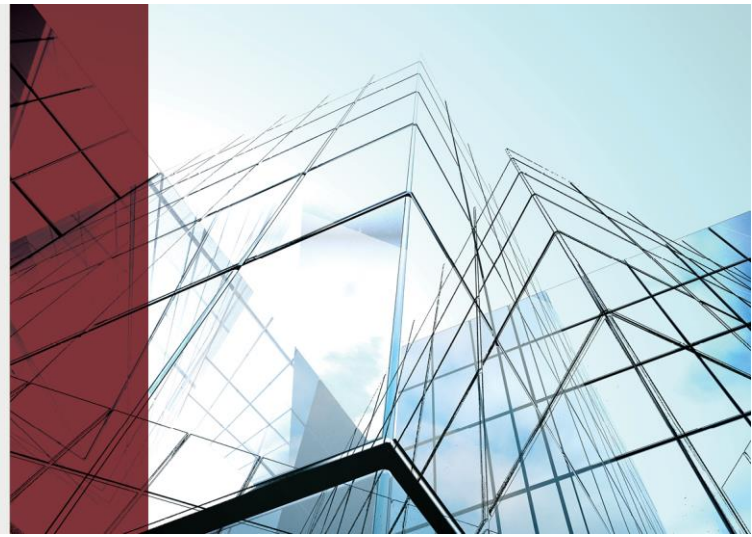


PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



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 experience 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

Sponsored by

Lead sponsors



Co-sponsor



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



PERE Investor Forum: Seoul 2020

15 September 2020 | Virtual Event KST/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

- Brian Chinappi, Partner, *Head of Asia Real Estate*, **Actis**
- Laurent Jacquemin, *Head of Asia-Pacific, Real Assets*, **AXA Investment Managers**
- Kevin Colket, *Founder and CEO*, **Global Hospitality Investment Group (GHIG)**
- Doyle Kim, *Managing Director*, **Hana Financial Investment**
- Paul Gillen, *Managing Director*, **Hodges Ward Elliott**
- Jayme Han, *Director, Funds Advisory – Asia Pacific*, **JLL**
- Justin Pattner, *Partner, Head of Real Estate Equity, Americas*, **KKR**
- Claire Tang, *Head of Greater China*, **LaSalle Investment Management**
- Sang-Hoon Kim, *Lead Portfolio Manager, Alternative Investment*, **Meritz Asset 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**
- John Brady, *Managing Director, Head of Global Real Estate Group*, **Oaktree Capital**
- Rahul Ghai, *Managing Director, Regional Head - Private Real Estate Asia*, **Partners Group**
- Nicole Douglas, *Head of Investor Research*, **PEI Media**
- Arshiya Khullar, *Senior Reporter*, **PERE**
- Evelyn Lee, *Editor*, **PERE**
- Christie Ou, *Reporter*, **PERE**
- Andrew Shin, *Head of Investments, Korea*, **WillisTowersWatson**
- Rohan Sikri, *Senior Partner*, **Xander Investment Management**



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

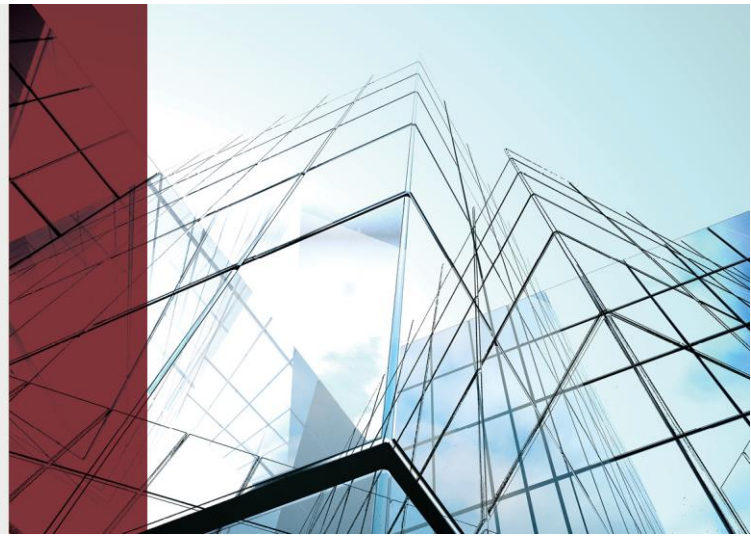
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



... more speakers to be announced soon.

