

AIF 2017

Sponsorship & Speaker Information Package

協賛・講演者情報パッケージ

Astoria Investor Forum

Dates: December 7 – 8, 2017

Location: Gakushi Kaikan in Tokyo, Japan

アストリア インベスターフォーラム

開催日: 2017年12月7-8日 会場: 学士会館

What is Astoria Investor Forum?

Since the launch of the Astoria Private Equity Forum in Japan in 2002, Astoria has become the most recognized name among LPs in Japan as the foremost organizer of investor education seminars. Now renamed as the Astoria Investor Forum (AIF), we have widened the scope of the agenda to include such topics as Infrastructure and Private Debt in addition to Private Equity in the conference program.

Who will attend?

Astoria has served the educational needs of the LP community in Japan since 2002. We expect over 200 delegates at the next conference, which is a true reflection of the continuing appetite for investment amongst the Japanese LPs. The AIF continues to be the premier destination for institutional investors and asset managers in Japan to learn about the latest investment trends and issues and, of course, to build new meaningful network in the industry. Astoria is an organization with strong interest to foster LP community in Japan, and we have an excellent track record of hosting conferences where over majority of delegates are LPs and/or their fiduciary firms.

The following LPs and GPs attended the AIF 2016 in Tokyo: [DOWNLOAD Post Conference Survey on AIF2016](#)

Abbott Capital	Diffusion Capital Partners	MassMutual Life Insurance Company	SMBC Venture Capital
Actis Capital	Eaton Partners LLC	Mercury Capital Advisors Asia, LLC	Sompo Japan Nipponkoa Insurance
Acton Capital Partners	FirstPoint Equity	Mitsubishi Corporation Asset Management	Standard Life Investments (Japan)
Adams Street Partners	Fisher Investments Japan	Mitsubishi UFJ Trust and Banking Corp.	StepStone Global
Aflac Japan	FUJITSU Pension Fund	Mitsui Sumitomo Insurance Co.	Sudarskis and Partners
AISIN Employees' Pension Fund	GCM Grosvenor	Mitsuifudosan	Sumitomo Mitsui Asset Management
Aksia Asia	GCM Investments Japan KK	Mizuho Global Alternative Investments	Sumitomo Mitsui Banking Corporation
ALSOK Employee Pension Fund	Gilde Buy Out Partners AG	Mizuho Trust & Banking Co.	Sumitomo Mitsui Trust & Banking System2
Alternative Investment Capital	Golding Capital Partners	Monument Group	T&D Asset Management Co.
Aozora Bank, Ltd.	Goldman Sachs Asset Management	Morgan, Lewis & Bockius	The Bank of Tokyo-Mitsubishi UFJ
Apollo Management	GoldPoint Partners	National Federation of Mutual Aid Association	The Bank of Yokohama, Ltd.
Arcus Infrastructure Partners	Hamilton Lane	Nippon Life Insurance Co	The Blackstone Group International Partners/Invest Europe
Asset Management ONE	HarbourVest Partners (Japan)	Nippon Sangyo Suishin Kiko	The Dai-ichi Life Insurance Company
Astellas Pension Fund	Hastings Fund Management	Nissay Asset Management	The Shizuoka Bank, Ltd.
Axa Life Insurance Co., Ltd.	IFC Asset Management Company	Nomura Securities Co.	Thomson Reuters
BaltCap AS	IFC Global Infrastructure Fund	Nomura Trust Bank	Tokio Marine & Nichido Fire Insurance
Basalt Infrastructure Partners LLP	IFM Investors (Japan)	NSSK	Tokyo Marine Asset Management
BNY Mellon Asset Management Japan	Insight Equity	NSSK Chubu Hokuriku GenPar G.K.	Tokyo University of Science
Brookfield Japan, K.K.	InstarAGF	Panda Power Funds	Investment Management Co.
Capricorn Venture Partners NV	Intermediate Capital Group	Partners Group	Tokyo Land Corporation
Castlelake	International Finance Corporation	PEI	TransPacific Group
CMS Hasche Sigle	Invest Europe	Quadriga Capital	Trust Capital Co., Ltd.
Creation Capital, Inc.	ITOCHU Corporation	Resona Bank	Uedayagi Tanshi Co. Ltd.
Cube Infrastructure Manager	Japan Post Bank	Seiryu Asset Management	University of Tokyo Edge Capital
Daido LifeInsurance Co.	Kewpie Corporation (Kewpie Pension Fund)	Shinkin Central Bank	VIY Management LLC
Daiwa Fund Consulting	Konomi	SMBC Nikko Securities Inc.	WERU INVESTMENT CO.
DBJ Asset Management	LINK-J		WM Associates
DBJ Securities Co., Ltd.	MAB Partners		WM Partners
Development Bank of Japan	Makena Capital Management		YAMADA Business Consulting Co.
Diamond Dragon Advisors			

