

PERE  
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# Japan Korea Week



## PERE Seoul Forum 2023

18-19 September 2023 | Fairmont Ambassador Seoul

Connect with the most active private real estate investors in Korea at the 9<sup>th</sup> annual **PERE Seoul Forum** on 19 September. Join us as we bring together 200+ influential decision makers for industry-leading discussions on market trends and hard lessons learned. Expand your professional circle with PERE's enhanced networking opportunities.

Learn about the most rewarding investment opportunities as we gather the biggest local institutional investors, global asset managers and strategic partners shaping the future of Korean real estate investment.

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[perenews.com/japan-korea-week/](https://perenews.com/japan-korea-week/)

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## Japan Korea Week



### Confirmed Speakers:

Arom Lee, Senior Portfolio Manager, Real Estate Investment Division, **National Pension Service**  
Mike Kelly, Managing Director, Head of Real Estate Americas, **JPMorgan Asset Management**  
Changhoon Lee, Former CIO, **Government Employees Pension Service (GEPS)**  
Christie Ou, Senior Reporter, **PEI Group**  
Chunsuk Park, Former CIO, **MG Korean Federation of Community Credit Cooperatives (KFCC)**  
Daniel Schapiro, Managing Director of Investments, **CIM Group**  
David Kim, Co-Head of Asia Pacific Real Estate, **Intermediate Capital Group (ICG)**  
Doyle Kim, Managing Director, **Hana Securities**  
Elizabeth Oh, Wealth Business Leader, Korea, **Mercer**  
Ethan Koh, Head of Global Research Operations, **PEI Group**  
Eugene So, Head of Global Alternative Investment Team, **IBK Securities**  
Franco Famularo, Partner & Chief Investment Officer, **Ohana Real Estate Investors**  
Hank Hsu, Co-Founder and Chief Executive Officer, **Forest Logistics Properties**  
Harry Song, Head of Overseas Real Estate, **The Public Officials Benefit Association (POBA)**  
Hye-In Jin, Attorney, **Dentons Lee**  
Jae Y. Kim, Managing Director & Global Chief Investment Officer, **Samsung SRA Asset Management**  
Jay Mantz, President, **Rialto Capital**  
John Choi, Director, Real Estate, **Korea Investment Corporation (KIC)**  
Jonathan Babkow, Senior Managing Director, Head of Residential Credit, **Pretium**  
Jooil Kim, Director & Head of Global Investment, Investment Group, **IGIS Asset Management**  
Joyce Lo, Director, **Lazard**  
Jun Park, Team Leader of Real Asset Investment Department, **Hyundai Marine & Fire Insurance**  
Keehong Rhee, Former Deputy CIO, **Korea Investment Corporation (KIC)**  
Kevin Cullinan, Managing Director, Co-Head of Credit Strategies, **Mack Real Estate Group**  
Kyung Paik, Head of Korea, **Shelter Rock Capital**  
Michael Sheffield, Head of Diversified Funds and Fund Manager DWPF, **Dexus Wholesale Property Fund (DWPF)**  
Michelle Ling, Chief Executive Officer, Private Capital Management, **Mapletree**  
Mikyung Chung, Head of Investment Team, **Mirae Asset Global Investments**  
Seunghwan Hwang, Global Real Estate Team Leader, **Hanwha Asset Management**  
Seung-ki Jeong, Head of Team, **Kiwoom Asset Management**  
Song Ah Lee, Director, Alternative Investment Division, **Kyobo AXA Investment Managers**  
Tom Gilbane, Managing Member, **Rockpoint**  
Tom Graham, Senior Investment Director, **Aviva Investors**  
Wan Sun Park, Director, **TransPacific Group (Asia)**  
Youngshin Park, Head of Real Estate & Infrastructure Investment, **National Federation of Fisheries Cooperatives**

