



USA CONFERENCE



Leading event in Germany
for investment in US real estate

22 September 2020
Villa Kennedy Hotel, Frankfurt/Main

- ➔ Expert real estate speakers from the US
- ➔ Overview of market developments and investment trends
- ➔ Free conference access and overnight stay for the first 25 investors



Information and tickets: www.USA-Conference.de





Opening Reception canceled due to Corona regulations

Speakers



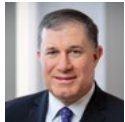
Jim Costello



Ronald Dickerman



Hubert O. Eisenack



Richard Flohr



Dr. Peter Hayes



Rob Holuba



Dr. Hans Wilhelm Korfmacher



Maria Leitzbach



James Martha



Paul Muno



Brad Olsen



Dave Powell



Anja Ritchie



David Rückel



Walter Schmidt



Glenn A. Sonnenberg



Oliver Strumpf



Bruce Timm



Thomas Veith



Jeroen Verheijden



Garrett Zdolshek

Tuesday, 22 September 2020

08:30 Registration & Coffee

09:00 Welcome of Organizers

Oliver Strumpf, Managing Partner at HEICO Investment & Initiator of the USA Conference
 Brad Olsen, President of Atlantic Partners and Chairman of the USA Conference
 David Rückel, Founder & Managing Partner, PIA Pontis Institutional Advisors GmbH

09:20 Overview of US Economy and Real Estate Markets

Dr. Peter Hayes, Global Head of Investment Research, PGIM Real Estate

09:40 Case Study: Logistics

Jeroen Verheijden, Managing Director, Client Capital Management Europe
 Clarion Partners LLC

10:00 Overview of Key Aspects of US Tax Law

Hubert O. Eisenack LL.M., Tax Partner
 Ernst & Young GmbH Wirtschaftsprüfungsgesellschaft

10:20 Case Study: Co-Investment Development

Bruce Timm, Founder & CEO, ICM Asset Management

10:40 Break, sponsored by Manulife

11:10 The Essential Nature of Service Retail

Rob Holuba, Senior Vice President for Private Real Estate
 CenterSquare Investment Management LLC

11:30 Overview of Structuring Investments in the US

Dave Powell, Partner, King & Spalding LLP

11:50 Investor Panel

Moderator: Paul Muno, Head of Investor Relations & Germany / Managing Director
 Principal Real Estate Spezialfondsgesellschaft mbH
 Dr. Hans Wilhelm Korfmacher, Managing Director, Versorgungswerk der Wirtschaftsprüfer
 und der vereidigten Buchprüfer im Lande Nordrhein-Westfalen (WPV)
 Maria Leitzbach, Head of Portfolio Management, SOKA-Bau
 Anja Ritchie, Vice President, Real Estate, StepStone Group

12:30 Lunch, sponsored by GTIS and Schulte Capital GmbH

13:30 Case Study: Hybrid Debt

Glenn A. Sonnenberg, President, LaSalle Dept Investors, LaSalle Investment Management

13:50 Case Study: Construction Debt

Richard Flohr, Managing Director, CrossHarbor Capital Partners LLC

14:10 Case Study: Multifamily

James Martha, Managing Director, Head of Housing Sector, RE, Americas, Nuveen

14:30 Case Study: Urban Mixed-Use

Walter Schmidt, Senior Managing Partner, Rockwood Capital, LLC

14:50 Break

15:20 Investment Strategy: Investing in Direct Secondaries

Ronald Dickerman, President, Madison International Realty

15:40 Index Investing in Real Estate

Garrett Zdolshek, Portfolio Manager, Investors Diversified Realty

16:00 Global Capital Flows

Jim Costello, Senior Vice President, Real Capital Analytics

16:20 Final thoughts

Thomas Veith, Partner, Real Estate Deals Leader
 PricewaterhouseCoopers GmbH WPG

16:30 Closing Remarks

16:40 Get-Together

An event of