

PERE
Network

Seoul Forum



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.

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PEI



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:



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:



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?

Speakers:

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1655 Closing remarks

1700 *Networking Cocktails*

This is a draft agenda and subject to change

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