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# Japan Korea Week



## PERE Seoul Forum 2024

10 September 2024, Tuesday | Fairmont Ambassador Seoul

**Overcome challenges of today, seize opportunities of tomorrow.** Join us at PERE Seoul Forum along with 300+ of Korea's biggest institutional investors and the world's leading real estate fund managers. Meet with influential decision-makers for industry-shaping analyses of market trends and 2025 investment strategies. Learn about the most rewarding sectors and opportunities, and share your lessons learned with your peers.

Join us in celebrating the 10th anniversary of PERE Network's Japan Korea Week! What started as a humble conference of just 100 people, has now grown into a week-long gathering of investors spanning two Forums and two countries; an unmissable networking event. It is the biggest meeting of real estate investors in East Asia.

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KST/UTC+9

LIVE interpretation between Korean / English is provided

## 08:30 Registration & Networking Coffee

09:00 **Investor Breakfast Briefing** (open to institutional investors only, by invitation only)

*Join the institutional investors for a closed door, off-the-record discussion that will empower your investment decisions. Gain valuable insights into the latest market trends, find out what your peers are investing in, and discover co-investment opportunities.*

## 10:00 Welcome & Opening Remarks

Conference Chair: Claire Cormier Thielke, Chief Investment Officer – Asia, **Prologis**

## 10:05 View from the Commentary Box – PERE Editor shares

*Reflecting on 2024, the big ideas shaping real estate, and how the asset class is evolving*

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

## 10:15 Keynote Fireside Chat: NPS's Vision for the Future of Real Estate Investing

*David Kim, Head of Real Estate Platform Investment at the National Pension Service (NPS), will outline NPS's forward-looking vision for the future of real estate investing and share insights on navigating the shifting market dynamics. Emphasizing tactical diversification and robust risk management, Mr. Kim will delve into strategies for building a resilient portfolio and driving growth.*

Keynote Speaker: David J.S. Kim, Head of Real Estate Platform Investment, **National Pension Service (NPS)**

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

## 10:35 Keynote panel: Discussing existing exposures, troubleshooting current challenges, and identifying the opportunity in 2025

- Unlocking Plan B – How do you tackle existing overexposure to certain sectors and markets in the West? What are the restructuring options on the table?
- Is it time to exit or to double down? How to refinance without compromising on liquidity

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- Gain insights and guidance into troubleshooting tactics, diversification strategies, risk management techniques, avenues for portfolio optimization
- How and where to invest through 2025

Speakers:

Felipe Morenés Botín, Founder & Managing Partner, **Stoneshield Capital**

George Agethen, Head of Asia-Pacific, Real Estate, **CDPQ**

Li Fan, Managing Director, **Warburg Pincus**

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

### 11:15 **Investor panel: Why now is the time to move on real estate**

- Where investors are most under-allocated and in which sectors
- The global trends influencing the allocation strategies of investors
- Falling knives: how investors are spotting and avoiding them
- The denominator effect: how extreme it is right now

Speakers:

Changeun (Harry) Song, Head of Overseas Real Estate, **Public Officials Benefit Association (POBA)**

Jun Park, Team Leader of Real Asset Investment Department, **Hyundai Marine & Fire Insurance**

Mikyung Chung, General Manager, **Shinhan Life Insurance**

Moderator: Wan Sun Park, Director, **TransPacific Group (Asia) Ltd.**

### 11:55 **Presentation: Understanding investor sentiment with PERE Global Investor 100 ranking**

Presenter: Andrew Rodriguez, Senior Research Associate, **PEI Group**

### 12:10 **Networking Lunch**

### 13:30 **Fireside chat**

### 13:50 **Keynote Speech: Demographics are Destiny – The Attractiveness of Alternative Real Estate Sectors**

*Al Rabil, CEO of Kayne Anderson and co-founder and CEO of Kayne Anderson Real Estate, will discuss economic policy, the state of the commercial real estate market, and the role of changing demographics and their effects on alternative asset classes. Mr. Rabil will also share his outlook on the opportunity set ahead for alternative asset classes across equity and debt vehicles.*

Keynote Speaker: Al Rabil, CEO, **Kayne Anderson**, Co-Founder & CEO, **Kayne Anderson Real Estate**

## 14:10 Panel: Will the golden era for credit continue when interest rates start to drop?

- Is now still a good time to be a lender?
- Whilst rates will inevitably come down, they are unlikely to drop to pre-covid levels; Will this change how lenders and borrowers work together on deals?
- Will ongoing bank constraints enable alternative lenders to enhance and maintain market share?
- What role will the CMBS market play in a recovery?

Speakers:

Jai Patel, Managing Director, Co-Head of Real Estate Debt, **ICG**

Lee Levy, Senior Managing Director, Head of Real Estate Debt, **Kayne Anderson**

Seonghun Min, Professor, The Department of Urban Planning and Real Estate, **The University of Suwon**, Investment Committee Member, **NPS, GEPS, HUF**

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

## 14:55 Coffee & Networking

## 15:15 Europe Fund Manager Panel: How resilient is the European real estate market in withstanding the current geo-political climate?

- Now that the European Central Bank has made its first interest rate cut, will fundraising and transaction activity in Europe will pick up?
- How far have prices corrected in Europe and how far is left to go?
- What do you consider to be the biggest risk or challenge the industry will face in 2025?

Speakers:

Hyojin Ji, Executive Director, Head of Global Research Team, **Mastern Investment Management**

James Coke, Co-Head Institutional, UK Real Estate, **Columbia Threadneedle**

Sasha Silver, Head of Global Client Group, **Redevco**

Moderator: Michelle Seunghyun Lee, Senior Vice President, **Mirae Asset Securities**

## 15:55 Panel: Rise of Asia-Pacific – Where are the opportunities?

- What are the emerging trends in Asian real estate?
- Which are 2025's hottest markets and sectors to invest in?
- How can Asian fund managers be a better partner to Korean institutional investors?

Speakers:

Doyle Kim, Managing Director of Real Estate Investment Finance, **Hana Financial Investment**

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Eunseok (Eugene) So, Managing Director / Head of Global Alternative Investment Team,  
**Sangsangin Investment & Securities**

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

Michelle Ling, Chief Executive Officer, Private Capital Management, **Mapletree**

Moderator: Elizabeth Oh, Wealth Business Leader, Korea, **Mercer**

**16:35 Keynote Presentation: From Seoul to San Francisco – Analysing cross-border real estate allocation by global sovereign wealth funds and pension giants**

*Diego Lopez is a world-renowned expert on Sovereign Wealth Funds (SWFs), having consulted for the World Bank and UN, helping establish and reformulate numerous SWFs globally.*

*Mr. Lopez will discuss how real estate allocation of SWFs and pension funds from around the world compare with one another, and how these insights that can inform the investment strategies of institutional investors in the audience.*

Keynote Speaker: Diego Lopez, Founder and Managing Director, **Global SWF**

**16:50 Closing remarks & Networking Cocktails**

*This is a draft agenda and subject to changes*

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