

# Korean Investors

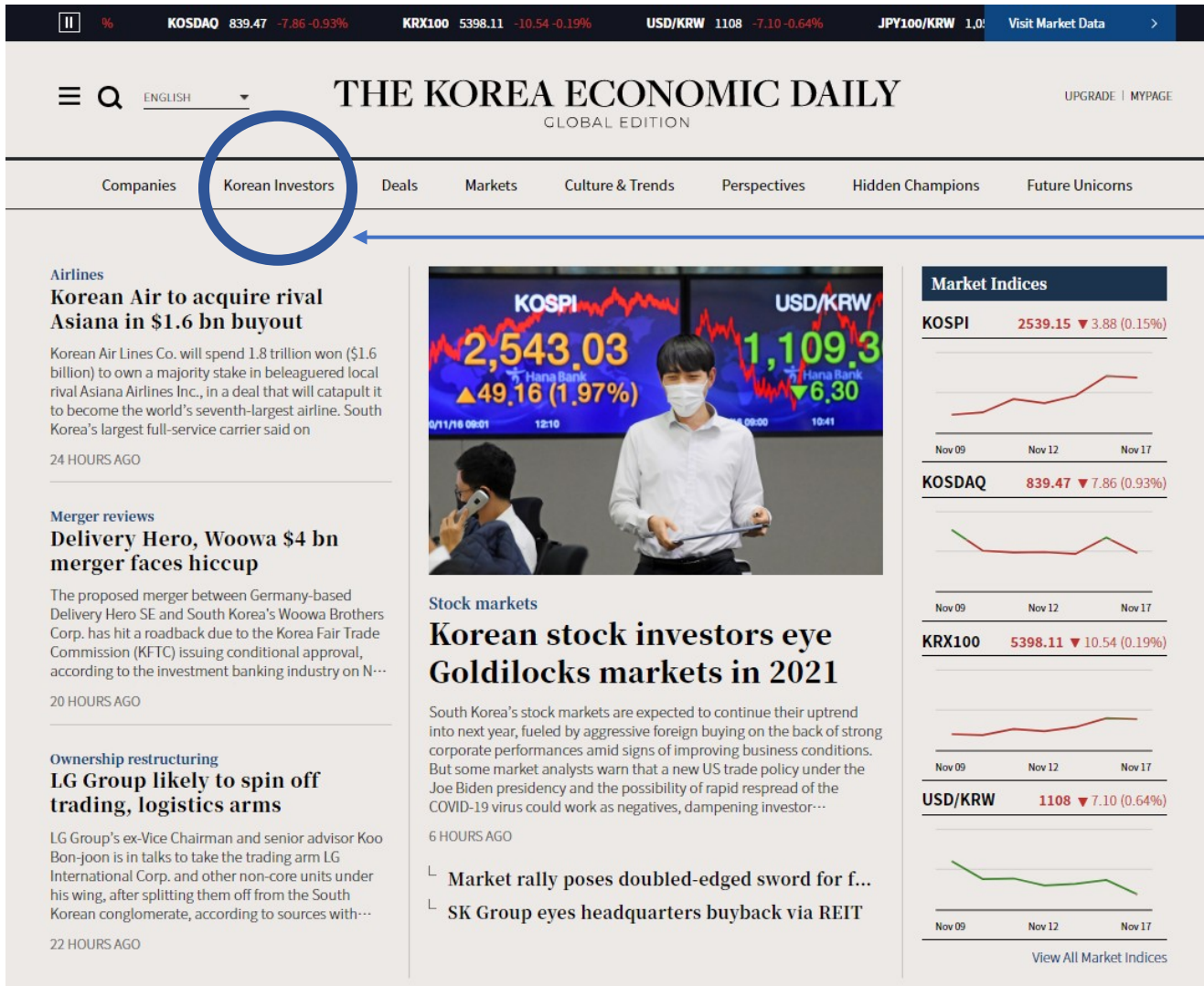
BY THE KOREA ECONOMIC DAILY

**KED Global News Network X ASK Conference**

# 1. Overview

# Korean Investors

BY THE KOREA ECONOMIC DAILY



**THE KOREA ECONOMIC DAILY**  
GLOBAL EDITION

Companies **Korean Investors** Deals Markets Culture & Trends Perspectives Hidden Champions Future Unicorns

