

# Japan Korea Week 2020

7-11 September  
Seoul & Tokyo

**Infrastructure Investor Seoul Summit**  
8 September  
Online

**Infrastructure Investor Tokyo Summit**  
10-11 September  
Online

## Keynote LP Speakers

Yoshitaka Todoroki, Managing Director, Private Market Investment Dept, Head of Infrastructure, **GPIF**

Janghwan Lee, Managing Director, Financial Investment Group Head, **LOTTE Insurance**

## Featured speakers Include:

- Jingjing Bai, Advisor, **Bfinance**
- John Breckenridge, Senior Managing Director, Head of Energy Infrastructure, **Capital Dynamics**
- Joost Bergsma, Managing Partner, **Glennmont Partners**
- Cyril Cabanes, Managing Director, Infrastructure, Asia Pacific, **CDPQ**
- Francesco Cacciabue, Partner and Chief Financial Officer, **Glennmont Partners**
- Gwenola Chambon, CEO, **Vauban Infrastructure Partners**
- Junho Choi, Senior Portfolio Manager, **KDB Life Insurance**
- Steven Dowd, Partner, **CBRE Caledon**
- Charles Dupont, Head of Infrastructure Finance, **Schroders**
- Simon Eaves, Managing Director, Head of Clean Energy Infrastructure, **Capital Dynamics**
- Takanori Fukushima, General Manager, **Sumitomo Mitsui Trust Research Institute**
- Kazuhiro Honjo, Head of Multi Manager Investment Department, **Tokio Marine Asset Management**
- Ryuichi Horie, CEO & Co Founder, **CSR Design Green Investment Advisory**
- Andreas Huber, Partner, **EQT Partners**
- Toru Inoue, Vice President, **Goldman Sachs**
- Sion Jones, Chief Operating Officer, **Equitix**
- Jason Hyunjae Kim, Head of Infrastructure Team 2, **Samsung Fire & Marine Insurance**
- Takako Koizumi, Executive Director, **Mitsui & Co. Alternative Investments**
- Andrew Kwok, Managing Director, Head of Private Infrastructure Asia, **Partners Group**
- Masaaki Kusano, **Nippon Life Insurance**
- Scott Lawrence, Partner, **Glennmont Partners**
- Jinho Lee, Head of Global Real Assets, Postal Savings, **Korea Post**
- Seok Won Lee, Investment Manager, **POBA**
- Toru Masuda, Executive Manager, Fellow, **Sumitomo Mitsui Trust Bank**
- Morimasa Matsuda, President, **Daiwa Energy & Infrastructure**
- Kanna Mihara, Senior Vice President, **Macquarie Capital**
- Akihito Nagata, Chief Portfolio Manager, **Nissay Asset Management**
- Kazuo Nishimura, Chief Product Strategist, **Nomura Funds Research and Technologies**
- Masashi Ono, Deputy General Manager, **Dai-ichi Life Insurance**
- Yasuhiro Ono, Director, **Japan Post Bank**
- Donghi Park, Director, Team Head, **Kiwoom Asset Management**
- Helge Rau, Head of M&A, **wpd**
- Jay Ryu, Portfolio Manager, Infrastructure Investments, **APG Asset Management**
- Kim Schumacher, **Tokyo Institute of Technology**
- Harry Seekings, Director, Infrastructure, **InfraRed Capital Partners**
- Andrew Shin, Director and Head of Investment Services, **Willis Towers Watson**
- Gregory Smith, President, Chief Executive Officer, **InstarAGF Asset Management**
- Mark Weisdorf, Managing Partner, **Mark Weisdorf Associates**
- Jason Zibarras, Founding Partner, **Argo Infrastructure Partners**



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## Infrastructure Investor Japan Korea Week

All timings are based on local Seoul and Tokyo times  
Monday 7<sup>th</sup> September, Online Networking Opens

### Infrastructure Investor Seoul Summit (Seoul Time)

Tuesday, 8th September, Online

0850 **PEI welcome and chairman's opening remarks**

0900 **Keynote presentation**

**Speaker:** John Breckenridge, Senior Managing Director, Head of Energy Infrastructure, Capital Dynamics

0930 **Keynote Panel: Infrastructure investing 2020: Navigating the next decade's investment landscape**

- Given the rising competition for deals, how is this affecting the current investment landscape and GPs strategies?
- Where are the best current sectors and geographies for Korean investors to deploy capital?
- The rise of regulatory risk and populism – how much of an impact and risk does it pose in the current climate?

