

Japan Korea Week 2020

20-24 April
Seoul & Tokyo

Keynote LP Speakers

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

Other Confirmed 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**
- Hamish de Run, Head of Infrastructure, **Hermes Investment Management**
- Charles Dupont, Head of Infrastructure Finance, **Schroders**
- 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**
- 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**
- Scott Lawrence, Partner, **Glennmont Partners**
- Jinho Lee, Head of Global Real Assets, Postal Savings, **Korea Post**
- Seok Won Lee, Investment Manager, **POBA**
- Junho Choi, Senior Portfolio Manager, **KDB Life Insurance**
- Toru Masuda, Executive Manager, Fellow, **Sumitomo Mitsui Trust Bank**
- Kanna Mihara, Senior Vice President, **Macquarie Capital**
- Masaaki Kusano, **Nippon Life Insurance**
- 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**
- Helge Rau, Head of M&A, **wpd**
- Harry Seekings, Director, Infrastructure, **InfraRed Capital Partners**
- Andrew Shin, Director and Head of Investment Services, **Willis Towers Watson**

Infrastructure
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Infrastructure Investor Seoul Summit

Monday, 20th April | Westin Chosun Hotel Seoul

- 1330 Registration and coffee
- 1350 PEI Welcome and opening remarks
- 1400 **Presentation**
Speaker: Charles Dupont, Head of Infrastructure Finance, Schroders
- 1420 **Presentation**
Speaker: Francesco Cacciabue, Partner and Chief Financial Officer, Glennmont Partners
- 1440 **Presentation: UK Regulated assets – changes and prospects**
Speaker: Sion Jones, Chief Operating Officer, Equitix
- 1500 **Presentation**
Speaker: Heiko Schupp, Global Head of Infrastructure, Columbia Threadneedle
- 1520 **Coffee Break**
- 1540 **Keynote LP Interview**
Speaker: Managing Director, Financial Investment Group Head, LOTTE Insurance
- 1615 **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, Director, Team Head, Kiwoom Asset Management
- 1700 **VIP Networking Drinks (Invitation Only)**

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Tuesday, 21st April | Westin Chosun Hotel Seoul

0800 **Registration and coffee**

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

1020 **Presentation**

Speaker: Antin Infrastructure Partners

1050 **Networking Coffee Break**

1120 **Panel: Investing in the mid-market**

- How has the mid-market landscape changed in the past several years and how will it evolve in the forthcoming decade?
- 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 Korean institutional investor?

Speakers: Sam Lissner, Vice President, Ridgewood Infrastructure

1200 **Presentation**

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

1220 **Networking lunch**

1320 **Presentation**



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1350 Panel: Investing in digital infrastructure

- How do you define digital infrastructure and why invest in the asset class?
- How is the advent of SDN and 5G changing the nature of investments?
- Given its rapid growth, how will it evolve in the next 3-5 years? What are the risks?

Moderator: Jingjing Bai, Advisor, Bfinance

Speakers: Abu Bakar Chowdhury, Managing Director & CFO, ASMA Capital Partners

1445 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

1515 Networking Coffee Break

1545 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

1630 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, POBA

Jason Hyunjae Kim, Head of Infrastructure Team 2, Samsung Fire & Marine Insurance

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1715 **Close of conference followed by cocktail reception**

Infrastructure Investor Tokyo Summit

Wednesday, 22nd April | Shangri La Hotel, Tokyo

1800 **VIP Networking Drinks (Invitation Only)**

Thursday, 23rd April | Shangri La Hotel, Tokyo

0800 **Registration and coffee**

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

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

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 **Networking 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



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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 **Networking Lunch**

1410 **Panel: Investing in digital infrastructure**

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

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, Schrodgers

1510 **Presentation**
Speaker: Antin Infrastructure Partners, TBC

1530 **Networking Coffee Break**



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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

1645 Presentation

Speaker: Heiko Schupp, Global Head of Infrastructure, Columbia Threadneedle

1705 Close of day one followed by cocktail reception

Friday, 24rd April | 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

1015 Presentation

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

1035 Networking coffee break



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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: Jason Zibarras, Founding Partner, 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
Kazuhiro Honjo, Head of Multi Manager Investment Department, Tokio Marine Asset Management

1310 Networking lunch and end of conference