「国際的ビジネス環境等改善・シティセールス支援事業」 (MIPIM2O18 出展) 実施報告書

- 〇期間 2018年3月11日(日)~3月17日(土)
- 出張先 フランス・カンヌ
- 派遣者 阪急電鉄 大谷課長/都市活力研究所 近藤主席研究員
- 〇 概 要

フランス・カンヌで開催された不動産投資分野の見本市「MIPIM2018」にジャパンパビリオンの一員として参加し、投資家等との情報交換を実施した。

- 名称) MIPIM2018
- ・主催) リード・ミデム社
- 会場) フランス・カンヌ市パレ・デ・フェスティバル
- ・参加国 100 か国以上
- •参加者数 26,000 人



3/11(日)関西国際空港から出発

3/12 (月) 午後、会場入り・資料設置等準備

3/13 (火)~15 (木)会場内外でのPR活動

3/16(金)~3/17(土)帰国

+

〇 実施内容

1. ジャパンパビリオンへの参加

日本からの参加者 社の共同パビリオンとして、メインホール 1 階の約 63 ㎡に出展した。梅田地区ではパンフレット「Grow with UMEDA」(A4 見開き・英語版)を設置・配布。また、MIPIM 大阪の際に作成した梅田紹介動画の短縮版(2 分)を大型モニターで放映した。

2. MIPIM News 取材対応

2018 年 7 月には開発事業者が決定する予定である「うめきた 2 期」プロジェクトについて、開催初日(火曜日)の午前、主催のリードミデム社より取材を受け、大阪市とともに対応した。取材内容は翌日(水曜日)発行の MIPIM News Vol.2 に掲載された。(添付資料 5)



3. プレゼンテーション

開催2日目の午後、書道のパフォーマンスに引き続き、大阪市と梅田地区がそれ

ぞれ持ち時間 15 分を使って、プレゼンテーションを行った。梅田地区はエリアの概要と開発プロジェクト、および梅田コネクトが実施するエリアマネジメントについて紹介を行った。(添付資料 4)





4. カンファレンス・ネットワーキングパーティーへの参加:

A) アジア・ランチ

昼食時間帯には、近隣ホテルの宴会場を貸し切って様々なテーマによるランチミーティングが開かれる。すべて招待制で、招待者しか参加できないこととなっている。

このようなミーティングのうちアジアに関心のある投資家等が参加する Asia Lunch に参加し、ネットワーキングを行った。



B) スタートアップコンペティション ニューヨーク・ロンドン・香港での予 選を勝ち抜いてきた、不動産分野における スタートアップによるピッチコンテスト。 最優秀賞は超小型 Wi-Fi 機器を利用して ビル管理の効率化へのソリューションを 提案した Disruptive Technologies が受 賞。



C) MIPIM AWARD

MIPIM AWARD は全世界から応募された開発プロジェクトのうち、予備選考を通過した 44 件を対象に、11 人のジャッジと、MIPIM 参加者全員による投票(ウェイトは半々)により選考され 11 の賞が与えられる。日本からの応募作品のうち次の 2 点がノミネートされたが、残念ながら受賞にはいたらなかった。

- BEST SHOPPING CENTER 部門 東急プラザ銀座
- BEST RESIDENTIAL DEVELOPMENT 部門 J.GRAN THE HONOR 下鴨糺の杜

5. 他の参加者との個別面談

MIPIM 参加者データベースを活用し、出展している都市や企業、ビジター参加しているマスメディアと事前にアポイントし、個別面談を行った。今回はマスメディアと投資家にフォーカスしてアポイント

を行った。

今回より用意された JAPAN ブース の打ち合わせスペースは事前に予約が可能なうえモニターや電源が用意されていたため、これらを活用してより効果的なプレゼンを行った。

面談の最後には、ノベルティ(蒔絵の 名刺ケース)と関連資料の入った USB メモリを手渡した。



【添付資料】

- 1. 会場内マップ
- 2. 公式カンファレンス・イベントプログラム
- 3. ジャパンパビリオン 共通パンフレット
- 4. 梅田プレゼン用スライド
- 5. 記事等掲載実績(3月31日現在)
 - A) MIPIM News Vol.2
 - B) fDi inteligence

以上

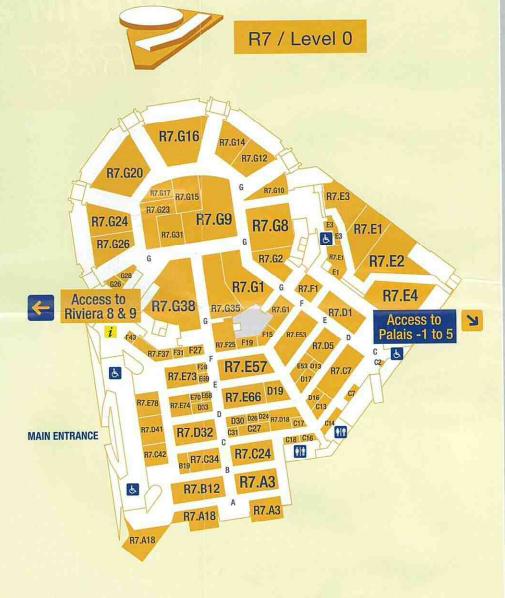
Riviera Building

資料1:会場内マップ



R8 / Level 2



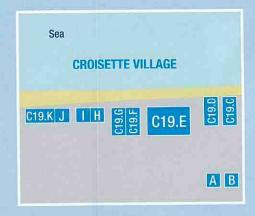




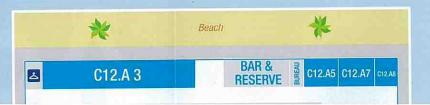


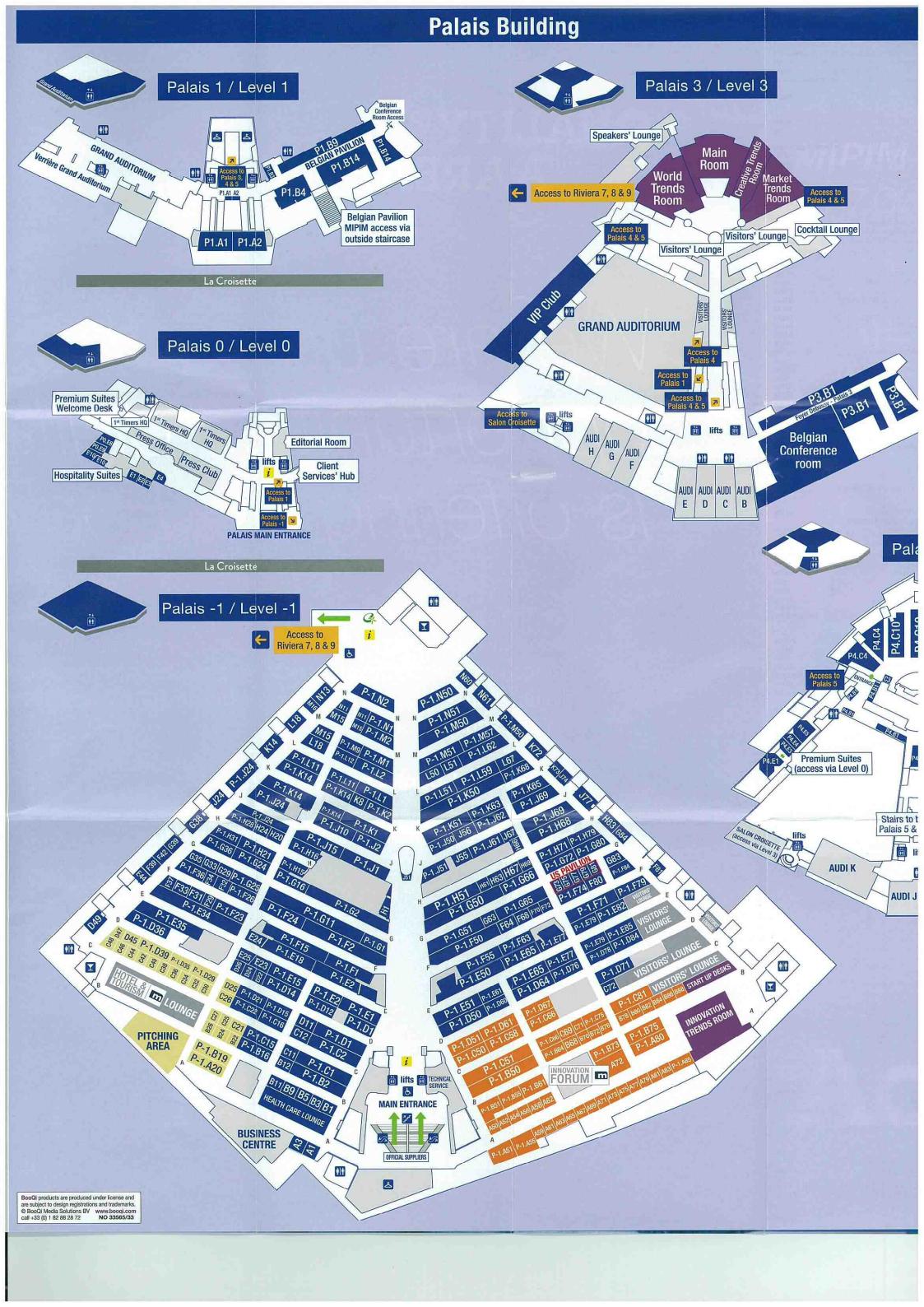
THINK FUTURE

Croisette C19



Croisette C12





PROGRAMME AT-A-GLANCE

CONFE 資料2:イベントプログラム

MONDAY 12 MARCH

CLOSED DOOR EVENTS By invitation only

18,30 | 23,00 | FINANCE & INVESTMENT

Carlton Hotel

Sponsors: Aberdeen Standard Investments, AXA IM - Real Assets, CMS, KPMG, Real Capital Analytics, Rockspring

19.00

Maiestic Hotel - By invitation only FIABCI Networking cocktail and gala dinner

TUESDAY 13 MARCH

MAIN ROOM

16.30 | 17.15 | ECONOMY

creating a new ecosystem

specificities to understand

World economy:

Local markets:

Sponsor: Neinor

WORLD TRENDS ROOM

MARKET TRENDS ROOM

14.00 | 14.45 | HEALTHCARE

Senior Serviced Residences by

Domitys: a French success story

to be exported Sponsor: Domitys

15.15 | 16.00 HEALTHCARE

Seniors: the new age

in urban space

INNOVATION TRENDS ROOM

CREATIVE TRENDS ROOM

14.00 | 14.45 EUROPE Brexit:

a new face for Europe

15.15 | 16.00 EUROPE London:

a special city in a world of cities

16.30 | 17.15 EUROPE Smart cities in France: a thriving future

17.45 | 18.30 REGULATION 17.45 | 18.30 EUROPE **Emerging Trends in Real Estate** Global®: Adapting to New **Market Realities**

Co-organisers: ULI, PwC

Sponsor: Threestones Capital

16.30 | 17.15 LOGISTICS Investment Outlook 2020: **European logistics market** Sponsor: P3 Parks

16.30 | 17.25 SUSTAINABILITY Low carbon economy: SUMMIT a promising ROI

17,35 | 18,30 SUSTAINABILITY Low carbon economy: SUMMIT a promising ROI

15.00 | 16.00 | IDEACTION

Design thinking:

Powered by: Schoolab

the X-factor

14.00 | 14.45 TECH. & SERVICES

Self-driving cars: bringing a new face to our cities

15.15 | 16.00 TECH. & SERVICES Smart housing: what millennials expect

17.00 | 18.00 | IDEACTION Re-charge meet-up

SPECIAL EVENTS DEMOGRAPHICS

14.00 | 14.30 Grand Auditorium - Palais 1

> **OPENING CEREMONY** Urbanity: new rules for new cities

14.30 | 16.00

Grand Auditorium - Palais 1

THINKERS Writing new urban rules

DEMOGRAPHICS

16.15 | 17.15

Healthcare corner, networking Jounge - Palais -1

MATCHMAKING SESSIONS

Sponsor: Threestones Capital

19.30 Carlton Hotel

Welcome reception

CLOSED DOOR EVENTS By invitation only

07.45 | 12.30

Carlton Hotel REINVEST |

FINANCE & INVESTMENT Sponsors: Aberdeen Standard

Investments, AXA IM - Real Assets. CMS, KPMG, Real Capital Analytics, Rockspring

12.30 | 14.30

FINANCE & INVESTMENT Carlton Hotel - Grand salon Sponsors: Aberdeen Standard

REINVEST |

Investments, AXA IM - Real Assets, CMS, KPMG, Real Capital Analytics, Rockspring, Threestones Capital

REGULATION

14.00 | 16.00 Majestic Hotel

REGULATION & LEGAL FORUM

Co-organiser

Lexis Nexis

16.30 | 18.00

Foyer Debussy - Palais 3

New ways of leadership Sponsor: Ivanhoé Cambridge

IDEACTION

PROGRAMME AT-A-GLANCE

WEDNESDAY 14 MARCH

MAIN ROOM

WORLD TRENDS ROOM

MARKET TRENDS ROOM

10.00 | 10.45 | HEALTHCARE

INNOVATION TRENDS ROOM

CREATIVE TRENDS ROOM

10.00 | 10.45 GOVERNANCE

Global cities: the new powerhouses

10.00 | 10.45 ASIA FORUM Belt and Road initiative: captu-

Sponsor: CAREIT

11.15 | 12.00 ECONOMY

C40 cities: reinventing cities

Co-organiser: C40

12,30 | 13,15 ECONOMY

One-shot events: a lifetime legacy

Co-organiser: ESSEC

ring opportunities through Hong Kona Sponsors: CRECCHKI, HKTDC

11.15 | 12.00 ASIA FORUM

Japan: ageing cities & great investment opportunities

Housing: the affordable challenge

Hospitals of the future:

from inpatient to outpatient

11.15 | 12.00 HOUSING

12.30 | 13.15 OFFICES

Flexible workspace: the revolution advances Sponsor: IWG

10.00 | 10.30 | TECH. & SERVICES

Future Spaces: the latest tech and data driving customer experience Sponsor: Equiem

11.00 | 13.00 TECH. & SERVICES

Transforming the city Sponsor: SNCF Immobilier

10.30 | 11.30 | IDEACTION Design thinking:

the X-factor

Powered by: Schoolab

12.00 | 13.00 | IDEACTION

Design thinking: the X-factor

Powered by: Schoolab

CPD

CPD

14.00 | 15.00 | IDEACTION

14.00 | 14.45 | TECHNOLOGY

Smart cities: an example for smart countries Sponsor: Holland Metropole

15.15 | 16.00 INFRASTRUCTURE Urban mobility: infrastructure on the move

16.30 | 17.15 ARCHITECTURE Architecture:

building a changing role

17.45 | 18.30 ECONOMY

City financing: innovation and investment trends

14.00 | 14.45 ASIA FORUM

Asia's cities: the next 100

14.00 | 14.45 HOTEL & TOURISM Territories & hospitality:

the growing challenge

Growing Canadian real estate Investment:

16.30 | 17.15 EUROPE

The German urban model: the case for decentralised devolution Co-organiser: Heuer Dialog

15.15 | 16.00 AMERICAS

economy: the US effect

15.15 | 16.00 HOTEL & TOURISM

trends, analysis and insights

16,30 | 17,15 LEISURE

Leisure in the city: standing out from the crowd Sponsor: Holland Metropole

Services, Citelum, SUEZ, Cap Gemini

14.00 | 14.45 TECH. & SERVICES

« ONDiion » an innovative smart

city project based on open data

Sponsors: ONDiion, Bouvaues Energies &

15.15 | 16.00 TECH. & SERVICES The future, fiction or Real Estate?

Co-organiser: Club Innovation & Immobilier

16,30 | 17,15 TECH. & SERVICES

EG Radius: Show me the Data! Sponsor: EG

15.00 | 16.00 | IDEACTION

Design thinking: the X-factor

Powered by: Schoolab

Re-charge meet up

17.00 | 18.00 | IDEACTION Re-charge meet-up

SPECIAL EVENTS

16.00 | 17.30

Grand Auditorium - Palais 1

STARTUP m

Global Real Estate Tech Partner: METAPROP NYC Sponsor: Union Investment Real Estate GmbH

16.15 | 17.15

HOTEL & TOURISM

EUROPE

Networking area - Palais -1

MATCHMAKING SESSIONS |

CLOSED DOOR EVENTS

By invitation only

08.30 | 09.30

Carlton Hotel - Salon La Côte

UK BREAKFAST m

In partnership with: British Property Federation, GVA

08.00 | 10.00 DEMOGRAPHICS

Verrière Grand Auditorium - Palais 1

Urbanity:

BREAKFAST

m new rules for new cities

Sponsor: Lennar International

Knowledge partner: McKinsey & Company

08.00 | 10.00 ASIA FORUM

Majestic Hotel - Salon Diane

Impact of capital flow BREAKFAST

Sponsor: Diamond Realty Management Inc.

08.00 | 10.00

Grav d'Albion - Salon 4 Saisons

OCCUPIERS' SUMMIT

Customer-centric solutions for end users

DEMOGRAPHICS

Sponsor: Ivanhoé Cambridge In partnership with: RICS & ADI

12.30 | 14.00 ASIA FORUM

Majestic Hotel - Salon Croisette





PROGRAMME AT-A-GLANCE

THURSDAY 15 MARCH

MAIN ROOM

WORLD TRENDS ROOM

MARKET TRENDS ROOM

INNOVATION TRENDS ROOM

10.00 | 10.45 TECH. & SERVICES

architecture: at user's service

Tech shift in design &

CREATIVE TRENDS ROOM

10.30 | 11.30 | IDEACTION

CPD

10.00 | 10.45 | TECHNOLOGY

Data:

the new RE business driver

Sponsors: Altus Group, Siemens

11.15 | 12.00 INFRASTRUCTURE

City as a service: the new urban experience

Sponsor: GECINA

12.30 | 13.15 TECHNOLOGY

human connection in every building Sponsor: Siemens

14.00 | 14.45 GOVERNANCE

Emerging economies: the shift of gravity

15.15 | 16.00 ECONOMY

Circular economy: the long-term benefits Sponsor: GECINA

16.30 | 17.30 REGULATION

International rules: the impact on local markets

Co-organiser: LMA

10.00 | 10.45 AMERICAS

South America's cities: success stories to share

11.15 | 12.00 EUROPE

Residential investment in Europe: Portugal, an ever-growing hotspot Co-organiser: Iberian Property-Vida Imobiliaria

12.30 | 13.15 EUROPE Opportunities and challenges: Spain's main cities

Sponsor: Gesvalt, Roca Junvent

14.00 | 15.00 AFRICA FORUM Africa:

the urbanisation effect Sponsor: Rendeavour

15,00 | 16,00 AFRICA FORUM

Africa: key success factors

Sponsor: Rendeavour Media partner: Jeune Afrique

16.30 | 17.15 EMEA

MENA: drivers & constraints CPD on the property investment markets Sponsor: Equitativa 10.00 | 10.45 HOTEL & TOURISM

Hotels with an urban view: room for innovation

11.15 | 12.00 LOGISTICS

Urban logistics: the next challenge for cities Sponsor: Prologis

12.00 | 12.30 LOGISTICS

15.15 | 16.00 HOUSING

inside the revolution in urban

16.30 | 17.15 MIXED-USE

OFFICES

MATCHMAKING SESSIONS I

Workplace:

Housing:

Mixed use:

the art of sharing

living

14.00 | 14.45

the human factor

14.00 | 14.45 TECH. & SERVICES

The urbanized future: a great city debate Co-organiser: RICS

15.15 | 16.00 | DEMOGRAPHICS

Future of work: the benefits of inclusion

16,30 | 17,00 TECH. & SERVICES

The impact of Blockchain technology on the future of Real Estate investing Sponsor: Brickblock

11.15 | 12.00 TECH. & SERVICES Design thinking: Grenoble: high tech and low the X-factor tech innovations, two pillars Powered by: Schoolab for inventing cities in transition

12.00 | 13.00 | IDEACTION

Design thinking: the X-factor

Powered by: Schoolab

14.30 | 15.30 | IDEACTION

Design thinking: the X-factor

Powered by: Schoolab

17.00 | 18.00 | IDEACTION

Re-charge meet-up

SPECIAL EVENTS

08.30 | 10.00

Salon Croisette - Palais 4

US Breakfast

mipim

AWARDS

11.00 | 12.30

ARCHITECTURE Grand Auditorium - Palais 1

Pecha Kucha Future urbanity: the unthinkable world

18.30 | 19.30 Grand Auditorium - Palais 1

MIPIM AWARDS

Official media partner: Immobilien Zeitung

> **CLOSED DOOR EVENTS** By invitation only

08.00 | 10.00

Majestic Hotel

People-centric Cities

DEMOGRAPHICS

Knowledge partner: McKinsey & Company

13.00 | 14.30

Maiestic Hotel - Salon Diane

16.30 | 19.00 Le Tube Restaurant PROPTECH LAB TECHNOLOGY

HOTEL & TOURISM

Unexpected business

FRIDAY 16 MARCH

INNOVATION TRENDS ROOM

10.00 | 11.00 INNOVATION Wrap-up innovation

PARTNERS' PROGRAMME

TUESDAY 13 MARCH

Salon CROISETTE Verrière GRAND AUDI Verrière CALIFORNIE 10.00 I 12.00 EG UK Cities Session: the Future of Real Estate Co-organiser: EG 11.30 | 13.30 EG Global Session: destination Known Co-organiser: EG 16.00 | 18.00 Barcelona Catalonia conference. Investment goes on! Sponsor: Barcelona Catalonia **RUBY ROOM** Auditorium A 11.00 | 12.00 **New Urban Strategies** of Russian Agglomerations: how to monetize urbanity? Co-organiser: RBC 14.30 | 16.00 Trianon dialogue: city of the future 14.00 | 15.30 Co-organiser: Mapping the Silk Road, Commission Nationale du The Journey From Turkey Débat Public to the World 16.00 | 17.00 Faces of emerging 16.30 | 18.00 Europe Cities: Sponsor: Poland Today how to assess their 16,00 | 17,30 prosperity Egypt: Co-organiser: FIABCI mega projects and future Sponsors: Rooya, Tatweer

WEDNESDAY 14 MARCH

Verrière CALIFORNIE Salon CROISETTE Majestic Hotel 08.00 I 10.00 08.30 | 09.30 08.30 | 12.00 08.00 | 08.30 Russian Breakfast Nordics gourmet Developina & Investina Vilnius the Mid-sized breakfast city of the future - where By invitation only in the United States: Sponsor: Newsec Where, What & How? innovation meets talent By Impress Media Co-organiser Sponsor: Go Vilnius 08.30 | 09.30 The Commercial Observer The Nordics: how to keep riding the economic wave Organiser: Fastighets NYTT 10.00 I 12.00 Oslo Investor Summit -09.30 I 10.30 Pawn is the new Queen Nordic investment Sponsor & organiser: market: Oslo Metropolitan Area trends and opportunities 10.30 I 12.00 Sponsor: Newsec The citizen at the heart of public action: challenges & dynamics? Auditorium K 11.00 I 12.30 Sponsor: Pitch Promotion New frontiers for italian 12.00 | 13.00 Real Estate How Proptech and digi-Co-organiser: Chiomenti tal transformation can 10.00 | 12.00 13,00 | 14,30 dramatically build your EG Tech Session: European residential & company's competitive The ultimate guide to student housing investedae start-up collaboration ment briefing Sponsor: Poland Today Co-organiser: FG Sponsor: PropertyEU Events Verrière GRAND AUDI 15.30 I 17.00 14.30 | 15.30 Investment Opportunities 14.30 | 15.30 Warsaw - the Biggest in the Greater Casablan-Why the Nordics offer Metropolis in CEE - New ca area: figures and key the better investment Areas for Development studies of the PUMA opportunity 10.30 | 11.30 project led by SAEDM Sponsor: City of Warsaw Sponsor: Catella Sponsor: Business Realities Transformation nation: the future of the Polish International economy Sponsor: Poland Today 16.00 | 17.30 Italy: 16.30 | 17.30

land of opportunities By Authorities of Metropolitan Cities and Regions

Stockholm:

By invitation only

arowth

where investments meet

Sponsor: Invest Stockholm

18.00 | 19.00

"Imagine Angers" - Competition for innovative urban proiects – Announcement of selected projects Sponsor: Ville d'Angers

15.30 | 16.30 Paris 2024: boosting the urban transformation of the Paris Region Sponsor: Paris Région Entreprises

THURSDAY 15 MADOLI

Verrière CALIFORNIE PALAIS 5	RUBY ROOM PALAIS 5	Verrière GRAND AUDI <i>PALAIS 1</i>
		11,00 12,00
		Helsinki Metropolitan Area: a world-class inno- vation and start-up hub Sponsor: City of Helsinki
		14.30 16.00 BiodiverCity: an international call to action. Signature of the charter to develop green and biodiversity in cities. Sponsor: IBPC
10,00 11,00 Warsaw: A new cityscape on the horizon Sponsor: Cushman & Wakefield		
	11.00 12,30 «Inventing Greater Paris Metropolis », let's go further with the second edition - Official launch event	FALAIS 4
	Sponsor: Métropole du Grand Paris	14.00 15.30 Toulouse : development opportunities around the new Exhibition & Convention Center Sponsor: Toulouse Métropole

CONFERENCES & EVENTS 2018

PROGRAMME SPONSOR

HEALTHCARE GLOBAL SPONSOR





SESSION SPONSORS



















Barcelona

Catalonia











3/25





































































STARTUP COMPETITION Global RE Tech Partner Global Sponsor

METAPROP NYC











Gold Sponsors









UK Breakfast

Knowledge partner



Lunch sponsor

EVENT SPONSORS

RE-INVEST SUMMIT & LUNCH

Occupiers' Summit









Japan Breakfast







Women's cocktail

MIPIM AWARDS SPONSORS

Official Media Partner



— Category Sponsor — Best Healthcare Development



CHARITY & NGO OF CHOICE









Message from Ministry of Land, Infrastructure, Transport and Tourism



吉田光市

Koichi Yoshida
Vice-Minister
for Land, Infrastructure and
Hokkaido Development, Ministry of
Land, Infrastructure, Transport and

Tourism

What image do you have of Japan?

Currently in Japan, the number of foreign tourists visiting to enjoy nature's beauty as represented by Mt. Fuji, see historic buildings in Kyoto and Nara, and to simply take in the traditional culture etc. are continuing to increase.

In 2011, the number of tourists was approximately 6 million people, and in 2017 it has risen to approximately 29 million visitors.

In addition, with the Rugby World Cup Japan 2019, and the Olympic and Paralympic Games, Tokyo 2020 approaching, the number of tourists in 2020 is expected to reach 40 million people.

Also, the real estate market in Japan is attracting a lot of attention. The total assets of REITs etc. in Japan exceeded 20 trillion yen (about US\$177 billion) as of December 2017, making this the largest market in the world.

For the growth of the real estate investment market, the Japanese government has adopted various measures such as deregulation through reform of the law and reform of the tax system for REITs, etc. With these measures, the total assets of REIT etc. are expected to expand to approximately 30 trillion yen (about US\$265 billion) by 2020.

In addition to this, in Tokyo, for instance, as we look to 2020 and beyond, we will provide detailed support for deregulation and business development by overseas companies in order to realize sustainable growth as an engine of the Japanese economy.

We are proactive in materializing a "Smart City", an international advanced financial city and an economic city open to the world, a safe and secure capital city, a "Safe City", and a city of "Diversity" where everyone can live vigorously and actively.

At MIPIM Cannes 2018, in order to share the charm of Tokyo and other Japanese cities, we have prepared three different types of experiential city promotion contents using video and IT. By all means, I would like to invite you to drop by the Japan Pavilion and experience our unique Future Map and the transition of urban development in Japan.

In addition, there is a website with extensive city information for Japan. Please refer to the following URL: http://www.japanatmipim.com/

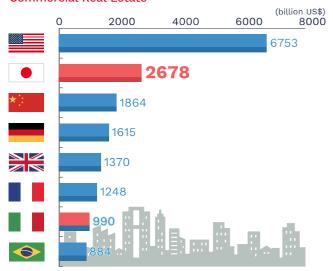


Japanese real estate market is huge and stable

World-class investment opportunities await in Japan

The market size of Japanese real estate investment is the second biggest in the world. There is still room for further expansion of the market. Even in the market cooling period following the Great Recession, the income from Japanese real estate was steady. In addition to being politically stable, Japan has no differences in system application between domestic and overseas investors in terms of real estate transactions.

[Figure] Second-Biggest Real Estate Investment Market: Market Volume of Institutional-Grade Commercial Real Estate



SOURCE: Prudential Real Estate Investors "A Bird's Eye View of Global Real Estate Markets: 2012 Update"

M

Can foreigners/foreign companies purchase real



Can foreigners/foreign companies purchase real estate without restriction despite the type of real estate?

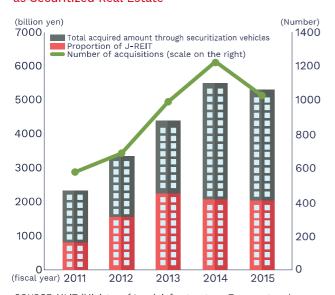


Can foreigners/foreign companies own real estate?



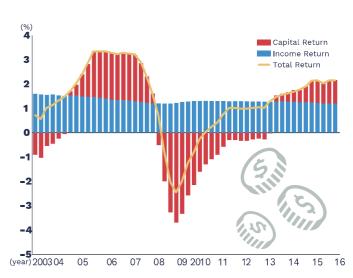
Is it possible to trade real estate without the public notice of transactions, etc.?

[Figure] Expansion of Real Estate Investment Market: Real Estate or Assets of Trust Beneficiary Right Acquired as Securitized Real Estate



 $\mbox{SOURCE: MLIT (Ministry of Land, Infrastructure, Transport and } \mbox{Tourism)} \label{eq:controlled}$

[Figure] Stable Income Return: Beginning Market Value-weighted Average Quarterly Return of the Properties



SOURCE: The Association for Real Estate Securitization "ARES Japan Property Index"

Osaka : Keihanshin Metropolitan Area

Keihanshin (Kyoto-Osaka-Kobe) is one of the world's largest metropolitan areas, with a Gross Metropolitan Product in the region of 671.9 billion dollars, one of the highest in the world. Osaka, the center of this metropolitan economy is playing a major role in the development of the industrial economy in Japan.

The size of the market in Osaka, in addition to fulfilling the needs of urban infrastructure, is the backdrop of high potential for business chosen by many companies as their place to base operations, is where universities conduct high-level research and academic activities, and is home to many research institutes. The strength of Osaka's business environment is a compact area where affiliated organizations can be located close to each other. The range of companies and commercial facilities is literally unlimited and includes environment, energy, health, medical treatment, IT and communications.

Population

approx.

Nominal GMP



No. 1

Highest output of pharmaceutical products in Japan



No. 1

Largest domestic increase in the number of foreign visitors, nighest guestroom occupancy figures



Actively promoting investment in integrated resorts

Osaka **Fukuoka**

Fukuoka Metropolitan Area 🔇

Population



7th most livable city in the world Source: Monocle's annual Quality of Life Survey for 2016



Corporate tax of about 22% (corporate tax break for start-(agu

Fukuoka Airport, a business gateway to Asia, just 10 minutes from city center



Nagoya Metropolitan Area

Population



Terminus for the 2027 maglev shinkansen, reducing the Nagoya-Tokyo trip from 100 to 40 min-





Auto industry heartland, home to Toyota

SOURCE: Brookings Institution "Global Metro Monitor" Urban Employment Areas "2010 MEA Statistics"

Tokyo Metropolitan Area

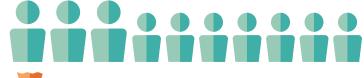
The Greater Tokyo Area is a world-leading megalopolis. Its Gross Metropolitan Product is valued at USD 1.6 trillion, indicating that the amount ranks just below Italy in a GDP ranking of European countries.

Tokyo, the capital of Japan, has a large accumulation of major domestic and foreign-affiliated companies, and ranks second in the world in number of Fortune Global 500 company headquarters. Moreover, the number of foreign visitors is increasing rapidly, because Tokyo is a safe city and home to diverse cultures. This inbound demand is one of the biggest factors in the growth of the economy of Tokyo.

No. 1 in the world **Population**

Tokyo

Sapporo 👝



approx.

Nominal GMP

\$1.6 tril.

approx.

Nagoya

No. 2

A top-ranked center for business, with 38 of the Fortune Global 500 headquartered here: the second highest number in the world



No. 1

Most patent applications in the world Source: WIPO, Identifying and ranking the world's largest

clusters of inventive activity

No. 2 Second highest performing city for talent in the world Source: JLL, The Business of



Population





Top in Japan for food

product shipment

value, most business

establishments, and

fishery / agricultural

production



food, top in Japan for the "Most Livable



The planned extension of the Hokkaido shinkansen by 2030 will further develop Sapporo as an international business



Tokyo and Osaka are characterized by a high concentration of people, goods, and money.



With a municipal area of no more than 0.1% of Japan's land area, the City of Osaka contains the nation's third biggest population and the second largest number of employees and business establishments. A compact metropolis — this is the City of Osaka.

Urban Development Projects in Osaka

Located in the heart of the world-class Metropolis Kansai, Osaka has several unique business hubs, such as Umeda, Nakanoshima, Midosuji, Namba, Osaka Business Park. Some areas in the city have been designated as Special Urban Renaissance Districts, under which town development is being implemented to incorporate more attractive urban functions.

- 1 Umeda (Osaka Station District)
- 2 Nakanoshima
- 3 Midosuji
- 4 Abeno Tennoji
- 5 Osaka Business Park (OBP)
- 6 Namba
- **7** Bay Area



1 Umeda (Osaka Station District)

The area known as Umeda in the vicinity of Osaka Station is Western Japan's largest terminal, which sees the transit of approx. 2.4 million passengers every day. As well as being a business hub, the area also boasts Japan's largest retail area.

The largest-scale redevelopment of the 21st century continues and numerous projects are currently underway.

- (b) UMEKITA Project 2nd Stage City of Osaka / Urban Renaissance Agency
- © Grand Front Osaka
 MITSUBISHI ESTATE CO., LTD. / Nippon Steel Kowa Real Estate Co., Ltd. /
 NIPPON TOCHI-TATEMONO Co., Ltd. / NTT Urban Development Corporation /
 Takenaka Corporation / Tokyo Tatemono Co., Ltd. , and the other 5 companies
- d) Umeda 1-1 Project
 Hankyu Corporation / Hanshin Electric Railway Co., Ltd.

 (Members of Umeda Area Management Alliance)







In the Bay Area, substantial functions for port transportation and logistics are gathered as well as production factories. Yumeshima attracts human resource, goods and investment from not only within but also outside Japan. Creation of a new tourism hub through ideas and actions from the private sector.

UD Yumesaki Building
 NTT Urban Development Corporation

2 Nakanoshima

Nakanoshima island has been a time-honored center of economy, culture, and administration in Osaka. Still today, the central functions of companies are gathered here. It also plays a role as information dissemination center for Osaka's art and culture scenes. Nakanoshima is a symbolic island of "Aqua Metropolis" Osaka, floating between the Dojima and Tosabori rivers.

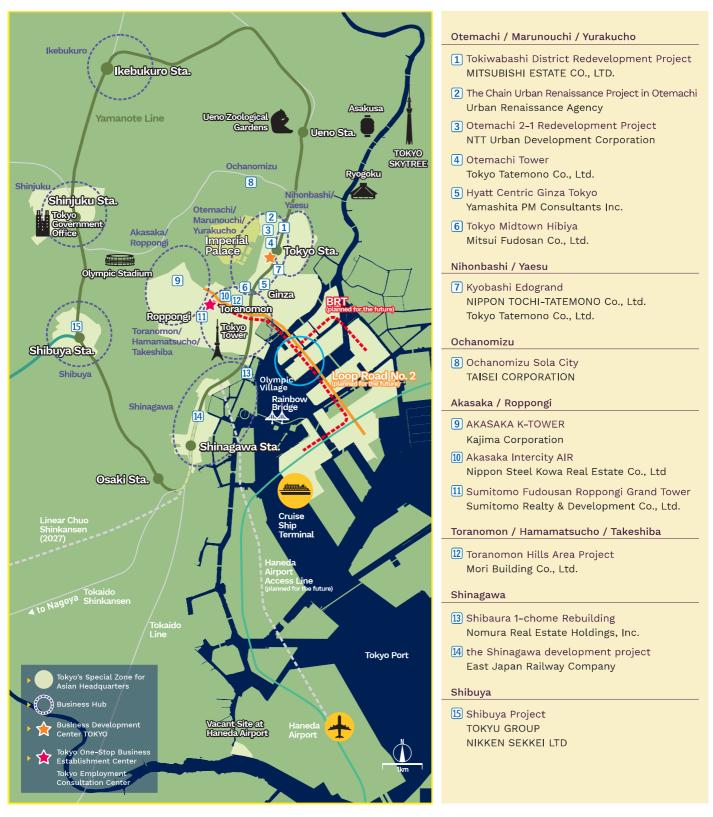
- f Nakanoshima Festival Tower & Tower West NIKKEN SEKKEI LTD (Festival Tower West) Yamashita PM Consultants Inc.
- **g** Nakanoshima Mitsui Building Mitsui Fudosan Co., Ltd.





Major Urban Development Projects

Tokyo continues to improve the infrastructure in preparation for the Tokyo 2020 Olympic Games. Several world-class projects are underway in the city center, and high-spec office supply is increasing steadily. The environment of Tokyo as an international business hub is firmly established.



The Tokyo Metropolitan Government is advancing efforts to attract foreign companies and further improve the international business environment within the special economic zones designated by the national government such as the Tokyo Area National Strategic Special Zone* and the Special Zone for Asian Headquarters. Tokyo has business support services such as the facilities which help specialized businesses and encourage the development of business within the special zone areas. Additionally, various preferential treatments such as tax incentives, etc. are offered to foreign companies.

*The entire area of Tokyo is designated.

Japan Insider's Presentation

Presentations featuring major ongoing projects in Tokyo and Osaka and the current status of the bustling Japanese real estate market.

March 13

12:45~ 'SHODO' Japanese Calligraphy Performance



Urban Development in Central Tokyo Based Upon Public Private Partnership

MITSUBISHI ESTATE CO., LTD.

Taku Tanikawa

Manager, Area Management Promotion Office, Urban Development Promotion Department Mitsubishi Estate Co., Ltd.



Developments as solutions to social issues NTT Urban Development Corporation

Hideaki Matsuo

Manager, Global Business Department NTT Urban Development Corporation



Our recent development projects

Tokyo Tatemono Co., Ltd.

Yoichi Kume

Manager, International Business Dept Tokyo Tatemono Co., Ltd.



Inbound and Inside Japan

- Facts and statistics to help you find investment opportunities in Japan -Nippon Steel Kowa Real Estate Co., Ltd.

Suzuka Hata

Manager, Corporate Business Division Nippon Steel Kowa Real Estate Co., Ltd.



J.GRAN THE HONOR SHIMOGAMO TADASU NO MORI The residence coexisting with Japanese culture JR WEST REAL ESTATE & DEVELOPMENT

Fujita Tetsuji

Executive Director Residential Division JR WEST REAL ESTATE & DEVELOPMENT COMPANY

16:15~ 'SHODO' Japanese Calligraphy Performance





Mori's Vision Mori Building Co., Ltd.

Kana Ito

Urban Policy Planning Office Mori Building Co., Ltd.



Outline of development project of main terminal stations that JR East handles in Tokyo East Japan Railway Company

Yuki Nakashima

Assistant Manager, Life-style Business Development Headquarters East Japan Railway Co., Ltd.



Redevelopment Projects in Shibuya TOKYU GROUP

Mai Kameda

Assistant Manager, Business Planning Division, Development Headquarters, Urban Development Business Unit Tokyu Corporation



TOD from Japan to the World and Our **Recent Projects** NIKKEN SEKKEI LTD

Ryuichi Kizumi

General Manager, Urban Design Section, NIKKEN SEKKEI LTD



Japan Real Estate Investment Market -Policy Perspectives Towards 2020 and beyond-Ministry of Land, Infrastructure, Transport and Tourism

Yoriko Maruvama

Chief Official, Real Estate Market Division, Land Economy and Construction Industries Bureau Ministry of Land, Infrastructure, Transport and Tourism

March 14

11:15~ 'SHODO' Japanese Calligraphy Performance



TOD from Japan to the World and Our **Recent Projects** NIKKEN SEKKEI LTD

Ryuichi Kizumi

General Manager, Urban Design Section, Project Development Department NIKKEN SEKKEI LTD

11:45



Urban Greening of Sumitomo Forestry SUMITOMO FORESTRY CO., LTD.

Mariko Washida

External Relations Department Sumitomo Forestry Co.,Ltd

UR, coordinator of Urban Rejuvenation: its mission and scope Urban Renaissance Agency

Hirokazu Ishiwatari Executive Senior Vice President Urban Renaissance Agency



12:15

Diamond Realty Management Inc. Diamond Realty Management Inc.

Kana Kitahara Associate, Global Business Development Dept. Diamond Realty Management Inc.

Mori's Vision Mori Building Co., Ltd.

Kana Ito

Urban Policy Planning Office Mori Building Co., Ltd.



TOKYU PLAZA GINZA A new shopping destination in Tokyo TOKYU GROUP

Koki Sekiguchi

Manager, Commercial Facilities Management Department, Urban Development Division, Urban Business Unit Tokyu Land Corporation

15:15~ 'SHODO' Japanese Calligraphy Performance

15:30

Investment in Osaka and The Kansai Region City of Osaka

Toshiyuki Usuda Chief Official, City Planning Bureau City of Osaka



The Appeal of Umeda in Osaka. and Area Management Umeda Area Management Alliance

Akihiko Kondo Manager Umeda Area Management Alliance



Takenaka's Collaborative Works with **Global Companies** Takenaka Corporation

Yasuo Fuiita

General Manager, Project Development Department, Head Office Takenaka Corporation



Japan Real Estate Investment Market Ministry of Land, Infrastructure, Transport and Tourism

Masayasu Shiroyama

Deputy Director, International Affairs Office, City Bureau Ministry of Land, Infrastructure, Transport and Tourism

Event

We look forward to your visit and await you with a combination of traditional Japanese culture and the advanced technology.

Virtual City Gallery

The 3 state-of-the-art media are brought together to introduce you to the wonderful attractiveness of Tokyo and Japan.

- ①"Prologue movie": You can see inside business and lifestyles in Tokyo in a short video.
- ②"Digital Map": You can perceive the overall layout of Tokyo and its dynamism by Interactive media.
- ③ "AR": You can learn the urban development and appeal of major areas of Tokyo within this virtual space.





'SHODO' Japanese Calligraphy Performance

Live drawing of Japanese traditional calligraphy known as "Shodo" which expresses characters using brush and ink. We will introduce everyone to this art with explanations.





Japanese Treats and Sake

Food and drink unique to Japan such as Japanese sake, brown rice tea, rice crackers, green tea cakes, etc.



■ City of Osaka

http://www.city.osaka.lg.jp/index.html Toshiyuki Usuda | t-usuda@city.osaka.lg.jp Chief Official, City Planning Bureau



■East Japan Railway Company

http://www.jreast.co.jp

Yuki Nakashima | nakashima-y@jreast.co.jp Assistant Manager, Life-style Business Development Headquarters



MITSUBISHI ESTATE

■MITSUBISHI ESTATE CO., LTD.

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Masafumi Mizoguchi | masafumi_mizoguchi@mec.co.jp



■ Mori Building Co., Ltd.

http://www.mori.co.jp/en/ Kana Ito | koho@mori.co.jp

Urban Policy Planning Office



10

NIPPON STEEL KOWA REAL ESTATE

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■Diamond Realty Management Inc.

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■NTT Urban Development Corporation

https://www.nttud.co.jp/english/

Hiroshi Ishizaka | pr_info@nttud.co.jp Senior Manager, Corporate Communications Office

SUMITOMO FORESTRY

SUMITOMO FORESTRY CO., LTD.

http://sfc.jp/english/

Takuya Saruwatari | SARUWATARI_takuya@star.sfc.co.jp



Sumitomo Realty & Development Co., Ltd.

http://www.sumitomo-rd.co.jp/english/

http://www.takenaka.co.jp/takenaka e/

TAKENAKA

■ Takenaka Corporation

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■ TAISEI CORPORATION

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Hirofumi Yokoyama | yokoyama@pub.taisei.co.jp Chief Manager, Planning & Management Development, Urban Development



■ Tokyo Tatemono Co., Ltd.

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General Manager, Business Promotion Department, Tokyo Head Office

TOKYU GROUP



■ Urban Renaissance Agency

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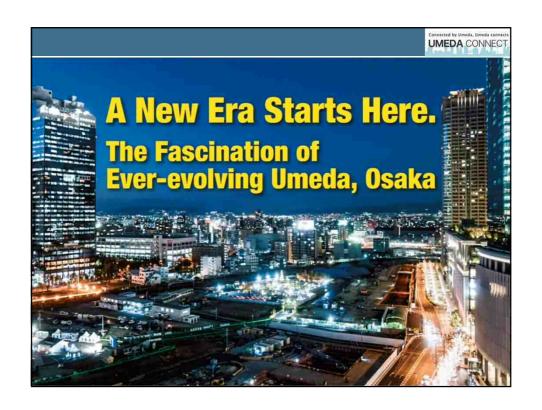


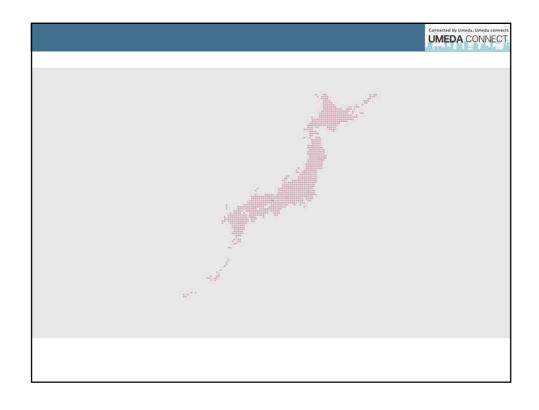
■ Yamashita PM Consultants Inc.

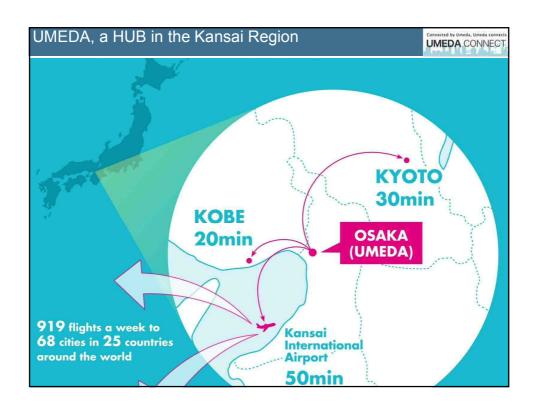
http://yamashita-pmc.com/

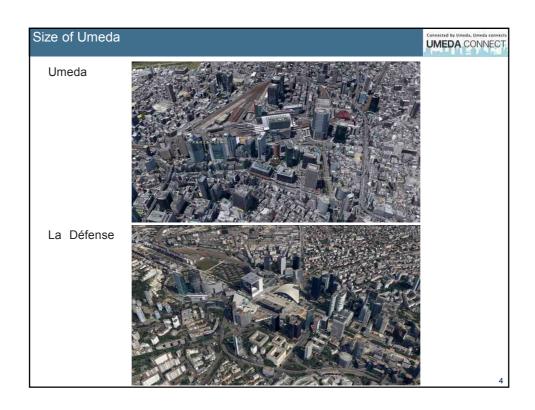
Keiji Takagi | takagi-k@ypmc.co.jp Senior manager, Intellectual Property Dept., Project Management Office

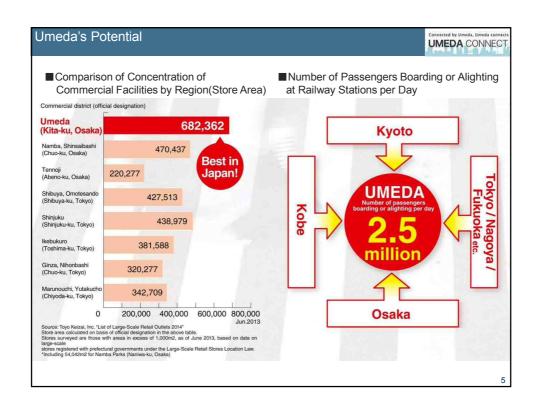
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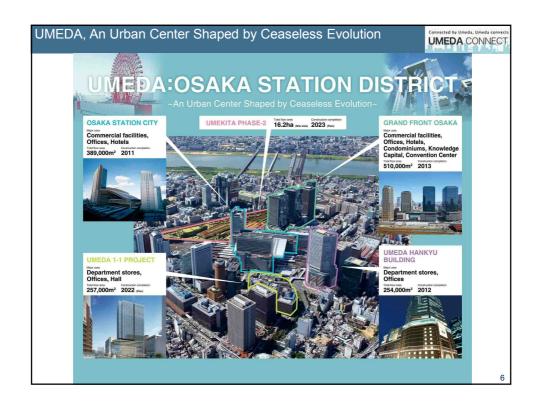










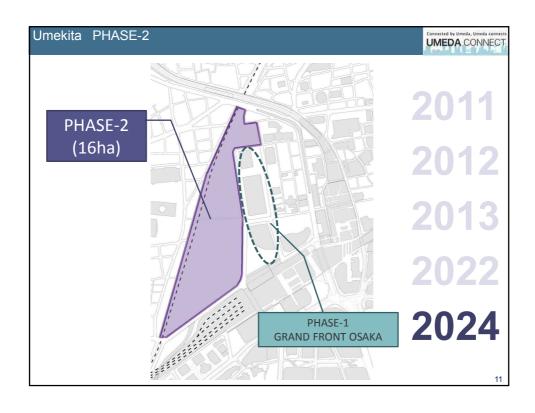


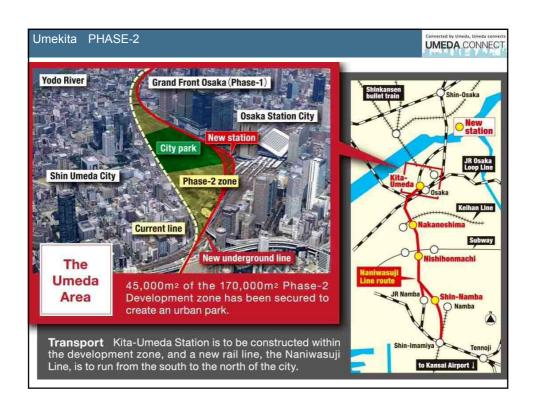


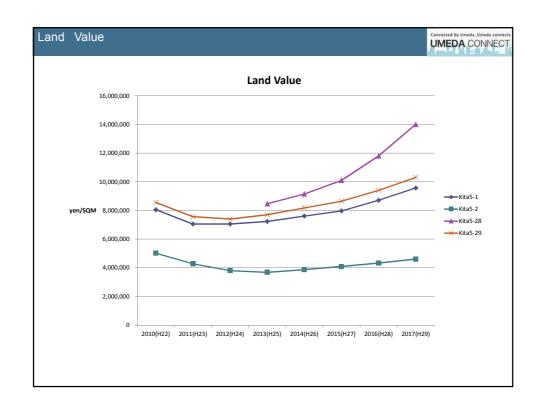












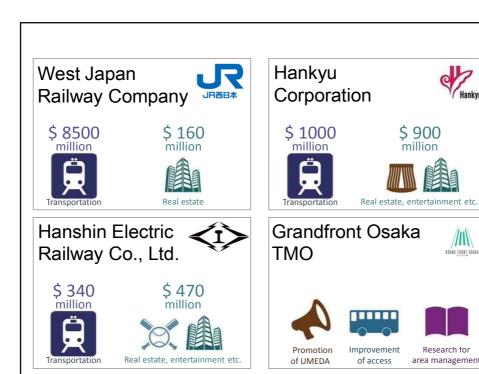




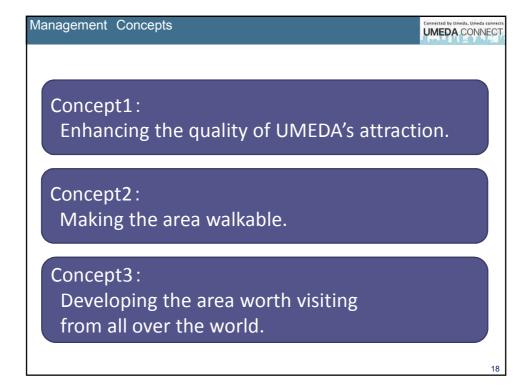


What's the Umeda Area Management Alliance?

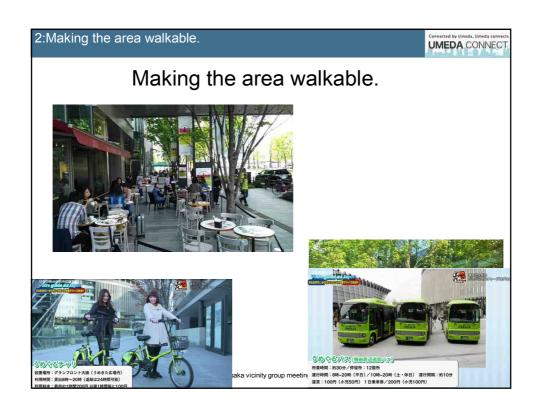




area management









Connected by Umeda, Umeda connects
UMEDA CONNECT

http://grow-umeda.jp/en

Thank you for your attention.

NEWS

GREEK NATIONAL PAVILION DEBUT

ENTERPRISE Greece is hosting the Greek Pavilion — the first time there's been a Greek national pavilion at MIPIM.

Enterprise Greece is the government body within the Ministry of Economics and Development which promotes imports into Greece and assists Greek exporters. The Enterprise Greece stand hosts a number of Greek developers and investors promoting their services. "We thought the time was right to bring a group of Greek companies to MIPIM," director general for investments Angela Michalopoulou said. "Real estate in Greece is driven by the tourism industry. Tourism accounts for 25% of Greek GDP. And now tourism to Athens, for example, has grown by 60% in the last three years.'

Michalopoulou pointed to sector boosters such as the Golden Visa programme. This is an offer open to non-EU citizens "if they invest a minimum of €250,000 to own property in Greece, this gives them the right to have a residence permit. They can do what they like with the property, but they have to own it."

She indicated that one reason for the recent economic growth in Greece was privatisation. "The privatisation of the railways, plus the privatisation of the port of Piraeus, have been major aspects in the new growth. Piraeus is now the second-largest port in the Mediterranean, in terms of freight pass-through; and is set to be the biggest in a few years."

There are five companies brought together by Enterprise Greece for MIPIM: Lamda Development, NBG Pangaea, Public Properties Company, DAFRED and Crystal Waters.

Osaka's billion-dollar plans for regeneration on show

LOCATED in the centre of Japan, Osaka is a city with powerful ambitions. An extraordinary opportunity to redevelop around 24 ha of prime downtown land — dubbed the Umeda area — has given city leaders a chance to give its station district a \$1bn (€800m) facelift.

"These kinds of opportunities don't come along very often, especially in Japan," said Fumito Otani of Umeda Connect, the Umeda Area Management Alliance. "The transformation of this site will enable us to promote and increase the value of properties in the area, as well as create an intermodal railway hub."

'We're at MIPIM to talk about Umeda and encourage investors to participate in the joint



venture to develop the site. But there's also a lot more going on in Osaka," said Toshiyuki Usuda, chief official at Osaka City Government. "Osaka has the third biggest population in Japan and the Kansai region benefits from a central, strategic location. We're also at MIPIM to discuss the redevelopment of the Bay Area, Osaka Business Park, the Nakanoshima site and the second phase of the Umekita development project. New investors have until May 2018 to enter the competition to partner with us on a raft of exciting ventures."



REED MIDEM president Paul Zilk attends the opening ceremony at the Japan Pavilion with senior members of the country's real estate industry. Delegates were invited to share in a glass of sake and to toast to the success of Japan at MIPIM. Dressed in Japanese garments, the representatives also used wooden mallets, or kizuchi, to break the lid of the sake barrel, in a traditional Japanese ceremony often held to mark openings of new business ventures, known as kagami biraki.

Europa Capital sells in Copenhagen

PAN-EUROPEAN fund manager Europa Capital and Keystone Investment Management have sold a block comprising 105 newly built private rented sector (PRS) homes in the Copenhagen suburb of Valby to Heimstaden for an undisclosed sum.

In September 2015, Europa Capital bought 367 PRS units across five buildings in Copenhagen from DFE. Two buildings comprising 101 units were jointly sold in June 2017. The most

recent sale, the third building, completed in February 2018.

In September 2016, Europa Capital and Keystone also inked the purchase of 318 units within the same development, together with the acquisition of a 24,989 sq m portfolio of income producing office stock. The office assets are also located within Valby.

"We are pleased with the successes achieved on our disposal programme at Valby," Hugo Black of Europa Capital said. "The continued population growth and limited supply of affordable rental accommodation has driven high rental growth. This in turn has created increased demand from institutional investors."

Since 1995, Europa Capital has collectively raised nine real estate funds and committed to over 124 transactions totalling more than €10.4bn across 19 European countries.

fDi Markets Newswire: Enel (Italy) is investing in France in the Real Estate

資料8-B:掲載実績(fDi inteligence)

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Osaka presses ahead with urban regeneration plans

Courtney Fingar | 19/03/2018 11:40 am |





Several large-scale urban development projects are underway in Osaka to cater to a growing population living downtown and boost the city's status as a business destination and knowledge hub, irrespective of whether or not the bid to host Expo 2025 is successful

While Japan's third largest city, Osaka, waits anxiously to find out if its bid to host the world Expo 2025 will be successful, it is pressing ahead with ambitious urban regeneration projects that stand to benefit the city whether it wins the bid or not. Osaka is among three finalists — the others being Baku and Ekaterinburg — that are in the running, and a decision is to be announced in November 2018.

A city of 2.7 million people, Osaka is located in the Kansai region in the central part of Japan, 2.5 hours by bullet train from Tokyo. Though ranked third by population, Osaka's economy is Japan's second largest, with a gross regional product of \$160bn.

Located close to the sightseeing hubs of Kyoto, Nara and Kobe, Osaka is coming into its own as a tourism destination with the number of overseas visitors increasing more than five times in the past five years, according to local authorities. The New York Times named the city as one the top "52 places to visit in 2017". Some 11 million people took the advice in 2017, drawn by the city's rich gastronomic culture, sights such as Osaka Castle, and theme park Universal Studios Japan. Known as an "aqua metropolis", Osaka's downtown is surrounded by rivers and it also has a bay area. Rivers and canals make up more than 10% of Osaka's total area.

Historically a commercial trading hub, the city centre is seeing a resurgence. Though the overall metro population remains stable, the number of residents in downtown Osaka is increasing. Several large-scale urban development projects are underway to cater to this shift and boost the city's status as a business destination and knowledge hub.

The Umekita development project, centred around Osaka rail station, is now in its second phase. The northern area of Osaka station, commonly called Umekita, was previously used as a freight terminal and is considered the last prime land available in Osaka to develop. As part of phase one of the development scheme, Grand Front Osaka — a multipurpose complex consisting of a convention centre, a hotel, offices, commercial facilities, apartments and a so-called "Knowledge Capital" — opened in April 2013. The Knowledge Capital is designed as a centre for creating innovative new technologies and services and will be further developed in phase two of the Umekita development project.

In 2013, city planners called for private-sector proposals for the second development zone in the Umekita area and chose 20 of them to feed into the community planning policies for this phase. The overarching objective for this zone is to the create a hub that combines green space with innovation. "Greenery will function as the catalyst to generate new products, services and businesses that [will help] realise an improved quality of life," says Toshiyuki Usuda, chief of the city planning bureau of Osaka,

In December 2017, a call went out for a second batch of proposals, for the design, construction and operation of the site and its urban parks, due in May 2018. All development is slated to be completed by 2027

Other signature projects for the city currently underway include the redevelopment of Nakanoshima into an art, culture, technology and science zone set to include a museumcomplex zone and a global communication zone; and the development of Yumeshima, a 390-hectare man-made island near the Port of Osaka.

Meaning "dream island" in Japanese, Yumeshima is billed as a smart resort city and is the designated site of the Expo 2025 event should Osaka be chosen as the host city. There are also hopes of building an integrated resort with casino there by 2024, if legislative approval is granted by the Japanese diet (parliament). "We would like the Japanese government to designate our dream island Yumeshima as the site of an integrated resort. That is our dream," says Mr Usuda.

Having such as a resort operational in six years' time, followed by millions of visitors touching ashore for Expo would indeed by a dream come true for Osaka's ambitious city planners.

This article is sourced from fDi Magazine



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