

iGlobal Forum

IN PARTNERSHIP WITH



GLOBAL LEADERS — IN — REAL ESTATE SUMMIT

September 27 & 28, 2017 | **New York**

KEYNOTE SPEAKER:

David A. Paterson, Former Governor of New York

AGENDA - AT-A-GLANCE:

DAY 1: 2 Pre-Summit Workshops, 1x1 Meetings, & Private Cocktail Reception (by-invitation)

DAY 2: Keynote Interview, Panel Discussions, 1x1 Meetings, Networking Luncheon, Luncheon Workshop, Roundtable Discussions, Closing Cocktail Reception & Private Dinner (by-invitation)

BROADCAST: Experience highlights of the conference through Bloomberg Radio

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GLOBAL LEADERS IN REAL ESTATE SUMMIT

LEADING EXPERTS & SPEAKERS INCLUDE:



KEYNOTE SPEAKER
David A. Paterson
FORMER GOVERNOR OF NEW YORK



Sandeep Mathrani
CEO, GGP, INC.



Francis Greenburger
Chairman & CEO, TIME
EQUITIES, INC.



Joseph J. Sitt
President & CEO, THOR
EQUITIES



Nelson Mills
President & CEO,
COLUMBIA PROPERTY
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Andrea Olshan
CEO, OLSHAN
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Head of Property
Investment, KAMES
CAPITAL



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Chairman, SILVERSTEIN
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Founder & CEO,
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CORPORATION



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Chief Executive Officer,
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Head of International
Real Estate, THE
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Partner, PILLSBURY
WINTHROP SHAW
PITTMAN LLP



Sally Michael
Partner, SAUL EWING
ARNSTEIN & LEHR LLP



Frederick N. Cooper
Senior Vice President -
Finance, International
Development & Investor
Relations, TOLL
BROTHERS, INC.



Peter J. Sotoloff
Managing Partner
& Chief Investment
Officer, MACK REAL
ESTATE CREDIT
STRATEGIES



David Gilbert
Chief Executive Officer
& Chief Investment
Officer, CLARION
PARTNERS



Tinchuck Ng
International Chair
Real Estate Board,
COTTONWOOD
MANAGEMENT



Cynthia Foster
President, National Office
Services, COLLIERS
INTERNATIONAL NY
LLC



Meir Cohen
CEO, COHEN EQUITIES



Phillip Summers
Managing Director,
LAZARD



Russell Flicker
Co-Founder &
Managing Partner, AWH
PARTNERS



Jennifer Gandin
Principal, Investments,
CIM



Andrew G. Scandalios
Senior Managing
Director, HFF LP



Bill Rudin
CEO, RUDIN
MANAGEMENT
COMPANY



Denise Shull
Decision Coach &
Performance Architect,
THE RETHINK GROUP



Jeffrey Moerdler
Member, MINTZ,
LEVIN, COHN, FERRIS,
GLOVSKY AND
POPEO, P.C.



John L. Habib
Managing Partner,
MENA BRIDGE
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Ben Djionas
Executive Director, J.P.
MORGAN SECURITIES
LLC



Remy Raisner
Founder & CEO,
PROTEUS CAPITAL
MANAGEMENT



David Eyzenberg
President
EYZENBERG &
COMPANY



Paul Fried
Executive Managing
Director and Head of
Equity Capital Markets,
GREYSTONE & CO., INC.



Jason M. Ellis
Senior Company
Counsel, STAPLES, INC.



Lawrence Selevan
Chief Executive Officer,
CHESTERFIELD FARING
LTD.



Sondra Wenger
Managing Director,
Investments, CIM



Matthew Strotton
Global Director, GRE
Capital, QIC



Joel Breitkopf
Principal, ALCHEMY
PROPERTIES



Eleni D. Janis
Vice President, Partnerships and Business Development, NEW
YORK CITY ECONOMIC DEVELOPMENT CORPORATION

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We are pleased to be hosting the upcoming Summit at the Palace Hotel in New York. Lotte New York Palace, an iconic New York City property, is a historic Madison Avenue gem and now Midtown's premier modern hotel.