Sponsors of the AIF 2016:

Platinum Sponsors:



Gold-Panel Sponsors



Supporting Organizations



Gold-Workshop Sponsors



Silver Sponsors



AIF 2017 Speaking Opportunity: access and influence the future of LP investing in Japan

Dear Sir/Madam,

We are delighted to announce this year's Astoria Investor Forum 2017 will take place on December 7th & 8th. The call for Speakers shall remain open until October 27th 2017 and our Early Bird discount on sponsorship fees will be effective until October 13th.

Now in its 16th year, the Astoria Investor Forum is the most well recognized LP conference on Private Equity and Private Capital Investing by institutional investors in Japan. The conference was rebranded in 2011 to include such asset classes as infrastructure, private real estate and private debt. This year we expect to see over 200 attendants where we shall maintain over 2/3 of delegates are of Japanese institutional investors and fiduciary firms, who act on behalf of Japanese pension investors.

The conference consists of 2 days of program where we will discuss such topic as capital growth investment strategies as well as income generation strategies relating to primary and secondary investing in PE, Growth Capital, Infrastructure and Private Real Estate, Mezzanine & Private Debt.

We appreciate your interest and opinions; thank you and we look forward to hearing from you.

Sincerely,

Hal Morimoto - Organizer of the Conference, Astoria Consulting Group, LLC



イベント開催とスピーカー募集についてのご案内

アセットマネジャー/ファンドマネジャーの皆様、

2017年の今年も、12月7日(木)・8日(金)にアストリアインベスターフォーラムの開催のご案内を申し上げます。今年のフォーラムにおける協賛企業参加申込期限は10月27日となります。なお協賛企業のアーリーバード割引は10月13日迄とさせていただきます。

16年目を迎える本年のプログラムは、昨年同様2日間の開催中、協賛の対象となる基調講演とパネルセッションの組み合わせでプログラムをご用意する予定です。プログラム構成内容はプライマリーとセカンダリー投資の中でもPE、インフラストラクチャー投資、私募不動産投資分野におけるキャピタル・グロース戦略や、インカム戦略分野における、メザニン投資/プライベートデット投資、インフラストラクチャー投資、私募不動産投資についてフォーカスいたします。

今年も昨年同様、参加者の機関投資家の皆さまに満足頂ける充実したプログラムを開発したいと願っております。これまで協賛参加を頂いた企業の皆さまには改めて御礼を申し上げるとともに、これからも引き続きご支援とご協力をお願いいたします。また、新たに協賛参加をご検討頂く方は、弊社にお問い合わせ頂きますようお願いいたします。

主催 アストリアコンサルティング 代表 森本晴久

Date: December 7th & 8th, 2017
開催日: 2017年12月7日(木)・8日(金)

Delegate type: Pension Fund Investors, Financial Institutional Investors, Fiduciaries (Discretionary investment Managers, Trust Banks), Pension Fund Consultants, Fund Advisors (FOFs), GPs, Placement Firms
参加対象者: 年金基金、金融機関投資家、受託金融機関(投資一任、信託など)、年金コンサルタント、ファンドアドバイザー(FOF)、ファンドマネジャー、プレースメント会社など

Attendants: 202 people (2016 actual)
参加者数: 202名(2016実績)

Venue: Gakushikaikan
3-28 Kanda-Nishikicho, Chiyoda-ku, Tokyo 101-8459
会場: 学士会館(2F)
所在地: 〒101-8459 東京都千代田区神田錦町3丁目2番8号 Tel: 03-3292-5936



Planner/Organizer/企画・主催:
Astoria Consulting Group, LLC www.astoriacg.com

Administrator/運営事務局:
アストリアコンサルティング株式会社
Tel: 03-6310-0778 admin_apef@astoriacg.com

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What's New This Year

As always we strive to introduce new ideas into the latest programing. We hope you will like what you see:

- **Some of the speakers will be invited to participate in the Astoria Investor Forum from overseas with a use of web-conference technology** – responses on the AIF 2016 prototype session was overwhelmingly positive so we are expanding the use of web-conference technology for AIF 2017 program.
 - ❖ **One of the LP Only Workshop (from 8am to 9am) will be done with the use of web-conference technology to invite reknowned LP speakers from overseas to join in a panel.**
- No more group discussion at workshop: Following a keynote speech or a workshop presentation **your questions will be picked up from online bulletin board (chat room)**. You are invited to post questions during speeches using your smartphones, tablet PCs or laptop PCs.
- There may be **Rapid-fire Presentations** (short speeches) provided by fund managers in-between the panel sessions to add depth to our panel discussion by presenting actual case studies.
- **Onsite survey questionnaire form will be available by online, by email or on paper**, whichever media you prefer. All respondents will be issued a link & PW to a post conference survey (takeaway messages from speakers) and more!
- **UNDER REVIEW:** a private communication tool for conference delegates to communicate to each other during the event.
- **UNDER REVIEW:** video recording of sessions may be made available for a limited time to conference delegates who responded to onsite survey.
- **Anything else you wish to see happening this year?**

Fees shown below are subject to change.

Sponsor Benefits & Fees <small>*Astoria provides Early Bird Rates if sponsorship is confirmed before October 11, 2017</small>	Sponsorship Type	DIAMOND	PLATINUM	GOLD
	Earlybird Rates	US\$24,800	US\$17,400	US\$14,400
	Standard Rates	US\$28,900	US\$20,200	US\$16,800
Standard Model:		45' Keynote	35' workshop	35' panel
Alternative Model:			45' panel w/3-4 speakers	45' panel w/2 sponsors
Ideal for a keynote speech with Q&A time		✓	✓	
Ideal for a panel with you + multiple guest speakers w/a moderator			✓	
Ideal for a panel with you + a guest speaker w/a moderator				✓
Double-sponsor panel w/a moderator (45' panel)				✓
Influencing the choice of discussion theme at workshop		✓	✓	✓
Two one-page ads in conference program		✓		
One full page ad in conference program			✓	✓
Priority branding and placement - signage, advertising, program		✓		
Conference Passes – for own use & for LP guests (Type 1 Delegates)		5 each	4 each	3 each
Access to exhibit table in networking area		✓	✓	✓
Promotion to the 1,400+ person Astoria mailing list		✓	✓	✓
Branding on conference signage		✓	✓	✓
*Astoria provides Early Bird Discount (if sponsorship application is confirmed before October 13, 2016)				
All sponsorship fees shown above are subject to 8% consumption tax in Japan.				

Additional Sponsorship Packages <small>*Astoria provides Early Bird Rates if sponsorship is confirmed before October 11, 2017</small>	Sponsorship Type
	Earlybird Rates Standard Rates
Become an Advertiser: Includes one full page ad in conference program; 2 passes for the sponsor; 2 passes for LP guests (Type 1 delegates)	SILVER US\$5,200 US\$6,000
Participate in a Rapid fire presentation (for up to 8 minutes/speaker): Includes 1 pass for the speaker; additional pass may be obtained at a discount rate (30% off regular GP rate)	BRONZE US\$3,950 US\$4,600
The following packages may be taken with any of the sponsorship classes offered by Astoria.	
LANYARD PACKAGE - Includes 1 additional conference pass for the sponsor (lanyards supplied by sponsor)	LANYARD US\$3,500 US\$4,000
PROGRAM PACKAGE #1 – One-page ad to be placed inside front cover page (pages 2) , and 1 additional conference pass for the sponsor	FRONT COVER AD US\$3,900 US\$4,500
PROGRAM PACKAGE #2 – One-page ad to be placed inside back cover page, and 2 additional conference passes for the sponsor	BACK COVER AD US\$2,600 US\$3,000
Networking Lunch Sponsorship – Acknowledgement speech by sponsor, or a speech by an invited guest speaker, includes two additional conference passes for the sponsor	LUNCH SPONSOR US\$9,500 US\$11,000
All sponsorship fees shown above are subject to 8% consumption tax in Japan.	