**Moderator:** Mark Weisdorf, Managing Partner, Mark Weisdorf Associates

**Speakers:** Cyril Cabanes, Managing Director, Infrastructure, Asia Pacific, CDPQ  
Jamie Storrow, Managing Director, Northleaf Capital  
Brad Kim, Managing Director, Stonepeak Infrastructure Partners

1020 **Presentation**

**Speaker:** Mauricio Bolaña, Partner, Antin Infrastructure Partners

1050 **Networking Coffee Break**

1120 **Presentation**

**Speaker:** Jerome Neyroud, Head of Infrastructure Debt, Schroders

1140 **Presentation**

**Speaker:** Francesco Cacciabue, Partner and Chief Financial Officer, Glennmont Partners

1200 **Presentation**

**Speaker:** Helge Rau, Head of M&A, wpd AG



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1220 **Break**

1340 **Presentation: UK Regulated assets – changes and prospects**  
**Speaker:** Sion Jones, Chief Operating Officer, Equitix

1400 **Panel: Korean Infrastructure professional's perspectives on the asset class**

- What are the key infrastructure trends and changes in capital flows viewed by Korean professionals?
- Understanding the role of Korean asset managers in the market
- Preferences for Inbound vs Outbound sectors – does the former remain a niche strategy play?

**Speakers:** Donghi Park, Division Head of Energy & Infrastructure, Kiwoom Asset Management  
Seong Oh Yeom, Managing Director, Korea Ratings

1440 **Break**

1500 **Keynote LP Interview**  
**Speaker:** Janghwan Lee, Managing Director, Financial Investment Group Head, LOTTE Insurance

1530 **Panel: Selecting the best Infrastructure Debt strategies for Korean insurance firms**

- Which subsectors within the asset class are more attractive at the moment?
- Does appetite remain high amongst Korean investors? What drives their investment?
- Which are the main risks that investors need to keep in mind when investing in this asset class?

**Speakers:** Scott Lawrence, Partner, Glennmont Partners  
Junho Choi, Senior Portfolio Manager, KDB Life

1615 **Panel: Accelerating the energy transition**

- Can you still get good returns in developed markets given the recent erosion of subsidies? How to find these returns?
- What is the role that corporate PPAs can play in the current environment?
- Investing in emerging renewables markets – which geographies and sectors are of key interest?

**Moderator:** Tony Clamp, Director, Private Sector Facility, Green Climate Fund  
**Speakers:**  
Andrew Kwok, Managing Director, Head of Private Infrastructure Asia, Partners Group  
Eugene Zhuchenko, Director and Founder, ETORE Advisory  
Moonkyung Kim, Managing Director, Peony Investments

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## 1700 **Panel: Korean LPs current take on the market**

- How much of a concern is the amount of dry powder we have in the market to LPs?
- How do Korean LPs evaluate and rate their infrastructure GP relationships so far?
- How important are ESG factors when choosing a GP?

**Moderator:** Andrew Shin, Director & Head of Investment Services, Willis Towers Watson

**Speakers:** Jinho Lee, Head of Global Real Assets, Postal Savings, Korea Post  
Seok Won Lee, Investment Manager, POBA

Jason Hyunjae Kim, Head of Infrastructure PF Team, Samsung Fire & Marine Insurance

## 1745 **Close of conference**

## Infrastructure Investor Japan Korea Week

Wednesday, 9<sup>th</sup> September

Online networking & roundtables

## Infrastructure Investor Tokyo Summit (Tokyo time)

Thursday, 10<sup>th</sup> September, Online

### 0800 **Registration and coffee**

### 0850 **PEI welcome and chairman's opening remarks**

Mark Weisdorf, Managing Partner, Mark Weisdorf Associates

### 0900 **Keynote Panel: Infrastructure investing 2020: The models of infrastructure investing compared**

- Core vs Core Plus vs Value Add - what are the best investment strategies to deploy in the current environment?
- Rising competition for deals, how is this affecting the landscape?
- Does greenfield now present a better opportunity for investors on a risk adjusted return basis compared to brownfield?
- The importance of ESG and rising ESG standards in the investment process

**Moderator:** Mark Weisdorf, Managing Partner, Mark Weisdorf Associates

**Speakers:** Sion Jones, Chief Operating Officer, Equitix

Cyril Cabanes, Managing Director, Infrastructure, Asia Pacific, CDPQ

Andreas Huber, Partner, Vice Chairman Asia Pacific, EQT Partners

Gregory Smith, President, Chief Executive Officer, InstarAGF Asset Management



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John Jackman, Managing Director, Stonepeak Infrastructure Partners

0950 **Keynote Presentation:**

1020 **Presentation**

Speaker: Harry Seekings, Director, Infrastructure, InfraRed Capital Partners

1040 **Coffee Break**

1110 **Panel: Investing in the mid-market**

- What are GPs current interpretations and definitions of the mid-market?
- What are the challenges in the mid-market infra space GPs face, in terms of deal sourcing / operation and exit?
- What opportunities does it offer to the Japanese institutional investor?