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## Japan Korea Week



Monday 18 September 2023 | VVERTIGO, Conrad Seoul

### 1600 Opening Cocktails (by invitation only)

Tuesday 19 September 2023 | Fairmont Ambassador Seoul

*Simultaneous interpretation between Korean and English provided*

KST/UTC+9

### 0900 Investor Networking - Breakfast Briefing (invitation only)

*A closed-door networking breakfast briefing for institutional investors. By invitation only.*

### 0930 Registration and coffee

### 1000 PERE welcome and opening remarks

Conference chair:

David Kim, Co-Head of Asia Pacific Real Estate, **Intermediate Capital Group (ICG)**

### 1010 Keynote speech – Major Korean investor navigates the uncertain global private real estate market [Kor]

*As a lending crisis looms over the global economy and inflation hits new heights, hear first-hand experience and lessons learned in navigating the uncertainties of the global private real estate market. Find out how to implement the right risk mitigation techniques and position your investment portfolio for resilience and potential growth.*

Keynote Speaker:

Jae Y. Kim, Managing Director & Global Chief Investment Officer, **Samsung SRA Asset Management**

### 1020 Presentation – The PERE analysis of global private real estate trends [Eng]

Presenter: Ethan Koh, Head of Global Research Operations, **PEI Group**

### 1030 Keynote panel: The to-do list for the next five years if you want to thrive in domestic and overseas real estate markets [Eng]

- What are the top trends to look out for in global real estate and how you can refine your investment strategy
- Prepare for the challenges ahead by understanding risks in private real estate; protect your portfolio from imminent threats of economic recession and bankruptcies in banking

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- How you can make “smarter” investments; a deep dive into the strengthening relationship between tech and property

Speakers:

Jonathan Babkow, Senior Managing Director, Head of Residential Credit, **Pretium**

Michael Sheffield, Head of Diversified Funds and Fund Manager DWPF, **Dexus Wholesale Property Fund (DWPF)**

Song Ah Lee, Director, Alternative Investment Division, **Kyobo AXA Investment Managers**

Tom Gilbane, Managing Member, **Rockpoint**

Moderated by:

Christie Ou, Senior Reporter, **PEI Group**

## 1110 *Networking coffee break*

## 1140 **Gatekeeper Panel: Understanding the shifting investor appetite for real estate in coming 5 years [Kor]**

- To allocate or over-allocated? Are Korean investors funds tightening their purse strings or are they seeing opportunity with low-priced, distressed assets?
- What are the most pressing concerns for Korean investors in 2024? How are they preparing to respond to further volatility in the market?
- What are the unique needs of Korean investors and how can fund managers can accommodate them i.e. diversification, liquidity, etc.

Speakers:

Eugene So, Head of Global Alternative Investment Team, **IBK Securities**

Jooil Kim, Director & Head of Global Investment, Investment Group, **IGIS Asset Management**

Seunghwan Hwang, Global Real Estate Team Leader, **Hanwha Asset Management**

Jeong, Head of Team, **Kiwoom Asset Management**

Moderated by:

Hye-In Jin, Attorney, **Dentons Lee**

## 1220 *Networking lunch break*

## 1325 **Keynote fireside chat: Former CIOs share lessons learned in turbulent times and how to apply them today [Kor]**

*History repeats itself. Former CIOs from the private real estate industry come together to discuss the cyclical nature of economics. Drawing upon their experiences, these seasoned professionals delve into the challenges they faced, the strategies they implemented, and the lessons they*



*learned. By recognizing these patterns, they provide valuable insights for current and aspiring investors, helping them anticipate and navigate through similar challenges in today's ever-changing landscape.*

Speakers:

Changhoon Lee, Former CIO, **Government Employees Pension Service (GEPS)**  
Chunsuk Park, Former CIO, **MG Korean Federation of Community Credit Cooperatives (KFCC)**

Moderator:

Keehong Rhee, Former Deputy CIO, **Korea Investment Corporation (KIC)**

**1345 Panel: How the real estate debt strategy can protect your portfolio from downside risk**  
[Eng]

- How has the deal flow changed in this sub-asset class, and what that means for the future?
- Why is the investor appetite growing for real estate debt?
- How do you position real estate debt within a multi-asset portfolio?

