

October. 21. 2021

Marubeni Corporation

Yamada Consulting Group Co., Ltd.

## **Launch of U.S. Real Estate Asset Management Services for Japanese Investors**

Marubeni Corporation (hereinafter, “Marubeni”) and Yamada Consulting Group Co., Ltd. (hereinafter, “Yamada Consulting”) have launched U.S. multi-family residential asset management and master lease services for Japanese corporations and institutional investors (“the Investors”), and are pleased to announce that they have been entrusted with their first project.

Marubeni and Yamada Consulting will provide a comprehensive real estate asset management service from start to finish, including services related to acquiring, operating, managing, maintaining, and selling U.S. multi-family residential properties, as well as accounting and tax support both in Japan and in the U.S.

The U.S. real estate market, the largest in the world, is projected to grow faster than other major developed countries due to stable population increase and economic growth. Multi-family properties, supported by strong domestic demand, will continue to be a stable and superior investment asset class. In response to a growing demand for alternative investments(\*1), Marubeni and Yamada Consulting recommend investing in U.S. multi-family residential assets. The company’s will provide cross-border asset management and master lease services to achieve safe and secure outbound investments(\*2) for clients.

Over the past 60 years, Marubeni has accumulated extensive experience and knowledge in the real estate industry through real estate development business in and out of Japan, and managing J-REITs and private funds, which have grown to approximately 10 billion yen in assets under management. Yamada Consulting, an independent full-service consulting firm in Japan, has served for more than 30 years from small to major companies both in Japan and abroad, comprising listed enterprises, focusing on areas of management improvement, business restructuring/succession including capital policy, mergers and acquisitions advisory, and international business expansion, along with real estate consulting and education and training business.

Marubeni and Yamada Consulting have jointly established MCY Capital LLC (hereinafter, “MCY”) with Crow Holdings Capital Partners, LLC (hereinafter, “Crow”), the investment management company of Crow Holdings, a leading real estate firm in the U.S., and have also formed a business alliance with Hat Creek Partners (“hereinafter, HCP”), a multi-family asset management company in Dallas, Texas. Crow and HCP, with their extensive experience and history in the U.S. market, and Marubeni, with its real estate management technology used in J-REIT operations, will jointly provide investors with strong asset management and master lease services. The companies will also offer tax and accounting support both in Japan and the U.S. through Yamada Consulting and its partners. In addition, Marubeni has formed an alliance with major Japanese financial institutions to provide cross-border financing (\*3) to meet the financial needs of investors.

In the ever-growing U.S. real estate market, Marubeni will strive to increase asset values for its clients, by sourcing top-quality investment opportunities that meet the diverse needs of investors, through MCY and other companies in cooperation with local partners and major Japanese financial institutions.

(\*1) Alternative investments: Investments in non-traditional investment asset classes other than stocks and bonds.

(\*2) Outbound investments: Investments by Japanese investors and companies for foreign assets.

(\*3) Cross-border loans: Yen-denominated U.S. real estate mortgage loans

**【Example: U.S. multi-family residential property】**



<About Marubeni>

Name : Marubeni Corporation

Head Office : 4-2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo 100-8088, Japan

Established : December 1, 1949

Representative : Masumi Kakinoki

Main Business : Marubeni Corporation and its consolidated subsidiaries use their broad business networks, both within Japan and overseas, to conduct importing and exporting (including third country trading), as well as domestic business, encompassing a diverse range of business activities across wide-ranging fields including lifestyle, ICT & real estate business, forest products, food, agri business, chemicals, energy, metals & mineral resources, power business, infrastructure project, aerospace & ship, finance & leasing business, construction, industrial machinery & mobility, and next generation business development. Additionally, the Marubeni Group offers a variety of services, makes internal and external investments, and is involved in resource development throughout all of the above industries.

HP : <https://www.marubeni.com>

## <About Yamada Consulting>

Name : Yamada Consulting Group Co., Ltd.  
Head Office : 10th floor (Reception on 9th floor) Marunouchi Trust Tower North,  
1-8-1 Marunouchi, Chiyoda-ku, Tokyo 100-0005, Japan  
Established : July 10, 1989  
Representative : Keisaku Masuda  
Main Business : Management Consulting Business  
Real Estate Consulting Business  
Education and Training/FP Related Business  
Investment/Fund Business  
HP : <https://www.yamada-cg.co.jp/en/>