Registration Fee Schedule Including Taxes

<input type="checkbox"/> Type 1	Invitations from Sponsors and Supporting Organizations: Pension Fund Investor, Institutional Investors (balance sheet investors), Pension Fund Consultants, Trust Banks, and FSA licensed Discretionary Investment Managers (who can accommodate external sub-advisors (FOF Managers)	Comp Invitation
<input type="checkbox"/> Type 2	Paid Registration to AIF2017: Foreign or Domestic GPs/FOF Managers/Advisors & their Japanese branch offices, FSA licensed Financial Instruments Businesses or Investment Advisors, Lawyers, Accountants, FSA Licensed DIM who works exclusively with an affiliate advisor (FOF Manager)	US\$1,944.00/ Multi Pass: US\$1,555.00
<input type="checkbox"/> Type 3	Guest Invitation by Astoria: Any Type 1 qualified entities who wish to be invited by Astoria.	Comp Invitation

*Fees shown above are subject to change.

Astoria Investor Forum 2017

WORKING AGENDA – December 7, 2017

Approx. Time	Events and Programs – DAY 1	Availability of Sponsor Engagements
0800 – 0900	LP Only Workshop	Non-sponsored
0900 – 1030	Morning Sessions	Sponsored Sessions
1030 – 1100	Short Networking Break 1	Possible Sponsored Break w/ a short speech - 8' x 1
1100 – 1230	Mid-Morning Sessions	Sponsored Sessions
1230 – 1330	Networking Lunch	Possible Sponsored Lunch w/two short speeches - 8' x 2
1330 – 1500	Early Afternoon Sessions	Sponsored Sessions
1500 – 1530	Short Networking Break 2	Possible Sponsored Break w/ a short speech - 8' x 1
1530 – 1700	Late Afternoon Sessions	Sponsored Sessions
1700 – 1800	LP or Fiduciary Session (LP session will be a non-sponsored session)	Possible Sponsored Sessions
1800 – 1930	Networking Reception	Networking Sponsor w/ a short speech – 15'

How a Typical Session is Structured:

Diamond Keynote Address

Session Length: 45 min.
Up to 35 min. Speech
Q&A for 10 min. or more

Platinum Workshop

Session Length: 35 min.
15 min. -- Presentation
10 min. -- Q&A

Panel Session: Platinum and Gold

Session Length: 50 to 35 minutes
Between 3 to 5 speakers are invited.
The panel session shall consist of interactive discussions among the panelists (no monologue presentation will be rendered during the panel)

Sponsor Speech or Rapid Fire Presentation:

Length: 8 minutes to 15 minutes (during networking reception)
Rapid fire presentations may be schedule during the networking break time as well as during the progrfam.

DOWNLOAD and review information on Astoria Investor Forum 2016

Post Conference Survey in English:

www.astoriacg.com/pdf/AIF2016OnsiteSurveyESummary.pdf

Post Conference Survey in Japanese:

www.astoriacg.com/pdf/AIF2016OnsiteSurveyJSummary.pdf

Post Conference Report (presentation materials, photos and messages from speakers):

www.astoriacg.com/pdf/AIF2016PostConferenceRpt_TakeAwayMsgs.pdf

Astoria Investor Forum 2017

WORKING AGENDA – December 8, 2017

Approx. Time	Events and Programs – DAY 2	Availability of Sponsor Engagements
0800 – 0900	LP Only Workshop	Non-sponsored
0900 – 1030	Morning Sessions	Sponsored Sessions
1030 – 1100	Short Networking Break 1	Possible Sponsored Break w/ a short speech - 8' x 1
1100 – 1230	Mid-Morning Sessions	Sponsored Sessions
1230 – 1330	Networking Lunch	Possible Sponsored Lunch w/two short speeches - 8' x 2
1330 – 1500	Early Afternoon Sessions	Sponsored Sessions
1500 – 1530	Short Networking Break 2	Possible Sponsored Break w/ a short speech - 8' x 1
1530 – 1630	LP or Fiduciary Session (LP session will be a non-sponsored session)	Possible Sponsored Sessions
1630 – 1800	Networking Reception	Networking Sponsor w/a short speech – 15'

