

PERE

Japan Korea Week 2022



PERE Japan Korea Week

13 – 15 September 2022 | Tokyo & Seoul

The **PERE Japan Korea Week** will return on 13-15 September to connect you with the biggest institutional investors in Japan and Korea.

Join us in Tokyo and Seoul to understand which private real estate opportunities outbound investors are looking for and the criteria they are adopting to allocate their capital.

Principal sponsor

KKR

Lead sponsor

CIM

Sponsors



dexus

Supporting association



For program information:
Brix Sumagaysay
brix.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
peresponsorship@peimedia.com

For registration queries:
Customer Services
customerservices@peimedia.com

PERE

Japan Korea Week 2022



Tuesday 13 September 2022 Tokyo - Shangri-La Tokyo

0830 Registration and coffee

0900 Keynote Panel: Post Pandemic real estate strategies

- Assessing asset resilience post pandemic. Which sectors have performed well? Which haven't?
- Are we seeing paradigm shifts in investing strategies?
- Post pandemic threats, opportunities and mitigating geopolitical risk

Moderator: Christie Ou, Senior Reporter, **PERE**

Speakers: Hideto Yamada, Head of Global Real Estate, **GPIF**

David Cheong, Managing Director, **KKR**

Dan Dubrowski, Co-Founder & Head of Capital Formation, **Lionstone Investments / Columbia Threadneedle**

0950 Keynote Session: KKR's approach to Asia and Japan real estate

Speaker: KKR, TBC

1020 Panel: Japan as the top destination for Asian real estate

- Tokyo office markets – are we seeing a strong rebound?
- Logistics – is pricing in Japan now too high or do they remain attractive assets to buy?
- What is the future of multifamily? Can you gain more scale in the subsector in Japan?

Speakers: Atsushi Miura, Managing Director, **Blackstone**

Simon Treacy, CEO, Private Equity Real Estate, **CapitaLand Investment**

Ken Sugimoto, Representative Director, Head of Office, Japan, **GIC (Japan)**

1110 Break

1140 Panel: Investing in new real estate asset classes

- Senior housing – a booming sector in developed markets?
- Data centres as a hybrid infra/real estate investing strategy
- Student housing – making a strong comeback post covid?

Moderator: Steven Bass, Founder & CEO, **AR Capital Advisors**

Speakers: Bob McClain, CEO, **Crow Holdings Capital**

1225 Presentation: TBC

1300 Lunch

1400 Panel: Working successfully with Japanese gatekeepers

- Understanding the do's and don't's for pitching LPs
- Understanding the role of the gatekeeper in Japan
- Building GP/Gatekeeper relationships

Moderator: Atsunori Yamaura, Director, **Russell Investments**



For program information:
Brix Sumagaysay
brix.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
peresponsorship@peimedia.com

For registration queries:
Customer Services
customerservices@peimedia.com

PERE

Japan Korea Week 2022



Speakers: Akihisa Hoshino, Associate General Manager, Alternative Assets Investment Dept, **Sumitomo Mitsui Trust Bank**
Takako Tokinaga, Portfolio Manager, **Mitsubishi UFJ Trust Bank**
Satoshi Saito, Head of Overseas Property Investment, **Tokio Marine Asset Management**

1445 Panel: The rising role of ESG and sustainability in real estate

- How to efficiently track ESG performance in real estate investments
- Seeking sustainability and high returns in the asset class – is it possible?
- Strategies for decarbonizing the portfolio

Speakers: Brad Dockser, Founder & CEO, **Green Generation**
Hideki Yano, President, **Sumisho Realty Management**
Ken Aoyama, CEO, **Samurai Capital**

1530 Break

1600 Panel: Investing in real estate debt

- Understanding the post pandemic debt investing landscape
- Which sectors are proving most attractive to lenders? Have we seen a shift?
- Evolution of debt strategies: are we seeing more separate accounts and co-investment appetite?

Speakers: James Haines, General Manager and Head of Global Real Estate Structured Debt, **Aozora Bank**

1640 Panel: Japan's LPs – how does real estate fit within their private market's strategy?

- How do LPs currently view Real Estate compared to other alternative asset classes?
- Is appetite increasing post pandemic?
- Risk appetites amongst investors – are higher risk strategies being considered?