**Airlines**  
**Korean Air to acquire rival Asiana in \$1.6 bn buyout**  
Korean Air Lines Co. will spend 1.8 trillion won (\$1.6 billion) to own a majority stake in beleaguered local rival Asiana Airlines Inc., in a deal that will catapult it to become the world's seventh-largest airline. South Korea's largest full-service carrier said on  
24 HOURS AGO

**Merger reviews**  
**Delivery Hero, Woowa \$4 bn merger faces hiccup**  
The proposed merger between Germany-based Delivery Hero SE and South Korea's Woowa Brothers Corp. has hit a roadblock due to the Korea Fair Trade Commission (KFTC) issuing conditional approval, according to the investment banking industry on N...  
20 HOURS AGO

**Ownership restructuring**  
**LG Group likely to spin off trading, logistics arms**  
LG Group's ex-Vice Chairman and senior advisor Koo Bon-joon is in talks to take the trading arm LG International Corp. and other non-core units under his wing, after splitting them off from the South Korean conglomerate, according to sources with...  
22 HOURS AGO

**Stock markets**  
**Korean stock investors eye Goldilocks markets in 2021**  
South Korea's stock markets are expected to continue their uptrend into next year, fueled by aggressive foreign buying on the back of strong corporate performances amid signs of improving business conditions. But some market analysts warn that a new US trade policy under the Joe Biden presidency and the possibility of rapid respread of the COVID-19 virus could work as negatives, dampening investor...  
6 HOURS AGO

- Market rally poses doubled-edged sword for f...
- SK Group eyes headquarters buyback via REIT

**Market Indices**

Index	Value	Change	% Change
KOSPI	2,543.03	▲49.16	(1.97%)
KOSDAQ	839.47	▼7.86	(0.93%)
KRX100	5398.11	▼10.54	(0.19%)
USD/KRW	1,109.3	▼6.30	(0.64%)

View All Market Indices

The Korea Economic Daily, the most trusted business newspaper in Korea, launched its global service in Oct 2020: *The Korea Economic Daily Global Edition*.

[www.kedglobal.com](http://www.kedglobal.com) incorporates **Korean Investors** platform that The Korea Economic Daily has operated since 2016 for global asset management community.

**Korean Investors** is a news & intelligence service on Korea's institutional investors: pensions, SWFs, mutual savings, insurers and banks.

# 1. Overview

# Korean Investors

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100%  
KOSPI/KQW 1108 -7.10.0.64%

100%  
KOSDAQ/KQW 1059.73 -5.67.0.54%

100%  
KOSDAQ/KQW 1059.73 -5.67.0.54%

100%  
KOSDAQ/KQW 1059.73 -5.67.0.54%

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**Interview**  
**Kyobo Life looks to invest in ESG bonds**  
Nov 15, 2020 (GMT+09:00)




**Retirement fund**  
**Korean Teachers' Credit Union names new CEO**  
Nov 11, 2020 (GMT+09:00)



**Acquisition financing**  
**Shinhan arranges \$120 mn loan for Cerberus US deal**  
Nov 10, 2020 (GMT+09:00)



**Interview**  
**Construction workers' fund eyes stable-income altern...**  
Nov 10, 2020 (GMT+09:00)




**Interview**  
**NongHyup looks to expand KIC co-investment**  
Nov 06, 2020 (GMT+09:00)


**Most Read**

- 1 Market rally poses double-edged sword for
- 2 Korean stock investors eye Goldilocks markets
- 3 Stipop takes on global sticker market
- 4 Delivery Hero, Woowa \$4 bn merger faces hiccup
- 5 LG Group likely to spin off trading, logistics


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Oct 28 | Conrad Hotel, Seoul  
The Korea Economic Daily




