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## Pacifica Capital Forms Solar Power Development Team

Taking advantage of Japan's new feed-in tariff system for renewable energy, Pacifica Capital K.K. (HQ: Tokyo) has formed a team to develop large-scale solar farms in Japan. With more than 15 years of experience in building large-scale commercial real estate throughout Japan, "We can quickly leverage our regional relationships in the public and private sectors for solar power," said Seth R. Sulkin, Pacifica's President & CEO.

Pacifica has already identified a number of attractive sites and is engaged in preliminary engineering analysis. At the same time, the company has begun consultations with electric utilities and local governments with the aim of starting construction in early 2013 on a number of medium- and large-scale solar farms in several regions of Japan.

"We are off to a great start, but there are a number of challenges ahead for the solar industry in Japan," Sulkin added. "There is a shortage of technical and installation expertise and the project finance market is still in its infancy. We were a pioneer in creating non-recourse development loans in Japan, so I expect that we will work closely with banks to do the same for solar power."

The equity market for solar power is also just beginning, and given that the feed-in tariff provides a fixed rate for 20 years, "this an ideal asset class for life insurance companies and pension funds" Sulkin explained. "As the debt market becomes more predictable and funds (possibly including REITs) to buy completed projects emerge, higher leveraged returns with a shorter investment period will also attract international investors."

Debt and equity investors, solar manufacturers or engineering companies seeking more information on Pacifica's solar development business can contact:

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