PERE Seoul Forum 2025

2-3 June 2025, Monday – Tuesday | Conrad Seoul

Experience the unmatched scale of PERE Japan Korea Week 2025, the region's largest gathering of Japanese and Korean institutional investors, where investors outnumber managers nearly 1.5:1!

This is your opportunity to connect with over 400 of Japan and Korea's most active institutional investors alongside leading global fund managers. Learn from thought leaders, build lasting partnerships, and uncover the most exciting opportunities in global real estate.

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2 June 2025, Monday | Conrad Seoul

17:00 **Welcome Cocktails – Real Assets Edition** (open to all)

Kick off the week with an exclusive evening of networking and connection. Meet with leading professionals from the real estate and infrastructure sectors in an informal, vibrant setting. This combined gathering before the main event sets the stage for meaningful conversations and valuable connections across the real assets industry.

For speaking opportunities:
Rida Shaikh
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For sponsorship opportunities:
Charlotte Hung
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For registration queries:
Luca Greene
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PERE Network

20th ANNIVERSARY

Seoul Forum

3 June 2025, Tuesday | Conrad Seoul

KST/UTC+9 *LIVE interpretation between Korean / English is provided*

08:00 **Registration & Networking Coffee**

08:30 **Investor Breakfast Briefing** (off-the-record, open to institutional investors only, RSVP required)

Presentation: Global real estate trends as seen by PERE– Exclusive insight into PERE's data

Backed by PERE's proprietary data, this session unveils the key trends shaping global real estate investment. Our Research & Analytics team will provide data-driven insights into capital flows, sector performance, and emerging opportunities, offering investors a unique perspective on the forces shaping the market.

A printed hard copy of the report will be circulated exclusively to attending investors.

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

09:30 **Welcome & Opening Remarks**

Conference Chair:

09:35 **View from the Commentary Box – PERE Editor reflects on H1'25 and where we're headed from here**

Reflecting on the first half of the year, figuring out where we are in the investment cycle, and where the real estate industry is headed from here.

Speaker: Christie Ou, Senior Reporter, **PERE**

09:40 **Keynote Interview**

Keynote Speaker:

10:00 **C-suite panel: The next big bet – What the next cycle means for real estate**

With markets at a turning point, are we past the bottom of the cycle, or is more turbulence ahead? How are leaders assessing geopolitical risks, interest rate uncertainty, and structural shifts in global capital flows? This panel brings together C-suite leaders from the world's largest *real estate funds to discuss where they see the most exciting opportunities in real estate, what's keeping them up at night, and how they're positioning their portfolios for long-term success.*

Speakers:

Juan Pepa, Founder and Managing Partner, **Stoneshield Capital**

10:40 **Coffee Break**

11:10 **Presentation**

11:30 **Panel: Cross-border capital flows – Finding a footing in Europe's recovery**

Europe is still heavily impacted with geopolitical uncertainty after last year's turbulent elections and the region is still reeling from the macroeconomic headwinds that caused a higher cost of capital. However, real estate markets are bottoming out and green shoots of growth are now visible across select markets. Panelists will share insights into the strategies and approaches they expect will yield the best results amid the region's recovery.

Speakers:
Robin Jones, Co-Head of Institutional, UK Real Estate, **Columbia Threadneedle Investments**

Moderated by: Kyung Paik, Head of Korea, **Shelter Rock Capital Group**

12:10 **Networking Lunch**

13:20 **Investor Panel: The evolution of Korean institutional investors – Lessons learnt & the road ahead**

Korea's leading institutional investors share insights into their journey of navigating market turbulence, from overexposure to certain sectors to financing and exit challenges. With lessons learned from past cycles, how are they restructuring their portfolios, diversifying across sectors, and managing liquidity constraints? What role will real estate continue to play in their strategies, and how do they see opportunities evolving in today's macro environment? Get firsthand perspectives on how Korea's most influential investors are preparing for the future.

Speakers:
Dongkwan Han, Principal Investment Team Leader, **Sungdam**
Rachel Seunghee Kim, Senior Portfolio Manager, **AIA Life Korea**

14:00 **Panel: Cross-border capital flows – Targeting growth & returns in Trump's America**

The U.S. real estate market offers both opportunities and complexities for global investors with Trump's second term in office. This panel examines how cross-border capital is engaging with *key sectors, managing risks from fluctuating interest rates, inflation, and geopolitical uncertainties, and positioning for long-term growth and returns.*

Speakers:
Chad Buchanan, Founder & Managing Partner, **Twin Light Capital**
Doyle Kim. Managing Director, **Hana Securities**
Tom Gilbane**,** Managing Member and Co-President, **Rockpoint**

Moderated by: Soo Jin Kang Isicoff, Corporate/M&A Attorney, **Lewis Brisbois**

14:40 **Panel: Navigating the diversity of APAC real estate and unlocking APAC's high-growth markets**

Are Japan and Australia still considered staples for Korean LPs' portfolios? What other secondary cities and emerging economies can be considered the next frontier? A deep dive into the risk-reward profiles of APAC's diverse real estate markets and the exit strategies in a region that is rapidly evolving.

15:20 **Coffee Break**

15:50 **Investor panel: Go big or go home – Where the world's biggest investors are doubling down – and pulling out**

PERE Global Investor 100 institutions—among the world's largest and most influential real estate capital allocators—share where they are deploying capital with conviction and where they are pulling back. Gain exclusive insights into their evolving investment theses, the sectors and geographies they view as essential, and the macro and market risks prompting strategic portfolio adjustments.

Moderator: Joyce Lo, Director, Private Capital Advisory, Real Assets Specialist, **Lazard**

16:30 **Panel: Fluctuating interest rates – How Debt Funds Navigate Opportunity and Risk**

Fluctuating interest rates are creating new opportunities for real estate debt funds and institutional investors. This panel examines how fund managers are strategically deploying capital to capitalize on market shifts while mitigating key risks such as credit quality, refinancing pressures, and liquidity constraints. Gain insights into how debt funds are structuring deals, pricing risk, and delivering competitive, risk-adjusted returns in an increasingly dynamic and competitive global landscape.

17:10 **Panel: The rise of Korean real estate – Tapping into homegrown opportunities**

Korea's real estate market is attracting heightened global interest, fuelled by strong demand for large-scale logistics developments and high-growth multifamily housing. This session explores where institutional capital is flowing, how investors are structuring deals to maximize returns, and

what key trends—such as regulatory shifts, demographic changes, and technology adoption—are shaping the future of Korea's property market. Gain insights into the strategies driving success in this dynamic and evolving investment landscape.

Speakers:
Celine Jeeyoun Kim, Senior Manager, Alternative Investment Team, **Lotte Non-Life Insurance**

17:50 **Closing Remarks**

17:55 **Networking Cocktails**

This is a draft agenda and subject to changes

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