

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 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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PEI



**Confirmed Speakers:**

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

Chung Keun Kim, CEO, **Samsung SRA Asset Management**

Doyle Kim, Managing Director, **Hana Securities**

Elizabeth Oh, Head of Investment Advisory, Korea, **Mercer**

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

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

Inae Hwang, Head of Real Estate Finance & Investment Department, **Samsung Fire and Marine Insurance**

Matilde Attolico, Managing Director, **Rockpoint**

Michael Sheffield, Fund Manager, **Dexus Wholesale Property Fund (DWPF)**

Rok Kim, Senior Manager, Real Estate Investment Team, **The Korean Teachers' Credit Union**

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

**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)**

Join a discussion brainstorming the most promising investment opportunities, discover emerging sub-asset classes within real estate, and debate the latest market trends. Meet other women from the industry in this closed-door networking session.

Facilitator: Matilde Attolico, Managing Director, **Rockpoint**



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

Speakers:  
Song Ah Lee, Director, Alternative Investment Division, **Kyobo AXA Investment Managers**  
Michael Sheffield, Fund Manager, **Dexus Wholesale Property Fund (DWPF)**

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



## 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:

Rok Kim, Senior Manager, Real Estate Investment Team, **The Korean Teachers' Credit Union**

## 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:

Doyle Kim, Managing Director, **Hana Securities**

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

## 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**

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**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:**

Inae Hwang, Head of Real Estate Finance & Investment Department, **Samsung Fire and Marine Insurance**

**Moderated by:**

Elizabeth Oh, Head of Investment Advisory, Korea, **Mercer**

**1655 Closing remarks**

**1700 Networking Cocktails**

This is a draft agenda and subject to change

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