

Japan Korea Week

Virtual experience 2020

7-11 September

Virtual event UTC+9

Infrastructure Investor Seoul Summit

8 September
Virtual Event

Infrastructure Investor Tokyo Summit

10-11 September
Virtual Event

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

Hideya Sadanaga, Senior Managing Director, Head of Private Equity
Investment Department, **Japan Post Bank**

Featured speakers Include:

- Jeffrey Altman, Senior Advisor, **Finadvice**
- Jingjing Bai, Advisor, **Bfinance**
- Joost Bergsma, Managing Partner, **Glennmont Partners**
- Cyril Cabanes, Managing Director, Infrastructure, Asia Pacific, **CDPQ**
- Gwenola Chambon, CEO, **Vauban Infrastructure Partners**
- Mauricio Bolaña, Partner, **Antin Infrastructure Partners**
- Steven Dowd, Partner, **CBRE Caledon**
- Takanori Fukushima, General Manager, **Sumitomo Mitsui Trust Research Institute**
- Marc Ganzi, Chief Executive Officer, **Colony Capital**
- Pooja Goyal, Partner and Co-head Infrastructure Group, **The Carlyle Group**
- 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**
- John Jackman, Managing Director, **Stonepeak**
- 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**
- Tim Michalas, Private Infrastructure Asia, Member of Management, **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**
- Jerome Neyroud, Head of Infrastructure Debt, **Schroders**
- Kazuo Nishimura, Chief Product Strategist, **Nomura Funds Research and Technologies**
- Masashi Ono, Deputy General Manager, **Dai-ichi Life**
- 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**
- Eric Savi, Managing Director and Global Head of Carlyle Infrastructure Credit, **The Carlyle Group**
- 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**
- Jamie Storrow, Managing Director, **Northleaf Capital**
- Shane Swords, Managing Director and Head of Investor Relations, **NextEnergy Capital**
- Mark Weisdorf, Managing Partner, **Mark Weisdorf Associates**



For programme information:
Andrew Wolff
andrew.w@peimedia.com

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All timings are based on UTC + 9 time

Monday 7th September – Friday 11 September: Virtual networking and 1-to-1 meetings go live

Monday 7th September

0600 Private meetings open

1100 **Birds of a feather Session: Tokyo LP Networking (LP Only)**

“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

Takahiro Kato, DBJ Asset Management Co., Ltd.

1400 **Birds of a feather Session: Core Infrastructure (all attendees)**

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1500-2359 Private meetings

Infrastructure Investor Seoul Summit (KST/UTC +9 time)

Tuesday, 8th September, Virtual Event

0600 Private meetings open

0700 **Sponsor networking open**

0800 **Tutorial in English** followed by Q&A

0800 **Tutorial in Korean** followed by Q&A

0855 **PEI welcome and chairman’s opening remarks**

0900 **Keynote Panel: How should investors adjust their strategies in a downturn?**

- How is the current crisis affecting the investment landscape and GPs strategies?
- How should Korean investors invest and deploy capital in a covid-19 world?
- Which still prove attractive despite the current downturn?



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Moderator: Mark Weisdorf, Managing Partner, Mark Weisdorf Associates

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

Jamie Storrow, Managing Director, Northleaf Capital

Ryan Chua, Managing Director, Stonepeak Infrastructure Partners

0950 **Panel: Accelerating the energy transition through the current crisis**

- How have renewables performed throughout the pandemic? Is it proving resilient?
- How to find good returns in developed markets given the recent erosion of subsidies?
- Investing in emerging renewables markets – which geographies and sectors are of key interest?

Moderator: Tony Clamp, Director, Private Sector Facility, Green Climate Fund

Speakers: Tim Michalas, Private Infrastructure Asia, Member of Management, Partners Group

Eugene Zhuchenko, Director and Founder, ETORE Advisory

Shane Swords, Managing Director and Head of Investor Relations, NextEnergy Capital

Moonkyung Kim, Managing Director, Peony Investments

1035 **Roundtables**

1035 **Birds of a feather: Networking discussion groups**

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Session 1: Infra Debt

Yusun Chung, **Schroders**

Session 2: Mid Market

Luke Chun, **TransPacific Group**

1105 **Panel: Korea’s investment experts analyse trends, markets and capital flows**

- What are the key infrastructure trends and changes in capital flows viewed by Korean professionals? How has Covid-19 affected their strategies?
- Understanding the role of Korean asset managers in the market
- Preferences for Inbound vs Outbound sectors – does the former remain a niche strategy play?