**Who's Who in Korean Investors**



**Asset Owners Report**



**Asset Managers' Perspectives**




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**Korea Post to invest \$87 mn in US fixed income**  
Oct 15, 2020 (GMT+09:00)

**POBA seeks two global fixed-income managers for \$350 mn mandate**  
Aug 20, 2020 (GMT+09:00)

*Korean Investors* features five key components that connect you to Korean LPs:

- News & Intelligence
- Who's Who in Korean Investors (people information)
- Asset Owners Report (LP survey & data)
- Asset Managers' Perspectives (showcasing your own content to LPs)
- RFP Alert (mandates information)

## 2. News & Intelligence

# Korean Investors

BY THE KOREA ECONOMIC DAILY



ASK Summit 2020

### Korean LPs to boost protection against unforeseen ev...

The prolonged coronavirus era is pushing South Korean asset owners, includin...

Nov 03, 2020 (Gmt+09:00)



ASK Summit 2020

### KIC, NPS to boost customized hedge fund investments

South Korea's sovereign wealth fund, Korea Investment Corp. (KIC), and the Nat...

Nov 02, 2020 (Gmt+09:00)



PEFs

### NPS, KTCU commit \$200 mn to US tech-focused PEF

The National Pension Service and the Korean Teachers' Credit Union (KTCU) ha...

Nov 02, 2020 (Gmt+09:00)



Forex management

### NPS to manage FX exposure via derivatives

The National Pension Service will begin to manage foreign currency risk throug...

Oct 30, 2020 (Gmt+09:00)



National Pension Service

### NPS to ease hedge fund transparency requirements

The National Pension Service will loosen transparency requirements on hedge f...

Oct 30, 2020 (Gmt+09:00)



ASK Summit 2020

### Korean pension funds' CIOs look to diversify GP pool

South Korean pension funds are seeking to diversify their pool of alternative ass...

Oct 29, 2020 (Gmt+09:00)

*Korean Investors* has provided the global asset management community with exclusive news and information on Korean institutions' outbound investments (mainly alternative) since 2016.

We cover Korean LP's strategic and tactical asset allocation, investment plans, manager selection, deals and people information.

Our coverage also includes corporate finance events you need to know (M&As, IPOs, debt financing) in Korean capital markets.

You can access *Korean Investors* news and intelligence for free once you sign in as 'Member+' on [www.kedglobal.com](http://www.kedglobal.com)



# 3. Who's Who in Korean Investors

## Korean Investors

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### Who's Who in Korean Investors

Asset Owners Report >



#### National Pension Service

National Pension Service (NPS) is South Korea's public pension scheme, with 777 trillion won (\$685 billion) in assets under management as of the end of July 2020. It is the world's third-largest pension fund after Japan's GPIF and Norway's GPF. NPS allocates 91.3 trillion won to alternative assets, or 11% of its portfolio, with overseas alternatives making up 55.7 trillion won, or 8%. NPS' assets are forecast to increase to 1,000 trillion won by 2024, by when alternative assets are expected to expand to 14%.

#### Chief Investment Officer



**Ahn Hyo-joon** Executive Fund Director & Chief Investment Officer 

Ahn leads the National Pension Service Investment Management (NPSIM) function, consisted of 3 managing directors, 12 divisions and 3 overseas offices. He has 32 years of investment experience, of which 18 years were spent overseas in Australia, Hong Kong and New York. He worked at various securities firms including Seoul Securities, Daewoo Securities, Daiwa Securities and held asset management positions at ANZ Bank and Kyobo AXA Investment Managers. His previous roles at NPS include the Director of Overseas Securities and the Director of Domestic Securities Management.

#### Private Equity & Venture Capital Investment Division



**Choi Hyung-don** Director of PE & VC 

Choi leads the PE & VC arm of NPS Investment Management function. He previously held asset management positions at Prudential Life Insurance and ING Life Insurance. After joining NPS in 2006, he held various alternative investment roles focusing on both domestic and overseas markets. He was in charge of overseas PE investments from 2015 until he took his current role in 2018.



