

## PERE Tokyo Forum 2025

5-6 June 2025, Thursday- Friday | 4th floor, Kabuto One, Tokyo 103-0026

Experience the unmatched scale of PERE Japan Korea Week 2025, the region's largest gathering of Japanese and Korean institutional investors, where investors outnumber managers nearly 1.5:1!

This is your opportunity to connect with over 400 of Japan and Korea's most active institutional investors alongside leading global fund managers. Learn from thought leaders, build lasting partnerships, and uncover the most exciting opportunities in global real estate.

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5 June 2025, Thursday | Venue: 4<sup>th</sup> floor, Kabuto One, Tokyo 103-0026

JST/UTC+9

LIVE interpretation between Japanese / English is provided

## 08:00 Registration & Networking Coffee

08:30 **Investor Breakfast Briefing** (open to institutional investors only, by invitation)

*Join the institutional investors for a closed door, off-the-record discussion that will empower your investment decisions. Gain valuable insights into the latest market trends, find out what your peers are investing in, and discover co-investment opportunities.*

Facilitator: Sumihiro Hiratsuka, President, **SUMI Global Partners K.K.**

## 09:30 Welcome & Opening Remarks

Conference Chair:

## 09:35 View from the Commentary Box – PERE Editor reflects on H1

*Reflecting on the first half of the year, the big ideas shaping real estate, and how the asset class is evolving.*

Speaker: Christie Ou, Senior Reporter, **PERE**

## 09:40 Keynote Interview

Keynote Speaker:

Moderator: Christie Ou, Senior Reporter, **PERE**

## 10:00 C-suite panel: The next big bet – What the next cycle means for real estate

*This panel brings together C-suite leaders from the world's largest firms to discuss where they see the biggest opportunities in real estate, what's keeping them up at night, and how they're positioning for long-term success.*

Speakers:

Tom Gilbane, Managing Member and Co-President, **Rockpoint**

Moderator: Joyce Lo, Director, Private Capital Advisory, Real Assets Specialist, **Lazard**

10:40 **Coffee Break**

11:10 **Presentation**

11:30 **Panel: The evolution of Japanese real estate – From urban redevelopment to revival of hospitality**

*Japan's real estate market is evolving quickly, with urban redevelopment, logistics, and hospitality sectors leading the way. This panel uncovers the drivers of growth, from local policies to shifting demographics, the impact of low interest rates and a volatile currency, and explores how investors can unlock value in a dynamic market.*

Moderator: Zoe Ward, Chief Executive Officer, **Japan Property Central K.K.**

12:10 **Networking Lunch**

13:30 **Panel: Cross-border capital flows – Targeting growth & returns in Trump's America**

*The U.S. real estate market offers both opportunities and complexities for global investors with Trump's second term in office. This panel examines how cross-border capital is engaging with key sectors, managing risks from fluctuating interest rates, inflation, and geopolitical uncertainties, and positioning for long-term growth and returns.*

14:05 **Panel: Cross-border capital flows – Finding a footing in Europe's recovery**

*Europe is still heavily impacted with geopolitical uncertainty after last year's turbulent elections and the region is still reeling from the macroeconomic headwinds that caused a higher cost of capital. However, real estate markets are bottoming out and green shoots of growth are now visible across select markets. Panelists will share insights into the strategies and approaches they expect will yield the best results amid the region's recovery.*

Moderator: Kazuki Shiina, Vice President, Pan-Alts, **Aksia**

14:40 **Coffee Break**

15:00 **Panel: Fluctuating interest rates – Debt funds balance optimism with caution**

*Fluctuating interest rates are creating new opportunities for real estate debt funds and institutional investors. This panel examines how fund managers are strategically deploying capital to capitalize on market shifts while mitigating key risks such as credit quality, refinancing pressures, and liquidity constraints. Gain insights into how debt funds are structuring deals, pricing risk, and delivering competitive, risk-adjusted returns in an increasingly dynamic and competitive global landscape.*

15:35 **Investor Panel: From Yen to real estate – Japanese investors' playbook for the next 5 years**

*Japanese institutional investors are navigating the ups and downs of currency and market conditions as they strive to meet allocation targets. This panel explores their evolving strategies, challenges in deploying capital, and the sectors capturing their attention both locally and globally.*

Speakers:

Yoshikazu Murase, Sr. Manager of Real Estate Investment Office, **Japan Post Insurance**

**16:10 Coffee Break**

**16:30 Investor panel: Go big or go home – Where the world’s biggest investors are doubling down – and pulling out**

*PERE Global Investor 100 recipients—some of the largest institutional investors worldwide—reveal where they’re making bold moves and where they’re stepping back. Get exclusive insights into their evolving real estate strategies, the sectors and markets they see as must-haves, and the risks prompting an exit.*

Speakers:

Koji Someno, Head of Real Asset Fund Investment Div., Alternative Investment Dept., **The Dai-ichi Life Insurance Company**

**17:05 Presentation: PERE’s R&A shares key data insights into global real estate trends**

*PERE’s Research & Analytics team highlights key global trends shaping the real estate investment market.*

Presenter: Andrew Rodriguez, Senior Research Associate, **PEI Group**

**17:25 Closing Keynote Speech**

**17:45 Networking Cocktails**

**6 June 2025, Friday | Venue: TBA**

**14:00 PERE Women’s Network Tea – Real Assets Edition** (open to women only, by invitation)

*A delicious opportunity to connect with women of real estate and infrastructure. Expand your network and compare your portfolios over some tea and scones.*

Facilitator:

**PERE**  
Network

# Tokyo Forum



This is a draft agenda and subject to changes

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