

PERE  
Network

# Tokyo Forum



## PERE Tokyo Forum 2023

20-21 September 2023 | Shangri-La Tokyo

Meet Japanese investors at the 10<sup>th</sup> annual **PERE Tokyo Forum** on 21 September. Escalate your fundraising potential by connecting with global real estate's most active private real estate investors and managers.

Expand your network as we gather 200+ of the biggest local investors, global asset managers and strategic partners shaping the future of Japanese real estate investing.

### Lead sponsors

CIM

dexus

Q QUALITAS

### Sponsors



CBRE Investment Management

FORST 瀚溥  
LOGISTICS

MACK | REAL ESTATE CREDIT STRATEGIES

OHANA  
REAL ESTATE INVESTORS

REALTERM

### Supporting associations



GRESB

For program information:  
**Rida Shaikh**  
[rida.s@peimedia.com](mailto:rida.s@peimedia.com)

For sponsorship opportunities:  
**Nick Hayes**  
[nick.h@peimedia.com](mailto:nick.h@peimedia.com)

For registration queries:  
**Luca Greene**  
[luca.g@peimedia.com](mailto:luca.g@peimedia.com)

[perenews.com/tokyo-forum/](http://perenews.com/tokyo-forum/)

PEI

**PERE**  
Network

# Tokyo Forum



## Confirmed speakers:

Atsuko Iino, Head of Alternative Investment, Asset Management Department, **National Pension Fund Association**

Atsushi Ogata, Executive Officer, Overseas Business Division, **Nomura Real Estate Development**

Ayaka Takimoto, Executive Director, **Japan Science and Technology Agency**

Chikako Matsumoto, Executive Officer and General Manager, ESG Strategy and Solutions, **Sumitomo Mitsui Trust Bank Ltd.**

Chris Spalding, Partner, **Morrison Foerster**

Christie Ou, Senior Reporter, **PERE**

Daniel Schapiro, Managing Director of Investments, **CIM Group**

Edward Clough, Managing Director, **Octopus Real Estate**

Ethan Koh, Head of Global Research Operations, **PEI Group**

Franco Famularo, Partner & Chief Investment Officer, **Ohana Real Estate Investors**

Hank Hsu, Co-Founder and Chief Executive Officer, **Forest Logistics Properties**

Hideki Yano, Executive Officer, **REVOLUTION Co.,Ltd** (Former President & CEO of Sumisho Realty Management Co.,Ltd)

Hidetoshi Ono, Country Head - Japan, **Tsao Family Office**

Isabella Lo, Managing Director, Principal – Investments & Head of Japan, **Gaw Capital**

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

Junichi Tanaka, General Manager, Responsible Investment, Investment Planning Department, **Sumitomo Life**

Kazunari Yaguchi, Senior Executive Officer and Head of Real Estate Investment Department, **Japan Post Bank**

Kenjiro Okazaki, General Manager, Responsible Investment Department, **The Dai-ichi Life Insurance Company**

Kevin Cullinan, Managing Director, Co-Head of Credit Strategies, **Mack Real Estate Group**

Laurent Jacquemin, Head of Asia-Pacific, **AXA IM Alts**

Mark Fischer, Global Head of Real Estate and Co-Founder, **Qualitas**

Masanori Hosokawa, General Manager, Responsible Investment Office, **Meiji Yasuda Life Insurance Company**

Mattias Karnell, Director, **Teneo Partners Japan Limited**

Maya Ito, Partner, **Nishimura & Asahi**

Michael Sheffield, Head of Diversified Funds and Fund Manager DWPF, **Dexus Wholesale Property Fund (DWPF)**

Peter Lesburg, Managing Director, Global Head of Capital Markets, **Realterm**

Shinji Kawano, General Manager, Head of Alternative Investment, Global Investment Department, **Tokio Marine Holdings, Inc.**

Sue Kolasa, Managing Director, Portfolio Manager, **J.P. Morgan Asset Management**

Tadashi Yamaguchi, Head of Japan Office, **CIM Group**

Taiyo Taimi, Head of Asia, Unlisted Real Estate, **Norges Bank Investment Management**

Takako Tokinaga, Portfolio Manager, **Mitsubishi UFJ Trust Bank**

Takeshi Ito, COO & Senior Investment Officer, **AISIN Employees' Pension Fund**

Taro Ogai, Managing Director and Head of International Investments, **Willis Towers Watson**

Tetsuya Fujita, Managing Director, Country Manager-Japan, **CBRE Investment Management**