Guests are welcome to secure accommodations at the Palace Hotel under iGlobal Forum's sleeping room block. To book a reservation, visit our online link or contact Lauren Viola at lauren@iglobalforum.com for assistance. Please note that the deadline for all reservations is September 7th, 2017.



GLOBAL LEADERS IN REAL ESTATE SUMMIT

ABOUT THE SUMMIT:

iGlobal Forum, in partnership with EisnerAmper, is pleased to present the **Global Leaders in Real Estate Summit** to be held on **September 27-28, 2017** in New York City. The Summit will provide deal-sourcing and thought leadership on a global scale in an exclusive upscale setting connecting **300+ of the leading international asset managers and investors**. With an all-star line-up of top dealmakers, key players in the private and public equity markets, and global investors, 30+ distinguished speakers will share insights on the latest trends and forecasts in the world of trade, real estate investment, development, and finance.

Leaders in the industry will share their keen perspectives on **identifying viable investment opportunities across sectors**, and investment structures still providing optimal yield. These distinguished professionals will examine top-level approaches for **returns in infrastructure, retail, residential, office, hospitality, and mixed-use developments**. Each session will offer an in-depth analysis by industry trailblazers of how external factors are impacting that sector, and insights on continuing to find a return.

As global investors need to look outside traditional markets to find institutional level returns, we will discuss **emerging infrastructure investment strategies** providing long-term capital investment opportunities, indirect returns, and extensive portfolio diversification, led by the innovators forging the path toward P3s.

The Summit will focus on the industry climate and provide an outlook through exclusive featured keynote fireside chats, interviews, panel discussions, in-depth workshops, and direct one-on-one networking meetings in a two day invitation-only setting, and provide a global look into the value of cross-cultural relationships and business interests. **We are pleased to confirm the participation of David A. Paterson, Former Governor of New York as the Keynote speaker, among many other top level global professionals.**

KEY TOPICS TO BE DISCUSSED:

- The Role of **Infrastructure and Energy** in Institutional Portfolios, and the Investors Forging the Evolution of P3s
- A **Global Perspective on Opportunities** in the US and Beyond
- Institutional Investor Interests: An **LP Wish List**
- **Sector-specific Allocations:** Opportunities in Infrastructure, Multifamily Housing, Retail, and Hospitality
- Strategies for Finding Yield in **Non-Core, Mixed-Use and Opportunistic Assets**
- The **Reshaping of Returns** in the Real Estate Market: External Factors Influencing the Most Promising Sectors for 2018
- Emerging Opportunities in **"Last-Mile" Distribution**, and Filling in the Yield Gap from **Brick-and-Mortar**
- **US-Saudi Cross-Cultural** Business Development and Islamic Finance

NETWORK WITH 300+ SENIOR-LEVEL EXECUTIVES FROM THE LEADING:

- Private Equity Firms
- Hedge Funds & Asset Managers
- Pension Plans & Insurance Companies
- Endowments & Foundations
- Real Estate Owners & Developers
- Investment Banks



KEYNOTE SPEAKER: David A. Paterson

David Alexander Paterson became the 55th Governor of the State of New York on March 17, 2008. In his first address as Governor, he spoke about the challenges facing New York and his plans to build a better and brighter future for all citizens. He was ahead of the national curve in predicting and acting on the state's fiscal downturn. During Governor Paterson's 2008 inaugural address, he foretold of an impending national fiscal crisis and collapse. This forecast compelled New York's Legislature to convene for a special session in August 2008. As a result of this session, the state reduced its deficit by \$2 billion and mitigated further devastating financial upheaval, allowing it to maintain its credit rating for the duration of his term. He enacted legislation attaching severe criminal penalties to predatory lending and reduced New York's fiscal deficit by nearly \$40 billion. One of his greatest achievements was establishing a new budget process that has yielded on-time budgets since he left office. David embodies a rare combination of skills, including a unique understanding of marketplace drivers and surrounding events. He earned his B.A in History from Columbia University and his J.D. from Hofstra Law School.

