



Hong Kong
Summit

Post event report

14-16 November 2018 | Hong Kong

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INFRASTRUCTURE
INVESTOR





Infrastructure Investor Hong Kong Summit 2018

The 6th Infrastructure Investor Hong Kong Summit took place across three days in iconic Kowloon, welcoming over 250 delegates from across the asset class to participate in lively and engaging discussions regarding the future of infrastructure investing.

Key themes from the main conference included the rise of Asia as an investment destination, opportunities and risks for investors in digital disruption and keynote interviews with CDPQ and GIP.

Thank you to our sponsors and to all those who attended, we hope you found the Summit enjoyable and thought-provoking – we look forward to welcoming you back next year to Hong Kong. We were also delighted to also launch a dedicated forum on renewables with in depth analysis and coverage on Asian markets, including India, Taiwan and ASEAN.

If you have any further queries about the Hong Kong Summit or our conferences in the Asia Series – May's Seoul and Tokyo Summits – please do not hesitate to get in contact with me.

Kind regards,

Andrew Wolff
andrew.w@peimedia.com



Key speakers at the Hong Kong Summit



Michael Barrow

Director General, Private Sector Operations
Asian Development Bank



Cyril Cabanes

Vice-President, Head of Infrastructure
Investments Asia-Pacific
CDPO



Dennis Chan

Head of Infrastructure
China Ping An Insurance Overseas (Holdings)



Laura Coquis

Managing Director, Strategic Partnerships,
London
OMERS Infrastructure UK



Najeeb Haider

Manager, Investment Operations (IO)
Department III
Asian Infrastructure Investment Bank (AIIB)



Markus Hottenrott

Managing Director, Chief Investment Officer
Morgan Stanley Infrastructure Partners



Jake Lee

Head of Infrastructure
Hyundai Insurance



Raj Rao

Partner
Global Infrastructure Partners

Key takeaways from the Summit



1. **'There is no Asian market'**

This might seem like an odd opening statement, but the Asian Development Bank's Michael Barrow hit the nail on the head when he told attendees: "There is no Asian market – every country has its own challenges."

2. **You need boots on the ground**

"You need a local expert to understand the context in a particular country, and to build relationships," Morgan Stanley Infrastructure Partners' Markus Hottenrott said. He should know, considering Morgan Stanley is raising a dedicated Indian infrastructure fund. But almost all the industry stalwarts now focusing on Asia are setting up – or acquiring – local teams and raising dedicated pools of capital. This isn't just common sense – it's an absolute necessity, considering the amounts of capital now targeting the continent.

3. **When in Seoul...**

"I get a lot of emails from GPs all over the world, suggesting a phone call. We don't like phone calls. Come visit us if you're interested in the Korean market," Hyundai Insurance's Jake Jong-Kwan told delegates.

All of which is a polite way of saying that foreign managers looking for Korean capital need to be prepared to cater to Korean needs – and the same goes for other regional pools of capital.

4. **It's all about renewables**

Currently, Asia is "a narrow infrastructure market, compared with Europe – the opportunity is mostly in energy", the ADB's Barrow pointed out. And within energy, we'd argue the opportunity is overwhelmingly in renewables. From the above-mentioned, somewhat saturated Indian renewables market to offshore wind bright spots like Taiwan, backed by strong government policies, there is much to like in the sector.

“A good exchange of current market opportunities with a variety of views expressed by high caliber speakers and participants.

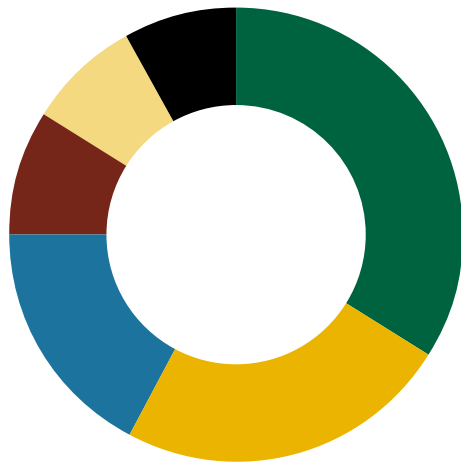
Roman Novozhilov, Head, Policy and Project Support, New Development Bank

