



PERE

INVESTOR FORUM
T O K Y O 2 0 1 8

Connecting Japanese Capital to Real Estate

27 SEPTEMBER 2018 | SHANGRI-LA HOTEL, TOKYO

Post event report

perenews.com/tokyo



Thank you for attending the **PERE Investor Forum: Tokyo**

Welcoming more than 200 delegates through the doors of the Shangri-La Hotel, the 7th annual PERE Investor Forum: Tokyo provided the decision-makers in attendance a platform to discuss the real estate investing landscape for Japanese LPs.

Key themes from the conference included: Outbound investing, getting the international investor viewpoint on Japan, value-add and opportunistic strategies and building the international GP/LP relationship.

Thank you to all of our speakers that shared their insights on the trends currently affecting the market. Thank you also to our sponsors for their valuable contributions.

To those who attended, we hope you found the Forum enjoyable and thought-provoking – we look forward to welcoming you back in 2019 to Tokyo. If you have any further queries about next year's Tokyo Forum or our conferences in the Asia Series – please do not hesitate to get in contact with me.

Kind regards,

Andrew Wolff
andrew.w@peimedia.com



Connecting Japanese capital with global real estate

The **PERE Investor Forum: Tokyo** brought together Japan's real estate elite with global opinion leaders, fund managers and institutional investors focused on maximising their investment potential.

Year on year, the event has provided a platform for real estate professionals to discuss, debate and examine critical factors and trends affecting the industry in Japan and globally.

The Forum is the place to meet the most influential figures of Japanese private equity real estate investment in one room.



Key speakers at the PERE Investor Forum: Tokyo



Ruslan Alakbarov

Head of Real Estate, Investments
State Oil Fund of the Republic of Azerbaijan (SOFAZ)



Hideto Arai

Executive Officer/ Investment Business
Department
Mori Trust



Akira Ikawa

Investment Officer
Daido Life Insurance



Masato Kaizaki

Deputy General Manager/ Director, Real
Estate Finance Dept.
Development Bank of Japan



Tadasu Matsuo

Head of Alternative Investment, Alternative
Investment Office
Japan Post Insurance



Yoshito Nishikawa

Managing Officer
Hulic



Hideto Yamada

Head of Global Real Estate, Co-head of
Private Investment Markets
GPIF



Lanhee Yung

Managing Director and Co-Head of Global
Capital Raising and Investor Relations
Starwood Capital Group

Key takeaways from the Forum



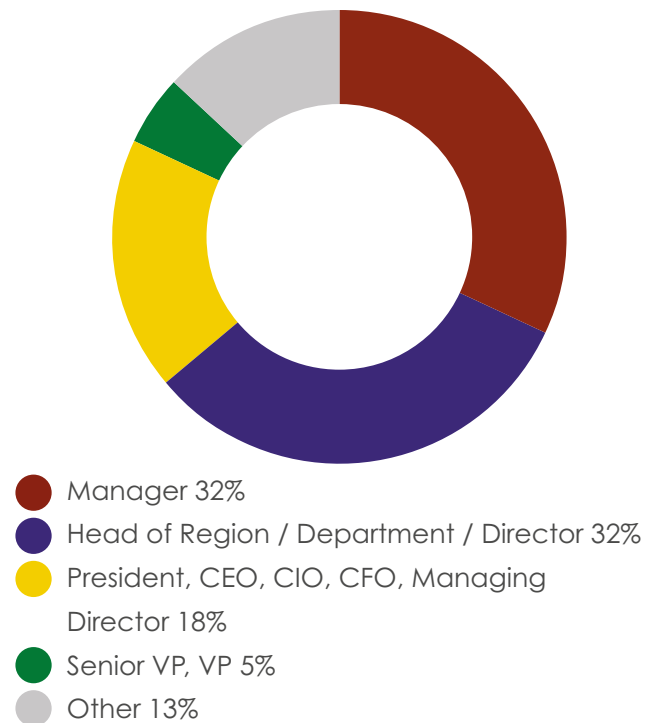
1. **GPIF are open for business. Japan's biggest whale makes its first splash.** GPIF announced their fund-of-funds manager and gatekeepers are now fully open to investing in overseas real estate and will also eventually consider co-investment structures and joint-venture partnerships.
2. **Japan Post Insurance announced its ambitious target to allocate 1.5% of its total portfolio to alternative investments over a three-year period.** For the next couple of years it will cooperate with third-party advisors and gatekeepers for alternative fund investments. It hopes in the longer term to initiate direct investing.
3. **Whilst making speed and cultural issues still exist with regards to Japanese investors, their market knowledge is gradually increasing.** There is less need to do the same degree of translation for investors but the same degree of information is still required.
4. **Japanese investors need to ramp up their internal capabilities.** GPIF currently has 15 people in its private market investment team and is actively hiring professionals. Japan Post Insurance is also looking to increase their employee headcount to 20 in a year or two.

