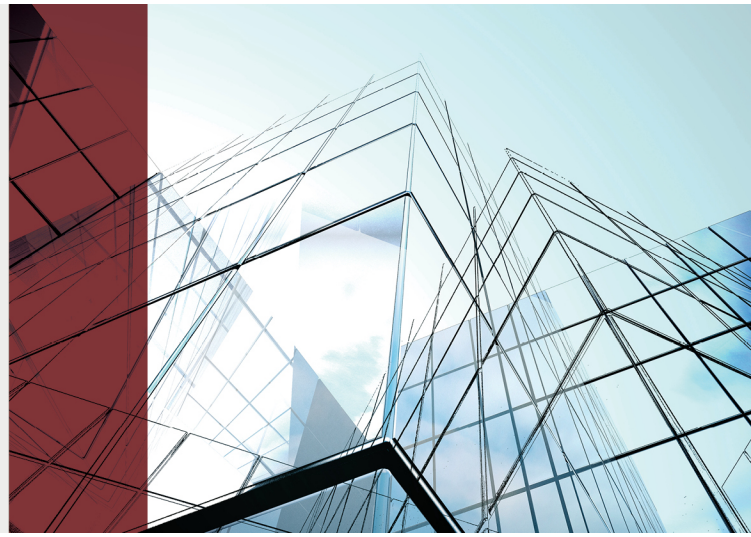


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Japan Korea Week 2020



PERE Japan Korea Week

14-18 September | Virtual event UTC+9

One Ticket. Two Forums. Unlimited Opportunities.

Join PERE Japan Korea Week this September and supercharge your fundraising efforts in the region by connecting with influential Japanese and Korean institutional investors and global real estate leaders.

This week of conferences is your best opportunity to efficiently and effectively connect with Japanese and Korean LPs shaping the future of real estate capital flows.

Virtual passes offer you limitless cross-border access to the global private real estate's most influential community and 5 days of unlimited virtual private meeting with the region's largest LPs and global GPs and connectivity with fellow attendees until the end of Feb 2021. [View the virtual conference experience here.](#)

PERE Investor Forum: Seoul

15 September 2020

Virtual event KST/UTC+9

PERE Investor Forum: Tokyo

17 September 2020

Virtual event JST/UTC+9

Networking on 14-18 September

All agenda time are shown in UTC+9

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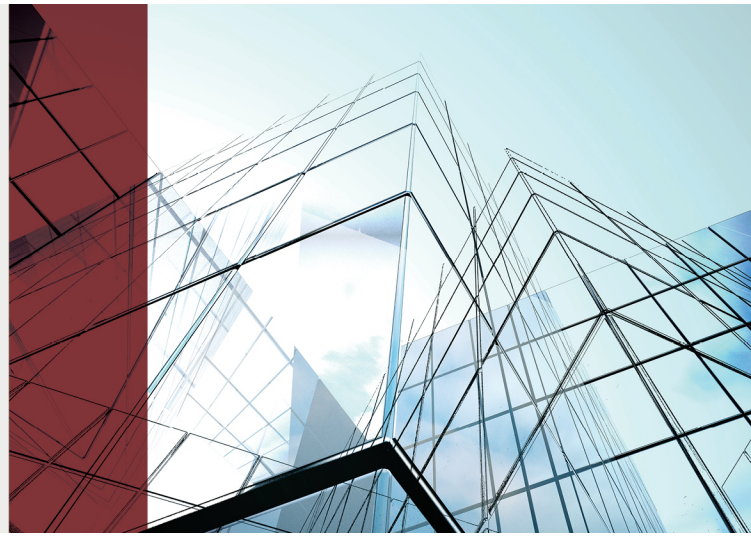
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Japan Korea Week 2020



PERE Investor Forum: Seoul 2020

15 September 2020 | Virtual event UTC+9

The **PERE Investor Forum: Seoul** is **Asia's leading outbound real estate investing event**. Now in its seventh year, the Forum has a proven track-record of bringing together leading Asian investors with global fund managers – connecting capital with global private real estate investment opportunities. In these unconventional times, join us for a virtual conference featuring active Korean LPs in global real estate to discuss and debate the key trends driving outbound capital flows, and discover the most sought-after investment opportunities for next years across Asia, Australia, US and Europe as well as analyse the mid and long term impacts of the global Covid-19 crisis.

Note: With the exception of selected panels, the event will be held in English; simultaneous translation into Korean will be provided throughout the virtual stream.