**Kim Jun-geun** Senior Hedge Fund Portfolio Manager 

Kim is responsible for all hedge fund investments performed by NPS. He has a risk management and structured products analysis background and has been managing hedge fund portfolio of NPS since 2015. He was also one of the first members that set up NPS New York Office in 2011.

#### Real Estate Investment Division



**Kim Hyun-soo** Head of Real Estate Investment 

Kim oversees all global real estate investment activities conducted by NPS. He previously worked at GE and Credit Suisse First Boston (CSFB) focusing on real estate investment. He received a Bachelor's degree from Columbia University and holds a Master's degree in real estate from Harvard University.

*Korean Investors* has a vision to become a connection platform where global asset management community meets Korean institutional investors who are aggressively investing abroad.

The first and foremost step is knowing the people within these organizations. We understand it's hard for foreigners to know exactly who the key persons are and how to contact them.

*Who's who in Korean Investors* was designed to help you locate the most influential investment managers in major institutions in Korea and find your way to connect with them.

You can access *Who's who in Korean Investors* by subscribing to our paid membership service.  
(see p.12 for more information)

## 4. Asset Owners Report

# Korean Investors

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### Asset Owners Report

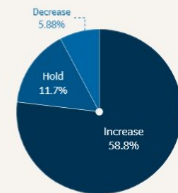
#### Korean investors' survey

#### Korean LPs favor direct lending for private debt

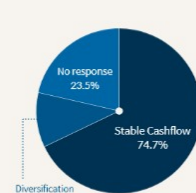
More than half of South Korea's key asset owners, led by the National Pension Service, are inclined to expand overseas private debt investment in pursuit of a steady stream of income, picking direct lending as their top credit investment choice, a recent survey by The Korea Economic Daily shows. Blind pool funds are the preferred vehicle for global private debt investment, chosen by 70.5% of the 17 institutional investors polled by The Kor

16 HOURS AGO

Whether to increase private debt investment



Reason to increase private debt investment



More intelligence +

#### Korean Investors' Asset Allocation

Pension & SWF

Mutual Aid

Insurance



National Pension Service

KIC

Korea Investment Corporation



Government Employees Pension Service



Teachers' Pension

#### Most Read

- 1 'Homo coquens' finds his way back into the kitchen
- 2 Hyundai Heavy, Samsung Heavy pull in over \$1 trn in
- 3 Korean LPs favor direct lending for private debt
- 4 SK Telecom seeks \$271 mn for mobility spin-off
- 5 Anchor Equity, TPG invest \$500 mn in KakaoBank



We help you to do your homework before offering your funds and financial products to asset owners: understanding their risk/return profile and exact investment needs.

Korean LPs have unique risk/return profile due to the country's regulatory system and its own history of capital accumulation. The risk appetite varies by institutions as well.

*Asset Owners Report* enables you to understand Korean LPs' risk profile thoroughly. We do surveys, interviews, investigative reporting on their asset allocation, investment plans, manager selection and more.

You can access *Asset Owners Report* by subscribing to our paid membership service. (see p.12 for more information)

## 4. Asset Owners Report

# Korean Investors

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Korean Investors' exclusive set of surveys on Korean LPs cover their asset allocation, views on the markets, preferences when selecting managers, risk/return profile for all the asset classes and more.

Our exclusive interviews with CIOs and executives in the institutions help you understand the context behind their strategies and investment decisions.

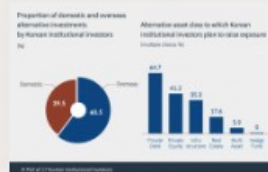


### Korean Investors' Survey

#### Transparency, GP commitment key in Korea LPs' man...

South Korea's leading institutional investors, including the National Pension Se...

Oct 28, 2020 (Gmt+09:00)

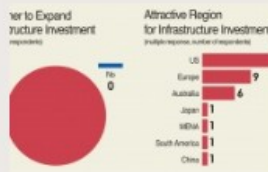


### Korean investors' survey

#### Korean investors pick private debt as preferred asset ...

South Korea's institutional investors, including pension funds, mutual aid assoc...

