

Private Debt
Investor

Japan Korea Week 2020

PDI Japan Korea Week 2020

Private Debt Investor's 2nd annual PDI Japan Korea Week on 10-12 November will examine the impact of a tumultuous 2020 and create the roadmap for the next decade of capital flow to private debt funds. The event will bring the most active outbound investors and global GPs in the private credit space to analyse the latest trends in the market, discover new opportunities globally and build valuable connections for business growth.

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For programme information:
Niann Lai
niann.l@peimedia.com

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Japan Korea Week 2020

- **Jingjing Bai**, Advisor, Bfinance
- **Anthony Biddulph**, CEO, Capra Global Partners
- **Kipp deVeer**, Director, Partner, Head of Credit Group, Ares Management Corporation
- **Symon Drake-Brockman**, Chief Executive Officer, Pemberton
- **Ari Druker**, Real Estate, Loan Origination, Investment Banking Coverage, Deutsche Securities Inc
- **Jiroo Eoh**, Team Head, ABL Life Insurance
- **Jayme Han**, Director, Funds Advisory – Asia Pacific, JLL
- **Janghwan Lee**, Managing Director, Head of Financial Investment, Lotte Insurance
- **Jin Won Lee**, General Manager, Local Finance Association
- **Deborah Ogawa**, Senior Director, U.S. Structured Credit Group, Fitch Ratings
- **Carol Lee Park**, Managing Director, CLSA Capital Partners (HK)
- **Wonjoon Park**, CEO, DS Networks Asset Management
- **Michael Patterson**, Governing Partner, HPS Investment Partners
- **Robert Petty**, Co-CEO and Co-CIO, Fiera Capital
- **Greg Racz**, Co-founder & President, MGG Investment Group
- **Jiro Shimpo**, President & CEO, Tasku Advisors
- **Andrew Shin**, Director & Head of Investment Services, Willis Towers Watson
- **Koji Suguchi**, Executive Officer General Manager, Fund Management Department, Osaka Shoko Shinkin Bank
- **Thomas Swain**, Director, Credit Suisse Private Fund Group
- **Edward Tong**, Managing Director, Head of Private Debt Asia, Partners Group
- **Speaker TBC**, Northleaf Capital Partners

Private Debt Investor Seoul Forum 2020

10 November 2020 | Park Ballroom, Conrad Seoul

- 8.00 Registration and coffee
- 9.00 Welcome from PDI and Chair's opening remarks
- 9.10 **Opening panel: What is fuelling the rise in global private debt?**
 - What are the key learnings from the COVID-19 crisis?

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- Which strategies have emerged well in 2020 and which have suffered?
- Why transparency in reporting will remain important and what data is required in decision making
- Will ESG investing be the new norm?

Panellists:

Janghwan Lee, Managing Director, Head of Financial Investment, Lotte Insurance

Greg Racz, Co-founder & President, MGG Investment Group

9.50 **Keynote presentation: How senior debt fit into an LP portfolio**

- What should LPs aware, in terms of deal structures and extend, when they seek to allocate to private debt
- How can a private debt strategy make the portfolio different for LPs?
- How to effectively diversify geographically and by sector

10.10 **LP keynote fireside chat**

10.30 Networking refreshments

11.00 **Middle market lending in Europe and US**

- Predicting the post COVID-19 mid-market direct lending market
- Major strategies and regions providing exceptional returns
- Incentives and deterrents to deploy capital

Moderator: **Deborah Ogawa**, Senior Director, U.S. Structured Credit Group, Fitch Ratings

11.40 **Distressed and special situations**

- Where are the opportunities in the enormous market?
- How can distressed funds make the current environment work for them?
- What are factors that accelerate or derail future growth?

Moderator: **Wonjoon Park**, CEO, DS Networks Asset Management

12.10 **Presentation: Australian private debt**

- Market outlook: how allocation levels are going to change?

- What is working best and why?
- What factors could accelerate or derail future growth?

