



**PERE**

INVESTOR FORUM  
SEOUL 2018

# Capitalizing on the wave of Korean outbound investment

28-29 NOVEMBER 2018 | WESTIN CHOSUN, SEOUL

## Post event report

[perenews.com/seoul](http://perenews.com/seoul)



# Thank you for attending the **PERE Investor Forum: Seoul**

Thanks for joining PERE Investor Forum: Seoul this year. More than 200 senior decision-makers across the world gathered in Seoul this year to discuss the latest trends and opportunities in the global real estate market in 2018 and beyond.

The forum featured Korea's biggest LP speakers including Korea Post and GEPS sharing their insights on the outbound global real estate market and global fund manager selection methodology. Couple of hot topics in the field, including investors' concerns, updates on developed markets, global real estate debt, co-investment partnerships and fundraising tips in Korea, were also discussed among attendees.

We would like to thank all speakers and sponsors for their valuable contributions and continuous support.

Kind regards,

**Maggie Ma**  
maggie.m@peimedia.com





# Connecting Korean Capital with global real estate

Over 200 delegates from across the globe attended to meet the Korean institutional investors looking to allocate billions of dollars outside of Korea.

As the top PERE's Asia outbound conference, this forum gathered leading Asian investors and global fund managers to look at the capital flow from Asia to global real estate markets.



# Key speakers at the PERE Investor Forum: Seoul



**Julie Ahn**  
Partner  
GRE Asset Management



**David Belford**  
Managing Director - Investment Management  
Colony Capital



**Ji-roo Eoh**  
Team Head  
ABL Life Insurance



**Alison Hawkins**  
Managing Principal  
Artemis Real Estate Partners



**Dong Hun Jang**  
Chief Investment Officer  
Public Officials Benefit Association



**Jung Uk Jung**  
Director  
Shinhan Financial Group



**Sung Seog Kang**  
Chief Investment Officer  
KTCU



**Boseok Kim**  
General Manager, Alternative Investment  
Team  
Kyobo Life Insurance





**JinWoo Kim**  
Managing Director  
Military Mutual Aid Association



**Seung-Ho Kim**  
Managing Director, Head of Alternative  
Investment Division  
Hyundai Insurance



**Hakku Lee**  
Executive Vice President  
KTB Asset Management



**Jinho Lee**  
Head of Real Estate  
Korea Post



**Benjamin McCarron**  
Representative  
GRESB



**Kyung Paik**  
Managing Director - Capital Raising and Fund  
Management  
IGIS Asset Management



**Wonjoon Park**  
Senior Managing Director  
Hana Alternative Asset Management



**Alan Yang**  
Chief Investment Officer  
GLP

# Key takeaways from the Forum



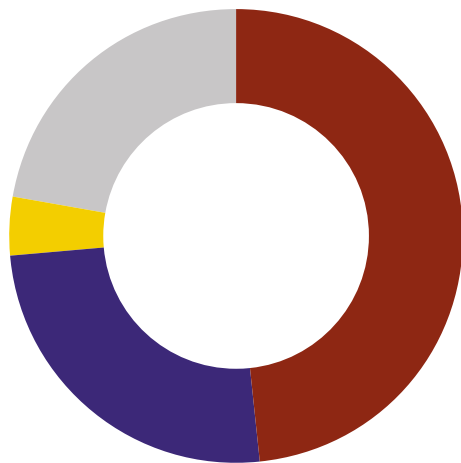
1. **Many Korean institutional investors have raised their concerns over the increasing hedging cost when investing with overseas real estate funds.** In particular, when investors make an investment with any US dollar currency funds, the hedging cost over US dollar are relatively higher than other currency funds which encouraged them to look into Europe, Asia and Australia markets.
2. **Korean investors continue displaying high appetite for overseas real estate debt funds and are actively looking to allocate more capital in 2019 and beyond.** For Korean LPs, real estate debt funds are still their safe-bet, for a decent return with relatively low risk.
3. **Europe and the US are still amongst the key core areas of interest for Korean investors.** However, most active investors including KTCU, Korea Post, GEPS and Korean insurers have indicated their preference to invest in first-tier cities in Europe, Asia and Australia.
4. **Korean insurers have expressed their strong investment focus in real asset debt investment with a decline of interest in investing in equity funds.** Some larger Korean insurers have also announced their goals in increasing their debt allocations in 2019 during the panel discussion.

Visit [www.perenews.com/seoul](http://www.perenews.com/seoul) for more information about the event.

# 2018 attendee breakdown

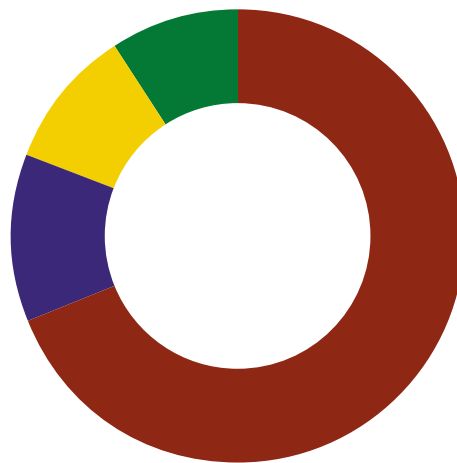


Attendees included:



- Head of Region / Senior Managers 48%
- President / CEO / CIO / Managing Partner / Director 25%
- Senior Associate / Analyst 4%
- Others 22%

Regional attendance breakdown:



- South Korea 69%
- Other Asia regions 12%
- Europe 10%
- Americas 9%



**225**  
ATTENDEES



**117**  
COMPANIES



**40**  
SPEAKERS



**1:1.5**  
GP TO LP RATIO



# Companies that have attended the PERE Investor Forum: Seoul 2018 include

- » ABL Life Insurance
- » AEW
- » AJU Hotels and Resorts
- » Almanac Realty
- » Altis Property Partners
- » Ardstone Capital
- » Arminius Group
- » Artemis Real Estate Partners
- » Asia Research and Engagement
- » Avison Young Korea
- » BNP Paribas Real Estate
- » Cerberus Asia
- » Charter Hall
- » Colliers International
- » Colony Capital
- » Construction Workers Mutual Aid Association
- » Corestate Capital Group
- » Crow Holdings Capital Partners LLC
- » DB Insurance
- » DGB Life
- » Dongbu Insurance
- » ESO Capital Group
- » Evidence Capital
- » GLP
- » Government Employees Pension Service
- » GRE Asset Management
- » Greenberg Traurig
- » GRESB
- » Hana Alternative Asset Management
- » Hangang Asset Management
- » Hanwha Life
- » Hermes GPE
- » Heungkuk Life Insurance
- » HI Asset Management
- » Hotel Lotte
- » Hyundai Insurance
- » IDERA Capital Management Ltd
- » IGIS Asset Management
- » JLL
- » KB Asset Management
- » KB Kookmin Bank
- » KB Life Insurance
- » KDB Bank
- » KDB Life
- » KeyBank
- » KFCC
- » KIH
- » Korea Asset Investment Securities
- » Korea Federation of Community Credit Cooperatives
- » Korea Fire Officials Credit Union
- » Korea Investment Corporation (KIC)
- » KOREA POST
- » Korea Scientists & Engineers Mutual-aid Association
- » Korea Venture Investment Corp
- » KT&G
- » KTB Asset Management
- » KTCU
- » Kyobo Life Insurance
- » Limak Investment
- » LINA Korea
- » Lotte Non-Life Insurance Co Ltd
- » M3 Capital Partners (HK)
- » M3 Consulting
- » MDM Plus
- » Meyer Bergman
- » MG Non-Life Insurance
- » Military Mutual Aid Association
- » Mirae Asset Life Insurance
- » National Credit Union Federation of Korea
- » National Pension Research Institute
- » NH Life Insurance
- » Orange Life
- » Orion Partners Korea
- » Pollen Street
- » Public Officials Benefit Association (POBA)
- » Q Investment Partners
- » Rialto Capital Management
- » Rockspring Property Asset Management
- » Rockwood Capital, LLC
- » Samsung Fire and Marine Insurance
- » Samsung Life Insurance
- » Seoul Guarantee Insurance
- » Shinhan Bank
- » Shinhan Investment Corp
- » SK D&D
- » Skanska, Central Eastern Europe
- » Sonkim Land Corporation
- » TGIM Assets
- » The K Non-life Insurance
- » The Korea Development Bank Private Equity
- » The Korean Teachers' Credit Union
- » The Wall Street Journal
- » Tokyo Trust Capital
- » Tongyang Life Insurance
- » Vanke US
- » We Work
- » Willis Towers Watson
- » Wingate Group
- » Woori Bank
- » Xander Investment Management



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## Interactions at the PERE Investor Forum: Seoul 2018

**10k**

website views

**52**

mobile app users

**2.23k**

engagement with  
the event app

**369**

event content  
downloads



## Networking at the Forum

The PERE Investor Forum: Seoul provides a unique opportunity for leading fund managers, institutional investors, service providers and developers to meet, share experiences and build relationships with those in the industry from Seoul and around the globe.



**10+**  
hours of  
networking  
opportunities





# Thank you to our sponsors

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# Investor Forum

Seoul 2019

20 November 2019  
Seoul

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**Creating  
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