

PERE

Japan Korea Week

Seoul Forum 2020



PERE Investor Forum: Seoul 2020

15 September 2020 | The Conrad Seoul | Seoul, South Korea

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. Join us to meet the most active Korean LPs in global real estate, 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 short and mid term impacts of months 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.

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*
- Taehyung Kim, *Head of Alternative Investment Team, Korea Teachers Pension*
- 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*
- **Speaker TBC, AXA Investment Managers**
- **Speaker TBC, Union Investment**

... and more speakers to be announced soon.

Monday September 14

1800 **Opening VIP Cocktails for LPs, Subscribers and Sponsors (by invitation only)**



For programme information:
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For sponsorship opportunities:
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Tuesday September 15

0830 **Registration and networking refreshments**

0900 **Welcome from the morning chairperson**

0905 **Opening keynote panel: The latest trends and opportunities for global Korean capital**

- What are the latest capital flow movements and macro trends?
- 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 from AXA Investment Managers**

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

0950 **Keynote Interview**

1020 **Networking and Coffee Break**

1100 **Cross-border Asia panel: APAC markets, Korean real estate and capital flows**

- What markets and asset classes will be the first to benefit, both Korea and the wider APAC region?

1145 **Discussion - 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?

Speakers:

- Kevin Colket, *Founder and CEO, Global Hospitality Investment Group (GHIG)*

1215 **Networking lunch**



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1330 **Presentation: Real estate opportunities in Germany**

Presenter:

- **Speaker from Union Investment**

1350 **Europe: What's the talk on the ground for Korean outbound capital's hottest market?**

1435 **Networking Break**

1505 **North America: Unlocking opportunities in global real estate's largest region**

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

- What are the best markets as well as the risk and return strategies across the stack?
- Who are the right partners to trust?

1635 **Korea's institutional panel: What keeps the country's LPs awake at night?**

(This panel will be held in Korean with 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 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)*

1720 **Chairperson's closing remarks followed by cocktail reception**



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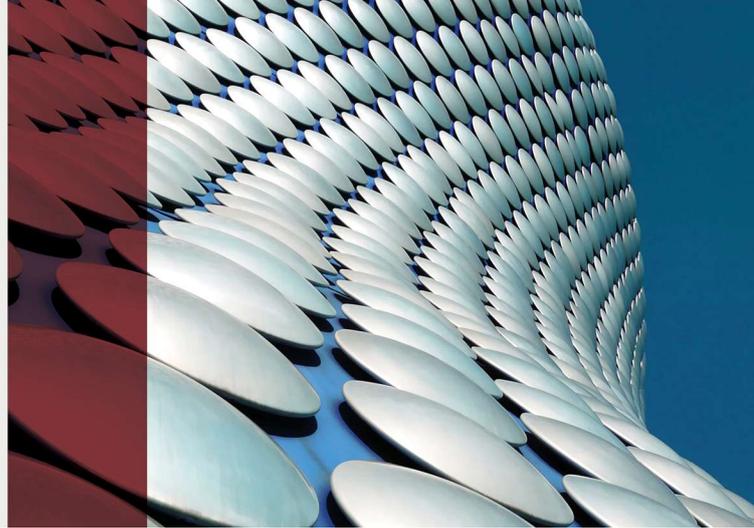
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Japan Korea Week

Tokyo Forum 2020



PERE Investor Forum: Tokyo

17 September 2019 | Shangri-La Hotel, Tokyo

Wednesday 16 September 2020

18:00 **VIP cocktail** for sponsors and investors (by invitation only, TBC)

Thursday 17 September 2020 – Venue: Shangri La Hotel, Tokyo

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?

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?

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?

11:05 **Networking coffee break**

11:35 **Presentation: Economic trends in the US**

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

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

How has the coronavirus impacted the market?

Why are investors increasingly interested in the residential sector?



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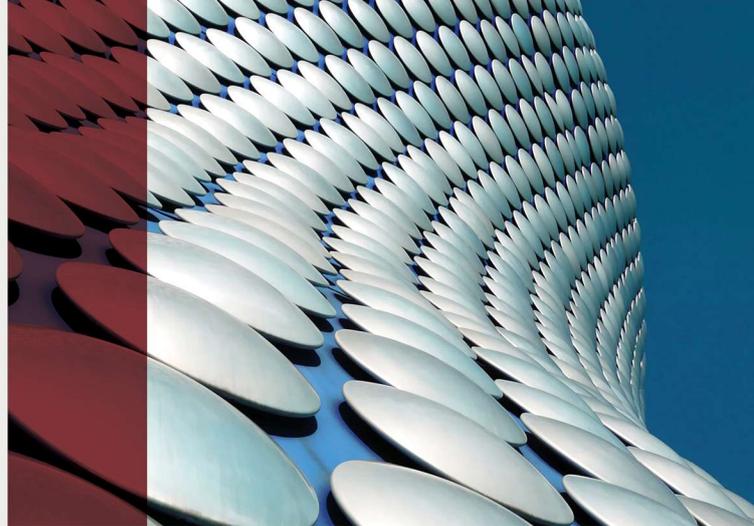
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12:50 **Networking lunch**

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?

14:30 **Panel: Spotlight on integrated resorts in Japan**

Assessing the impact of gaming in Japan. A game changer for the Japanese economy?
Perspectives from international and domestic investors on the opportunity
What ancillary opportunities might available for those not involved directly with the gaming licenses?

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 funds such as in residential and logistic sectors

16:10 **Country Case Study: India**

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?

17:30 **Close of conference & cocktail reception**



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