Speakers:

Daniel Schapiro, Managing Director of Investments, **CIM Group**  
Franco Famularo, Partner & Chief Investment Officer, **Ohana Real Estate Investors**  
Jay Mantz, President, **Rialto Capital**  
Kevin Cullinan, Managing Director, Co-Head of Credit Strategies, **Mack Real Estate Group**  
Tom Graham, Senior Investment Director, **Aviva Investors**

Moderated by:

Kyung Paik, Head of Korea, **Shelter Rock Capital**

**1430 Panel: Looking across the border for the fastest growing and most rewarding investment opportunities** [Eng]

- What are the hottest real estate investment destinations outside of Korea? Investigating risk/return profiles and market performance by country and by sector
- Innovative partnership structures: how should Korean investors structure their investments in the next deal they make with a global fund manager?
- Working together in harmony; what are the differences in practices and culture, and how should new funds in the market adapt their pitch to suit Korean investors?

Speakers:

Mike Kelly, Managing Director, Head of Real Estate Americas, **JPMorgan Asset Management**  
Doyle Kim, Managing Director, **Hana Securities**



Hank Hsu, Co-Founder and Chief Executive Officer, **Forest Logistics Properties**  
Joyce Lo, Director, **Lazard**  
Michelle Ling, Chief Executive Officer, Private Capital Management, **Mapletree**

Moderated by:  
Christie Ou, Senior Reporter, **PEI Group**

### 1510 *Networking coffee break*

### 1535 **Investor Panel: Interpreting the market trends and how Korean institutional investors will respond [Kor]**

- Preparing for looming crisis: how will scale of commitments to real estate funds change in the coming years? Which subsectors are getting a commitment boost and which ones are on the chopping block?
- What are the most pressing concerns Korean institutional investors making allocation decisions? A deep dive into pricing and inflation issues
- How can fund managers better cater to Korean institutional investors in times of uncertainty?

Speakers:  
Arom Lee, Senior Portfolio Manager, Real Estate Investment Division, **National Pension Service**  
John Choi, Director, Real Estate, **Korea Investment Corporation (KIC)**  
Mikyung Chung, Head of Investment Team, **Mirae Asset Global Investments**

Moderated by:  
Elizabeth Oh, Wealth Business Leader, Korea, **Mercer**

### 1615 **Investor Panel: Institutional investors navigate the trade-off between liquidity and returns [Kor]**

- What are the strategies for institutional investors to maximize returns while balancing liquidity in private real estate investments?
- The changing landscape: How are shifts in regulations, interest rates, and other market factors impacting investment strategies?
- Collaboration between investors and real estate fund managers: what are the best practices for communication and a thriving partnership?

Speakers:  
Harry Song, Head of Overseas Real Estate, **The Public Officials Benefit Association (POBA)**  
Jun Park, Team Leader of Real Asset Investment Department, **Hyundai Marine & Fire Insurance**

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Youngshin Park, Head of Real Estate & Infrastructure Investment, **National Federation of Fisheries Cooperatives**

Moderated by:  
Wan Sun Park, Director, **TransPacific Group (Asia)**

**1655 Closing remarks**

**1700 Networking Cocktails**

This is a draft agenda and subject to change

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## Japan Korea Week



### PERE Tokyo Forum 2023

20-21 September 2023 | Shangri-La Tokyo

Meet Japanese investors at the 10<sup>th</sup> annual **PERE Tokyo Forum** on 21 September. Escalate your fundraising potential by connecting with global real estate's most active private real estate investors and managers.

Expand your network as we gather 200+ of the biggest local investors, global asset managers and strategic partners shaping the future of Japanese real estate investing.