Prior to becoming New York State's 55th governor in March 2008, David began his political career when he was elected to represent Harlem in 1985 at the age of 31, making him the third youngest state senator in New York's history. In 2002, he was elected as Minority Leader of the New York State Senate, becoming the first African-American and blind legislative leader in the state's history. Among his many other accomplishments and distinctions, he was honored to address the 2004 Democratic National Convention.

In 2014, David was appointed as Chairman of the New York State Democratic Party and served on the Board of the Metropolitan Transportation Authority. He was previously an adjunct professor of government at New York University and later joined the faculty at Touro College. He currently chairs the Board of the Achilles Track Club. David has also hosted popular drive-time talk radio shows on WOR-AM and WNYM-AM in New York City and is a highly sought-after speaker, frequently appearing as a guest commentator on nationally broadcast news-related programs.

GLOBAL LEADERS IN REAL ESTATE SUMMIT

WEDNESDAY SEPTEMBER 27, 2017

NETWORKING SESSIONS: | 10:00 am to 10:30 am

SPEED NETWORKING BREAKFAST

Join us for a series of speed networking! Real estate owners, investors & developers will meet exclusively to evaluate the potential for mutual business endeavors. We will provide you with information on all of the other participants to allow you to choose the most relevant and focused meetings and connect in a free-flowing networking environment. This part of the program is a unique and focused way to help you establish relevant new contacts and generate fresh business opportunities.

PRE-SUMMIT WORKSHOP A | 10:45am – 12:45 pm

Understanding the Investor Perspective: Ideal Investment Types, Markets & Strategies

This workshop is designed to give asset managers and developers an inside look into the mind of investors. Here we will explore which geographies and asset classes are most attractive to investors within and outside of the US and expectations on returns and fee structures.

- How investors are choosing their investment sector, partner, and regional center
- Geographies and asset classes international investors have focused on over the last year, and what to expect for positive returns in 2018
- Opportunities across investment types and structures – focus on: separate accounts, direct investments, closed-end vs. open-end funds
- Underwriting criteria investors use for choosing their investment: total return vs. income

- Discover if there is a potential shift from class A to class B properties, and if the focus will move from commercial to residential real estate
- Potential opportunities in niche sectors and the new interest in student housing vs. luxury housing
- Understanding which countries are investing in the US and expectations on returns – comparing the needs of Chinese investors vs. the recent influx from Latin America
- Cultural differences in each of these areas affecting business relationships inside of the US
- The potential for volatility in US commercial real estate in 2017 and pricing expectations

You will leave this session with a new understanding for what US and overseas investors are looking for, investment types and strategies available, and invaluable contacts for potential future business endeavors as we bring together all sides of the investment process.



Remy Raisner
Founder & CEO
**PROTEUS CAPITAL
MANAGEMENT**



Sondra Wenger
Managing Director,
Investments
CIM

PRE-SUMMIT WORKSHOP B | 2:00pm – 4:00pm

Finding Yield in Non-Core Real Estate Assets and Ancillary Strategies

As returns stall in primary markets and core assets with prices for acquisitions at all-time highs, both domestic and international investors are moving toward opportunities in niche areas to find yield. This workshop will discuss opportunities providing the best returns in areas outside of the traditional sectors, their growth prospects, and what institutional investors expect in these areas in the current economic climate. You will leave with new contacts and strategies for finding success in each of these sectors.

- Analyze opportunities in several emerging niche property sectors: MOBs, self-storage, student housing, senior living, data storage, single-family housing, manufactured housing, etc.
- Secondary/Tertiary “story” markets with growth prospects of their own providing unexpected returns
- Playing the capital stack in search of yield; deploying passive capital as bridge, mezzanine loans & preferred equity
- Engineering yield through ground leases



David Eyzenberg
President
**EYZENBERG &
COMPANY**



Joel Breitkopf
Principal
**ALCHEMY
PROPERTIES**

BY INVITATION ONLY:

Private Cocktail Reception | 5:00pm – 6:30pm Rarities, New York Palace

As one of New York City’s most iconic luxury properties, The New York Palace is pleased to be home to Rarities, an entirely new and select experience for a limited few. Only by invitation and reservation will guests receive exclusive access to one of the most unique entertaining spaces in Manhattan. Enjoy a tasting of exceptional Champagnes, rare spirits, pre-prohibition bottled spirits, modern classics, and a connoisseur’s wine cellar over intimate networking with peers.