12.40 Lunch

13.50 **Keynote: “The impact of COVID-19 on private debt”**

Speaker: **Kipp deVeer**, Director, Partner, Head of Credit Group, Ares Management Corporation

14.20 **Real asset debt**

- Risks and returns compare to corporate debt
- What type of opportunities are firms seeing in real asset debt?
- Why real estate and infrastructure debt fit into a mixed asset portfolio?

Moderator: **Jayme Han**, Director, Funds Advisory – Asia Pacific, JLL

Panellist: **Jiroo Eoh**, Team Head, ABL Life Insurance

14.50 Networking refreshments

15.20 **Panel: Where to find uncrowded opportunities in Asia?**

- Opportunities and key challenges ahead for private debt in Asia
- What should investors be aware of when approaching different markets across Asia?
- How are different managers approaching open-ended and closed-ended vehicles and what are potential considerations for each?
- What are the opportunities at the larger end of the market? How does it differ in type and attractiveness with more mid-market plays?

Moderator: **Thomas Swain**, Director, Credit Suisse Private Fund Group

Panellists:

Carol Lee Park, Managing Director, CLSA Capital Partners (HK)

Robert Petty, Co-CEO and Co-CIO, Fiera Capital

Edward Tong, Managing Director, Head of Private Debt Asia, Partners Group

15.50 **Panel: Meet the Korean LPs and gatekeepers**

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- How do LPs currently view private debt?
- Recent challenges facing asset allocations
- Are LPs prepared to commit to funds without seeing managers face to face? How does restricted travel affect LP / GP relationships?

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

Panellist: **Jin Won Lee**, General Manager, Local Finance Association

16.30 **Closing keynote**

16.55 **Chairperson's closing remarks**

17.00 **End of forum and Cocktail**

Private Debt Investor Tokyo Forum 2020

12 November 2020 | Grand Ballroom, Mandarin Oriental, Tokyo

8.00 Registration and coffee

8.50 Welcome from PDI and Chair's opening remarks

9.00 **Opening panel: How will the private debt change in the next cycle?**

- How the landscape for private debt in globe is developing in response to COVID-19?
- What a private credit deal looks like today and over the multiple cycles?
- Are sponsor-backed transactions still appealing and what benefits do they offer private lenders?

Panellists:

Symon Drake-Brockman, Chief Executive Officer, Pemberton

Greg Racz, Co-founder & President, MGG Investment Group

9.40 **Presentation**

Speaker: **Michael Patterson**, Governing Partner, HPS Investment Partners

10.10 **Keynote panel: Risks vs Yields**

- What GPs and banks do anything to manage and mitigate risk, in terms of country, sector and performance?
- Why banks' involvement still prevalent in debt market and their role in partnership? What role are banks playing in the market today?
- How does the risk-return profile compared in developed and developing regions?
- Risk management: What if pandemics strike again?

Moderator: **Ari Druker**, Real Estate, Loan Origination, Investment Banking Coverage
Deutsche Securities Inc

Panellist: **Koji Sugauchi**, Executive Officer General Manager, Fund Management
Department, Osaka Shoko Shinkin Bank

10.50 Networking refreshments

11.20 **Presentation**

Speaker: **TBC**, Pemberton

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- Predicting the post COVID-19 mid-market direct lending market
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13.00 Lunch

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Speaker: **Kipp deVeer**, Director, Partner, Head of Credit Group, Ares Management
Corporation

14.30 **The seamless solution - hybrid facilities in debt funds**

- Where hybrid facility lies and how this adds into the fund management toolkit
- Why a high ratio of NAV facilities to hybrid facilities in the market
- Benefits by obtaining and using a hybrid facility for open-ended funds

15.00 Networking refreshments

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- Recent challenges facing asset allocations
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Moderator: **Jiro Shimpo**, President & CEO, Tasku Advisors

Panellist: **Masao Konomi**, President, Konomi Inc

16.50 **Chairperson's closing remarks**

17.00 **End of forum and Cocktail**

The agendas are subject to change.