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## Japan Korea Week



### Confirmed speakers:

Atsuko Iino, Head of Alternative Investment, Asset Management Department, **National Pension Fund Association**

Atsushi Ogata, Executive Officer, Overseas Business Division, **Nomura Real Estate Development**

Ayaka Takimoto, Executive Director, **Japan Science and Technology Agency**

Chikako Matsumoto, Executive Officer and General Manager, ESG Strategy and Solutions, **Sumitomo Mitsui Trust Bank Ltd.**

Chris Spalding, Partner, **Morrison Foerster**

Christie Ou, Senior Reporter, **PERE**

Daniel Schapiro, Managing Director of Investments, **CIM Group**

Edward Clough, Managing Director, **Octopus Real Estate**

Ethan Koh, Head of Global Research Operations, **PEI Group**

Franco Famularo, Partner & Chief Investment Officer, **Ohana Real Estate Investors**

Hank Hsu, Co-Founder and Chief Executive Officer, **Forest Logistics Properties**

Hideki Yano, Executive Officer, **REVOLUTION Co.,Ltd** (Former President & CEO of Sumisho Realty Management Co.,Ltd)

Hidetoshi Ono, Country Head - Japan, **Tsao Family Office**

Isabella Lo, Managing Director, Principal – Investments & Head of Japan, **Gaw Capital**

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

Junichi Tanaka, General Manager, Responsible Investment, Investment Planning Department, **Sumitomo Life**

Kazunari Yaguchi, Senior Executive Officer and Head of Real Estate Investment Department, **Japan Post Bank**

Kenjiro Okazaki, General Manager, Responsible Investment Department, **The Dai-ichi Life Insurance Company**

Kevin Cullinan, Managing Director, Co-Head of Credit Strategies, **Mack Real Estate Group**

Laurent Jacquemin, Head of Asia-Pacific, **AXA IM Alts**

Mark Fischer, Global Head of Real Estate and Co-Founder, **Qualitas**

Masanori Hosokawa, General Manager, Responsible Investment Office, **Meiji Yasuda Life Insurance Company**

Mattias Karnell, Director, **Teneo Partners Japan Limited**

Maya Ito, Partner, **Nishimura & Asahi**

Michael Sheffield, Head of Diversified Funds and Fund Manager DWPF, **Dexus Wholesale Property Fund (DWPF)**

Peter Lesburg, Managing Director, Global Head of Capital Markets, **Realterm**

Shinji Kawano, General Manager, Head of Alternative Investment, Global Investment Department, **Tokio Marine Holdings, Inc.**

Sue Kolasa, Managing Director, Portfolio Manager, **J.P. Morgan Asset Management**

Tadashi Yamaguchi, Head of Japan Office, **CIM Group**

Taiyo Taimi, Head of Asia, Unlisted Real Estate, **Norges Bank Investment Management**

Takako Tokinaga, Portfolio Manager, **Mitsubishi UFJ Trust Bank**

Takeshi Ito, COO & Senior Investment Officer, **AISIN Employees' Pension Fund**

Taro Ogai, Managing Director and Head of International Investments, **Willis Towers Watson**

Tetsuya Fujita, Managing Director, Country Manager-Japan, **CBRE Investment Management**

Tom Graham, Senior Investment Director, **Aviva Investors**

Tomoko Kitao, Managing Director, Client Solutions Group, **Hamilton Lane**

Yasutoshi Miyamoto, General Manager, ESG Investment Strategy Office, **Nippon Life Insurance Company**

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## Japan Korea Week



Wednesday 20 September 2023 | Grand Kitchen, Palace Hotel Tokyo

### 1800 **Opening Cocktails** (by invitation only)

Thursday 21 September 2023 | Shangri-La Tokyo

*Simultaneous interpretation between Japanese and English provided*

JST/UTC+9

**0900 Investor breakfast briefing** (invitation only)  
*A closed-door breakfast briefing for institutional investors. By invitation only.*