Oct 27, 2020 (Gmt+09:00)



### Survey

#### [Survey] Korean investors upbeat on infrastructure, ai...

Major South Korean pension funds and insurers are planning to expand offshor...

Jul 22, 2020 (Gmt+09:00)



### Interview

#### Kyobo Life looks to invest in ESG bonds; calls for easin...

South Korea's Kyobo Life Insurance Co. is planning to invest several hundreds o...

Nov 15, 2020 (Gmt+09:00)



### Interview

#### Construction workers' fund targets stable-income alte...

South Korea's Construction Workers Mutual Aid Association is chasing governm...

Nov 10, 2020 (Gmt+09:00)



### Interview

#### NongHyup looks to expand KIC co-investment beyond...

South Korea's National Agricultural Cooperative Federation (NACF), or NongHy...

Nov 06, 2020 (Gmt+09:00)



### Interview

#### Yellow Umbrella Mutual Aid to bolster global PE, VC p...

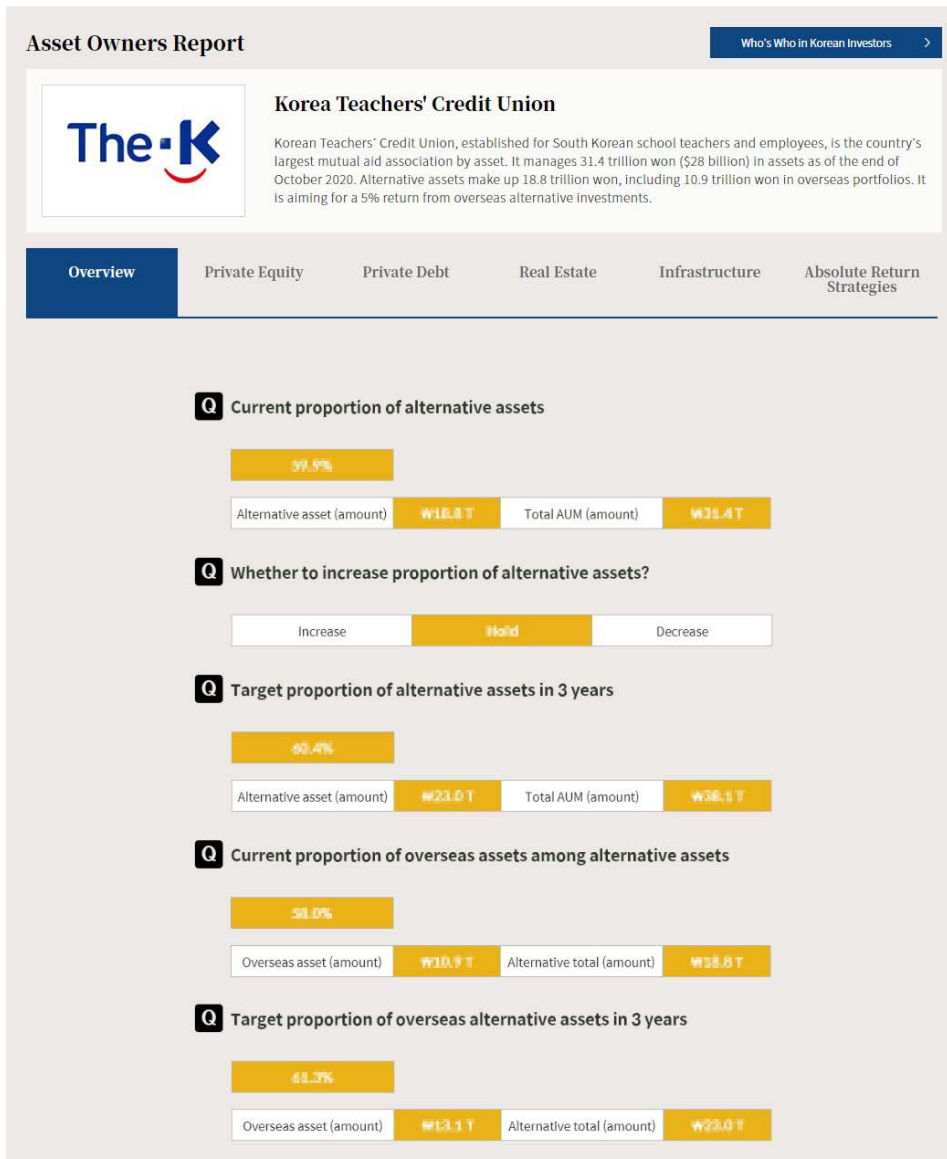
The Yellow Umbrella Mutual Aid Fund, a \$12 billion savings arm for South Korea...

Nov 05, 2020 (Gmt+09:00)

## 4. Asset Owners Report

# Korean Investors

BY THE KOREA ECONOMIC DAILY



**You can check out the survey responses of individual institutions.**

Our survey includes the details on their investment appetite for asset classes by strategy, sector, type, tranche and region.

Their focus and needs on knowledge transfer, transparency, co-investment opportunities, and leverage level are highlighted as well.

**📞 Ask us to ask them.**

If you have more questions to LPs other than those we have asked, please feel free to ask us and we'll ask them on behalf of you.



# 5. Asset Managers' Perspectives

## Korean Investors

BY THE KOREA ECONOMIC DAILY

Now it's your turn to share your own insight.

On *Asset Managers' Perspectives*, you can share your insight on markets and investment opportunities with Korean asset owners by **uploading your own video** or having **interviews with our reporters**.

Only asset owners who are signed in as 'LP member' can access your content, if preferred.

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Macquarie (MIRA)

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**[ASK2020] Sustainable Infrastructure Investment**

Macquarie Infrastructure and Real Assets (MIRA) is one of the world's leading alt...  
Nov 03, 2020 (Gmt+09:00)




Apax Partners

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**[ASK2020] European buyouts**

Apax Partners is an established, leading private equity firm both in France and I...  
Oct 30, 2020 (Gmt+09:00)




StepStone

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**[ASK2020] Private Debt: Playing Offense or Defense?**

StepStone is a leading private markets firm that oversees over US\$296 billion of ...  
Oct 30, 2020 (Gmt+09:00)




Nuveen

LP Only

**[ASK2020] The US middle market private credit oppor...**

Nuveen, the investment management arm of TIAA, is one of the world's largest I...  
Oct 30, 2020 (Gmt+09:00)




Nuveen

LP Only

**[ASK2020] Is now the right time to invest in UK real es...**

Nuveen, the investment management arm of TIAA, is one of the world's largest I...  
Oct 30, 2020 (Gmt+09:00)




Aberdeen Standard Investments

LP Only

**[ASK2020] Allocate to ideas, not asset classes**

Aberdeen Standard Investments is dedicated to helping investors around the w...  
Oct 30, 2020 (Gmt+09:00)



Ares Management

LP Only

**[ASK2020] Trends in Renewable Energy and Implicati...**

Ares Management Corporation (NYSE: ARES) is a leading global alternative inves...  
Oct 30, 2020 (Gmt+09:00)

Latest News

1

Demand for underwater cables keeps LS Cable busy

2

'Homo coquens' finds his way back into the kitchen

3


Hyundai Heavy, Samsung Heavy pull in over \$1 trn in

4

Korean LPs favor direct lending for private debt

5

SK Telecom seeks \$271 mn for mobility spin-off




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IFM Investors

**[ASK2020] The outlook for US Infrastructure Debt**

Oct 28, 2020 (Gmt+09:00)



Global Infrastructure Debt  
Matt Wade  
October 2020  
ifm

0:11 / 15:11  
Matt Wade, IFM Investors

IFM Investors was established more than 25 years ago with the aim to protect and grow the retirement savings of pension fund members. IFM manages investments across infrastructure, debt, listed equities and private equity assets, with US\$112.6 billion under management as of 31 August 2020. Aligned with the objectives of our pension fund founders, IFM today prioritises the interests of more than 470 like-minded investors which incorporates the retirement savings of more than 30 million working people worldwide. IFM operates from offices in Melbourne, Sydney, London, Berlin, Zurich, New York, Hong Kong, Seoul and Tokyo.

