

PERE

Investor Forum Tokyo 2019

PERE Investor Forum: Tokyo

17 October 2019 | Shangri-La Hotel, Tokyo

Cocktail Sponsor



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2019 Speakers

- Charles Haase**, Managing Director, Aetos Japan
Steven Bass, Japan Country Manager, AEW
Hidetoshi Ono, Head of Direct Real Estate – Japan, Aberdeen Standard Investments
James Haines, General Manager, Aozora Bank
Sarah Cooper, Managing Director, Global Head, RE Equity Sales, Bank of America Merrill Lynch
Jorge Duarte, Managing Director - Portfolio Management, Barings Alternative Investments
Richard Reitknecht, Executive Vice President, Asia Pacific Land
Rupert Gill, Director, Head of European Real Estate Debt Team, Blackrock
Daisuke Kitta, Senior Managing Director, Head of Japan, Blackstone
Adrian Harrington, Head of Capital and Product Development, Charter Hall
Tetsuya Fujita, President, CBRE Global Investors Japan
Charlie Garner, Principal, CIM Group
Chris Allman, Managing Director, Capital Markets, CIM Group
Bob McClain, Chief Executive Officer, Crow Holdings Capital
Tim Bowder Ridger, CEO, Senior Partner, Conrad & Partners
Ryuichi Horie, CEO & Co Founder, CSR Design Green Investment Advisory Co Ltd
Shuichi Masunaga, Director, Development Bank of Japan
Mark W. Elliott, President, Hodges Ward Elliott
Koji Ohashi, Manager, Fuji Xerox Co. Ltd
Kevin Colket, Founder & CEO, Global Hospitality Investment Group
Victor Lor, Head of APAC, GSA Investment Management
Yoshito Nishikawa, Managing Officer, Hulic
Hans Heijligers, Head of Japan, IHG, CEO, IHG ANA Hotels Group Japan
Dr. Leonard Meyer zu Brickwedde, President & CEO, Kenzo Capital Corporation
John Brady, Managing Director & Portfolio Manager, Oaktree Capital Management
Kiyosei Sugioka, Head of Alternative Investments, ORIX Life Insurance Corporation
Seth Sulkin, President & CEO, Pacifica Capital
Shigeru Yagi, Director of Real Estate Investment, Pension Fund Association
Michael O'Brien, Managing Director - QIC Global Real Estate
Mitsuhiro Arakawa, Executive Consultant, Russell Investments Japan
Akihisa Hoshino, Dep. General Manager, Investment Management Dept,
Sumitomo Mitsui Trust Bank
Shinji Kawano, Head of Overseas Property Investment, Tokio Marine Asset Management
Toyohiko Kishida, Head of Asset Finance Unit, Tokyo Star Bank
Robert Fordi, CEO & Managing Partner, Realterm Logistics
Yutaro Tanaka, President & CEO, Tokyu Land Capital Management Inc
Kai Yan Lee, Managing Director, Vanke



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Wednesday 16 October 2019

18:00 **VIP cocktail** for sponsors and investors (by invitation only)

Thursday 17 October 2019 – Venue: Shangri La Hotel, Tokyo

08:30 **Registration and networking**

08:50 **PERE welcome**

09:05 **Keynote Panel: International GPs views on the latest global real estate trends**

- Where do GPs currently recommend investing their money globally? In what sectors and geographies?
- How do they consider current geopolitical risks when making investing decisions?
- How are investors shifting their investment strategies and portfolios in light of global market trends?

Moderator: Tetsuya Fujita, President, CBRE Global Investors Japan

Speakers: Jorge Duarte, Managing Director - Portfolio Management, Barings Alternative Investments

Adrian Harrington, Head of Capital & Product Development, Charter Hall

Michael O'Brien, Managing Director - QIC Global Real Estate, QIC

09:50 **Presentation & Fireside Chat**

Speakers: Mark W. Elliott, President, Hodges Ward Elliott & Christie Ou, Reporter, PERE

10:20 **Panel: The Japanese Investment Opportunity**

- As prices continue to rise, when will they peak?
- As it becomes harder to find returns, where do you find the best value?
- Do core investing strategies still work in Japan?
- Best practices in both the pre-deal and post-deal selection processes

Moderator: Richard Reitknecht, Executive Vice President, Asia Pacific Land

Speakers: Hidetoshi Ono, Head of Direct Real Estate - Japan, Aberdeen Standard Investments

Daisuke Kitta, Senior Managing Director, Head of Japan, Blackstone

Yoshito Nishikawa, Managing Officer, Hulic

Dr. Leonard Meyer zu Brickwedde, President & CEO, Kenzo Capital Corporation



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11:05 **Networking coffee break**

11:35 **Presentation: People, Context and Reinvention - a layered approach to creating a sense of place**

Speaker: Tim Bowder Ridger, CEO, Senior Partner, Conrad & Partners

12:05 **Panel: Spotlight on North American Real Estate**

- Does the US still deserve to be the No.1 outbound market for Japanese investors?
- Outlook for office, retail, residential and industrial sectors
- What are the best strategies in order to manage and mitigate risk in US markets?