All agenda timings are in Korea standard time (UTC+9).

Interactive content: 15 September

Private virtual meetings go live: 14-18 September 06:00-23:59

Extended networking: until 28 February 2021

Monday September 14

06:00 Platform opens for private meetings

11:00 Birds of a feather

“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

Session: Tokyo LP Networking (LP Only)

14:00 Welcome to PERE Japan Korea Week, Tutorial and followed by Birds of a feather Session: Fundraising in the “new normal”

Tutorial, followed by Networking Session: Investing and fundraising across Japan & Korea.
Join your peers in a networking roundtable designed for interactive discussion covering what the new normal is for value creation and what best practice Y1 strategies will look like.

15:00 Private Meetings

Tuesday September 15

10:00 Opening keynote panel: Can supply match demand for outbound 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?

followed by live Q&A with the speakers

Speakers:



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

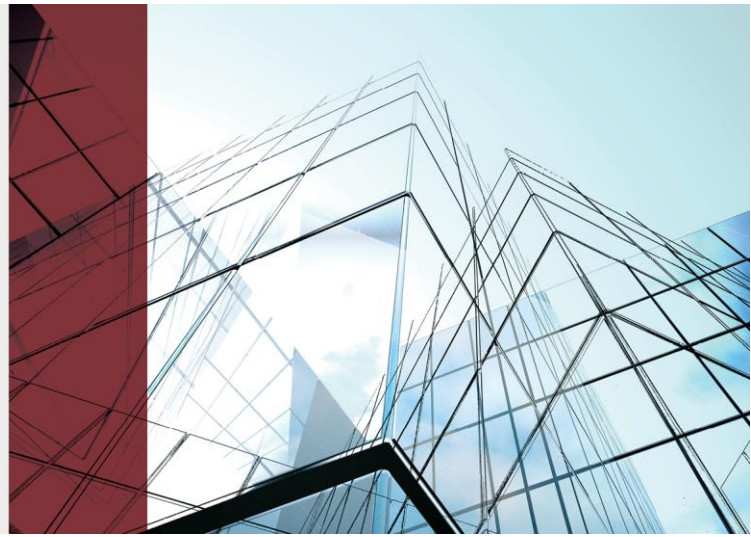
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



- Doyle Kim, *Managing Director, Hana Financial Investment*
- Sang-Hoon Kim, *Lead Portfolio Manager, Alternative Investment, Meritz Asset Management*
- Laurent Jacquemin, *Head of Asia-Pacific, Real Assets, AXA Investment Managers*

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

10:40 **Data snapshot: Who's leading the pack? Tracking the biggest LPs and GPs in private real estate**

PEI Media's in-house researchers discuss fundraising, investment trends and rank the leaders in real estate

followed by Q&A with the PERE research team

Presenter:

Nicole Douglas, *Head of Investor Research, PEI Media*

11:10 **Asia markets: How covid will shape the real estate future of millions**

China, India and opportunities in Asia's largest markets: A fresh look into the latest developments in the region and how Covid will shape the real estate future of millions of people

followed by live Q&A with the speakers

Speakers:

- Claire Tang, *Head of Greater China, LaSalle Investment Management*
- Brian Chinappi, *Partner, Head of Asia Real Estate, Actis*
- Rohan Sikri, *Senior Partner, Xander Investment Management*
- *Moderator: Christie Ou, Reporter, PERE*

11:50 **Birds of a feather: Networking discussion groups**

Session 1:
Asia markets

Session 2:
Australia opportunities

Session 3:
VIP and LP Lounge
(by invitation only)



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

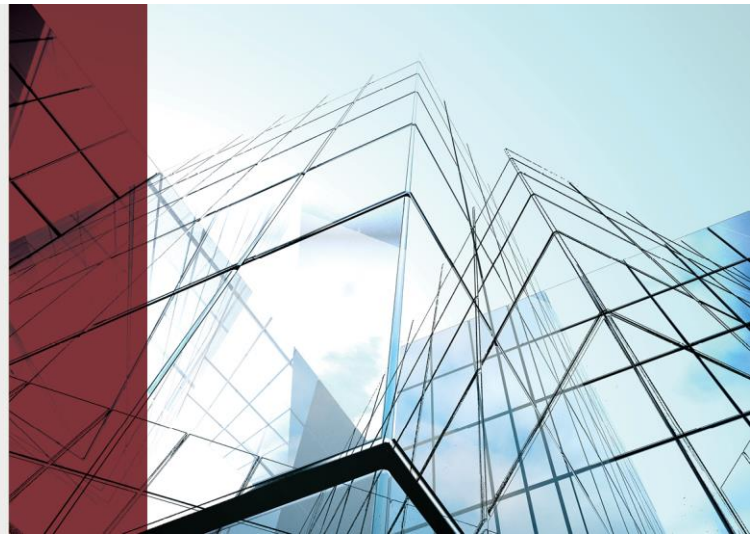
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

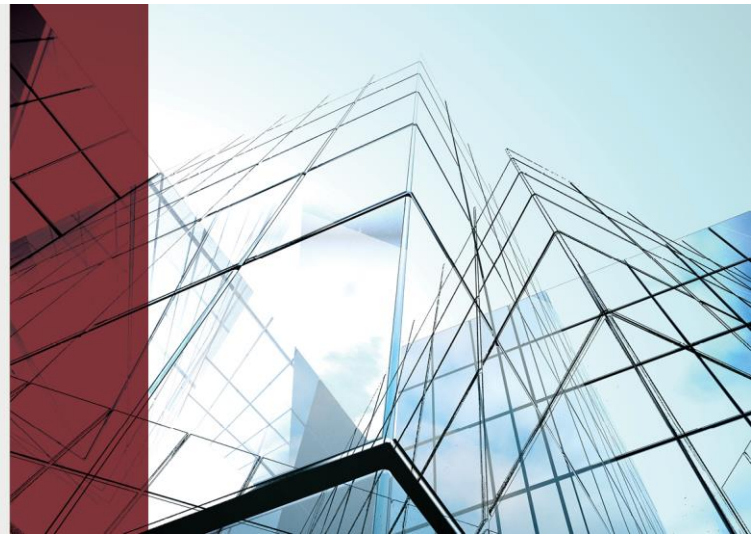
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



12:30 Alternatives and specialist fields beyond office and retail: Interview: Hospitality

Interview:

Kevin Colket, *Founder and CEO, Global Hospitality Investment Group (GHIG)*
Arshiya Khullar, *Senior Reporter, PERE*

13:00 Alternatives and specialist fields beyond office and retail: Presentation: Logistics

Presenter:

- Rahul Ghai, *Managing Director, Regional Head - Private Real Estate Asia, Partners Group*
More presenters TBC

13:30 Birds of a feather: Lunch Networking: Alternatives

Session 1:
Logistics

Session 2:
Hospitality

Session 3:
Data centers and more

14:10 Is North America back on the menu for Korean capital?: Unlocking opportunities in global real estate's largest region

Hear from a selection of the region's top players on the asset classes will emerge strong from Covid – and what sectors will be left behind.

followed by live Q&A with the speakers

Speakers:

- Paul Gillen, *Managing Director, Hodges Ward Elliott*
- Justin Pattner, *Partner, Head of Real Estate Equity, Americas, KKR*
- John Brady, *Managing Director, Head of Global Real Estate Group, Oaktree Capital*

Moderator: Evelyn Lee, Editor, PERE

15:00 European markets: Times they are a-changing?

Amidst currency fluctuations and increased investment regulations, will the region continue to be a prime focus for Korean investment?

15:40 Birds of a feather: Networking discussion groups



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

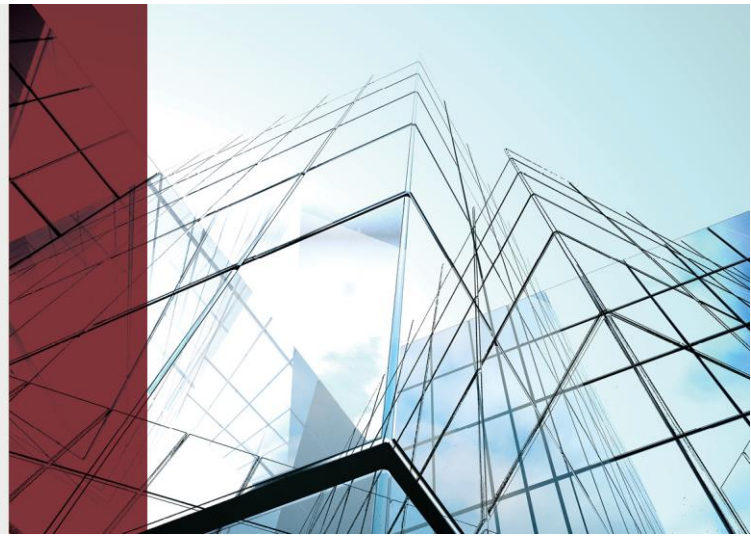
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

Session 1:
Residential funds

Session 2:
Office funds

Session 3:
Direct opportunities

16:20 Korea’s institutional roundtable: 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 institutional investors’ work?

