

PERE

Japan Korea Week 2022



PERE Japan Korea Week

13 – 15 September 2022 | Tokyo and 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 capital.

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Japan Korea Week 2022



PERE Global Investor Forum: Tokyo

13th September 2022 | Shangri La Hotel, Tokyo

Simultaneous translation between Japanese and English

0830 Registration and networking

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

Michael Regan, Managing Director, Investments, CIM Group

Josh Overbay, Managing Director, Almanac Realty Investors

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

- Asia Pacific real estate strategies in the private market
- Japan private real estate strategies (themes, platforms, etc.)
- Japan public market real estate strategies through KJRM

Moderator: Masamu Kakinoki, Client & Partner Group, KKR

Speaker: Kensuke Kudo, Director & David Cheong, Managing Director, KKR

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?

Moderator: Katsuyuki Tokushima, Director, Member of the Board, NLI Research Institute

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 Networking coffee break



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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, Senior Director, Nuveen Real Estate

Speakers: Bob McClain, CEO, Crow Holdings Capital

Toshiyuki Fujii, General Manager, Investment Business Department, Mori Trust

1225 Presentation: TBC

1300 Networking lunch break

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

Speakers: Akihisa Hoshino, Associate General Manager, Alternative Funds

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

Moderator: Ryuichi Horie, Co-Founder & CEO, CSR Design Green Investment Advisory

Speakers: Brad Dockser, Founder & CEO, Green Generation

Hideki Yano, President, Sumisho Realty Management

Ken Aoyama, CEO, Samurai Capital

Satoshi Ikeda, Chief Sustainable Finance Officer, Financial Services Agency

1530 Networking coffee 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?



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Speakers: James Haines, General Manager and Head of Global Real Estate Structured Debt, Aozora Bank
Lennart van Mierlo, Head of Commercial Real Estate Debt, NNIP
Shai Greenberg, Senior Vice President, Genkai Capital Management

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

Koiji Sugauchi, CIO, Osaka Shoko Shinkin Bank

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

1730 Networking cocktails and end of conference

PERE Global Investor Forum: Seoul

15 September 2022 | Fairmont Ambassador Seoul

Simultaneous translation between Korean and English

0800 Registration and networking

0845 PEI welcome and opening remarks

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?



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Moderator: Christie Ou, Senior Reporter, PERE
Sanghwoi Bae, Chief Executive Officer, ESR Kendall Square
Lennart van Mierlo, Head of Commercial Real Estate, NNIP
Joyce Lo, Director, Private Capital Advisory, Lazard
Josh Overbay, Managing Director, Almanac Realty Investors
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
Matilde Attolico, Managing Director, Rockpoint
Eun-Young Hyun, Head of Real Estate Investment Management, Midas International Asset Management
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
Trey Archer, Sales Director – Asia, GRESB

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
BK Cheon, Chief Investment Officer, DGB Life Insurance



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1430 Presentation: Economic trends, investment outlook and macroeconomic policy issues in the current administration

Kyu-Chul Jung, Director, Office of Macroeconomic Analysis and Forecasting, Korea Development Institute

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?

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

Ian Yoo, Founder and CEO, Apath Resilience

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 AMC

1700 Networking cocktails and end of conference



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