Vist infrastructureinvestor.com/hongkong
for more insight from the event

2018 attendee breakdown



Attendees included:



- Director 34%
- President, Founder, Principal, Partner 24%
- Head of Department or Region 17%
- Senior Manager, Consultant 9%
- CEO, CIO, CFO, COO 8%
- Other 8%

Regional attendance breakdown:



- Hong Kong 30%
- APAC ex. Hong Kong 39%
- Europe, Middle East, Africa 24%
- Americas 7%



267
ATTENDEES



189
COMPANIES



80
SPEAKERS



31
COUNTRIES

Companies that attended the Hong Kong Summit include

- ABL Life Insurance
- Abu Dhabi Investment Authority (ADIA)
- Actis
- Antin Infrastructure Partners
- APG Asset Management
- Asia Climate Partners Hong Kong
- Asian Development Bank
- Asian Infrastructure Investment Bank (AIIB)
- Asset Management One
- Alternative Investments
- BlackRock Real Assets
- Canadian Solar
- CDPQ
- China Life Insurance
- China Ping An Insurance Overseas (Holdings)
- CIC Capital Corporation
- CK Infrastructure Holdings
- Copenhagen Infrastructure Partners
- Cubico Sustainable Investments
- DBJ Asset Management
- EDHEC Asia Pacific
- EPF
- EQT Partners
- Everstone Capital Asia
- Foresight Group
- Future Fund
- GE Capital
- GIC Private
- Global Infrastructure Hub
- Global Infrastructure Partners
- GMR Infrastructure
- HKMA
- HSBC Insurance
- Hyundai Insurance
- I Squared Capital
- IFM Investors
- Infracapital
- International Finance Corporation
- Japan Post Insurance
- Japan Wind Development
- JIDA Capital
- KfW IPEX-Bank
- Khazanah Nasional
- KIC
- KKR
- Kohlberg Kravis Roberts
- Kookmin Bank
- Macquarie Capital
- Macquarie Infrastructure and Real Assets
- Mirova
- Mitsubishi Corporation Asset Management
- Mitsubishi Corporation Hong Kong
- Mitsui & Co. Alternative Investment
- Mobility Infrastructure Projects
- Morgan Stanley Infrastructure Partners
- Morgan Stanley Investment Management
- National Australia Bank Ltd
- National Investment and Infrastructure Fund (NIIF)
- New Development Bank (NDB)
- NongHyup Life Insurance
- Omers
- OMERS Asia
- OPTrust
- Ørsted Offshore Wind
- Overseas Private Investment Corporation
- PSP Investments
- QIC
- Royal Bank of Canada
- Rubicon Infrastructure Advisors
- Sompo Japan Nipponkoa Insurance
- State General Reserve Fund
- Sterling & Wilson
- Stonepeak Infrastructure Partners
- Stonepeak Partners
- Sumitomo Mitsui Banking Corporation
- Sumitomo Mitsui Trust Bank
- Sun Life Financial Asia
- The Hong Kong Jockey Club
- Warburg Pincus Asia LLC
- wpd invest
- Yes Bank

Interactions at the Hong Kong Summit 2018

21.6k

website views

1.2k

event app session
views

740

event content
downloads



Networking at the Summit

The Hong Kong Summit provides a unique opportunity for leading fund managers, institutional investors, service providers and developers to meet, share experiences and build relationships with those in the industry from Asia and around the globe.



10+
hours of
networking



“The Infrastructure Investor Hong Kong Summit proved to be a successful mix of leading parties involved in the Asian infrastructure space. Practitioners and select academics alike enabled in-depth discussions of topics truly influencing the industry. Highly recommended.”

Benjamin Chadwick

Associate Director, Selinus Capital Advisors GmbH



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BloombergNEF





7 May, Seoul | 9-10 May, Tokyo

One Ticket. Two Summits. 300+ LPs.

For more information about Japan Korea Week, head to
www.infrastructureinvestor.com/JapanKoreaWeek



With **APAC'S largest institutional investors and fund managers** from across the globe in attendance, the **Infrastructure Investor Asia Conference Series** is the largest regional industry gatherings, with hundreds of senior decision-makers and investment professionals attending the four event series in **Seoul, Tokyo, Melbourne and Hong Kong**.