# 5. Asset Managers' Perspectives

## YOUR TARGET AUDIENCE IS HERE

As the host of Korea’s largest alternative investment forum, ASK Conference, the Korea Economic Daily has an extensive network with Korean LPs.

100+ key managers working at various institutions are our LP members and the number is growing fast. *(we only launched our service in Oct. 28)*

You have our LP members as your audience.

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99	wonhyun.jung@kic.go.kr	LP		
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65	jilee@mggenins.com	LP	Jeongsuok	Lee
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60	janghe0903@kyobo.com	LP	janghe	youm
59	gayankim2021@kyobo.com	LP	Gayon	Kim
58	chamwoo@kyobo.com	LP	Chamwoo	Kim
57	napencan@poba.or.kr	LP	Jeff	Kim
56	hy.jang@kbfq.com	LP	Jungyoung	Jang
55	ideel@kbfq.com	LP	Jay	Choi
54	hyojong.kim@fubonhyundai.com	LP	Hyojong	Kim
53	danbee40@poba.or.kr	LP	danbee	sagong

# Korean Investors

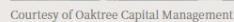
BY THE KOREA ECONOMIC DAILY

**Your interview will also be posted on KED's [online news website](#) (+ 1.5M daily PV) and printed newspaper<sup>(1)</sup> (+500K paid subscribers) in Korean (Hangul) translation**

**한국경제 증권** | 오미권 | 경제 | 정치 | 사회 | 증권 | 부동산 | 국제 | 자동차 | IT과학 | 생활문화 | 골프 | 스포츠 | 연예

# [월요일인터뷰] "수익 낼 기회 놓치는 것도 리스크...방어적 투자자세 풀 때"

입력 2020.04.12 17:02 | 수정 2020.10.14 18:44 | 지면 A16



"There is a chance of negative but there is a chance of positive. I would recommend being less defensive today. Not aggressive but less defensive," he told the Korean Investors in a telephone interview last week.

[illegible]

하워드 마크스 오트트리캐피탈 회장이 최근 고객들에게 보낸 '투자 메모'의 핵심 내용은, 마크스 회장의 메모는 미국 월스트리트에서 가장 널리 읽히는 필독 콘텐츠 중 하나다. 워런 버핏 역시해서테이 회장은 "이메일 수신할때 마크스의 메모를 발견하면 가장 먼저 열람한다"며 "그때마다 무언가를 배우게 된다고 말하기도 했다. 마크스 회장이 월가에서 '전설적 투자자'로 불리는 이유다. 그는 지난달만 네 개의 메모를 고객들에게 보냈다. 작년 한 해에 다섯 개를 썼던 것과

(1) Dependent on print space availability



## 5. Asset Managers' Perspectives

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Your interview will also be posted on KED's [online news website](#) (+ 1.5M daily PV) and printed newspaper<sup>(1)</sup> (+500K paid subscribers) in Korean (Hangul) translation

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Ares Management

Industrial, multifamily seen to shine on rent growth: Ares


Nov 04, 2019 (GMT+09:00)

Industrial and multifamily real estate sectors are poised to benefit from a growing trend of renting spaces in the long term after supply growth slowed over the past decade, said a senior manager of Ares Management Corp.

Across the real estate market, rent growth is above average and faster than inflation excluding the retail sector, Jay Glaubach, a partner of Ares Management, told the Korean Investors, citing the demographic trend of favoring rentals versus ownership.

"In our view, the long-term fundamentals for multifamily and industrial are compelling. For the multifamily sector, increases in wages, employment, and household formation can translate into stronger demand," he said in a recent email interview.

