

PERE
Network

Japan Korea Week



PERE Seoul Forum 2023

19 September 2023 | Fairmont Ambassador Seoul

Connect with the most active private real estate investors in Korea at the 9th 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.

Lead sponsors

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For program information:
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PERE Seoul Forum 2022 attendees

- » ABL Life Insurance
- » Allianz Real Estate
- » CapitaLand Investment Management Korea
- » Cerberus Asia Pacific
- » DB Insurance
- » DGB Life Insurance
- » ESR
- » Fubon Hyundai Life Insurance
- » Government Employees Pension Service
- » Hana Securities
- » Hanwha Life Insurance
- » Heungkuk Life Insurance
- » Hyundai Marine & Fire Insurance
- » IGIS Asset Management
- » KDB Life Insurance
- » Korea Fire Officials Credit Union
- » Korea Investment Corporation (KIC)
- » Korea Teachers Pension Fund
- » Korean Teachers Credit Union
- » KT&G
- » Kyobo AXA Investment Managers
- » Kyobo Life Insurance
- » Lazard
- » LINA Insurance Company of Korea
- » Lotte Insurance
- » Military Mutual Aid Association
- » Mirae Asset Life Insurance
- » National Agricultural Cooperative Federation
- » National Pension Service
- » Neuberger Berman
- » NH Life Insurance
- » Permodalan Nasional Berhad
- » Prudential Life Insurance
- » Samsung Fire & Marine Insurance
- » Samsung SRA Asset Management
- » Schroders Capital
- » Seoul Guarantee Insurance
- » Shinhan Life Insurance
- » The Police Mutual Aid Association
- » Tong Yang Life Insurance
- » University of Suwon
- » Willis Towers Watson
- » And many more...

Programme

Monday 18 September 2023 | To be decided

Simultaneous interpretation between Korean and English provided

KST/UTC+9

1530 PERE Women's Network – Women's Tea (invitation only)

Meet other women from the industry in this closed-door networking session. Join a curated, open discussion on the successes and struggles of the industry in promoting women in real estate. Examine what more can be done to improve company policy and gender diversity in the workplace.

Facilitator:

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Tuesday 19 September 2023 | Fairmont Ambassador Seoul

Simultaneous interpretation between Korean and English provided

KST/UTC+9

0725 Registration and coffee

0730 Investor breakfast briefing (invitation only)

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

0900 PERE welcome and opening remarks

Conference chair:

0905 Keynote speech – Major Korean investor navigates the uncertain global private real estate market

Keynote Speaker: Chung Keun Kim, CEO, **Samsung SRA Asset Management**

0920 Presentation – The PERE analysis of global private real estate fundraising trends

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

0935 Keynote panel: The to-do list for the next five years if you want to thrive in domestic and overseas real estate markets

- 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

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

Speakers:

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1015 Investor Panel: Understanding the shifting investor appetite for real estate in coming 5 years

- 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 Korean investors?

Speakers:

1055 Networking coffee break

1120 Panel: Looking towards the West for the most rewarding investment opportunities

- 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 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:

1200 Keynote interview- How the Korean real estate market is being reformed

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

Keynote speaker:

Interviewer:

1220 Networking lunch break



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

- 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:

1425 Panel: Seek no further than Asia-Pacific: the region's recovery and its emerging opportunities

- 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:

1505 Networking coffee break

1535 Investor Panel: What are Korean pension funds looking for in the year of 2024?

- To allocate or over-allocated? Are Korean 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 Korean pension funds to access the asset class: co-investments or direct?

Speakers:

1615 Investor Panel: Insurance companies navigate the trade-off between liquidity and returns

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

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Speakers:

1655 **Closing remarks**

1700 ***Networking Cocktails***

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PERE Tokyo Forum 2023

21 September 2023 | Shangri-La Tokyo

Meet Japanese investors at the 9th 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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- » Daido Life Insurance
- » Development Bank of Japan
- » DIC Pension Fund
- » Farmers' Pension Fund
- » GIC Real Estate International Japan
- » GLP Japan
- » Government Pension Investment Fund (GPIF)
- » Idemitsu Pension Fund
- » ITOCHU Corporation
- » Japan Post Bank
- » Japan Post Insurance
- » Japan Science & Technology Agency (JST)
- » KKR
- » Macquarie Group
- » Manulife
- » Mitsubishi UFJ Trust and Banking
- » Mitsui Sumitomo Primary Life Insurance (MSPL)
- » Mizuho Bank
- » NAB
- » Neuberger Berman
- » Norges Bank Investment Management
- » ORIX Life Insurance
- » Pension Fund Association
- » Pension Fund Association for Local Government Officials (Chikyoren)
- » Permodalan Nasional Berhad
- » PGIM Real Estate
- » Schroders Capital
- » Shinkin Central Bank
- » Sompo Japan Insurance
- » Sony Bank
- » Sumitomo Life Insurance
- » Sumitomo Mitsui Trust Bank
- » Taiyo Life Insurance
- » The Blackstone Group
- » The Dai-ichi Life Insurance
- » The Norinchukin Bank
- » The Rangoonwala Foundation
- » Tokio Marine & Nichido Fire Insurance
- » And more...

Programme

Wednesday 20 September 2023 | To be decided

Simultaneous interpretation between Japanese and English provided

JST/UTC+9

1530 PERE Women's Network – Women's Tea (invitation only)

Meet other women from the industry in this closed-door networking session. Join a curated, open discussion on the successes and struggles of the industry in promoting women in real estate. Examine what more can be done to improve company policy and gender diversity in the workplace.

Facilitator:

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Thursday 21 September 2023 | Shangri-La Tokyo

Simultaneous interpretation between Japanese and English provided

JST/UTC+9

0725 Registration and coffee

0730 Investor breakfast briefing (invitation only)

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

0900 PERE welcome and opening remarks

0905 Keynote speech

0920 Presentation – The PERE analysis of global private real estate fundraising trends

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

0935 Keynote panel: Industry leaders predict domestic and worldwide trends for next 5 years

- 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

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

Speakers:

1015 Investor Panel: Investors compare appetite for real estate and their gameplan to tackle market uncertainty

- 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?

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- How can fund managers better cater to local asset owners?

Speakers:

1055 *Networking coffee break*

1120 *Panel: Looking towards the West for the most rewarding investment opportunities*

- 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:

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

1200 *Keynote Interview- How the domestic Japanese real estate market is being reformed*

- 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?

Keynote speaker:

Interviewed by:

1220 *Networking lunch break*

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

- 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?
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Speakers:

1425 Panel: Seek no further than Asia-Pacific, the region's recovery and emerging opportunities

- 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:

1505 Networking coffee break

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

- 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:

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

- 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?

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**

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

1655 Closing remarks

1700 Networking Cocktails

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