AGENDA THURSDAY SEPTEMBER 28, 2017

8:00 am REGISTRATION & NETWORKING BREAKFAST

9:00 am CHAIRPERSON'S WELCOME AND OPENING REMARKS

Charles Weinstein, Chief Executive Officer, EISNERAMPER LLP

9:15 am The Changing Face Of Real Estate And Outlook For 2018

- Analysis of the discerning investors finding lucrative opportunities in the US, and the sectors providing those returns
- Rapid changes in user demands, technology, and consumer behavior and how they are disrupting the real estate market
- Finding well-priced buildings in the top-end market while in a low cap rate environment
- The perspective of successful international institutional investors that have overcome the challenge in determining where growth will be and which areas have already reached their peak
- The potential impact of tax reform on real estate values
- Solving the massive concern of transportation infrastructure in high-dense cities, and managing the concern that the frothy rental market has finally reached its peak

David Weinreb, CEO, THE HOWARD HUGHES CORPORATION

Nelson Mills, President & CEO, COLUMBIA PROPERTY TRUST, INC.

Sonny Kalsi, Founder & Partner, GREENOAK REAL ESTATE

Peter J. Sotoloff, Managing Partner & Chief Investment Officer, MACK REAL ESTATE CREDIT STRATEGIES

Joseph J. Sitt, President & CEO, THOR EQUITIES

Moderator:

Jay A. Neveloff, Partner, KRAMER LEVIN NAFTALIS & FRANKEL LLP

10:00 am Masters of the Game

An interview with select luminaries on their strategies in finding real returns in a complex real estate market, playing to win, creating value and sustaining your position as an industry leader.

Larry A. Silverstein, Chairman, SILVERSTEIN PROPERTIES, INC.

William L. Mack, Chairman of the Board of Directors, MACK-CALI REALTY CORPORATION

Francis Greenburger, Chairman & CEO, TIME EQUITIES, INC.

Moderator:

Christopher Loiacono, Partner, EISNERAMPER LLP

10:30 am MORNING NETWORKING BREAK

11:00 am KEYNOTE:

Conversation With Former Governor Paterson

Former New York Governor David A. Paterson and Former New York Port Authority Commissioner and first responder Jeffrey Moerdler will discuss how security issues affect real estate ownership, investment, lending and operations. At the macro level they will discuss security concerns as a result of major terrorist incidents around the world and issues related to iconic

properties and transportation and entertainment venues. At the micro level they will discuss security concerns for individual property owners and operators and how to protect your property.

David A. Paterson, FORMER GOVERNOR OF NEW YORK

Jeffrey Moerdler, Member, MINTZ, LEVIN, COHN, FERRIS, GLOVSKY AND POPEO, P.C.

11:30 am Repositioning Retail: Innovations in Brick-and-Mortar and the Distribution Chain

- Exploring the current state of retail and brick-and-mortar and opportunities in retail centers
- Effectively achieving the same-day delivery promise with in-city space limitations and the associated rise in consumer engagement and sales
- Finding profitability in multistory facilities once unusable
- Investing across the logistics chain: prospects in industrial warehouses, unused retail space, "last-mile" distribution points, and final delivery to consumers
- The new symbiotic relationship between now unused brick-and-mortar retail space and local distribution space for e-commerce delivery
- The divide among retail investors: those who see growth, and reactionary investors jumping out with the current shift

Sandeep Mathrani, CEO, GGP, INC.

Andrea Olshan, CEO, OLSHAN PROPERTIES

Jason M. Ellis, Senior Company Counsel, STAPLES, INC.

