

Japan Korea Week 2020

7-11 September
Seoul & Tokyo

Infrastructure Investor Seoul Summit
8 September
Online

Infrastructure Investor Tokyo Summit
10-11 September
Shangri-la Hotel & Online

Keynote LP Speakers

Hideya Sadanaga, Managing Director, **Japan Post Bank**
Janghwan Lee, Managing Director, Financial Investment Group Head,
LOTTE Insurance

Other 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**
- Hamish de Run, Head of Infrastructure, **Hermes Investment Management**
- 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**
- Sam Lissner, Vice President, **Ridgewood Infrastructure**
- 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**
- Jason Zibarras, Founding Partner, **Argo Infrastructure Partners**

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Infrastructure Investor Japan Korea Week

Monday 7th September, Networking Opens online

Infrastructure Investor Seoul Summit

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
Brad Kim, Managing Director, Stonepeak Infrastructure Partners

1020 **Presentation**

Speaker: Antin Infrastructure Partners

1050 **Networking Coffee Break**

1120 **Presentation**

Speaker: Charles Dupont, Head of Infrastructure Finance, Schroders

1140 **Presentation**

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

1200 **Presentation**

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

1220 **Break**



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- 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:** Jay Ryu, Portfolio Manager, Infrastructure Investments, Asia Pacific, APG Asset Management Asia
Donghi Park, Division Head of Energy & Infrastructure, Kiwoom Asset Management
- 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
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, 9th September

Online networking & roundtables

Infrastructure Investor Tokyo Summit

Thursday, 10th September | Shangri La Hotel, Tokyo & 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

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

John Jackman, Managing Director, Stonepeak Infrastructure Partners



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- 0950 **Keynote Presentation: Hideya Sadanaga, Managing Director, Head of Private Equity Investment Department, Japan Post Bank**
- 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?
- Speakers:** Spence Clunie, Managing Partner, Ancala
Steven Dowd, Partner, CBRE Caledon
Hamish de Run, Head of Infrastructure, Hermes Infrastructure
Sam Lissner, Vice President, Ridgewood Infrastructure
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: Masashi Ono, Deputy General Manager, Dai-ichi Life Insurance
Yasuhiro Ono, Director, Japan Post Bank
Masaaki Kusano, Nippon Life 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?

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Moderator: Jingjing Bai, Advisor, Bfinance

Speakers: Takako Ishiyama, Senior Asset Manager, MC Digital Realty
Livio Fenati, Managing Director, Infrastructure Europe, Partners Group
Ross Israel, Head of Global Infrastructure, QIC

1450 **Presentation**

Speaker: Charles Dupont, Head of Infrastructure Finance, 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?

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

1640 **Keynote Fireside Chat**

1710 **Close of day one**

Friday, 11th September | Shangri La Hotel, Tokyo

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

0830 **Registration and coffee**

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

0900 **Day 2 Keynote presentation**

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



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

1310 **End of conference**

0000 **Networking for Japan Korea Week Closes**