

PERE
Network

Tokyo Forum



PERE Tokyo Forum 2023

21 September 2023 | Shangri-La Tokyo

Meet Japanese investors at the 9th 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

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Supporting association



For program information:
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PERE Tokyo Forum 2022 attendees

- » CapitaLand
- » Daido Life Insurance
- » Development Bank of Japan
- » DIC Pension Fund
- » Farmers' Pension Fund
- » GIC Real Estate International Japan
- » GLP Japan
- » Government Pension Investment Fund (GPIF)
- » Idemitsu Pension Fund
- » ITOCHU Corporation
- » Japan Post Bank
- » Japan Post Insurance
- » Japan Science & Technology Agency (JST)
- » KKR
- » Macquarie Group
- » Manulife
- » Mitsubishi UFJ Trust and Banking
- » Mitsui Sumitomo Primary Life Insurance (MSPL)
- » Mizuho Bank
- » NAB
- » Neuberger Berman
- » Norges Bank Investment Management
- » ORIX Life Insurance
- » Pension Fund Association
- » Pension Fund Association for Local Government Officials (Chikyoren)
- » Permodalan Nasional Berhad
- » PGIM Real Estate
- » Schroders Capital
- » Shinkin Central Bank
- » Sompo Japan Insurance
- » Sony Bank
- » Sumitomo Life Insurance
- » Sumitomo Mitsui Trust Bank
- » Taiyo Life Insurance
- » The Blackstone Group
- » The Dai-ichi Life Insurance
- » The Norinchukin Bank
- » The Rangoonwala Foundation
- » Tokio Marine & Nichido Fire Insurance
- » And more...

Programme

Wednesday 20 September 2023 | To be decided

Simultaneous interpretation between Japanese and English provided

JST/UTC+9

1530 PERE Women's Network – Women's Tea (invitation only)

Meet other women from the industry in this closed-door networking session. Join a curated, open discussion on the successes and struggles of the industry in promoting women in real estate. Examine what more can be done to improve company policy and gender diversity in the workplace.

Facilitator:

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Thursday 21 September 2023 | Shangri-La Tokyo

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0725 Registration and coffee

0730 Investor breakfast briefing (invitation only)

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

0900 PERE welcome and opening remarks

0905 Keynote speech

0920 Presentation – The PERE analysis of global private real estate fundraising trends

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

0935 Keynote panel: Industry leaders predict domestic and worldwide trends for next 5 years

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

Moderator: Christie Ou, Senior Reporter, **PEI Group**

Speakers:

1015 Investor Panel: Investors compare appetite for real estate and their gameplan to tackle market uncertainty

- 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?

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Speakers:

1055 Networking coffee break

1120 Panel: Looking towards the West for the most rewarding investment opportunities

- 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:

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

1200 Keynote Interview- How the domestic Japanese real estate market is being reformed

- 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?

Keynote speaker:

Interviewed by:

1220 Networking lunch break

1345 Panel: How the real estate debt strategy can protect your portfolio from downside risk

- 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:



1425 Panel: Seek no further than Asia-Pacific, the region's recovery and emerging opportunities

- 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:

1505 Networking coffee break

1535 Investor Panel: What are Japanese pension funds looking for in the year of 2024?

- 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:

1615 Investor Panel: The Net-Zero Asset Owner Alliance of Japanese insurers discuss valuations

- 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?

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

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1655 Closing remarks

1700 *Networking Cocktails*

This is a draft agenda and subject to change

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