Speakers:

- Janghwan Lee, *Managing Director, Head of Financial Investment, Lotte Insurance*
- Jin Ho Lee, *Head of Global Real Assets, Korea Post*
- Harry Changeun Song, *Head of Real Estate, Public Officials Benefit Association (POBA)*

Moderator: Andrew Shin, Head of Investments, Korea, Willis Towers Watson

Followed by live Q&A with the speakers

17:00 Real estate debt webcasts: A booming asset class in these current times hear from the experts

Tune into the PERE expert webcasts:

- 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?

Webcast 1: Bill Schwab’s take on today’s challenges for real estate credit

Webcast 2: The outlook for China’s real estate debt market

Webcast 3: ESG and real estate financing during covid-19

Followed by live discussion group

18:00 Closing Remarks



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

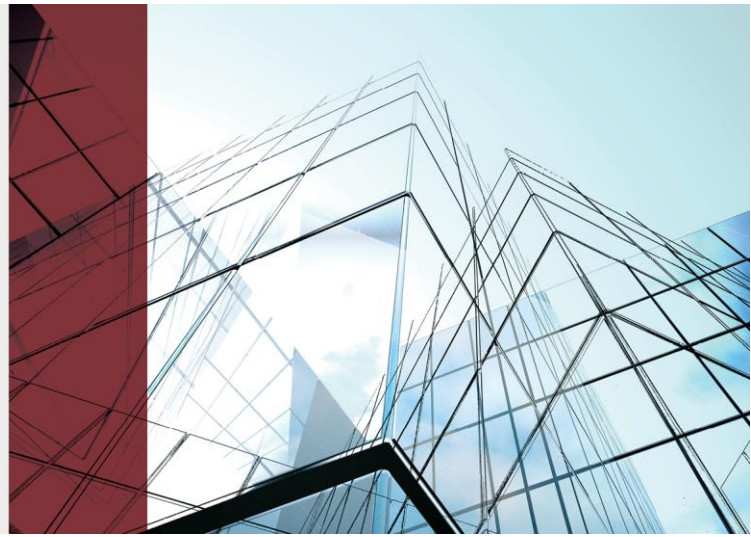
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



Private meetings open until Friday 18th September, content available on-demand and networking continues until 28th February 2021.

Wednesday 16 September – Virtual networking continues

06:00 Platform opens for private meetings

14:00 Birds of a feather: Investor networking (LPs by invitation only)

“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

15:00 Private Meetings



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

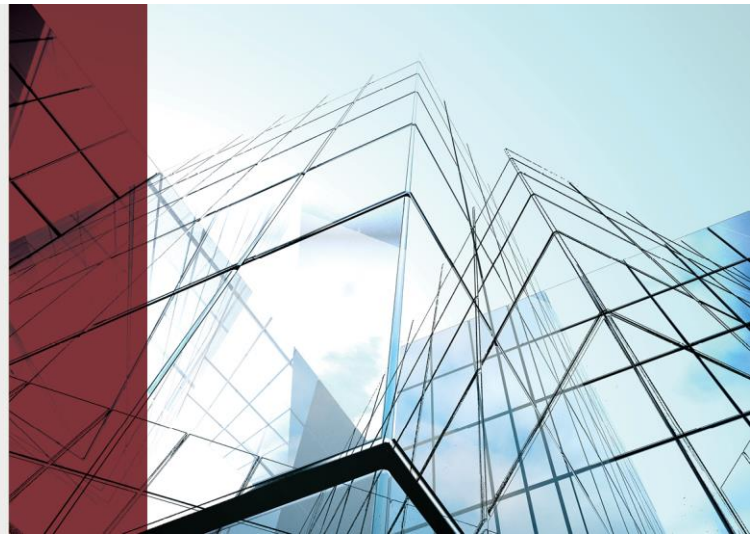
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



