Terrafort Asia Capital

Japan Real Estate Expertise.
International Capital.
Local Execution.



Delivering For Global Capital With Local Precision And Proven Track Record.

Terrafort combines a deep presence in Japan with trusted local relationships and expertise across residential, office, retail and hospitality real estate.

01 Deep Japan Presence

12+ years of active presence in Japan real estate. Over ¥135 billion deployed across Japan real estate. 70+ local professionals driving investment, execution and asset management.

02 Sourcing Capability

Trusted relationships with Japan’s leading developers, construction firms, financial institutions and corporate partners, built over 12+ years. Banking relationships support competitive financing terms, appropriate leverage structures and flexible covenants.

03 Execution Track Record

Residential, office, retail and hotel expertise spans design drawings and permit applications through construction supervision, final inspection and handover. A multilingual team supports rigorous due diligence and execution across counterparties.

04 On-The-Ground Asset Management

Value-add repositioning through targeted refurbishment and upgrades drives rental uplifts. Structuring advisory covers capital injection, acquisition financing, refinancing, exit execution and reinvestment strategies.

From Acquisition To Exit

Terrafort’s Investment Lifecycle

Transaction experience and on-the-ground delivery throughout the investment lifecycle.

1

Source

Local networks and off-market opportunities

2

Structure

Capital injection and acquisition financing

3

Develop

Design, permits and construction supervision

4

Enhance

Refurbishment, upgrades and asset management

5

Realise

Refinancing, exit execution and reinvestment

Japan Hospitality Investment Strategy

The following hospitality strategy illustrates Terrafort’s approach in Japan.

Mid-Sized Hotels In Established Urban Markets

Business, city and apartment hotels. Core assets and value-add opportunities through rebranding, repositioning and operational improvement.

Target Markets

Tokyo

Minato · Chuo · Shibuya
Chiyoda · Shinjuku

Secondary Tokyo Markets

Taito · Sumida

Osaka / Fukuoka

Chuo Ward

Proprietary Sourcing. Flexible Exits.

The fund combines local access to hotel opportunities with portfolio sales or individual asset disposals during the fund life.

Proprietary Sourcing

01 Decades-Long Local Network And Relationships

Close working relationships in Japan with developers, contractors, design firms, banks and other stakeholders.

02 Operator Relationships

Long-standing ties with local and international hotel brands, developed through collaboration on hotel projects.

03 Off-Market Deals

Hands-on hotel project management earns local stakeholders' trust, supporting early access to off-market opportunities.

Exit Strategy

01 Portfolio Sale

Hotel assets sold as a bundled portfolio.

02 Individual Asset Sale

Assets can also be sold individually during the fund life when there is demand.

Potential Buyers

Institutions, multi-family offices, domestic and overseas investors, and high-net-worth individuals.

Combined Track Record

The Tokyo-based team brings over two decades of on-the-ground transaction experience.

¥200bn+

Transactions

Across 80+ Assets

¥184bn+

Total Investment

¥78bn+

Assets Under Management / 2026

234 / 158

Assets Acquired / Exited

Experience Across Japan

Tokyo · Osaka · Fukuoka

Additional Markets: Chiba · Hiroshima · Kita-Kyushu · Kobe · Kumamoto · Nagoya · Okinawa · Sendai · Yokohama

Selected Properties From The Combined Track Record

Selected examples of real estate experience across Tokyo, Osaka and Fukuoka.

Tokyo



Taito
Multi-Family



Taito
Hotel



Minato
Multi-Family



Shibuya
Multi-Family



Minato
Retail



Minato
Office

Osaka



Nishi
Multi-Family



Chuo
Office

Fukuoka



Hakata
Multi-Family



Hakata
Office



Naruki Fujiwara, Anita

Co-Founding Partner

Terrafort Asia Capital

Anita is a senior real estate executive with over 20 years of global transactional expertise across Japan, Greater China, and Dubai, with a primary focus on the hospitality sector. She has led the development, operation, value-add, and sale of projects worth over 120 billion yen, including nearly a decade on JLL Tokyo's Capital Markets team. Her edge lies in a deep, trust-based network of institutions, global investors, and UHNWIs, paired with direct access to Japan's full lending ecosystem and expertise in tax-efficient, legally robust cross-border investment structures.

Anita is a Qualified Real Estate Broker in Japan, and possesses MRICS, PMP, MSc from University of Bristol in UK. She manages cross-border real estate transactions and overseas investors’ investments in Japan and other major business work.

Terrafort Asia Capital

A Culture Of Stewardship

We take a long-term view of the assets we invest in and the relationships we build.

enquiry@terrafortasiacapital.com

terrafortasiacapital.com

Suite 2111, 21/F, Prudential Tower, The Gateway,
Harbour City, 21 Canton Road,
Tsimshatsui, Kowloon, Hong Kong