How a Typical Session is Structured:

Diamond Keynote Address

Session Length: 45 min.
Up to 35 min. Speech
Q&A for 10 min. or more

Platinum Workshop

Session Length: 35 min.
15 min. -- Presentation
10 min. -- Q&A

Panel Session: Platinum and Gold

Session Length: 50 to 35 minutes
Between 3 to 5 speakers are invited.
The panel session shall consist of interactive discussions among the panelists (no monologue presentation will be rendered during the panel)

Sponsor Speech or Rapid Fire Presentation:

Length: 8 minutes to 15 minutes (during networking reception)
Rapid fire presentations may be schedule during the networking break time as well as during the progrfam.

DOWNLOAD and review information on Astoria Investor Forum 2016

Post Conference Survey in English:

www.astoriacg.com/pdf/AIF2016OnsiteSurveyESummary.pdf

Post Conference Survey in Japanese:

www.astoriacg.com/pdf/AIF2016OnsiteSurveyJSummary.pdf

Post Conference Report (presentation materials, photos and messages from speakers):

www.astoriacg.com/pdf/AIF2016PostConferenceRpt_TakeAwayMsgs.pdf

Astoria Investor Forum Sponsorship Application Form

Please complete the following and return signed copy to Astoria:

Name: _____
Title: _____
Company: _____
Telephone: _____
Email: _____
Billing Address: _____
Signature: _____
Date: _____

Please enter **X** by indicating your preferred options below: (see [Sponsorship Brochure](#) for more details):

- DIAMOND Sponsorship (Keynote address) :
- PLATINUM Sponsorship (workshop or panel session sponsorship):
- GOLD Sponsorship (panel session sponsorship):
- Other Sponsorship Option (Please Specify: _____)

Cancellation Policy

Should you be unable to attend, a substitute is always welcome at no extra charge. A full refund, less a service charge of 10%, is given for cancellations received in writing (letter or fax) eight weeks prior to the event. A 50% refund is given for cancellation received in writing six weeks prior to the event. Regrettably, no refunds can be made for cancellations received on or after four weeks to the conference date. However, a substitute is always welcome. Astoria reserves the right to alter the program without notice including substitutions, alterations or cancellations of speakers and/or topics and/or the alteration of the dates of the event. Astoria is not responsible for any loss or damages that may occur as a result of a substitution, alteration, postponement or cancellation of an event.

Confirmation Signature by _____ Date: _____
Astoria Consulting Group, LLC

Your Sponsorship Fee: _____ (plus 8% consumption tax for Japan)
(An invoice with the above amount will be issued separately)

Please sign & return to: Hal Morimoto, Astoria Consulting at register@astoriacg.com or send fax to :
+81-3-6310-0778

Online registration for conference delegates will start from September 15, 2017 (Early-bird registration ends on October 14). A link to online registration will be provided from Astoria home page:
http://www.astoriacg.com/index_e.htm

会場/Venue

学士会館

東京都千代田区神田錦町3-28 (〒101-8459)

