

# Japan Korea Week 2020

20-24 April  
Seoul & Tokyo

## Preliminary Conference Agenda

Confirmed Keynote: **Hideya Sadanaga**, Managing Director, Japan Post Bank

**Other Confirmed Speakers Include:** Jingjing Bai, advisor, **Bfinance**; Cyril Cabanes, Managing Director, Infrastructure, Asia Pacific, **CDPQ**; Ryuichi Horie, CEO & Co Founder, **CSR Design Green Investment Advisory**; Masashi Ono, **Dai-ichi Life Insurance**; Andreas Huber, Partner, **EQT Partners**; Tony Clamp, Deputy Director, **Green Climate Fund**; Hamish de Run, Head of Infrastructure, **Hermes Investment Management**; Yasuhiro Ono, Director, **Japan Post Bank**; Jinho Lee, Head of Alternative Investments, **Korea Post**; Kanna Mihara, Senior Vice President, **Macquarie Capital**; Takako Koizumi, Executive Director, **Mitsui & Co. Alternative Investments**; Kazuo Nishimura, Chief Product Strategist, **Nomura Funds Research and Technologies Co., Ltd.**; Jason Hyunjae Kim, Head of Infrastructure Team 2, **Samsung Fire & Marine Insurance**; Toru Masuda, Executive Manager, Fellow, **Sumitomo Mitsui Trust Bank**

### Series sponsor



### Lead sponsors

**ANTIN**  
INFRASTRUCTURE PARTNERS

**EQT**

**equitix**

**GLENMONT**  
PARTNERS

**InfraRed**  
Capital Partners

**Schroders**

### Sponsors

**ARGO**  
INFRASTRUCTURE PARTNERS

**Hermes**  
Infrastructure

**Partners Group**  
REALIZING POTENTIAL IN PRIVATE MARKETS

**QIC**

## Infrastructure Investor Seoul Summit

Monday, 20th April | Westin Chosun Hotel Seoul

1400-1615 **Fund Presentations and Infrastructure Case Studies including:**

- **Renewable Energy**
- **Infrastructure Debt**
- **Digital Infrastructure**
- **Korean Infrastructure**
- **Infratech**
- **Transportation**
- **ESG**

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?

1700 **VIP Networking Drinks (Invitation Only)**

Tuesday, 21st April | Westin Chosun Hotel Seoul

0800 **Registration and coffee**

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

0900 **Keynote presentation**

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?

1020 **Presentation**

1050 **Networking Coffee Break**



For programme information:  
**Andrew Wolff**  
[andrew.w@peimedia.com](mailto:andrew.w@peimedia.com)

For sponsorship opportunities:  
**Brix Sumagaysay**  
[brix.s@peimedia.com](mailto:brix.s@peimedia.com)

**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?

**1200 Presentation**

**1220 Networking lunch**

**1320 Presentation**

**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?

**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?

**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?

**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?

**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

0950 **Keynote Presentation: Hideya Sadanaga, Managing Director, Head of Private Equity Investment Department, Japan Post Bank**

1020 **Networking Coffee Break**

1050 **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?

1130 **Presentation: European infrastructure case study**

1200 **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



For programme information:  
**Andrew Wolff**  
[andrew.w@peimedia.com](mailto:andrew.w@peimedia.com)

For sponsorship opportunities:  
**Brix Sumagaysay**  
[brix.s@peimedia.com](mailto:brix.s@peimedia.com)

# Japan Korea Week 2020

20-24 April  
Seoul & Tokyo

- 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?

1250 **Networking Lunch**

1350 **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?

1435 **Presentation**

1505 **Networking Coffee Break**

1535 **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?

1620 **LP Keynote Interview**

1700 **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?



For programme information:  
**Andrew Wolff**  
[andrew.w@peimedia.com](mailto:andrew.w@peimedia.com)

For sponsorship opportunities:  
**Brix Sumagaysay**  
[brix.s@peimedia.com](mailto:brix.s@peimedia.com)

- 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?

1015 **Networking coffee break**

1045 **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?

1130 **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?

1215 **Presentation: Innovation in Smart Cities**

1250 **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?

1330 **Networking lunch and end of conference**