



# Hideki Ota

DIVISION HEAD AND EXECUTIVE DIRECTOR |  
CAPITAL MARKETS AND INVESTMENT SERVICES | JAPAN

## Expertise

Hideki Ota leads the Colliers Capital Markets & Investment Services (CMIS) team in Japan. Based in Tokyo, Hideki oversees the operations of the CMIS business and is responsible for coordinating all major mandates, as well as client strategies associated with real estate investment in Japan.

Japan CMIS team focuses not simply on carrying out property transactions on an individual basis, but instead on developing long-term relationships and ensuring that the best resources of the company are applied to create innovative real estate solutions, which produce lasting value for their clients. Each of her core team members has over 20 years' experience serving the real estate industry and fully understands major real estate markets across Japan. The team provides clients with the best investment strategies, covering office, retail, business park, residential and industrial sectors.

## Professional Accomplishments

Hideki started his career at Sumitomo Mitsui Trust & Banking (formally Sumitomo Trust) in 1994 and then, moved to Citibank's real estate arm, Cititrust & Baking Corporation to deal with securitization arrangement, trust account management and brokerage from 2002 to 2005. When Citi closed Cititrust, he got a position in Investment Banking Division in Merrill Lynch, dealing with sell-side advisory, M&A and REIT IPO/PO. Before Colliers, he spent 7 years as a deputy head of Capital Markets in JLL on providing various real estate solutions to funds, corporates and HNW individuals, and on overseeing a sales team.

## Representative Clients and Projects

- 2017 – Sell side advisory for LaSalle Investment on Yamaguchi Building and Cosmo Park Building
- 2017 - Successfully brokered on Hinode Island for Daiwa House and Takataya
- 2017 – Successfully brokered on Okato Building for Picasso and Korean Investment Management
- 2016 – Successfully brokered on Kawaguchi Land for Volvo / UD trucks on 6 properties and Xymax
- 2016 - Sell side advisory for Deka on Hamarikyu Park Side Place
- 2016 – Sell side advisory for GIC on Shinagawa See Side West and East
- 2015 – Successfully brokered on Kanda Nishikicho Building for HNWI and Metlife
- 2015 – Successfully brokered on Trius, retail complex in Fukuoka for LaSalle and Croesus
- 2015 - Sell side advisory for Orktree Capital on Norbesa, retail complex in Sapporo
- 2015 – Successfully advisory on Fukuoka DC for LaSalle and Takataya
- 2015 – Successfully brokered on Hill Court Higashi Shinjyuku for Idera and Tokyo Tatemono
- 2014 - Successfully brokered on Mitsukan Osaka Building for Mitsukan and Thakral
- 2014 – Sell side advisory for LaSalle on Logiport Fukuoka Island City
- 2013 – Sell side advisory for Barclays on Gates Fukuoka
- 2012 - Sell side advisory for LaSalle on Logiport Portfolio series 2 with the size of 0.8 billion USD
- 2011 – Sell side advisory for LaSalle on Logiport Portfolio with the size of 1.2 billion USD
- 2010 – Sell side advisory for AIG on AIG Otemachi building with the size of 1.0 billion USD

## EDUCATION AND QUALIFICATIONS

MBA  
Kelley School of Business  
Indiana University

Real Estate Appraiser

US CPA (Passed all required examinations, Main State)