Moderator:

Sally Michael, Partner, SAUL EWING ARNSTEIN & LEHR LLP

12:15 pm Investment in Public Infrastructure: Capitalizing on Immediate and Follow-on Value of Public Asset Management

- What is a P3? Pros and cons of P3s as a solution for public asset investment and management
- Infrastructure's key role in an area's growth and the structure of public-private partnerships in delivering both fiscal and social returns for institutional investors and developers/sponsors
- Advantages of investment structures incorporating both public debt and private equity
- Direct returns from investment in a community's roads, bridges, and public transportation
- The challenge with public service buildings: investing in schools without an immediate return

Jennifer Gandin, Principal, Investments, CIM

Ben Djiounas, Executive Director, J.P. MORGAN SECURITIES LLC

Eleni D. Janis, Vice President, Partnerships and Business Development, NEW YORK CITY ECONOMIC DEVELOPMENT CORPORATION

Moderator:

Peter M. Baumgaertner, Partner, PILLSBURY WINTHROP SHAW PITTMAN LLP

AGENDA THURSDAY SEPTEMBER 28, 2017

1:00 pm NETWORKING LUNCHEON

2:15 pm ROUNDTABLE DISCUSSIONS

In these interactive discussions, you will actively debate the most pertinent trends in global real estate with the leaders in attendance. These sessions will provide you the opportunity to share your own expertise on the biggest challenges emerging in real estate today, and leave with new contacts for future.

ROUNDTABLE 1

Residential Market Evolution: Condos, Rental Properties, And The Future Of Home Ownership

- Looking to the underfunded class of condos outside of primary markets
- The versatility in condo investments: reaching both the buyer and renter markets in any part of the real estate cycle by providing ownership quality in rental units
- Evaluate rapidly evolving markets across the country and their expected returns as the top areas for rental property development
- The future of single family rentals vs. ownership and an analysis of the housing market
- Reaching the suburban core of the market, and achieving growth in the surrounding areas of a metropolitan center

Frederick N. Cooper, Senior Vice President - Finance, International Development & Investor Relations, TOLL BROTHERS, INC.

ROUNDTABLE 2

Equity Structures Providing Sought-After Returns In 2018

- Structures providing the best returns for large investments – focus on: the move toward preferred equity and more stable income vs. riskier investments targeting value appreciation
- Analysis of the markets benefiting from the “risk-off” investment approach
- The makeup of REITs portfolios today, and how this is expected to evolve
- Tracking the makeup of REITs as it relates to the current economic climate
- Expectations for REITs in the coming years, and whether acquisitions are necessary as a function of portfolio value in a low cap rate environment

Paul Fried, Executive Managing Director and Head of Equity Capital Markets, GREYSTONE & CO., INC.

3:00 pm Fireside Chat with Bill Rudin

Bill Rudin, CEO, RUDIN MANAGEMENT COMPANY

Moderator:

Kenneth Weissenberg, Partner, EISNERAMPER LLP

3:30 pm Uncovering Returns in a Changing Hospitality Sector

- Volatility in hotel assets – how some investors are still finding returns
- Particularly strong markets providing higher than anticipated yields – tracking urban economies to prevent an oversupply and continue the revenue stream
- Brand growth to attract new customers as a strategy to invest in future growth instead of existing hotel acquisitions
- The issue of technology, and the impact room sharing has on nationwide revenues
- Discussion on if there is an oversupply of hotels in the market now, and suggested solutions
- Managing the high operating costs of hotels in the event of a downturn
- Analysis of merger activity across the hospitality sector and unlocking new value

Nolan Hecht, Managing Director, SQUARE MILE CAPITAL MANAGEMENT

Mark J. Gordon, Managing Partner, INTRINSIC HOTEL CAPITAL

Russell Flicker, Co-Founder & Managing Partner, AWH PARTNERS

Phillip Summers, Managing Director, LAZARD

Moderator:

Nelson F. Migdal, Shareholder, GREENBERG TRAURIG

4:00 pm Opportunities in Office Properties: Analyzing Job Data to find the Right Market

- Exploration of the prospects in office properties in various markets
- Forecasts for a rebound, and tracing these expectations through job growth and economic development in an area
- Cost-effective markets for office properties – urban center vs. suburban office space, and the correlation of value for those near public transit
- Office property sales volume and pricing for investors buying and selling
- Most interested institutional capital, and a discussion on if this trend will continue
- Preparing for a potential downturn in the market

Norman Sturner, Founder & CEO, MHP REAL ESTATE SERVICES

Michael Maturo, President, RXR REALTY

David Gilbert, Chief Executive Officer & Chief Investment Officer, CLARION PARTNERS

Meir Cohen, CEO, COHEN EQUITIES

Cynthia Foster, President, National Office Services COLLIERS INTERNATIONAL NY LLC

Moderator:

Andrew G. Scandalios, Senior Managing Director, HFF LP

AGENDA THURSDAY SEPTEMBER 28, 2017

4:30 pm Reshaping Global Real Estate Opportunities

- Exploration of the current real estate market both in the US and globally
- Discussion on expectations for returns in 2018 across sectors and markets, and the impact the Trump Administration has had on where the opportunities lie
- Analysis of the changing population demographics worldwide, and the impact this has on which assets are providing the most promising returns
- Evaluation of the influence technology has on the global real estate business and asset values
- Opportunities in mid-cap investments in the US market
- The effect of current trade negotiations on real estate values
- Fresh growth in the APAC region and the associated property value rise
- Exploring opportunities in the EU and the UK in the midst of Brexit
- Growing international institutional level competition for assets and the associated impact on property values

Bruce Cohen, Chief Executive Officer, **WRIGHTWOOD FINANCIAL**

Philip Clark, Head of Property Investment, **KAMES CAPITAL**

Matthew Strotton, Global Director, **GRE Capital, QIC**

Adam S. Metz, Head of International Real Estate, **THE CARLYLE GROUP**

Tinchuck A. Ng, International Chair, Real Estate Board, **COTTONWOOD MANAGEMENT**

Moderator:

Lawrence Selevan, Chief Executive Officer, **CHESTERFIELD FARING LTD.**

5:00 pm CHAIRPERSON'S SUMMARY AND NETWORKING RECEPTION

6:30 pm - PRIVATE DINNER: BY INVITATION ONLY

9:00 pm Hosted by EisnerAmper & Bryan Cave

How does the psychology of emotion inform high-level real estate investing? In this engaging conversation, Denise Shull of The ReThink Group – known as the “real-life Wendy Rhoades from BILLIONS” – will discuss her radical approach to evaluating risk. Ms. Shull, author of Market Mind Games, is a performance coach who helps investors, portfolio managers, and Olympic athletes rethink the value of emotion in their decision-making. Based on Ms. Shull’s insights from the world of cutting-edge psychological research, this discussion will dig deep, deconstructing confidence, intuition, and conviction in uncertain markets.

Denise Shull, Decision Coach & Performance Architect, **THE RETHINK GROUP**

David Gilbert, Chief Executive Officer & Chief Investment Officer, **CLARION PARTNERS**

LUNCHEON WORKSHOP Cross-Cultural Relations and Future Business Opportunities

1:00 pm – 2:00 pm

PRE-REGISTRATION IS REQUIRED TO ATTEND THIS SESSION

This workshop will give an overview of the historic foundation for the deep-seated relationship between the US and Saudi Arabia as well as the overarching connections to the surrounding Gulf States, and common business interests keeping ties strong. Existing business connections on an institutional level in these countries have paved the way for robust continued growth, making an understanding of these cross-cultural relationships imperative. You will leave this workshop with an insightful view of current relations, and new international opportunities for you to develop.

- The historic binational alliance serving as the foundation for cross-cultural relations between the US and Saudi Arabia
- Analysis of common interests in oil across the Gulf States: OPEC, oil markets, pricing, and the US shale revolution
- Existing US business interests in oil across the Arabian Gulf
- Current Arab investments in the US real estate market, and interests for continued growth
- Developments in Saudi foreign relations and a new generation of leadership
- Discussion of the deep ties between countries, and the continued growth with active involvement of institutional level investment on both sides



Paul Homsy
Partner
**EATON & VAN
WINKLE LLP**



John L. Habib
Managing Partner
**MENA BRIDGE
ADVISORS LIMITED**

GLOBAL LEADERS IN REAL ESTATE SUMMIT

September 27 & 28, 2017 | New York

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September 28, 2017	\$1,399	\$399	\$2,495	\$199

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- Payment is due in full at the time of registration and includes lunches, refreshments and detailed conference materials.
- Your registration will not be confirmed until payment is received and may be subject to cancellation.

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