

**PERE**  
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# Tokyo Forum



## PERE Tokyo Forum 2023

21 September 2023 | Shangri-La Tokyo

Meet Japanese investor at the **PERE Tokyo Forum** on 21 September. Expand your network, gain actionable insight, and escalate your fundraising potential by connecting with global real estate's most active private real estate investors and managers.

Determine the direction of capital flow as we gather the biggest local investors, global asset managers and strategic partners shaping the future of Japanese real estate investing.

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## Programme

Thursday 21 September 2023 | Shangri-La Tokyo

*Simultaneous translation between Japanese and English provided*

JST/UTC+9

**0730 Registration and coffee**

**0800 Investor breakfast briefing (invitation only)**

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

**0900 PERE welcome and opening remarks**

Conference chair:

**0910 Presentation – The PERE analysis**

Presenter: Chin Yuen, Research Manager, Asia, **PEI Group**

**0925 Keynote panel: Industry leaders predict trends for next 5 years**

- What are the top trends to look out for in global real estate?
- Prepare for the challenges ahead by understanding opportunities in real estate sectors and refine your investment strategy
- What you can do for “smarter” investments; a deep dive into the strengthening relationship between tech and property

Moderator: Christie Ou, Senior Reporter, PERE

Speakers:

**1010 Panel: Looking towards the West**

- What are the hottest real estate investment destinations outside of Asia?
- What can foreign funds offer Japanese investors and what they want in return?
- How can overseas funds adapt their pitch to suit Japanese investors?

Moderator:

Speakers:

**1050 Networking coffee break**

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**1115 Interview- What reforms the Japanese real estate market needs**

- Looking inward at the domestic real estate market
- 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?

Moderator:

Keynote speaker:

**1130 Investor Panel: Understanding Japanese investors and their appetite for real estate**

- How will the scale of commitments to real estate funds change in the coming years?
- What are the most pressing concerns for Japanese investors making allocation decisions?
- How can fund managers better cater to local asset owners?

Moderator:

Speakers:

**1210 Case Study: Where are the women in Japanese real estate?**

- A deep dive into the demographics of Japanese institutional investors, real estate funds and portfolio
- How do you rebuild a culture that encourages women's participation in the industry?
- How do you effectively recruit and promote women to senior positions in real estate?

Presenter:

**1230 Networking lunch break**

**1340 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?



Moderator:

Speakers:

**14:20 Panel: Seek no further than Asia-Pacific**

- 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?

Moderator:

Speakers:

**1500 Networking coffee break**

**1520 Investor Panel: The Net-Zero Asset Owner**

- Hear from Japanese members of the UN-convened alliance on to decarbonise your portfolio
- What tools and frameworks are most effective in tracking and accelerating your progress?
- What advice can you give to other asset owners and managers who are just starting out on their net-zero journeys?

Moderator: GRESB

Speakers:

**1600 Freeflow cocktails**

**1605 Think tanks: Special Interest Group**

- What's new and emerging?
- What's a niche to look out for?
- An interactive session with group/ table discussions

Facilitator:

**1650 Closing remarks**

Conference chair: