



PERE

Investor Forum Tokyo 2019

17 October | Shangri-La Hotel

Post event report

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PEI



Thank you for attending the PERE Investor Forum: Tokyo

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

The Forum is the place to meet the most influential figures of Japanese private equity real estate investment in one room. And year-on-year, the event has provided a platform for real estate professionals to discuss, debate, and examine critical factors and trends affecting the global and domestic industry.

Welcoming more than 230 delegates through the doors of the Shangri-La Hotel, the 8th 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: investing in North America, Japanese hospitality sectors, specialist strategies and of course getting the latest perspectives from leading Japanese LPs.

Thank you to all of our speakers that shared their insights on the trends currently affecting the market and 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 2020. If you have any further queries about next year's Forum in Tokyo or our conferences in the Asia Series - please do not hesitate to get in contact with me.

Kind regards,

A handwritten signature in black ink, reading "Andrew Wolff". The signature is fluid and cursive, with the first name "Andrew" and the last name "Wolff" clearly distinguishable.

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.



PERE brings together an excellent array of speakers to speak on topics relevant to both GPs and LPs.

Adrian Harrington
Charter Hall



Key speakers at the PERE Investor Forum: Tokyo



John Brady

Managing Director & Portfolio Manager
Oaktree Capital Management



Sarah Cooper

Managing Director, Global Head, Real Estate
Equity Sales
Bank of America Merrill Lynch



Toyohiko Kishida

Head of Asset Finance Unit
Tokyo Star Bank



Daisuke Kitta

Senior Managing Director, Head of Japan
Blackstone



Yoshito Nishikawa

Managing Officer
Hulic



Koji Ohashi

Manager
Fuji Xerox Co.,Ltdx



Kiyosei Sugioka

Head of Alternative Investments
ORIX Life Insurance Corporation



Shigeru Yagi

Director of Real Estate Investment
Pension Fund Association



Key takeaways from the Japan's LPs

1. The momentum for outbound investing continues

The real estate cycle is less of a concern than structural changes in the global economy, as good assets can survive a downturn, according to Japanese investors who spoke at the conference.

2. It's all about longterm

Orix Life Insurance head of Alternative Investments, Kiyosei Sugioka, said they were taking a long term view of the market. Shigeru Yagi from PFA, said that they thought real estate cycles were important but finding good real estate assets was more important for building a long term and stable real estate portfolio

3. Current reluctance to invest in the UK

Koji Ohashi from Fuji Xerox said that they would refrain from investing in the UK until there was greater clarity around Brexit. "We will continue to invest in the US because products are more diverse there", he said

4. A preference for multisector funds

Shinji Kawano from Tokio Marine Asset Management stated that many Japanese LPs would prefer to diversify their investments in multi-sector funds for the sake of diversification

5. Japan will continue to be an integral part of any Asian strategy

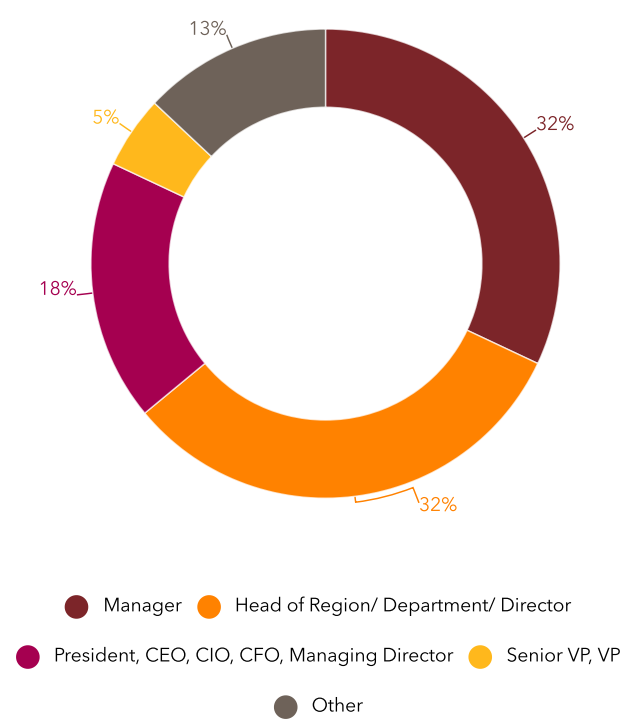
Whilst the Japan market maybe approaching the top of the cycle, it's relative stability and continued growth in certain sectors will, vis a vis other markets will ensure its durability. The hospitality sector in particular continues to be robust and the growth of integrated resorts in Yokohama and Osaka will offer a very compelling investment opportunity which will impact Japan significantly.

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

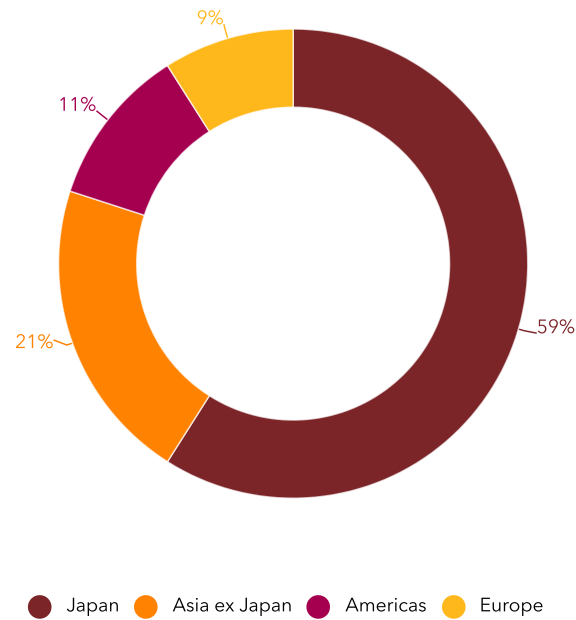


2019 attendee breakdown

Attendees included:



Regional attendance breakdown:



257
Attendees



38
Speakers



2:3
GP To LP Ratio

Companies that attended the PERE Investor Forum: Tokyo 2019 include:

- » ACORE (American Council on Renewable Energy)
- » AEW
- » Alpha Investment Partners Japan KK
- » Alpine Grove Partners
- » Alter Domus
- » AM Alpha Kapitalverwaltungsgesellschaft
- » AMP Capital Investors
- » Ardstone Capital
- » Atago Pacific Partners
- » Bench Capital Advisory
- » Blackstone
- » BMO Global Asset Management
- » Brookfield Asset Management
- » Catella Asia
- » CBRE K.K.
- » Challenger
- » Colony Capital
- » Commerz Real Fund Management
- » Corestate Capital
- » Dexus
- » DLJ Real Estate Capital Partners
- » ESR
- » Fosun Sinopharm
- » Gemdale USA
- » Genkai Capital Management
- » GLP Japan
- » GSA - Global Student Accommodation
- » Hannover Leasing
- » Hines
- » IDERA Capital Management
- » Ing Bank Nv
- » JLL
- » JP Morgan Asset Management
- » (Japan)
- » Kennedy Wilson
- » Keppel Capital
- » KPMG Tax Corporation
- » Labassa Capital
- » LaSalle Investment Management
- » Lennar International
- » M&G Real Estate Asia
- » M&G Real Estate Japan
- » M3 Capital Partners
- » Mapletree Investments
- » Metzler Asset Management
- » Metzler Real Estate
- » Meyer Bergman
- » Mitsubishi UFJ Trust and Banking
- » Morrison & Foerster
- » Morrison & Foerster LLP
- » NIAM
- » Nomura Real Estate Asset Management
- » Partners Group
- » PATRIZIA Hong Kong
- » Phoenix Property Investors
- » Rockwood Capital
- » Sanne Group Japan KK
- » Savills Investment Management
- » Souq Extra
- » Starwood Capital Group
- » Swiss Life - Mayfair Capital
- » TGIM Assets UK
- » Tokyo Trust Capital
- » USAA Real Estate
- » Vanke USA
- » Vårde Partners
- » Wingate

A great range of insight on the global real estate market and the state of flow of global capital for real estate.

Tetsuya Fujita
CBRE Global Investors

Interactions at the PERE Investor Forum: Tokyo 2019



10.5k

website views



1.5k

minutes using the event app



700

event content downloads

A rare opportunity where GPs and major LPs
interact on key market topics.

Yuichi Onuki
ESR

Networking at the Forum

Beginning with our grand opening cocktails for the very first time, the PERE Investor Forum: Tokyo 2019 provided 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



Thank you to our sponsors

Cocktail sponsor



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PERE

Asia Week 2020

3 - 5 March

Join global real estate's most influential community at PERE Asia Week to solidify your relationships with the *Who's Who* of the asset class. Book before 15 January to secure your savings.

perenews.com/asiaweek
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It doesn't get any bigger than PERE Asia Week.

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former ADIA Global Head of Real Estate

Three easy ways
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PEI

Three months' network building in three days

Begin networking six weeks prior to event day

Get a head-start on networking by downloading the new and improved conference app. You can view the full attendee list and use the direct chat function.



Organize 1-2-1 meetings with key targets

Prior to and during the event, PERE Asia Week delegates can take advantage of 1-2-1 meeting functionality through the event app. Contact key targets to meet on event days at our dedicated meeting spaces with reminders sent to recipients inboxes.

Meet like-minded peers

Tailor your three day agenda to include VIP breakfasts, dedicated content streams, think tanks and "meet the panel" sessions. These intimate meetings will provide unlimited knowledge-sharing opportunities that can't be replicated at any other conference.

Unrivaled LP insight at every opportunity

Boost your fundraising potential by receiving insider views through networking and panel sessions on the fund manager selection strategies and investment preferences of the most important institutional investors in global private real estate.