Confirmed Speakers and organisations

- Kevin Colket, *Founder and CEO, Global Hospitality Investment Group (GHIG)*
- Doyle Kim, *Managing Director, Hana Financial Investment*
- Jayme Han, *Director, Funds Advisory – Asia Pacific, JLL*
- Yoonpyo Lee, *Team Head / Real Estate & Credit, KDB Life Insurance*
- Justin Pattner, *Partner, Head of Real Estate Equity, Americas, KKR*
- Taehyung Kim, *Head of Alternative Investment Team, Korea Teachers Pension*
- Claire Tang, *Managing Director China, LaSalle Investment Management*
- Harry Changeun Song, *Head of Real Estate, Public Officials Benefit Association (POBA)*
- Jin Ho Lee, *Head of Global Real Assets, Korea Post*
- Janghwan Lee, *Managing Director, Head of Financial Investment, Lotte Insurance*
- Rahul Ghai, *Managing Director, Regional Head - Private Real Estate Asia, Partners Group*
- **Speaker TBC, AXA Investment Managers**

... more speakers to be announced soon.



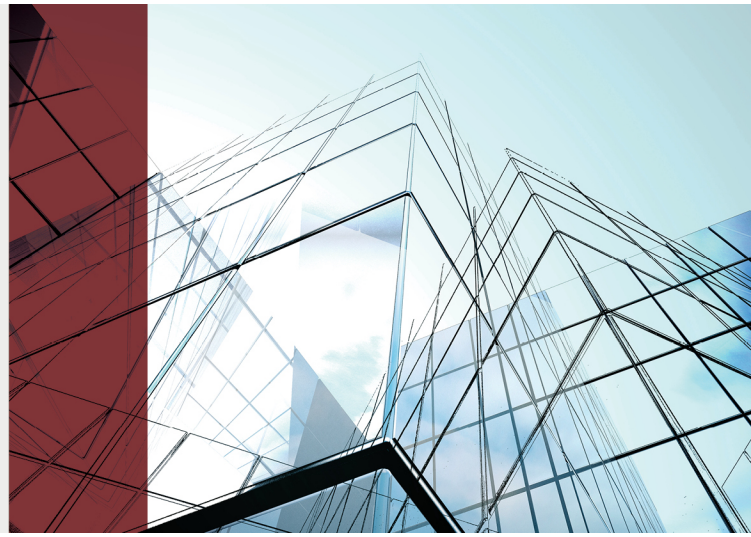
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Japan Korea Week 2020



All agenda items are in KST / UTC+9.

Tuesday September 15

0930 PERE Virtual conference tutorial

A quick yet comprehensive walkthrough on how to make most out of your virtual pass

1000 Opening keynote panel: The trends and opportunities for global Korean capital

- What are the latest capital flow movements and macro trends?
- What areas are the most resilient in terms of covid-related impacts?
- What is happening in terms of secondaries and exit strategies?
- Will the investment wave into Europe continue?

Speakers:

- Doyle Kim, *Managing Director, Hana Financial Investment*
- **Speaker TBC, AXA Investment Managers**

Moderator: Jayme Han, Director, Funds Advisory – Asia Pacific, JLL

followed by live Q&A with the speakers

1045 Keynote Interview – Speaker TBC

1130 Digital Topic Breakouts:

An opportunity for our digital audience to address tailored investment questions

APAC markets

Australia opportunities

**LP discussion
(by invitation only)**

Speakers:

- Claire Tang, *Managing Director China, LaSalle Investment Management*
More speakers TBC



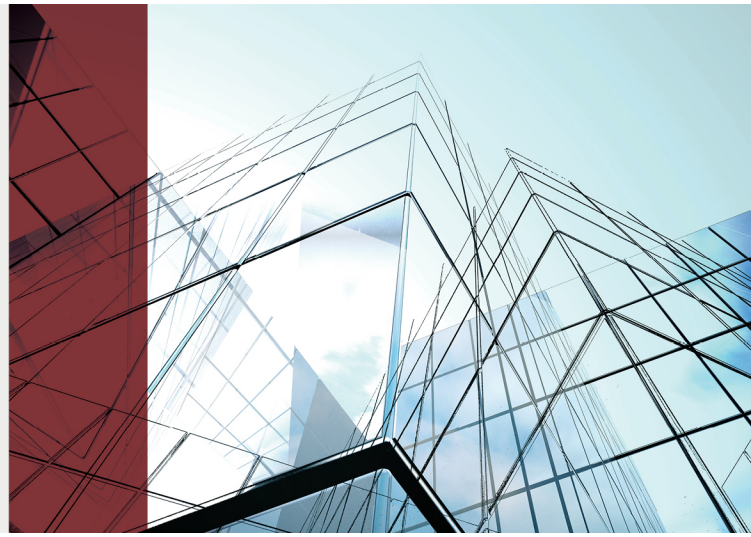
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1215 Presentations - Alternatives and specialist fields beyond office and retail