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

Confirmed Speakers Include:

- Laurent Jacquemin, Head of Asia-Pacific, **AXA IM Real Assets**
Mitsuhiro Arakawa, Executive Consultant, **Russell Investments**
Kevin Colket, Founder & Chief Executive Officer, **Global Hospitality Investment Group**
Mark Elliott, President, **Hodges Ward Elliott**
Tetsuya Fujita, Country Manager, **CBRE Global Investors Japan**
James Haines, General Manager, **Aozora Bank**
Toshio Fukushima, President and Representative Director, **Daiwa Real Estate Asset Management**
Ari Druker, Director, Loan Origination - Real Estate, Investment Banking Coverage, **Deutsche Securities**
Akihisa Hoshino, Deputy General Manager, Investment Management Department, **Sumitomo Mitsui Trust Bank**
Tokokazu Imazeki, Chief Analyst, **Sanko Estate**
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 Schulz, 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, Managing Director, Head of Japan Real Estate, **Nuveen Real Estate**

All agenda items are in Japan standard time (UTC+9)

Thursday 17 September 2020

08:00 **Tutorial in English**

08:00 **Tutorial in Japanese**



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

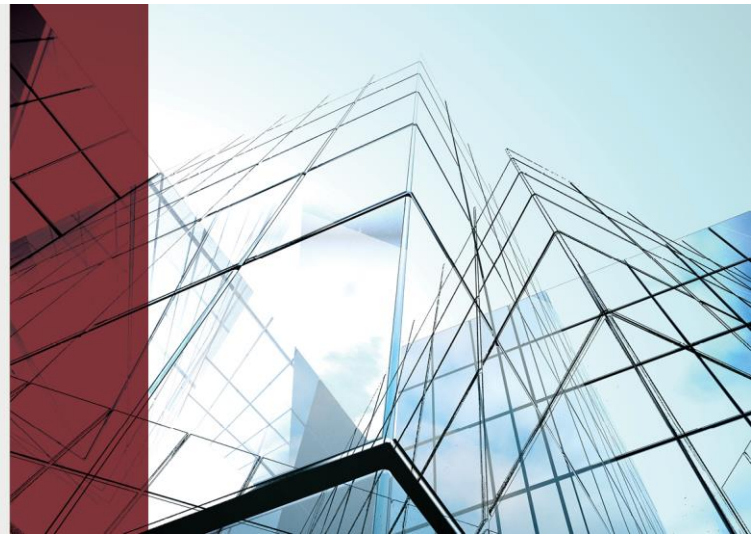
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



***All panels are followed by 20-minute interactive Q&A sessions**

09:30 **PERE welcome**

09:35 **Keynote Panel: Putting Japanese capital to work in global markets during a global crisis**

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

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?

Moderator: Arshiya Khullar, Editor, PERE

Speakers: Yasuyuki Sanami, Chief Operating Officer, Diamond Realty Management
Kevin Colket, Founder & CEO, Global Hospitality Investment Group
Mark Elliott, President, Hodges Ward Elliott

10:20 **Panel: Real Estate opportunities beyond core sectors during Covid-19**

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?

Moderator: Christie Ou, Reporter, PERE

Speakers: Laurent Jacquemin, Head of Asia-Pacific, AXA IM Real Assets
Kunihiko Okumura, LaSalle Investment Management
Shusaku Watanabe, Managing Director, Head of Japan Real Estate, Asia Pacific,
Nuveen Real Estate

11:05 **Birds of a feather**

“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

**Session 1: Risk
Management and Covid-
19**

**Session 2: Emerging
real estate growth
sectors**

Session 3: Co-investing



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



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

Speaker: Martin Schulz, Chief Policy Economist, Fujitsu

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

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, Country Manager, 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

Toshio Fukushima, President and Representative Director, Daiwa Real Estate Asset Management

Shin Takahashi, Executive Managing Director, Mori Trust

12:50 **Birds of a feather**

“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

Session 1: US Real Estate

Session 2: European Real Estate

Session 3: Asian Real Estate

13:50 **Panel: Real estate debt – a winning sector in times of uncertainty?**

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?