Moderator: Seong Oh Yeom, Managing Director, Korea Ratings

Speakers: Heejun Park, CEO, Energy Innovation Partners

Hyungjoo(Bryan) Jin, Head of Alternative Investment Division / Managing Director, Hana Financial Investment

Donghi Park, Division Head of Energy & Infrastructure, Kiwoom Asset Management

1150 **Panel: The growing importance of infrastructure debt in the insurance firm portfolio**

- Has the current crisis elevated the importance of infrastructure debt as part of the portfolio?
- Has appetite risen 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?



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Moderator: Anish Butani, Senior Director, Infrastructure, bfinance

Speakers: Scott Lawrence, Partner, Glennmont Partners

Jae Hyung Kwon, Head of South and North Asia (ex Japan), Multilateral Investment Guarantee Agency

Nick Cleary, Partner, Vantage Infrastructure

1230 Roundtables

1230 **Birds of a feather: Lunch networking**

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Session 1: Digital Infra

Session 2: PPPs

Audrey Choi, **Korea Transportation Asset Management**

Session 3: Energy

Tae Euin Ahn, **Partners Group**

1400 **Presentation: Driving value creation in fibre infrastructure**

Speaker: Mauricio Bolaña, Partner, Antin Infrastructure Partners

1430 **Presentation: Infra Debt: an all-weather solution?**

Speaker: Jerome Neyroud, Head of Infrastructure Debt, Schrodgers

1500 **Keynote LP Interview: LOTTE Insurance**

Speaker: Janghwan Lee, Managing Director, Financial Investment Group Head, LOTTE Insurance interviewed by Bruno Alves, Senior Editor, Infrastructure Investor

1530 Roundtables

1530 **Birds of a feather: Networking discussion groups**

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Session 1: North American Infrastructure

Session 2: European Infrastructure

Brian Kwon, **Natixis**

1600 **Presentation: Hydrogen strategies – how they interact with renewables**

Speaker: Georg Obert, Managing Director, wpd invest GmbH

1630 **Panel: Korean LPs take on the current market**



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- How have Korean LPs investing strategies been affected by Covid-19? How are they adjusting their investment strategies?
- 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?

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

Speakers: Jerry Yeo, Head of Investment Team 2, DB Life Insurance
Jinho Lee, Head of Global Real Assets, Postal Savings, Korea Post
Seok Won Lee, Investment Manager, POBA

1715 **Birds of a feather: Networking discussion groups**

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Session 1: Infrastructure debt

Session 2: Korean Infrastructure

Infrastructure Investor Japan Korea Week

Wednesday, 9th September

0600 Private meetings open

1100 **Birds of a feather: Session: Seoul LP Networking (LP Only)**

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1400 **Birds of a feather: Session: Investment strategies during Covid-19**

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1300 Private meetings open until midnight

Infrastructure Investor Tokyo Summit (JST/UTC+9 time)

Thursday, 10th September, Virtual event

0600 Private meetings open

0700 **Sponsor networking open**

0800 **Tutorial in English** followed by Q&A



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0800 **Tutorial in Japanese** followed by Q&A

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

0900 **Keynote Panel: How should Japanese LPs best invest in a time of crisis?**

- How has Covid-19 changed the infrastructure investing landscape?
- Core vs Core Plus vs Value Add - what are the best investment strategies to deploy in the current environment given the pandemic's impact on infrastructure markets?
- Does greenfield now present a better opportunity for investors on a risk adjusted return basis compared to brownfield?

Moderator: Mark Weisdorf, Managing Partner, Mark Weisdorf Associates

Speakers: 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

John Jackman, Managing Director, Stonepeak Infrastructure Partners

0950 **Keynote Presentation: Japan Post Bank**

Speaker: Hideya Sadanaga, Senior Managing Director, Head of Private Equity Investment Department, Japan Post Bank

1020 **Presentation: Core infra : resilient assets in turbulent times**

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

1040 **Roundtables**

1040 **Birds of a feather: Networking discussion groups**

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Session 1: Infrastructure Debt

Shuji Hatsukaiwa, **Schroders**

Session 2: US Infrastructure

Maki Mitsui, **Carlyle**

1110 **Panel: Deal sourcing, investing and exiting the mid-market in the Covid-19 era**

- How has the mid-market investment proposition changed in the last 6 months?
- What are GPs current interpretations and definitions of the mid-market?
- What are the current challenges in the mid-market infra space GPs face, in terms of deal sourcing / operation and exit?

Moderator: Eugene Zhuchenko, Director and Founder, ETORE Advisory

Speakers: Steven Dowd, Partner, CBRE Caledon

Jamie Storrow, Managing Director, Northleaf Capital

Gwenola Chambon, CEO, Vauban Infrastructure Partners

1200 **Presentation: Investment Opportunities in Offshore Wind**



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

1220 Panel: How do Japan's most active LP's view fund managers?

- What is the current process by which LPs select their GPs? Has this been affected by the current pandemic?
- What kind of GP do LPs think is competitive? Large cap vs Mid-Size. Has this changed since the crisis?
- With a recession coming, how do LPs prepare for this within their investment strategy?
- How do LPs monitor ESG and how have they implemented their ESG policy?