- Logistics, hospitality, storage, co-living, etc – What offers the best opportunities, from a yield, regional and demographic perspective?
- Will Covid-19 be limited to only a short impact on hospitality and co-working?

Presenters:

- Kevin Colket, *Founder and CEO, Global Hospitality Investment Group (GHIG)*
 - Rahul Ghai, *Managing Director, Regional Head - Private Real Estate Asia, Partners Group*
- More presenters TBC*

1300 Alternatives Q&A

Join the presenters to discuss their sub-asset class strategies in detail

1320 Market Panel Europe: What's the talk on the ground for Korean outbound capital's hottest market?

1350 Market Panel North America: Unlocking opportunities in global real estate's largest region

Speakers:

- Justin Pattner, *Partner, Head of Real Estate Equity, Americas, KKR*

1420 Digital Topic Breakouts: North America and US Opportunities

Residential funds

Office funds

Direct opportunities



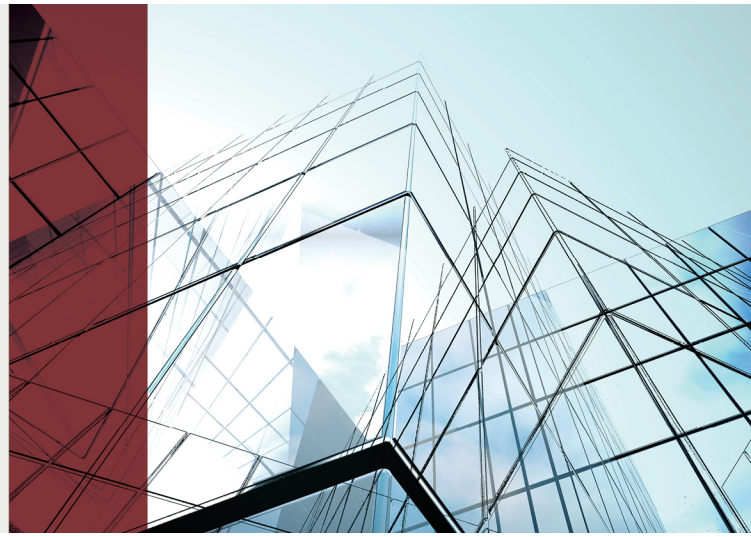
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1500 Korea's institutional panel: What keeps the country's LPs awake at night?

Note: This panel will be held in Korean, translation provided

- Factors that will shape global real estate and its performance for the year ahead
- Capital owner perspectives and the recent co-investment rise
- Will a post Covid-19 world change the way Korean institutions work?

Speakers:

- Taehyung Kim, *Head of Alternative Investment Team, Korea Teachers Pension*
- Janghwan Lee, *Managing Director, Head of Financial Investment, Lotte Insurance*
- Jin Ho Lee, *Head of Global Real Assets, Korea Post*
- Yoonpyo Lee, *Team Head / Real Estate & Credit, KDB Life Insurance*
- Harry Changeun Song, *Head of Real Estate, Public Officials Benefit Association (POBA)*

Followed by: live Q&A with the LP speakers

1550 Real estate debt panel discussion: A booming asset class and the right experts

- What are the best markets as well as the risk and return strategies across the stack?
- A booming sub-asset class post-Covid?
- Who are the right partners to trust?