**0930 Registration and coffee**

**1000 PERE welcome and opening remarks**

Conference Chair:

Tetsuya Fujita, Managing Director, Country Manager-Japan, **CBRE Investment Management**

**1010 Keynote speech – From Oslo to Tokyo: Insights into Norges Bank Investment Management’s strategies navigating global real estate markets [Jap]**

*Learn about portfolio resilience strategies and adapting your investment approaches according to different real estate markets. Discover how NBIM identifies opportunities and manages risk in global real estate markets, while prioritizing sustainability.*

Keynote Speaker:

Taiyo Taimi, Head of Asia, Unlisted Real Estate, **Norges Bank Investment Management**

**1020 Presentation – The PERE analysis of global private real estate trends [Eng]**

Presenter: Ethan Koh, Head of Global Research Operations, **PEI Group**

**1030 Keynote panel: Industry leaders predict domestic and worldwide trends for next 5 years [Eng]**

- What are the top trends to look out for in global real estate and how you can refine your investment strategy
- Prepare for the challenges ahead by understanding risks in private real estate; protect your portfolio from imminent threats of economic recession and bankruptcies in banking
- How you can make “smarter” investments; a deep dive into the strengthening relationship between tech and property

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Speakers:

Hideki Yano, Executive Officer, **REVOLUTION Co.,Ltd** (Former President & CEO of Sumisho Realty Management Co.,Ltd)

Michael Sheffield, Head of Diversified Funds and Fund Manager DWPF, **Dexus Wholesale Property Fund (DWPF)**

Sue Kolasa, Managing Director, Portfolio Manager, **J.P. Morgan Asset Management**

Moderated by:

Christie Ou, Senior Reporter, **PERE**

## 1105 **Investor Panel: Investors compare appetite for real estate and their gameplan to tackle market uncertainty** [Jap]

- How will the scale of commitments to real estate funds change in the coming years? Which subsectors are getting a commitment boost and which ones are on the chopping block?
- What are the most pressing concerns for institutional investors making allocation decisions?
- How can fund managers better cater to local asset owners?

Speakers:

Ayaka Takimoto, Executive Director, **Japan Science and Technology Agency**

Kazunari Yaguchi, Senior Executive Officer and Head of Real Estate Investment Department, **Japan Post Bank**

Shinji Kawano, General Manager, Head of Alternative Investment, Global Investment Department, **Tokio Marine Holdings, Inc.**

Moderated by: Tadashi Yamaguchi, Head of Japan Office, **CIM Group**

## 1140 **Networking coffee break**

## 1210 **Panel: Looking towards the West for the most rewarding investment opportunities** [Eng]

- What are the hottest real estate investment destinations outside of Asia? A deep dive into country market performance and a sector-by-sector analysis of return on investment
- Innovative partnership structures: how should Japanese investors structure their investments in the next deal they make with a global fund manager?
- Working together in harmony; what are the differences in practices and culture, and how should new funds in the market adapt their pitch to suit Japanese investors?

Speakers:

Edward Clough, Managing Director, **Octopus Real Estate**

Kilian Toms, Investment Manager, Indirect Private Real Estate, **CBRE Investment Management**

Peter Lesburg, Managing Director, Global Head of Capital Markets, **Realterm**



Tom Graham, Senior Investment Director, **Aviva Investors**

Moderated by:  
Maya Ito, Partner, **Nishimura & Asahi**

## 1245 Fireside Chat – How overseas investors view the domestic Japanese real estate market [Eng]

- Looking inwards at the domestic real estate market; understanding its opportunities and challenges
- What's needed to turn Japan into a top-tier investment hub for domestic and overseas investors?
- Which sectors are being developed and supported by government incentives?