Moderator: Christie Ou, Reporter, PERE

Speakers: Charlie Garner, Principal, CIM Group

John Brady, Managing Director & Portfolio Manager, Oaktree Capital Management

Kai Yan Lee, Managing Director, Vanke USA

12:50 **Networking lunch**

13:50 **Panel: Real estate debt: what can it offer that equity can't?**

- What are the advantages of investing in debt at this stage of the cycle? What are the risks?
- What are the different types of debt strategies best suited for Japanese investors?
- How does currency play into debt strategies?

Moderator: Ari Druker, Director, Structured Products Origination, Corporate Finance, Deutsche Securities

Speakers: James Haines, General Manager and Head of Global Real Estate Structured Debt, Aozora Bank

Rupert Gill, Director, Head of European Real Estate Debt Team, BlackRock

Chris Allman, Managing Director, Capital Markets, CIM Group

14:30 **Panel: Japan success stories: Investing in hotel and hospitality sectors**

- What are the opportunities to make attractive returns when investing in hotels in Japan?
- With huge increases in new supply, will it outpace demand?
- How to make money in 4 and 5 star hotels with world's highest expectation for service and lifetime employment.

Moderator: Kevin Colket, Founder & CEO, Global Hospitality Investment Group

Speakers: Seth Sulkin, President & CEO, Pacifica Capital

Hans Heijligers, CEO, IHG ANA Hotels Group Japan

Ronald Barrott, CEO, Pro-invest Group



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Toyohiko Kishida, Head of Asset Finance Unit, Tokyo Star Bank

15:10 **Networking coffee break**

15:30 **Panel: Real estate specialist strategies**

- How can investors best capitalize on the logistics boom?
- Overview of sectors such as healthcare, multifamily and student housing
- Investing in niche sectors such as service retail and storage

Moderator: Charles Haase, Managing Director, Aetos Japan

Speakers: Steven Bass, Director and Japan Country Manager, AEW
Bob McClain, Chief Executive Officer, Crow Holdings Capital
Victor Lor, Head of Capital – Asia Pacific, GSA Investment Management
Robert Fordi, CEO & Managing Partner, Realterm Logistics

16:10 **Panel: The growing role of ESG in the investment process**

- How important is the role ESG to Japanese investors in their investment process?
- To what extent are GPs successfully addressing ESG concerns?
- ESG as a value driver in real estate

Moderator: Tetsuya Fujita, President, CBRE Global Investors Japan

Speakers: Ryuichi Horie, CEO & Co Founder, CSR Design Green Investment Advisory
Shuichi Masunaga, Director, Development Bank of Japan
Akihisa Hoshino, Dep. General Manager, Investment Management Dept,
Sumitomo Mitsui Trust Bank
Yutaro Tanaka, President & CEO, Tokyu Land Capital Management

16:50 **Panel: Japanese LPs report card – how do they assess their current investments so far?**

- How do Japanese investors evaluate their real estate portfolios so far? Is optimism or caution increasing in the late cycle?
- Where are they looking for opportunities globally? Are they looking to increase or decrease their outbound exposure?
- How do they build and monitor their portfolio? What is their due diligence process?

Moderator: Mitsuhiro Arakawa, Executive Consultant, Russell Investments Japan

Speakers: Koji Ohashi, Manager, Fuji Xerox Co.,Ltd
Shigeru Yagi, Director of Real Estate Investment, Pension Fund Association
Kiyosei Sugioka, Head of Alternative Investments, ORIX Life Insurance Corporation
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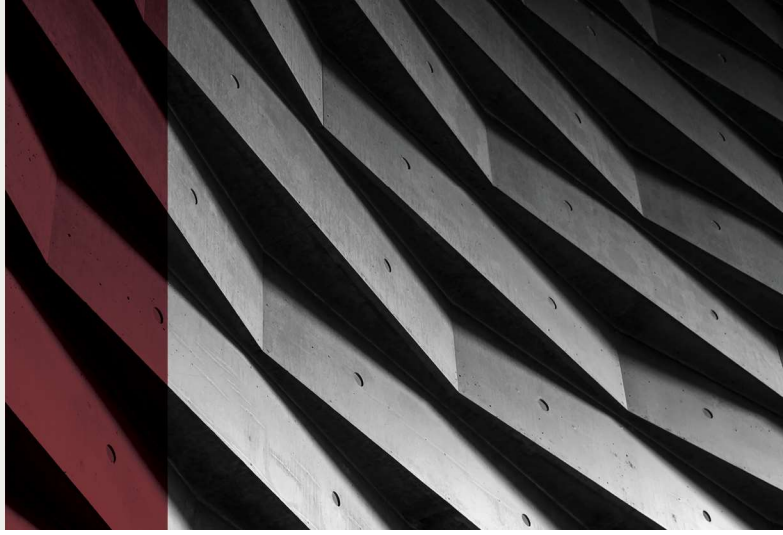
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17:30 **Close of conference & cocktail reception**



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