Visit www.perenews.com/tokyo for more information about the event

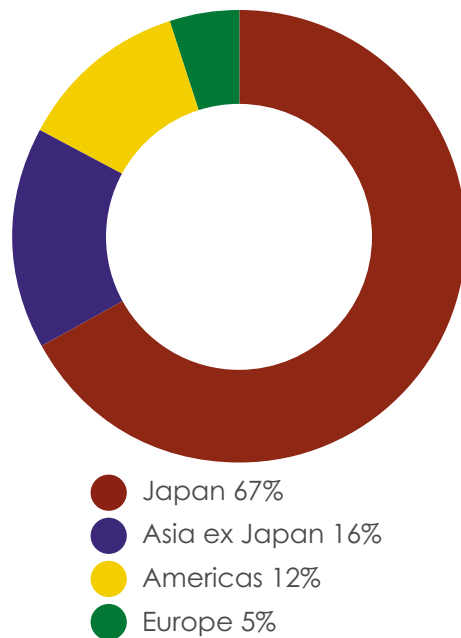
2018 attendee breakdown



Attendees included:



Regional attendance breakdown:



221
ATTENDEES



43
SPEAKERS



1:1.5
GP TO LP RATIO

Companies that attended the PERE Investor Forum: Tokyo 2018 include

- Aberdeen Standard Investments (Japan)
- Advantest Corporate Pension Fund
- AISIN Employees' Pension Fund
- Allianz Real Estate GmbH Asia Pacific Branch
- Aozora Bank
- Asahi Mutual Life Insurance
- Asia Pacific Land
- Asset Management One
- Atago Pacific Partners
- AXA Investment Managers
- BNP Paribas Real Estate
- Buckingham Capital Management, LLC
- CalSTRS
- CapitaLand Japan
- Castleforge Partners
- CBRE Global Investors Japan K.K.
- Cerberus Japan K.K.
- Challenger KK
- Charter Hall
- CIM Group
- Clifford Chance
- Colony Capital
- Columbia Threadneedle Investments
- Corestate Capital Group
- CPPIB Asia
- Crow Holdings Capital
- Daido Life Insurance
- Daiwa SB Investments
- DBJ Asset Management
- Deutsche Asset Management (Japan)
- Development Bank of Japan
- Diamond Realty Management
- DIC Pension Fund
- Frogmore Real Estate Partners Fund Managers
- Fuji Xerox Pension Fund
- Gemdale USA
- Gibraltar Life Insurance
- GLP Japan
- Government Pension Investment Fund (GPIF)
- Greenberg Traurig
- GreenOak Real Estate
- Greystar Real Estate Partners
- Heitman
- HFF
- Hines
- Hodges Ward Elliott
- Hulic
- IBJ Leasing Co
- Idemitsu Pension Fund
- IDERA Capital Management
- Japan Co-Op Insurance Consumers' Co-Operative Federation
- Japan IT Software Pension Fund
- Japan Post Bank
- Japan Post Insurance
- JF Kyosuiren
- JLL
- KPMG Tax Corporation
- L Catterton Real Estate
- Laxfield Capital
- Lendlease Corp
- Lone Star Funds
- Loyens & Loeff
- M3 Capital Partners
- Manulife Asset Management
- Manulife Japan
- Manulife Life Insurance
- Marubeni Corporation
- MaxCap Group
- MetLife Insurance K.K.
- Mitsubishi Jisho Investment Advisors
- Mitsubishi UFJ Trust and Banking Corporation
- Mitsui & Co.
- Mitsui Fudosan Investment Advisors
- Mizuho Trust & Banking
- Monument Group
- Moore Management
- Mori Trust
- Napier & Blakeley
- National Federation of Mutual Aid Associations For Municipal Personnel
- National Pension Fund Association
- Nikkei Business Publications
- Nomura Asset Management
- Nomura Funds Research and Technologies
- Nomura Real Estate Asset Management Co Ltd
- Nomura Trust And Banking
- NSSK
- Park Hill Group
- Pension Fund Association
- PGIM Real Estate
- Real Estate Economic Institute
- Realterm Logistics
- Resona Bank
- Russell Investments Japan
- Savills Investment Management Asia
- SC Capital Partners
- Secom Pension Fund
- SEIRYU Asset Management Ltd
- Sherman Financial Group
- Shimizu Corporation
- Shinhan Alternative Investment Management
- Shinsei Bank
- Sojitz New Urban Development Corporation
- Sompo Japan Nipponkoa Insurance
- Starwood Capital
- State Oil Fund of the Republic of Azerbaijan (SOFAZ)
- Sumitomo Life Insurance
- Sumitomo Mitsui Trust Bank
- Swiss Life Asset Management
- Tessier Ashpool Research
- TGIM Assets
- TH Real Estate
- The Bank of Yokohama
- The Norinchukin Bank
- Tokio Marine & Nichido Fire Insurance
- Tokio Marine Asset Management
- Tokio Marine Nichido
- Tokyo Star Bank
- Tokyo University of Science
- Tokyu Land Corporation
- Touchstone Capital Management
- Trust Capital
- UK Department for International Trade
- Walton Street Capital
- Wingate



Interactions at the PERE Investor Forum: Tokyo 2018

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400

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Networking at the Forum

The PERE Investor Forum: Tokyo provides a unique opportunity for leading fund managers, institutional investors, service providers and developers to meet, share experiences and build relationships with those in the industry from Japan and around the globe.



10+
hours of
networking
opportunities



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2019 PERE global portfolio

Americas ●

PERE Investor Forum: Los Angeles	17-18 April	Los Angeles
PERE CFO/COO Forum	7-8 May	New York
PERE America	29-30 October	New York

Europe and Middle East ●

PERE Debt & Finance Forum	25-26 June	London
PERE Europe	25-26 June	London



Asia ●

PERE Debt Forum	5 March	Hong Kong	PERE Investor Forum: Tokyo	17 October	Tokyo
PERE Asia	6-7 March	Hong Kong	PERE Investor Forum: Seoul	20-21 November	Seoul
PERE Tech Forum	8 March	Hong Kong			

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