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

Speakers: Takeshi Ito, Senior Investment Officer & Chief Operation Officer, AISIN Employees' Pension Fund

Yasuhiro Ono, Director, Japan Post Bank

Masaaki Kusano, Nippon Life Insurance

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

1310 Roundtables

1310 Birds of a feather

"Birds of a feather" is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class – you decide what the topics will cover!

Session 1: European Infrastructure

Session 2: Digital Infrastructure

1410 Panel: Investing in digital infrastructure – a winning sector in uncertain times?

- What exactly is digital infrastructure and why is it so appealing at the current time?
- What role does Infratech play in digital infrastructure?
- What are the similarities and differences between digital and core infrastructure?

Moderator: Jingjing Bai, Advisor, Bfinance

Speakers: LN Sadani, Founder & CEO, Lensbridge Capital

Todd Smith, Senior Vice President - Private Infrastructure, Partners Group

Jon Mauck, Managing Director. Digital Colony

1450 Presentation: Presentation: Infra Debt: an all-weather solution?

Speaker: Jerome Neyroud, Head of Infrastructure Debt, Schroders

1510 Presentation: Driving value creation in fibre infrastructure

Speaker: Mauricio Bolaña, Partner, Antin Infrastructure Partners

1530 Roundtables

1530 Birds of a feather: Networking discussion groups



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Session 1: Infrastructure Debt
Ken Kodaira, **Carlyle**

Session 2: Asset Management
Shunsuke Tanahashi, **Partners Group**

1600 **Panel: Investing in the energy transition: Is Covid-19 accelerating the global transformation to sustainable energy?**

- Is the Covid19 pandemic accelerating the global transformation to sustainable energy?
- What role can 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
Pooja Goyal, Partner and Co-head Infrastructure Group, The Carlyle Group

1640 **Keynote Fireside Chat: Government Pension Investment Fund (GPIF)**

Speaker: Yoshitaka Todoroki, Managing Director, Head of Private Equity, Private Market Investment Department, **Government Pension Investment Fund (GPIF) interviewed by** Bruno Alves, Senior Editor, **Infrastructure Investor**

1710 **Birds of a feather: Networking discussion groups**

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Session 1: Core Infrastructure

Session 2: Asian Infrastructure

1800 **Sponsor networking and private meetings open until midnight**

Friday, 11th September, Tokyo, Virtual event

0600 Platform opens for private meetings

0700 Sponsor networking

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

0900 **Day 2 Keynote presentation: Supporting Future Networks: Convergence in Digital Infrastructure**



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Speaker: Marc Ganzi, Chief Executive Officer, Colony Capital

0930 **Panel: The growing importance of infrastructure debt in the investor portfolio**

- Given the impact of the crisis, are we seeing increased demand for infrastructure debt funds in the market?
- How does infra debt compare with other fixed income classes such as corporate debt?
- Are there any downsides to investing in debt in the current environment?

Moderator: Daniel Kemp, SuperFunds Correspondent, Infrastructure Investor

Speakers: Erik Savi, Managing Director/Global Head of Carlyle Infrastructure Credit, The Carlyle Group

Toru Inoue, Vice President, Goldman Sachs

Nick Cleary, Partner, Vantage Infrastructure

1015 **Presentation: Global PPP/Concession Infrastructure: Market Overview and Outlook**

Speaker: Gershon Cohen, Global Head of Infrastructure Funds – Concession Infrastructure, Aberdeen Standard Investments

1045 **Roundtables**

1045 **Birds of a feather Networking discussion groups**

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Session 1: ESG

Kim Schumacher

Session 2: PPP/ Concession infrastructure

Jiro Hamaguchi, Aberdeen Standard

1115 **Panel: Has covid-19 damaged Japan’s domestic infrastructure market long term?**

- Current overview and status of the Japanese infrastructure market
- From 5G to PPPs and renewables, where are the emerging domestic opportunities?
- Impact of Covid-19 and 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

1200 **Panel: Will fundraising ever be the same again? Engaging first-time investors during and after the pandemic**

- 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? How to best engage with LPs when in person meetings are difficult?
- The role of the gatekeeper in the monitoring process, how do they help select and monitor GPs?



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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
Takahiro Kato, DBJ Asset Management Co., Ltd.

1245 **Roundtables**

1245 **Birds of a feather: Lunch networking**

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Session 1: Japanese infrastructure

Session 2: LP Lounge (LPs Only)

1345 **Closing remarks**

1400 **Sponsor networking**

2359 **Private meetings close – extended networking and on-demand access to content remains open until March 31st 2021.**