Moderator: Ari Druker, Director, Loan Origination - Real Estate, Investment Banking Coverage, Deutsche Securities

Speakers: James Haines, General Manager, Aozora Bank

Shai Greenberg, Senior Vice President, Genkai Capital Management

Philip Ryan, Vice President, Tokyo Star Bank

14:30 **Presentation: Overview of the Japanese Office Market**

Speaker: Tokokazu Imazeki, Ph.D., Chief Analyst, Sanko Estate



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

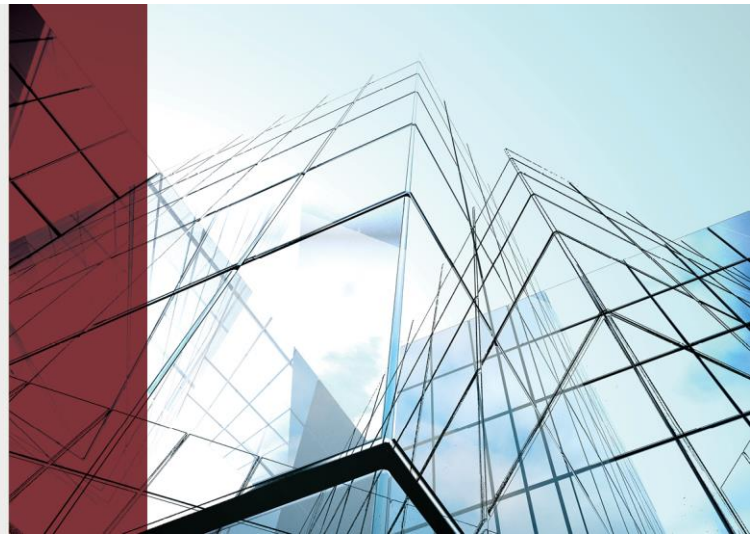
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



15:00 **Birds of a feather**

“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

Session 1: Proptech

Session 2: Tokyo Real Estate

Session 3: Exit Strategies

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, logistics and senior housing

Moderator: Charles Haase, Managing Director, Client Relationship Management, Aetos Japan

Speakers: Naoko Saito, Senior Vice President, ProLogis

Barry Hirschfeld, President & CEO, Asia Investment Partners

Matt Dimond, Managing Director, Mayfair Capital Investment Management

16:15 **Panel: What do Japanese LPs want? The secrets to relationship building in Japan in the Covid-19 era**

How do more experienced LPs evaluate their RE portfolio of investments so far?
How has the crisis affected the LP/GP relationship dynamic?

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

1700 **Birds of a feather**



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

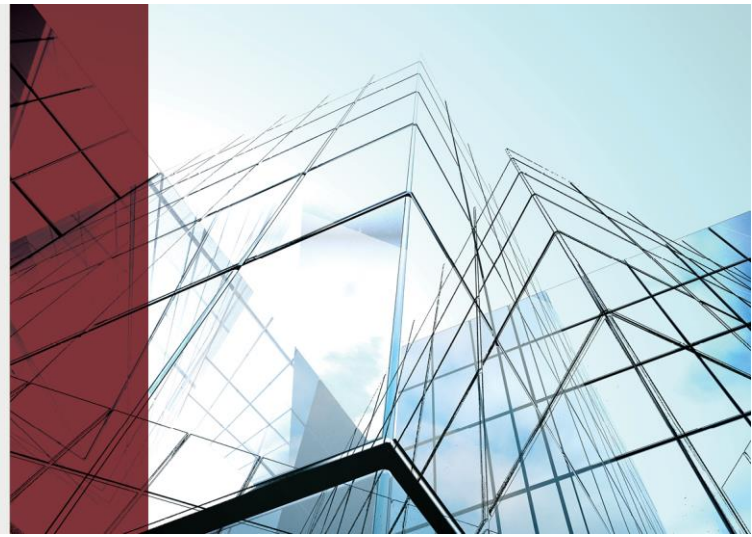
For registration queries:
Customer Services
asiaevents@peimedia.com

PERE

Japan Korea Week

Virtual experience 2020

14-18 September
Virtual event UTC+9



“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class – you decide what the topics will cover!

**Session 1: VIP & LP
Lounge**

Session 2:

Session 3:

Session 4:

Session 5:

18:10 **Close of conference**

1-2-1 Video meetings are available until 18th September

Online networking and on demand content is available until the end of February 2021

Friday 18 September 2020 – Virtual networking ends, on-demand content is available until the end of February 2021



For programme information:
Helen Sanders
helen.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
asiasponsorship@peimedia.com

For registration queries:
Customer Services
asiaevents@peimedia.com