**Moderator:** Eugene Zhuchenko, Director and Founder, ETORE Advisory

**Speakers:** Spence Clunie, Managing Partner, Ancala

Steven Dowd, Partner, CBRE Caledon

Jamie Storrow, Managing Director, Northleaf Capital

Gwenola Chambon, CEO, Vauban Infrastructure Partners

1200 **Presentation: European infrastructure case study**

Speaker: Helge Rau, Head of M&A, wpd AG

1220 **Panel: Meet the major Japanese LPs - preparing for the next wave of institutional capital**

- What is the current process by which LPs select their GPs? Has this changed in recent years?
- What kind of GP do LPs think is competitive? Large cap vs Mid-Size
- With expectations of a recession coming, how do LPs prepare for this within their investment strategy?
- How do LPs monitor from an ESG perspective and how have they implemented their ESG policy?

**Moderator:** Takako Koizumi; Executive Director, Mitsui & Co. Alternative Investments

**Speakers:** Yasuhiro Ono, Director, Japan Post Bank

Masaaki Kusano, Nippon Life Insurance

Hisamitsu Iida, Section Manager, Investment & Loan Department Sompo Japan Insurance

1310 **Break**

1410 **Panel: Investing in digital infrastructure**

- What exactly is digital infrastructure?
- How does the role Infratech play into digital infrastructure?
- What are the similarities and differences between digital and core infrastructure?

**Moderator:** Jingjing Bai, Advisor, Bfinance



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**Speakers:** Takako Ishiyama, Senior Asset Manager, MC Digital Realty  
Livio Fenati, Managing Director, Infrastructure Europe, Partners Group

1450 **Presentation**

Speaker: Jerome Neyroud, Head of Infrastructure Debt, Schroders

1510 **Presentation**

Speaker: Mauricio Bolaña, Partner, Antin Infrastructure Partners

1530 **Coffee Break**

1600 **Panel: Accelerating the energy transition**

- Can you still get good returns in developed markets given the recent erosion of subsidies? How to find these returns?
- What is the role that corporate PPAs can play in the current environment?
- Investing in emerging renewables markets – which geographies and sectors are of key interest?

**Moderator:** Jeffrey Altman, Senior Advisor, Finadvice

**Speakers:** Joost Bergsma, Chief Executive Officer and Managing Partner, Glennmont Partners

Ayaka Fujiwara, Climate Investment Specialist, Project Finance, Green Climate Fund

1640 **Keynote Fireside Chat**

Speaker: Yoshitaka Todoroki, Managing Director, Private Market Investment Dept, Head of Infrastructure, GPIF

1710 **Close of day one**

## Friday, 11th September, Tokyo

0800 **LP Breakfast Briefing (Invitation Only)**

0830 **Registration and coffee**

0850 **PEI welcome and chairman's opening remarks**

0900 **Day 2 Keynote presentation**

**Speaker:** Marc Ganzi, President & Chief Executive Officer, Colony Capita



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**0930 Panel: The emergence of Infrastructure debt**

- Given the increased demand for infrastructure debt funds in the market, what is driving the interest in the asset class?
- How does infra debt compare with other fixed income classes such as corporate debt?
- Which are the main risks that investors need to keep in mind when investing in this asset class?

**Speakers:** Toru Inoue, Vice President, Goldman Sachs

**1015 Presentation**

**Speaker:** Simon Eaves, Managing Director, Head of Clean Energy Infrastructure, Europe, Capital Dynamics

**1035 Coffee break**

**1105 Panel: Japan's Infrastructure market: opportunities and challenges**

- Current overview and status of the Japanese infrastructure market
- From 5G to PPPs and renewables, where are the emerging domestic opportunities?
- Lack of deal flow, how much of a concern should this be to investors?

**Moderator:** Miho Nakagawa, Deputy Editor, Infrastructure Business JAPAN

**Speakers:** Morimasa Matsuda, President, Daiwa Energy & Infrastructure  
Kanna Mihara, Senior Vice President, Macquarie Capital  
Takanori Fukushima, General Manager, Sumitomo Mitsui Trust Research Institute

**1145 Panel: The rising role of ESG in infrastructure investing**

- How do we define ESG? Do differing interpretations of ESG present a challenge?
- Why should ESG matter to Japanese investors?
- What business factors can ESG activity have a positive impact on?

**Moderator:** Kim Schumacher, Tokyo Institute of Technology

**Speakers:** Melannie Pyzik, Managing Director, Argo Infrastructure Partners  
Ryuichi Horie, Co-founder and Chief Executive Officer, CSR Design Green Investment Advisory

**1225 Panel: How to successfully fundraise with LPs new to infrastructure investing**

- Understanding the do's and don'ts of fundraising in Japan. What should GPs be aware of?
- What are new LPs priorities and concerns when looking at the asset class?
- The role of the gatekeeper in the monitoring process, how do they help select and monitor GPs?

**Moderator:** Kazuo Nishimura, Chief Product Strategist, Nomura Funds Research and Technologies

**Speakers:** Akihito Nagata, Chief Portfolio Manager, Nissay Asset Management  
Keisuke Okano, Associate Director, Orix Life Insurance







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Kazuhiro Honjo, Head of Multi Manager Investment Department, Tokio Marine Asset Management

1310 **End of conference**

0000 **Networking for Japan Korea Week Closes**



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