Speaker:  
Hidetoshi Ono, Country Head - Japan, **Tsao Family Office**  
Isabella Lo, Managing Director, Principal – Investments & Head of Japan, **Gaw Capital**

Moderated by:  
Christie Ou, Senior Reporter, **PERE**

## 1305 *Networking lunch break*

## 1405 Panel: How the real estate debt strategy can protect your portfolio from downside risk [Eng]

- How has the deal flow changed in this sub-asset class, and what that means for the future?
- Why is the investor appetite growing for real estate debt?
- How do you position real estate debt within a multi-asset portfolio?

Speakers:  
Daniel Schapiro, Managing Director of Investments, **CIM Group**  
Franco Famularo, Partner & Chief Investment Officer, **Ohana Real Estate Investors**  
James Haines, General Manager and Head of Global Real Estate Structured Debt, **Aozora Bank**  
Kevin Cullinan, Managing Director, Co-Head of Credit Strategies, **Mack Real Estate Group**  
Tomoko Kitao, Managing Director, Client Solutions Group, **Hamilton Lane**

Moderated by:  
Chris Spalding, Partner, **Morrison Foerster**

## 1440 Presentation: A comprehensive guide to understanding the Australian real estate debt market [Eng]



*Gain insight into the Australian real estate debt market: examine the key trends, analyse each sector, and unravel how its evolution is shaping the investment opportunities available for investors.*

Speaker:

Mark Fischer, Global Head of Real Estate and Co-Founder, **Qualitas**

**1450 Panel: Seek no further than Asia-Pacific, the region's recovery and emerging opportunities [Eng]**

- Locate the fastest growing cities and sectors within Asia
- Investigate the risk/ return profiles of different regions
- What's the beginner's way into a fast-growing Asia-focused portfolio?

Speakers:

Atsushi Ogata, Executive Officer, Overseas Business Division, **Nomura Real Estate Development**

Hank Hsu, Co-Founder and Chief Executive Officer, **Forest Logistics Properties**

Laurent Jacquemin, Head of Asia-Pacific, **AXA IM Alts**

Moderated by:

Mattias Karnell, Director, **Teneo Partners Japan Limited**

**1525 Networking coffee break**

**1535 Investor Panel: What are Japanese pension funds looking for in the year of 2024? [Jap]**

- To allocate or over-allocated? Are Japanese pension funds looking to make new commitments?
- What are the unique needs of pension funds and how fund managers can accommodate them i.e. diversification, liquidity, etc.
- What's the preferred method for Japanese pension funds to access the asset class: co-investments or direct?

Speakers:

Atsuko Iino, Head of Alternative Investment, Asset Management Department, **National Pension Fund Association**

Takako Tokinaga, Portfolio Manager, **Mitsubishi UFJ Trust Bank**

Takeshi Ito, COO & Senior Investment Officer, **AISIN Employees' Pension Fund**

Moderated by:

Taro Ogai, Managing Director and Head of International Investments, **Willis Towers Watson**



## 1615 Investor Panel: The Net-Zero Asset Owner Alliance of Japanese insurers discuss valuations [Jap]

- Hear from Japanese members of the UN-convened Net-Zero Asset Owner Alliance on how you can decarbonise your portfolio
- What is the relationship between a fund's carbon emissions and its performance or valuation?
- What advice would the members give to other asset owners and managers who are just starting out on their net-zero journeys?

### Speakers:

Junichi Tanaka, General Manager, Responsible Investment, Investment Planning Department, **Sumitomo Life**

Kenjiro Okazaki, General Manager, Responsible Investment Department, **The Dai-ichi Life Insurance Company**

Masanori Hosokawa, General Manager, Responsible Investment Office, **Meiji Yasuda Life Insurance Company**

Yasutoshi Miyamoto, General Manager, ESG Investment Strategy Office, **Nippon Life Insurance Company**

### Moderated by:

Chikako Matsumoto, Executive Officer and General Manager, ESG Strategy and Solutions, **Sumitomo Mitsui Trust Bank Ltd.**

## 1655 Closing remarks

## 1700 Networking Cocktails

This is a draft agenda and subject to change