Tel: 03-3292-0882

Gakushi Kaikan

3-28 Kanda Nishikicho

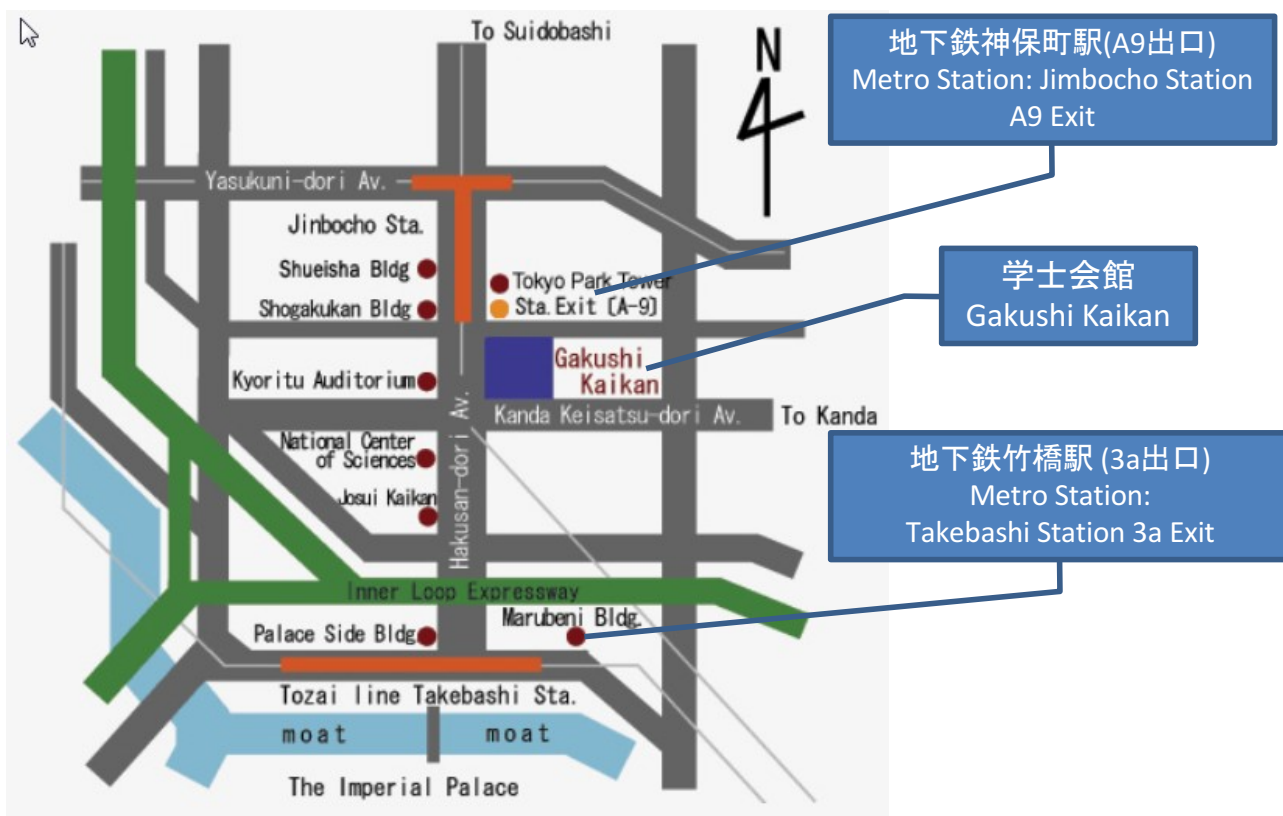
Chiyoda-ku, Tokyo 101-8459

Tel: +81-3-3292-5936

Website: www.gakushikaikan.co.jp



アクセス/Access Map



個人情報保護方針

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当イベントの企画・運営はアストリアが行い、個人情報の重要性を認識し、以下の取り組みを実施いたしております。

個人情報保護の重要性を強く認識し、適切な個人情報の収集、利用、提供、預託等を行います。

取り扱う個人情報の不正アクセス、個人情報の紛失、破壊、改ざんおよび漏えいなどの予防ならびに是正に対し、合理的で適切な情報セキュリティ対策を講じます。

社内体制の整備・改善、全社的な教育啓発活動等を実施します。

個人情報に関する法令及びその他の規範を遵守します。

取得した個人情報を以下の目的で利用いたします。

- ・「当イベント」の参加票を発送させていただくため。
- ・サービスの維持向上を図る、アンケート調査および分析をおこなうため。
- ・関連するサービスのご案内およびセミナー等のご案内をお送りするため。