Moderator: Tetsuya Fujita, Managing Director, **CBRE Investment Management**

Speakers: Oh Iwata, Deputy Director, Real Estate Finance Department, **Development Bank of Japan**

Ayaka Takimoto, Head of Real Estate and Infrastructure Investments, **Japan Science and Technology Agency (JST)**

Kiyosei Sugioka, MD, Head of Alternative Investments, **Orix Life Insurance**

Koji Sugauchi, CIO, **Osaka Shoko Shinkin Bank**

Shinji Kawano, General Manager, Alternative Investment Group, **Tokio Marine & Nichido Fire Insurance**

1730 Close of Forum

Thursday 15 September 2022 Seoul - Fairmont Ambassador Seoul

0800 Registration and networking

0845 PEI welcome and opening remarks



For program information:
Brix Sumagaysay
brix.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
peresponsorship@peimedia.com

For registration queries:
Customer Services
customerservices@peimedia.com

PERE

Japan Korea Week 2022



Conference chair: Sean Egan, Founding Partner and President, Egan Jones Ratings Company

0900 Keynote panel: The evolution of real estate investing

- Safe-haven markets and sectors for investors in the midst of geopolitical risk
- Catching-up with Western peers on the ESG agenda
- How is investing in real estate evolving and what will it look like in the next 5 years?

Sanghwoi Bae, Chief Executive Officer, ESR Kendall Square
Speaker, Dexu

0950 Keynote speech

1020 Networking coffee break

1050 Panel: Best in the West – allocating capital to Europe and the US

- Investing trends and opportunities in global real estate
- Finding the right risk-return balance in a portfolio
- How is inflation affecting investor sentiment?

Moderator: Sorim Jie, Director, Cushman and Wakefield
Laurent Jacquemin, Head of Asia Pacific, Real Assets, AXA IM
Kyung Paik, Head of Korea, Shelter Rock Capital

1135 Panel: Global trends in ESG and sustainability

- The importance of ESG and sustainability for both investor and managers
- How to set targets, track performance, benchmark and improve transparency
- The transformation of green buildings and impact of ESG compliance

Moderator: Chungha Cha, Vice Chairman, Paju Medical Cluster
Ayaka Fujiwara, Climate Investment Specialist, Green Climate Fund
Andy Lee, Executive Vice President, Daol Asset Management
JoAnn Jieun Hong, Director, Research and Consultancy, Savills

1220 Networking lunch break

1340 Investor panel: Partnering with Korean investors

- Investing in funds or direct/co-investing – what structure works best for Korean investors?
- What do institutions expect from its real estate investments pertaining to returns, diversification and liquidity?
- Factors to consider in capital allocation to both domestic and global markets

Moderator: Andrew Shin, Head of Investments Korea, Willis Towers Watson
Song-Ah Lee, Director, Kyobo AXA IM
Jiroo Eoh, Team Head – Infrastructure and Real Assets Investments, ABL Life

1430 Presentation:



For program information:
Brix Sumagaysay
brix.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
peresponsorship@peimedia.com

For registration queries:
Customer Services
customerservices@peimedia.com

PERE

Japan Korea Week 2022



1500 *Networking coffee break*

1530 **Panel: Opportunities in real estate debt**

- Insurance companies' investment strategies in real estate debt
- Assessing opportunities in APAC versus other regions
- How to incorporate ESG initiatives in a debt portfolio?

Moderator: Jayme Han, Senior Director – Capital Markets, JLL

Dong Hun Jang, Senior Advisor, Yulchon

Eui Kyung Kim, Head of Corporate Finance, Tongyang Life Insurance

BomJhun Kim, Real Estate Part Lead, KoreanRe Insurance

Inae Hwang, Part Lead, Samsung Fire and Marine Insurance

1615 **Panel: Working with asset management companies**

- What is the trend of capital flows into domestic and global real estate markets?
- How interest rate hikes are influencing real estate investment strategy
- Investing beyond core – top alternative sectors to consider

Moderator: WanSun Park, Head of Alternative Investment Team, Fubon Hyundai Life Insurance

Doyle Kim, Managing Director of Real Estate Investment Finance, Hana Financial Investment

Joon Park, CIO, Vestas Investment Management

Won Joon Park, CEO, DS Networks Asset Management

1700 *Networking cocktails and end of conference*



For program information:
Brix Sumagaysay
brix.s@peimedia.com

For sponsorship opportunities:
Sponsorship Team
peresponsorship@peimedia.com

For registration queries:
Customer Services
customerservices@peimedia.com