Followed by: live Q&A with the panel speakers

1630 Closing Remarks

Virtual conference experience stays open until Sunday, 28 Feb 2021



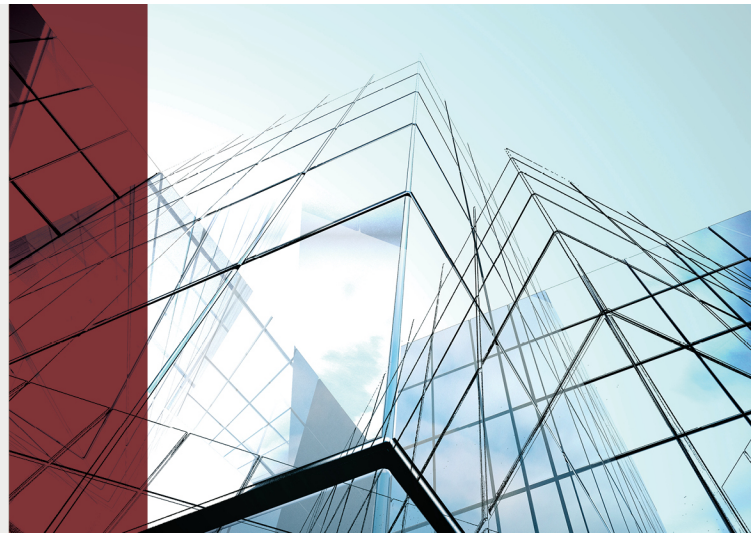
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Japan Korea Week 2020



PERE Investor Forum: Tokyo

17 September 2020 | Virtual event UTC+9

The 9th edition of the PERE Investor Forum: Tokyo on 17 September 2020 brings together Japan's most influential community of institutional investors, fund and asset managers, developers, technology and strategic partners, and advisors to enhance fundraising for global private real estate.

Confirmed Speakers and organisations

Mitsuhiro Arakawa, Executive Consultant, **Russell Investments**

Kevin Colket, Founder & Chief Executive Officer, **Global Hospitality Investment Group**

Tetsuya Fujita, President, **CBRE Global Investors Japan**

James Haines, General Manager, **Aozora Bank**

Akihisa Hoshino, Deputy General Manager, Investment Management Department, **Sumitomo Mitsui Trust Bank**

Takeshi Ito, Senior Investment Officer & Chief Operation Officer, **AISIN Employees' Pension Fund**

Shinji Kawano, Head of Overseas Property Investment, **Tokio Marine Asset Management**

Harumi Kadono, Head of Fund Management Department and Managing Director, **IDERA**

Daisuke Kitta, Senior Managing Director, Head of Japan, **Blackstone**

Martin Schultz, Chief Policy Economist, **Fujitsu**

Naoko Saito, Senior Vice President, **ProLogis**

Kiyosuke Sugioka, Head of Alternative Investments, **Orix Life Insurance**

Midori Suzuki-Tsushima, Executive Manager, **Tosei Asset Advisors**

Shusaku Watanabe, Director of Capital Transactions, Real Estate, Asia Pacific, **Nuveen Real Estate**

Thursday 17 September 2020

08:30 **Registration and networking**

08:50 **PERE welcome**

09:05 **Keynote Panel: Putting Japanese capital to work in global markets**

How can Japanese investors get more comfortable about actively participating in the global real estate markets given the current crisis?



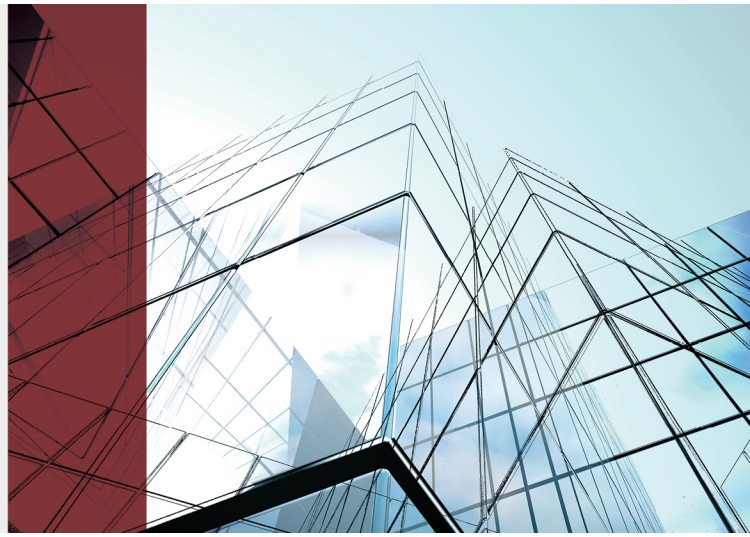
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Investing in EU vs. UK in the post Brexit world

The US: is it one market or many? How should Japanese investors look at it in the current context?

09:50 **Keynote Presentation**

10:20 **Panel: Real Estate opportunities beyond core sectors**

Understanding mid-market investing opportunities

Value add and Opportunistic funds, should Japanese investors be taking a closer look?

