds” or “manager of managers” is defined as a company that solely manages portfolios composed of investments in the funds of other managers. A “consultant” is defined as an individual who provides financial advice to institutional investors (pension funds, endowments and foundations) on portfolio construction and asset allocation and does not manage money (i.e., Mercer, Callan Associates, Towers Watson).

Qualified Institutional Investor Fee – Complimentary

The Qualified Institutional Investor registration category is reserved for individuals employed by a public, corporate or union pension fund organization, foundation or endowment, with responsibility for real estate investment strategy or decision-making. Sovereign wealth funds, family offices and government officials may also qualify for complimentary registration.

A government official is defined as a federal, state, local or city-level government employee focused on the policy making, planning, and/or funding/financing of real estate projects, as well as legislators and their staff. This definition does not include pension/benefit plan administrators.



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RESERVATIONS

All attendees, including sponsors, advisory board members and speakers, are responsible for making their own reservations. Institutional Real Estate, Inc. has contracted a limited number of rooms at a discounted rate. These rooms are available to registered attendees on a first-come first-served basis.

More information about the hotel will be provided once you have registered.



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