"Supply activity has slowed for office and multifamily properties providing further support for occupancies and rents. Industrial construction is active, but with occupancy near record lows, rent growth will remain robust over the near-term."



Jay Glaubach, partner of  
Ares Management

한국경제 증권 | 오피스 | 경제 | 정치 | 사회 | 증권 | 부동산 | 국제 | 자동차 | IT과학 | 생활문화 | 골프 | 스포츠 | 연예

"오피스 빌딩 등 美 상업용 부동산 투자기회 많다"

입력 2019.10.21 18:09 | 수정 2019.10.22 02:35 | 지면 A23

중요

물린류는 하루 동안 유지됩니다.  
종료를 클릭하면 일반류로 변경됩니다.

가

ASK 2019  
제이 글라바흐 美 아레스매니지먼트 파트너

美 경제 10년 넘게 성장했지만  
부동산 시장은 여전히 과열 없어

"오피스, 공동주택, 호텔 등 미국  
상업용 부동산을 주목해야 합니다."

부동산 및 사모펀드(PEF) 전문 미국계  
자산운용사인 아레스매니지먼트의  
제이 글라바흐 파트너(사진)는 21일  
한국경제신문과의 이메일  
인터뷰에서 "미국 부동산 시장엔  
여전히 투자 기회가 많다"며 이같이 말했다. 그는 23일 서울 여의도  
콘래드호텔에서 열리는 'ASK 2019 글로벌 부동산·인프라 투자  
컨퍼런스'에 강연자로 나서 미국 부동산 시장의 투자 기회를 설명할  
예정이다.



(1) Dependent on print space availability



## 6. RFP Alert

### RFP Alert



**Korea Post to commit \$200 mn to global infrastructure funds**

Nov 16, 2020 (Gmt+09:00)



**Korea Post plans \$87 mn US fixed income investment**

Oct 15, 2020 (Gmt+09:00)

**[RFP] POBA seeks two global fixed-income managers for \$350 mn mandate**

Aug 20, 2020 (Gmt+09:00)

**[Updated RFP] Korea Post seeks two global debt fund houses for \$170 mn mandate**

Aug 07, 2020 (Gmt+09:00)

**[RFP] Korea Post plans to invest \$200 mn in real estate mezzanine debt**

Jul 29, 2020 (Gmt+09:00)

**[RFP] Construction workers' fund to commit \$25 mn to global infra debt fund**

Nov 20, 2019 (Gmt+09:00)

### DON'T MISS THE OPPORTUNITY

Our ***RFP Alert*** section offers you the most up-to-date information on Korean LPs looking for external managers.

We also send immediate e-mail notification on RFP so that you wouldn't miss out the opportunity to further strengthen your asset management track record.

7. Membership Fee & Benefits

Membership	Benefits	Annual
Member+ (Free)	<ul style="list-style-type: none"><li>News &amp; Intelligence</li><li>RFP Alert</li></ul>	\$ 0
Premium B	<b>Exclusive Intelligence</b> <ul style="list-style-type: none"><li>Who's Who in Korean Investors</li><li>Asset Owner's Report (LP Data)</li></ul>	\$ 1,500
Premium A	<b>Asset Managers' Perspectives</b> <ul style="list-style-type: none"><li>1 upload (video or interview) per quarter (\$1000 for each additional upload)</li></ul> <b>Exclusive Intelligence</b> <ul style="list-style-type: none"><li>Who's Who in Korean Investors</li><li>Asset Owner's Report (LP Data)</li></ul>	\$6,000
A la carte	<b>Asset Managers' Perspectives</b> <ul style="list-style-type: none"><li>1 upload</li></ul>	If you want to upload a content on Asset Mangers' Perspectives section without a Premium Membership, we can offer you an one time upload at \$1,500

(A) For Annual Premium Membership, you can join at \$5,500 (1 month free) if you sponsor [ASK 2021 Conference](#), the largest alternative investment forum in S. Korea.

(B) Annual Premium Members also receive an early bird discount for **ASK 2021 conference** where you can meet Korean LPs personally.