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.

perenews.com/tokyo
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
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:
- Manager: 32%
- Head of Region / Department / Director: 32%
- President, CEO, CIO, CFO, Managing Director: 18%
- Senior VP, VP: 5%
- Other: 13%

Regional attendance breakdown:
- Japan: 67%
- Asia ex Japan: 16%
- Americas: 12%
- Europe: 5%

- Attendees: 221
- Speakers: 43
- GP to LP Ratio: 1:1.5
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)
- Greystar Real Estate Partners
- Heitman
- HFF
- Hines
- Hodges Ward Elliott
- Hulic
- IBJ Leasing Co
- Iemitsu 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
- 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.
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- 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
- Shinnan Alternative Investment Management
- Shinsei Bank
- Sojitz New Urban
- Development Corporation
- Sumitomo Life Insurance
- Sumitomo Mitsui Trust Bank
- Swiss Life Asset Management
- Tessler 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
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- Tokyo University of Science
- Walton Street Capital
- Wingate
Interactions at the PERE Investor Forum: Tokyo 2018

- 13k website views
- 39k LinkedIn impressions
- 1.5k minutes using the event app
- 400 event content downloads
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**
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  - 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 Asia
  - 6-7 March
  - Hong Kong
  - 8 March
  - Hong Kong
- PERE Tech Forum
  - 17 October
  - Tokyo
- PERE Investor Forum: Tokyo
  - 20-21 November
  - Seoul
- PERE Investor Forum: Seoul
  - 20-21 November
  - Seoul

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