

DAY ONE | 3PM TO 5PM

TUESDAY, NOVEMBER 30

Open to NAREIM members and institutional investors, consultants

3:00pm Opening comments

Tyler Scheppmann, Senior Vice President, Investor Relations, Dermody Properties & Co-Chair, NAREIM Capital Raising Planning Committee

3:05pm Live cooking competition & demo with MasterChef Season 10's Chef, Michael Silverstein

Format: 40-mins; 2 LPs and a NAREIM member GP face off in a fast-paced cooking competition and instructional demo led by chef, TV personality and cookbook author Michael Silverstein. NAREIM members will serve as judges and select a winner using a Slido poll.

Hosted by: **Michael Silverstein**, Author & Chef, MasterChef Season 10

Competitors include: **Judy McMahan**, Senior Portfolio Manager, UPS Pension Investments
Michael Leifeste, Head of Real Assets, Texas Treasury Safekeeping Trust Company
Kathy Briscoe, Partner, Chief Capital Officer, Dermody Properties & Co-Chair, NAREIM Capital Raising Planning Committee

3:40pm Data deep dive, networking roundtables & whole-room best practices sharing

Format: 30-mins expert analysis followed by 55-mins of roundtable discussions in breakout rooms of no more than 6 GPs and LPs each. Institutional investors will share what is driving their investment decision-making in a candid Q&A and best practices sharing with real estate investment managers. LPs will also discuss their ESG and DEI priorities, what they expect from their managers, what information they are including in DDQs, approaches to assessing climate risk, and strategies to insulate their portfolios.

Session introduced by: **Scott Arden**, Sentinel Real Estate & Vice Chair, NAREIM Capital Raising Planning Committee

Presentation by: **Peter Braffman**, Managing Director, Real Estate Investments, GCM Grosvenor

Topic A: What processes are you executing differently to mitigate the impact of Covid-related risks? How are you underwriting the 'semi-unknown'?

Format: 25-mins roundtable discussion in groups of no more than 6 GPs and LPs, followed by 10-mins reporting back.

- How are you pivoting or adapting your allocations and underwriting post-Covid?
- ESG & DEI: What can we learn from recent survey data? What questions are you asking your consultants? Which non-financial metrics are you relying on to make decisions, and what additional data do you need? Where are you pushing more?
- Integrating evolving inputs: What do we need to do differently given the impact of Covid-related risks on underwriting, leasing agreements, etc.? What processes are you executing differently to mitigate the impact of Covid-related risks? How are you underwriting the 'semi-unknown'?
- Underwriting climate risk: How are you looking at climate risk? What third-party providers do you use? Which new questions are you bringing to the table to better inform their investment decisions around climate risk?

Topic B: How are you planning and executing annual meetings in a hybrid environment?

Format: 15-mins breakout room discussion, followed by 5-mins reporting back.

- What will annual meetings look like?
- Will you require in-person meetings?
- Which technology vendors are you using to deliver hybrid meetings? What can you pull off successfully, without a vendor, and where are you getting creative?
- What are people comfortable with?
- How do we execute on this in a hybrid model?
- What will companies need to do differently to attract capital?
- What's working and what's not working?

5:00pm Closing comments

DAY TWO | 3PM TO 4:45PM

WEDNESDAY, DECEMBER 1

For NAREIM members who are investment managers only

3:00pm	Capital raising & investment live feedback, review and preview: How do we execute differently in 2022?
	<p>Format: Fundraising & investment data analysis and whole-room discussion; 2 presentations, 20-mins each, with Q&A throughout.</p> <p>We know we're living in different times — but how different? What precisely has changed? A deep dive into investor sentiment data will set the stage for a series of small group conversations, allowing NAREIM investment-manager members to discuss how both LPs and GPs are adapting to the new reality facing them in 2021 and how it's impacted how they execute on capital raising, allocating capital and investor-manager relations and communications.</p> <p>Welcome comments and introduction by: Marty Alston, Brennan Investments & NAREIM Capital Raising Planning Committee</p> <p>Presentations by: Douglas Weill, Managing Partner, Hodes Weill & Associates David Lowery, Head of Research Insights, Preqin</p>
3:45pm	Managers-only best practices sharing: Near-term outlook, reworking organizational processes & executing capital acquisition in a hybrid working environment
	<p>Format: 1-hour breakout and whole-room discussion of 2 topics, for investment managers only.</p> <p>Topic A: New ways of executing capital acquisition, portfolio construction & investor relations</p> <p>Format: 45-mins, breakout room discussion in groups of no more than 6 investment managers, followed by whole-room best practices sharing.</p> <ul style="list-style-type: none"> • What are you doing differently around portfolio construction to attract capital? • Are you stepping up your ESG efforts? What conversations are you having with LPs about ESG? • What percentage of your DDQs include questions about DEI as it relates to your organization, and your supply chain? What are you doing in response? • To what extent are you raising funds with new investors, virtually? • Where are we finding efficiencies in the process of raising capital? • How do we underwrite climate risk for our own investments? • Which marketing and business development strategies are you developing and implementing? What resources are you relying on? What's working well, and what isn't working? • What will you need to change about the process of onboarding new Investor Relations employees? What needs to be done to facilitate their network with new and existing clients? <p>Topic B: Planning & executing annual meetings in a hybrid environment</p> <p>Format: 15-mins, brief reporting back from Day One, followed by whole-room discussion where we will analyze feedback on what's working well and what are the topmost challenges in reworking processes in a hybrid, remote or mandatory in-office working environment.</p> <ul style="list-style-type: none"> • What will annual meetings look like? • What are people comfortable with? • How do we execute on this in a hybrid model? • What's working and what's not working?

DAY TWO | 3PM TO 4:45PM

WEDNESDAY, DECEMBER 1 *continued*

4:45pm

Closing comments

Kathy Briscoe, Partner, Chief Capital Officer, Dermody Properties & Co-Chair, NAREIM Capital Raising Planning Committee

Investor and Consultant perspectives include:

Kathryn Gernert, Senior Portfolio Manager, Alternative Assets, Texas Education Agency — The Permanent School Fund

Macauly Addesso, Real Estate Investment Officer, State of Wisconsin Investment Board

Peter Braffman, Managing Director, Real Estate Investments, GCM Grosvenor

Anthony Breault, Senior Investment Officer, Oregon State Treasury

Drew Butler, Managing Director, i(x) Investments

Ben Maslan, Managing Director, RCLCO

Judy McMahan, Portfolio Manager, Real Estate, UPS Investments

JP Rachmaninoff, Director of Real Estate, The Tennessee Consolidated Retirement System

Michael Leifeste, Head of Real Assets, Texas Treasury Safekeeping Trust Company

Kevin Higgins, Head of Real Estate, New Jersey Division of Investment

Brian Planey, Real Estate Investment Officer, State of Wisconsin Investment Board

Dami Alade, Vice President, StepStone Group

MK Heck, Director, Real Estate, StepStone Group

2021 PLANNING COMMITTEE MEMBERS

Chairs: **Kathy Briscoe/Tyler Scheppmann**, Dermody Properties

Vice Chair: **Scott Arden**, Sentinel Real Estate

Todd Fowler, American Realty Advisors

Ben Lathrop, Bailard, Inc.

Marty Alston, Brennan Investments

Megan McCarver, CapRidge Partners

Meghan Burke, CenterSquare Investment Management

Melissa Brown, Harrison Street

Jessica Hobbs, Mesa West Capital

Steve Moen, PGIM Real Estate

Jennifer Yuen, Torchlight Investors

Michelle Wells, Waterton Associates

June Munshi, The CenterCap Group

Scott Tavalacci, Yardi