

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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## PERE Global Investor Forum: Tokyo

13th September 2022 | Shangri La Hotel, Tokyo

*Simultaneous translation between Japanese and English*

### Programme

#### 0800 Registration and networking

#### 0815 Invitation only: Japan investor exchange (closed door roundtable)

Fund management selection – conducting your due diligence

#### 0900 PEI welcome and opening remarks

Andrew Wolff, Head of Content, APAC, PEI

#### 0910 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

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

Matthew Kaplan, Managing Director and Team Group Head, Almanac Neuberger Berman

#### 1000 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

David Cheong, Managing Director, KKR

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

#### 1030 Networking coffee break



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## 1055 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, Head of Pension Research and ESG Development, NLI Research Institute

Atsushi Miura, Managing Director, Blackstone

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

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

Hidetoshi Ono, Country Head – Japan, Tsao Family Office

## 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?
- Manufactured housing – a growing niche in alternative real estate sectors

Moderator: Steven Bass, Senior Director, Portfolio Manager, Alternatives and Strategic Transactions, Nuveen Real Estate

Bob McClain, CEO, Crow Holdings Capital

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

Michael Toft, Head of Care Homes, Octopus Real Estate

Jun Muto, Real Estate and Alternative Credit Strategies, Japan, PIMCO

## 1230 *Networking lunch break*

## 1340 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

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



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## 1420 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

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

## 1505 *Networking coffee break*

## 1535 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?

Moderator: Joyce Lo, Director, Private Capital Advisory, Lazard

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

## 1615 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

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

## 1700 *Networking cocktails and end of conference*



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## PERE Global Investor Forum: Seoul

15 September 2022 | Fairmont Ambassador Seoul

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### Programme

#### 0800 Registration and networking

#### 0850 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?

Moderator: Christie Ou, Senior Reporter, PERE

Sanghwoi Bae, Chief Executive Officer, ESR Kendall Square

Lennart van Mierlo, Head of Commercial Real Estate Debt, NNIP

Joyce Lo, Director, Private Capital Advisory, Lazard

Matthew Kaplan, Managing Director and Team Group Head, Almanac Neuberger Berman

#### 0950 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, Midas International Asset Management

Laurent Jacquemin, Head of Asia Pacific, Real Assets, AXA IM

Kyung Paik, Head of Korea, Shelter Rock Capital

Devin Chen, Head of Commercial Real Estate Strategy, PIMCO

#### 1040 Networking coffee break

#### 1110 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



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## 1140 **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  
Jin Hwan Kim, Senior Investment Manager, Overseas/Domestic Real Estate and Infrastructure, Korea Teachers' Pension  
Song-Ah Lee, Director, Kyobo AXA IM  
Jiroo Eoh, Team Head, Infrastructure and Real Assets, ABL Life Insurance  
BK Cheon, Chief Investment Officer, DGB Life Insurance

## 1225 **Networking lunch break**

## 1340 **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  
Eonbin Shin, Partner for ESG and Sustainable Finance, ERM  
Seonghun Min, Associate Professor, Department of Urban Planning and Real Estate, University of Suwon

## 1430 **Presentation: Transitioning to a sustainable world – how to effectively measure ESG performance in real estate**

Trey Archer, Sales Director – Asia, GRESB

## 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: WanSun Park, Head of Alternative Investment Team, Fubon Hyundai Life Insurance  
Eui Kyung Kim, Head of Corporate Finance, Tongyang Life Insurance  
BomJhun Kim, Real Estate Part Lead, Korean Reinsurance Company  
Inae Hwang, Head of Department, Real Estate Finance & Investment, Samsung Fire & Marine Insurance  
Ian Yoo, Founder and CEO, Apath Resilience



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## 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: Seunghwan Hwang, Head of Global Real Estate Investment and Head of Alternative Portfolio Operations, Hanhwa Asset Management

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

Hwasung Choe, Team Leader, Samsung Securities

Joon Park, CIO, Vestas Investment Management

Won Joon Park, CEO, DS Networks AMC

## 1700 *Networking cocktails and end of conference*



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