How has the current crisis impacted these sectors?

Speakers: Shusaku Watanabe, Director of Capital Transactions, Real Estate, Asia Pacific, Nuveen Real Estate

11:05 **Networking coffee break**

11:35 **Presentation: Post-Covid: Who is ready for the new normal?**

Speaker: Martin Schultz, Chief Policy Economist, Fujitsu

12:05 **Panel: Current investing trends in the Japanese market**

Japan Post - Covid 19 – What are the most important themes for investors?

How has the coronavirus impacted the market?

Why are investors increasingly interested in the residential sector?

Moderator: Tetsuya Fujita, President, CBRE Global Investors Japan

Speakers: Harumi Kadono, Head of Fund Management Department and Managing Director, IDERA

Daisuke Kitta, Senior Managing Director, Head of Japan, Blackstone

Midori Suzuki-Tsushima, Executive Manager, Tosei Asset Advisors

12:50 **Break**

13:50 **Panel: Real estate debt**

Debt vs Equity – for the Japanese investor, what is best now and why?

Debt opportunities – USA vs EUR vs Japan vs elsewhere such as Australia

Senior vs. Mezzanine – for the Japanese investor, what are the pros and cons?

Speakers: James Haines, General Manager, Aozora Bank

Shai Greenberg, Senior Vice President, Genkai Capital Management



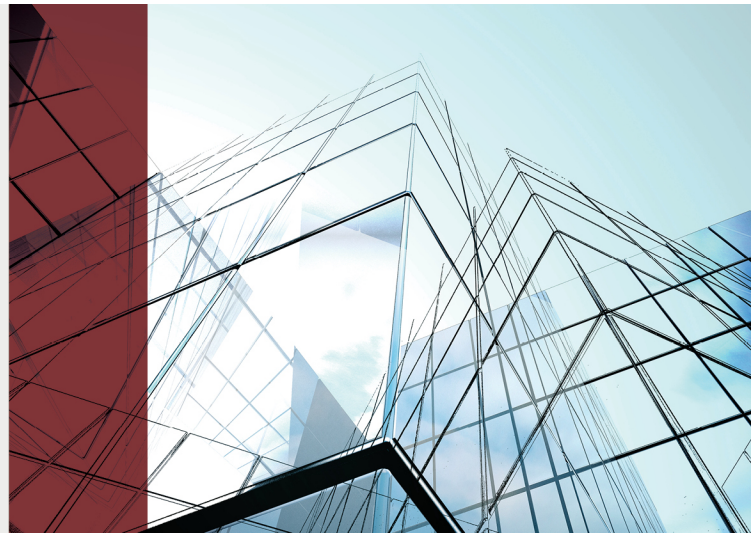
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- 14:30 **Panel: Integrated resorts, hospitality and the impact of Covid-19**
Assessing the impact of Covid-19 in Japan on the industry
Perspectives and lessons learned from international and domestic investors
Distressed opportunities for investing in the sector
- 15:10 **Networking coffee break**
- 15:30 **Panel: Investing in sector specific vs diversified funds**
Understanding the pros and cons to investing sector specific vs diversified funds
Japanese LPs have shied away from sector specific funds, why should they reconsider them?
Overview of sector specific investing opportunities such as in residential and logistics
Speakers: Naoko Saito, Senior Vice President, **ProLogis**
- 16:10 **Presentation: Overview of the Japanese Office Market**
Speaker: Tokokazu Imazeki, Ph.D., Chief Analyst, Sanko Estate
- 16:40 **Panel: What do Japanese LPs want? The secrets to relationship building in Japan**
How do more experienced LPs evaluate their RE portfolio of investments so far?
What is preventing other LPs from deploying into the market?
LP Scorecard: How do LPs assess their current relationships with GPs so far?
Moderator: Mitsuhiro Arakawa, Executive Consultant, Russell Investments
Speakers: Akihisa Hoshino, Deputy General Manager, Investment Management Department, Sumitomo Mitsui Trust Bank
Takeshi Ito, Senior Investment Officer & Chief Operation Officer, AISIN Employees' Pension Fund
Kiyosuke Sugioka, Head of Alternative Investments, Orix Life Insurance
Shinji Kawano, Head of Overseas Property Investment, Tokio Marine Asset Management
- 17:30 **Close of conference**

Friday 18 September 2020 – Virtual networking ends



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