Tom Graham, Senior Investment Director, **Aviva Investors**

Tomoko Kitao, Managing Director, Client Solutions Group, **Hamilton Lane**

Yasutoshi Miyamoto, General Manager, ESG Investment Strategy Office, **Nippon Life Insurance Company**

For program information:  
**Rida Shaikh**  
[rida.s@peimedia.com](mailto:rida.s@peimedia.com)

For sponsorship opportunities:  
**Nick Hayes**  
[nick.h@peimedia.com](mailto:nick.h@peimedia.com)

For registration queries:  
**Luca Greene**  
[luca.g@peimedia.com](mailto:luca.g@peimedia.com)

[perenews.com/tokyo-forum/](http://perenews.com/tokyo-forum/)

**PEI**

PERE  
Network

# Tokyo Forum



Wednesday 20 September 2023 | Grand Kitchen, Palace Hotel Tokyo

## 1800 Opening Cocktails (by invitation only)

Thursday 21 September 2023 | Shangri-La Tokyo

*Simultaneous interpretation between Japanese and English provided*

JST/UTC+9

### 0900 Investor breakfast briefing (invitation only)

*A closed-door breakfast briefing for institutional investors. By invitation only.*

### 0930 Registration and coffee

### 1000 PERE welcome and opening remarks

Conference Chair:

Tetsuya Fujita, Managing Director, Country Manager-Japan, **CBRE Investment Management**

### 1010 Keynote speech – From Oslo to Tokyo: Insights into Norges Bank Investment Management’s strategies navigating global real estate markets [Jap]

*Learn about portfolio resilience strategies and adapting your investment approaches according to different real estate markets. Discover how NBIM identifies opportunities and manages risk in global real estate markets, while prioritizing sustainability.*

Keynote Speaker:

Taiyo Taimi, Head of Asia, Unlisted Real Estate, **Norges Bank Investment Management**

### 1020 Presentation – The PERE analysis of global private real estate trends [Eng]

Presenter: Ethan Koh, Head of Global Research Operations, **PEI Group**

### 1030 Keynote panel: Industry leaders predict domestic and worldwide trends for next 5 years [Eng]

- What are the top trends to look out for in global real estate and how you can refine your investment strategy
- Prepare for the challenges ahead by understanding risks in private real estate; protect your portfolio from imminent threats of economic recession and bankruptcies in banking

For program information:  
**Rida Shaikh**  
[rida.s@peimedia.com](mailto:rida.s@peimedia.com)

For sponsorship opportunities:  
**Nick Hayes**  
[nick.h@peimedia.com](mailto:nick.h@peimedia.com)

For registration queries:  
**Luca Greene**  
[luca.g@peimedia.com](mailto:luca.g@peimedia.com)

[perenews.com/tokyo-forum/](https://perenews.com/tokyo-forum/)

**PEI**



- How you can make “smarter” investments; a deep dive into the strengthening relationship between tech and property

Speakers:

Hideki Yano, Executive Officer, **REVOLUTION Co.,Ltd** (Former President & CEO of Sumisho Realty Management Co.,Ltd)

Michael Sheffield, Head of Diversified Funds and Fund Manager DWPF, **Dexus Wholesale Property Fund (DWPF)**

Sue Kolasa, Managing Director, Portfolio Manager, **J.P. Morgan Asset Management**

Moderated by:

Christie Ou, Senior Reporter, **PERE**

## 1105 **Investor Panel: Investors compare appetite for real estate and their gameplan to tackle market uncertainty [Jap]**

- How will the scale of commitments to real estate funds change in the coming years? Which subsectors are getting a commitment boost and which ones are on the chopping block?
- What are the most pressing concerns for institutional investors making allocation decisions?
- How can fund managers better cater to local asset owners?

Speakers:

Ayaka Takimoto, Executive Director, **Japan Science and Technology Agency**  
Kazunari Yaguchi, Senior Executive Officer and Head of Real Estate Investment Department, **Japan Post Bank**

Shinji Kawano, General Manager, Head of Alternative Investment, Global Investment Department, **Tokio Marine Holdings, Inc.**

Moderated by: Tadashi Yamaguchi, Head of Japan Office, **CIM Group**

## 1140 **Networking coffee break**

## 1210 **Panel: Looking towards the West for the most rewarding investment opportunities [Eng]**

- What are the hottest real estate investment destinations outside of Asia? A deep dive into country market performance and a sector-by-sector analysis of return on investment
- Innovative partnership structures: how should Japanese investors structure their investments in the next deal they make with a global fund manager?





- Working together in harmony; what are the differences in practices and culture, and how should new funds in the market adapt their pitch to suit Japanese investors?

