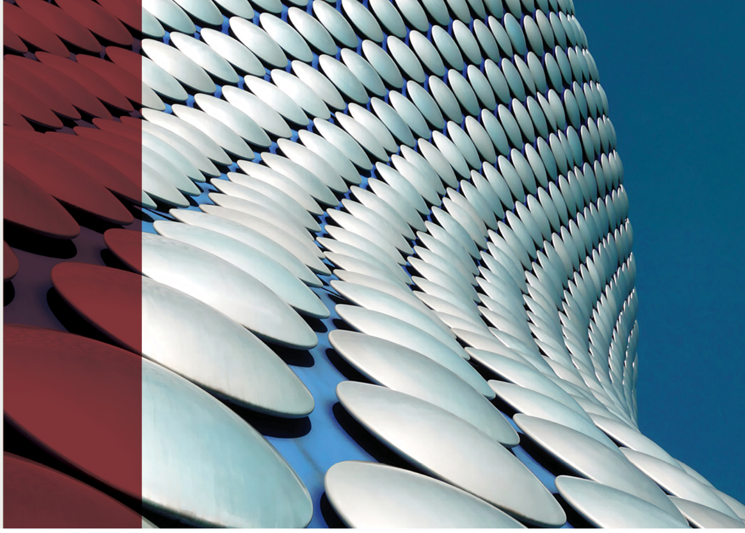
PERE

Japan Korea Week
Tokyo Forum 2020



PERE Investor Forum: Tokyo
17 September 2020 | Virtual event UTC+9

Confirmed Speakers Include:
Mitsuhiro Arakawa, Executive Consultant, **Russell Investments**
Kevin Colket, Founder & Chief Executive Officer, **Global Hospitality Investment Group**
Tetsuya Fujita, President, **CBRE Global Investors Japan**
James Haines, General Manager, **Aozora Bank**
Akihisa Hoshino, Deputy General Manager, Investment Management Department, **Sumitomo Mitsui Trust Bank**
Takeshi Ito, Senior Investment Officer & Chief Operation Officer, **AISIN Employees' Pension Fund**
Shinji Kawano, Head of Overseas Property Investment, **Tokio Marine Asset Management**
Harumi Kadono, Head of Fund Management Department and Managing Director, **IDERA**
Daisuke Kitta, Senior Managing Director, Head of Japan, **Blackstone**
Martin Schultz, Chief Policy Economist, **Fujitsu**
Naoko Saito, Senior Vice President, **ProLogis**
Kiyosuke Sugioka, Head of Alternative Investments, **Orix Life Insurance**
Midori Suzuki-Tsushima, Executive Manager, **Tosei Asset Advisors**
Shusaku Watanabe, Director of Capital Transactions, Real Estate, Asia Pacific, **Nuveen Real Estate**

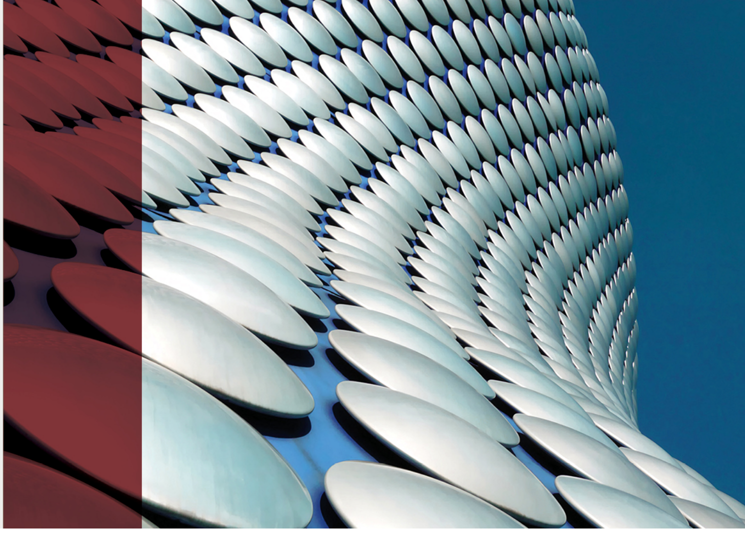
Monday 14 September 2020 – Virtual Networking Opens (As part of PERE Japan Korea Week)

Thursday 17 September 2020 – Venue: Online (All times are based on Tokyo Time)

08:30 **Registration and networking**

08:50 **PERE welcome**

09:05 **Keynote Panel: Putting Japanese capital to work in global markets**
How can Japanese investors get more comfortable about actively participating in the global real estate markets given the current crisis?
Investing in EU vs. UK in the post Brexit world



The US: is it one market or many? How should Japanese investors look at it in the current context?

