

PERE

# Japan Forum

## Virtual Experience 2021



### PERE Japan Forum

25 February 2021 | Virtual event UTC+9

#### Confirmed Speakers include:

**Hidetoshi Ono, Head of Direct Real Estate, Aberdeen Standard Investments**

**Nori Matsushita, Head of Japan, Airtrunk**

**Rushabh Desai, CEO Asia Pacific, Allianz Real Estate**

**Marc Ganzi, President & Chief Executive Officer, Colony Capital**

**Daisuke Kitta, Head of Real Estate Japan, Blackstone**

**Ari Druker, Director, Loan Origination - Real Estate, Deutsche Securities**

**Tjarko Edzes, Director – Asia Pacific, Bouwinvest Real Estate Investors**

**Tetsuya Fujita, Managing Director, Country Manager- Japan, CBRE Global Investors Japan**

**Pierre-Alexandre Humblot, Managing Director, Private Capital, ESR**

**Shunsuke Yamamoto, Managing Director, Fortress Investment Group**

**Hans Heijligers, CEO, IHG ANA Hotels Group Japan**

**Laurent Fischler, Vice President, Asia-Pacific, Ivanhoé Cambridge**

**Robert Fordi, CEO & Managing Partner, Realterm Logistics**

**Thursday 25th February 2021 Venue: Online (All times are based on JST/UTC+9)**

0800 **Website Q&A**

0900 **PEI welcome & Fireside Chat (50 minutes)**

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

**Interviewee:** Daisuke Kitta, Head of Real Estate Japan, Blackstone

0955 **Panel: International Investors views on the Japanese market (45 mins)**

How has the pandemic changed international investor appetite for Japan over the past 12months? What is their appetite going forward?

What sectors and strategies are of key interest?

How have investors overcome the challenges of travel constraints and online due diligence for making purchases? Are they increasing their presence in Japan?

**Moderator:** Tetsuya Fujita, Managing Director, Country Manager- Japan, CBRE Global Investors Japan

**Speakers:** Rushabh Desai, CEO Asia Pacific, Allianz Real Estate, Tjarko Edzes, Director – Asia Pacific, Bouwinvest Real Estate Investors, Laurent Fischler, Vice President, Asia-Pacific, Ivanhoé Cambridge

1045 **Presentation (30mins)**

Marc Ganzi, President and Chief Executive Officer, Colony Capital



For program information:  
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- 1115 **Break**
- 1130 **Panel: Investing in Japan's logistics & datacentre sectors vs other global markets (45mins)**  
What makes Japan's logistics sector such a compelling investment opportunity?  
What are the current trends for investing in data centres?  
Japan as an investment destination for logistics and other global markets compared  
**Moderator:** Ari Druker, Director, Loan Origination - Real Estate, Investment Banking Coverage, Deutsche Securities  
**Speakers:** Nori Matsushita, Head of Japan, Airtrunk  
Pierre-Alexandre Humblot, Managing Director, Private Capital, ESR  
Yosuke Fujioka, Head of Investments & Fund Management and Business Development, GLP Japan  
Robert Fordi, CEO & Managing Partner, Realterm Logistics
- 1220 **Presentation: The great US migration : Hockey Stick Growth in the 2020s (30 mins)**  
**Speaker:** Daniel Dubrowski, Co-founder And Head Of Capital Formation, Lionstone Investments/Columbia Threadneedle
- 1250 **Break**
- 1500 **Roundtable: Japan's hotels and hospitality industry: what now? (40 mins)**  
How and when can the hotel & hospitality industry recover? Predictions for 2021/2022  
What are the opportunities for distressed investing in the sector?  
Does the casino sector have a future in Japan?  
**Moderator:** Chris Dillon, Principal, Dillon Communications  
**Speakers:** Shunsuke Yamamoto, Managing Director, Fortress Investment Group  
Hans Heijligers, CEO, IHG ANA Hotels Group Japan, Seth Sulkin, CEO, Pacifica Capital
- 1540 **Speed Networking (30mins)**
- 1620 **Presentation: European Showcase (30 minutes)**
- 1655 **Panel: Japan's office sector: To buy or not to buy? (45 minutes)**  
As vacancy rates increase in Tokyo, is now a good or bad time to invest in the Japanese office market?  
Which submarkets in Tokyo are holding the most interest right now?  
The remote office revolution: is it taking hold in Tokyo? What are the long term implications for the market?  
**Moderator:** Jun Homma, Deputy Editor, Nikkei Real Estate Market Report  
**Speakers:** Hidetoshi Ono, Head of Direct Real Estate, Aberdeen Standard Investments, Christian Mancini, Christian Mancini. CEO, Asia Pacific (Ex Greater China), Savills  
Yoshito Nishikawa, Managing Officer, Hulic  
Midori Suzuki-Tsushima, Executive Manager - Investor Relations, Tosei Asset Advisors K.K.  
Atsushi Higuchi, Head of Business Development, Xymax Real Estate Investment Advisors



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1745 **Close of Forum**



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