Speakers:

Edward Clough, Managing Director, **Octopus Real Estate**

Kilian Toms, Investment Manager, Indirect Private Real Estate, **CBRE Investment Management**

Peter Lesburg, Managing Director, Global Head of Capital Markets, **Realterm**

Tom Graham, Senior Investment Director, **Aviva Investors**

Moderated by:

Maya Ito, Partner, **Nishimura & Asahi**

## 1245 Fireside Chat – How overseas investors view the domestic Japanese real estate market [Eng]

- Looking inwards at the domestic real estate market; understanding its opportunities and challenges
- What's needed to turn Japan into a top-tier investment hub for domestic and overseas investors?
- Which sectors are being developed and supported by government incentives?

Speaker:

Hidetoshi Ono, Country Head - Japan, **Tsao Family Office**

Isabella Lo, Managing Director, Principal – Investments & Head of Japan, **Gaw Capital**

Moderated by:

Christie Ou, Senior Reporter, **PERE**

## 1305 Networking lunch break

## 1405 Panel: How the real estate debt strategy can protect your portfolio from downside risk [Eng]

- How has the deal flow changed in this sub-asset class, and what that means for the future?
- Why is the investor appetite growing for real estate debt?
- How do you position real estate debt within a multi-asset portfolio?

Speakers:

Daniel Schapiro, Managing Director of Investments, **CIM Group**

Franco Famularo, Partner & Chief Investment Officer, **Ohana Real Estate Investors**



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

Kevin Cullinan, Managing Director, Co-Head of Credit Strategies, **Mack Real Estate Group**

Tomoko Kitao, Managing Director, Client Solutions Group, **Hamilton Lane**

Moderated by:

Chris Spalding, Partner, **Morrison Foerster**

**1440 Presentation: A comprehensive guide to understanding the Australian real estate debt market [Eng]**

*Gain insight into the Australian real estate debt market: examine the key trends, analyse each sector, and unravel how its evolution is shaping the investment opportunities available for investors.*

Speaker:

Mark Fischer, Global Head of Real Estate and Co-Founder, **Qualitas**

**1450 Panel: Seek no further than Asia-Pacific, the region's recovery and emerging opportunities [Eng]**

- Locate the fastest growing cities and sectors within Asia
- Investigate the risk/ return profiles of different regions
- What's the beginner's way into a fast-growing Asia-focused portfolio?

Speakers:

Atsushi Ogata, Executive Officer, Overseas Business Division, **Nomura Real Estate Development**

Hank Hsu, Co-Founder and Chief Executive Officer, **Forest Logistics Properties**

Laurent Jacquemin, Head of Asia-Pacific, **AXA IM Alts**

Moderated by:

Mattias Karnell, Director, **Teneo Partners Japan Limited**

**1525 Networking coffee break**

**1545 Investor Panel: What are Japanese pension funds looking for in the year of 2024? [Jap]**

- To allocate or over-allocated? Are Japanese pension funds looking to make new commitments?
- What are the unique needs of pension funds and how fund managers can accommodate them i.e. diversification, liquidity, etc.



- What's the preferred method for Japanese pension funds to access the asset class: co-investments or direct?

Speakers:

Atsuko Iino, Head of Alternative Investment, Asset Management Department,  
**National Pension Fund Association**

Takako Tokinaga, Portfolio Manager, **Mitsubishi UFJ Trust Bank**

Takeshi Ito, COO & Senior Investment Officer, **AISIN Employees' Pension Fund**

Moderated by:

Taro Ogai, Managing Director and Head of International Investments, **Willis Towers Watson**

## 1620 Investor Panel: The Net-Zero Asset Owner Alliance of Japanese insurers discuss valuations [Jap]

- Hear from Japanese members of the UN-convened Net-Zero Asset Owner Alliance on how you can decarbonise your portfolio
- What is the relationship between a fund's carbon emissions and its performance or valuation?
- What advice would the members give to other asset owners and managers who are just starting out on their net-zero journeys?

Speakers:

Junichi Tanaka, General Manager, Responsible Investment, Investment Planning Department, **Sumitomo Life**

Kenjiro Okazaki, General Manager, Responsible Investment Department, **The Dai-ichi Life Insurance Company**

Masanori Hosokawa, General Manager, Responsible Investment Office, **Meiji Yasuda Life Insurance Company**

Yasutoshi Miyamoto, General Manager, ESG Investment Strategy Office, **Nippon Life Insurance Company**

Moderated by:

Chikako Matsumoto, Executive Officer and General Manager, ESG Strategy and Solutions, **Sumitomo Mitsui Trust Bank Ltd.**

## 1655 Closing remarks

## 1700 Networking Cocktails

This is a draft agenda and subject to change