09:50 **Keynote Presentation**

10:20 **Panel: Real Estate opportunities beyond core sectors**
Understanding mid-market investing opportunities
Value add and Opportunistic funds, should Japanese investors be taking a closer look?
How has the current crisis impacted these sectors?
Speakers: Shusaku Watanabe, Director of Capital Transactions, Real Estate, Asia Pacific, Nuveen Real Estate

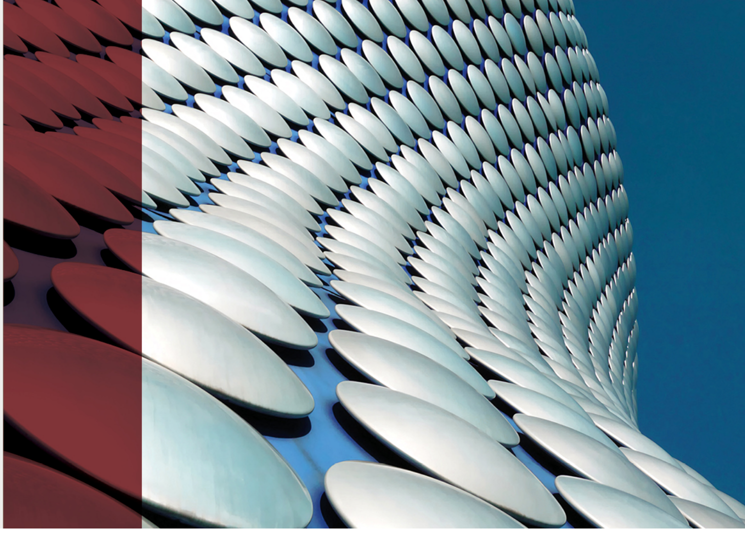
11:05 **Networking coffee break**

11:35 **Presentation: Post-Covid: Who is ready for the new normal?**
Speaker: Martin Schultz, Chief Policy Economist, **Fujitsu**

12:05 **Panel: Current investing trends in the Japanese market**
Japan Post - Covid 19 – What are the most important themes for investors?
How has the coronavirus impacted the market?
Why are investors increasingly interested in the residential sector?
Moderator: Tetsuya Fujita, President, CBRE Global Investors Japan
Speakers: Harumi Kadono, Head of Fund Management Department and Managing Director, IDERA
Daisuke Kitta, Senior Managing Director, Head of Japan, Blackstone
Midori Suzuki-Tsushima, Executive Manager, Tosei Asset Advisors

12:50 **Break**

13:50 **Panel: Real estate debt**
Debt vs Equity – for the Japanese investor, what is best now and why?
Debt opportunities – USA vs EUR vs Japan vs elsewhere such as Australia
Senior vs. Mezzanine – for the Japanese investor, what are the pros and cons?
Speakers: James Haines, General Manager, Aozora Bank
Shai Greenberg, Senior Vice President, Genkai Capital Management



14:30 **Panel: Integrated resorts, hospitality and the impact of Covid-19**
Assessing the impact of Covid-19 in Japan on the industry
Perspectives and lessons learned from international and domestic investors
Distressed opportunities for investing in the sector

15:10 **Networking coffee break**

15:30 **Panel: Investing in sector specific vs diversified funds**
Understanding the pros and cons to investing sector specific vs diversified funds
Japanese LPs have shied away from sector specific funds, why should they reconsider them?
Overview of sector specific investing opportunities such as in residential and logistics
Speakers: Naoko Saito, Senior Vice President, **ProLogis**

16:10 **Presentation: Overview of the Japanese Office Market**
Speaker: Tokokazu Imazeki, Ph.D., Chief Analyst, Sanko Estate

16:40 **Panel: What do Japanese LPs want? The secrets to relationship building in Japan**
How do more experienced LPs evaluate their RE portfolio of investments so far?
What is preventing other LPs from deploying into the market?
LP Scorecard: How do LPs assess their current relationships with GPs so far?
Moderator: Mitsuhiro Arakawa, Executive Consultant, Russell Investments
Speakers: Akihisa Hoshino, Deputy General Manager, Investment Management Department, Sumitomo Mitsui Trust Bank
Takeshi Ito, Senior Investment Officer & Chief Operation Officer, AISIN Employees' Pension Fund
Kiyosuke Sugioka, Head of Alternative Investments, Orix Life Insurance
Shinji Kawano, Head of Overseas Property Investment, Tokio Marine Asset Management

17:30 **Close of conference**

00:00 **Online Networking Closes**