業務上必要とする場合、取得した個人情報をグループ企業と共同利用する可能性があります。利用する場合は業務の遂行に必要な最小限の個人情報の項目を利用いたします。

・当社が取り扱うすべての個人情報に対し皆様が安心して預託提供できるよう十分な管理を行います。

アストリアコンサルティンググループLLC

代表 森本晴久

免責

アストリアインベスターフォーラム(AIF)は、アストリアコンサルティンググループLLC(アストリア)が日本で企画・開催するイベントです。アストリアは、ブレースメント(証券)業、証券ブローカー・ディーラー、マーケットメーカー、投資銀行・証券会社、投資顧問業など免許の対象となる事業や、アナリスト、アンダーライターなどのいずれの事業も行っておりません。アストリアは、AIFに講演者やパネリストを招き、参加者の前で情報提供のみを目的とした発表機会を提供します。また、投資ファンド、投資ファンドのマネージャーなどを参加者に対して推薦・保証するものではありません。

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年金(基金)などを含む非特定投資家(一般投資家)がAIFに参加する場合、AIF会場にて知りえる全ての情報は、教育的な情報収集の一環としての情報提供であり、投資を目的とした勧誘ではない事を事前承知したうえで、参加頂きます。

Privacy Policy of Client Information

Astoria Consulting Group, LLC and Astoria Consulting Inc. (collectively referred to as "Astoria") takes the privacy to Astoria's clients seriously and is responsible for the privacy of information provided by all clients. Astoria complies with the privacy laws of Japan and we are committed to safeguarding the privacy of clients. The purpose of this Policy is to inform clients of Astoria group companies of our practices concerning the collection, use, access and security of personal information submitted by clients. If you have any questions whatsoever regarding your personal information or Astoria's privacy practices please contact us.

1) Astoria recognize the importance of protecting the privileged personal information. It shall seek appropriate means and methods to collect, use, provide and entrusting the information; 2) Astoria shall prevent miss-use of personal information including illegal access, loss, damages and alteration. Astoria shall seek and implement appropriate information security methods available, 3) Astoria shall conduct intra-company wide education to achieve and improve such information protection; 4) Astoria agrees to abide by the rules pertaining to information protection laws; 5) Astoria shall limit the use of personal information for the following specific purposes shown as follows: To send announcement of Astoria organized events; To conduct survey in order to improve the service contents of Astoria organized events; To send announcements of Astoria related events; and 6) Astoria may share personal contact information within the group companies. However, Astoria shall limit the application to work related usages. Astoria shall be in full compliance with the above listed guidelines.

Hal Morimoto, Managing Director, Astoria Consulting Group, LLC

Disclaimer

Astoria Consulting Group, LLC (Astoria), which is the organizing entity of Astoria Investor Forum, is not a licensed placement agent, broker dealer, market maker, investment banker, investment advisor, analyst, or underwriter. Astoria invites fund managers to Astoria Investor Forum to give opportunities to speak in front of other participants strictly for informational purposes only. Astoria neither recommends nor endorses any fund managers or funds they manage to any participants who attend Astoria Investor Forum. Investing in alternative assets such as hedge fund, private equity funds or similarly structured investment funds is for qualified investors only and not the general public. No warranty or guarantee of any kind, expressed or implied, is given regarding the accuracy, reliability, veracity, or completeness of the information provided at the Astoria Investor Forum, and under no circumstances will the organizer of the conference be held responsible or liable for errors or omissions resulting in any loss or damage caused or alleged to be caused by information provided by the participants at the conference, including but not limited to direct, indirect, incidental, special or consequential damages caused by using the information. Presentation materials used for Astoria Investor Forum, which may include fund business information and general data concerning investment performances of participating fund managers, are for informational purposes only. Every participating fund manager is required to be in full compliance with Japanese laws and regulations and the fund managers are responsible for ensuring any part of their presentations is not construed as a solicitation or an offer to buy or sell any securities or related financial instruments nor an endorsement of any particular investment advisor firm or individual. Astoria receives a set sponsorship registration fee as per published from every fund manager that participates in Astoria Investor Forum sponsors/speakers. The payment received by Astoria is not intended for promotion or advertising of any fund managers.