

Private Debt  
Investor

# Japan Korea Week 2020

Private Debt Investor's 2<sup>nd</sup> annual PDI Japan Korea Week 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. [Virtual pass](#) is now available offering limitless cross-border access to the global private debt's most influential community and 5 days' unlimited virtual private meeting from 9 – 13 November. On-demand content, attendee list and direct messaging are available **until the end of 2020**.

## Principal sponsor

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# Japan Korea Week 2020

## Featured speakers and organisations:

- Jingjing Bai, Advisor, **Bfinance**
- Anthony Biddulph, CEO, **Capra Global Partners**
- BK Cheon, Chief Investment Officer, **DGB Life Insurance**
- 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**
- Jiroo Eoh, Team Head, **ABL Life Insurance**
- Nicole Gates, Partner, Chief Credit Officer, **Pemberton**
- Jayme Han, Director, Funds Advisory – Asia Pacific, **JLL**
- Tsutomu Ishida, Deputy General Manager, **Tokio Marine & Nichido Fire Insurance**
- Ian Jackson, Managing Director and Co-Head of Carlyle Strategic Partners, **The Carlyle Group**
- Mark Jenkins, Managing Director and Head of Global Credit, **The Carlyle Group**
- Yoshi Kiguchi, Chief Investment Officer, **West Japan Machinery Pension Fund**
- Masao Konomi, President, **Konomi Inc**
- Janghwan Lee, Managing Director, Head of Financial Investment, **Lotte Insurance**
- Jin Won Lee, General Manager, **Local Finance Association**
- Hiroaki Matsunami, Senior Vice President, Global Investment Management Department, **DBJ Asset Management**
- Dalit Nuttall, Principal, **West Valley Capital**
- 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**
- David Ross, Managing Director, **Northleaf Capital**
- Ken Shimasaki, Executive Director, Investment Management, **Mitsui & Co. Alternative Investments**
- Jiro Shimpō, President & CEO, **Tasku Advisors**
- Andrew Shin, Director & Head of Investment Services, **Willis Towers Watson**

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- Koji Sugauchi, 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**

## Private Debt Investor Seoul Forum 2020

Virtual event KST / UTC +9

Interactive content: 10 November

Live 1:1 video meetings: 9-13 November

Extended networking: until the end of December 2020

8.00 **Tutorial in English**

8.00 **Tutorial in Korean**

9.00 **Welcome from PDI**

9.10 **Keynote: The impact of covid-19 on private debt**

- What are the impacts that the pandemic and subsequent downturn will have on competition within the private debt market?
- Why is private debt attractive for investors relative to other asset classes?
- What changes have we seen to investor and manager behaviour in anticipation of the correction?

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

*Followed by live Q&A with the speaker*

9.40 **Panel: Which private debt strategies have emerged well in the face of covid-19 and which have suffered?**

- What are the key learnings from the covid-19 crisis?
- What are leading GPs and LPs predicting for the next decade?
- Will ESG investing be the new norm?



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Moderator: Dalit Nuttall, Principal, **West Valley Capital**

Panellists:

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

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

David Ross, Managing Director, **Northleaf Capital**

*Followed by live Q&A with the speakers*

## 10.20 **Panel: Private corporate debt – US middle market lending**

- What does the mid-market direct lending market look like now?
- Major strategies and regions providing exceptional returns
- Incentives and deterrents to deploy capital

*Followed by live Q&A with the speakers*

## 11.00 **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.

**Session 1: US market**

**Session 2: Senior debt**

**Session 3: Mezzanine**

## 11.30 **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?

*Followed by live Q&A with the speaker*

## 12.00 **Panel: How LPs feel about committing capital to private debt amid a pandemic**

- 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?

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- What do Korean investors want from their global fund managers and local asset managers?

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

Panellist:

BK Cheon, Chief Investment Officer, **DGB Life Insurance**

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

*Followed by live Q&A with the speakers*

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**Session 1: Direct lending    Session 2: Co-investing    Session 3: LP Lounge**

## 14.00 **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**

*Followed by live Q&A with the speakers*

## 14.30 **Panel: Prepared to ride the wave of distressed and special situations**

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- Where are the opportunities in the enormous market?
- How can distressed funds make the current environment work for them?
- Will there be a growing appetite in the post-downturn world?

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

Panellist: Brock Silvers, Chief Investment Officer, **Adamas Asset Management (HK)**

*Followed by live Q&A with the speakers*

## 15.00 **Panel: Private corporate debt – Europe middle market lending**

- What does the mid-market direct lending market look like now?
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**Session 1: Europe market**   **Session 2: Distressed & special situations**   **Session 3: LP perspectives**

## 16.00 **Panel: Alternatives away from direct lending**

- Opportunities seeing in real asset debt and specialty finance
- Risks and returns compare to corporate debt
- Why real asset debts fit into a mixed asset portfolio or something else?

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

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

*Followed by live Q&A with the speakers*

## 16.30 **Keynote: The future of private debt**



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Speaker: Mark Jenkins, Managing Director and Head of Global Credit, **The Carlyle Group**

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**Session 1:**

**Session 2:**

**Session 3:**

17.00 **Live 1:1 meetings open until Friday 13<sup>th</sup> November, networking continues until 31<sup>st</sup> December 2020**

*The agenda is subject to change.*

## Private Debt Investor Tokyo Forum 2020

Virtual event JST / UTC +9

Interactive content: 12 November

Live 1:1 video meetings: 9-13 November

Extended networking: until the end of December 2020

8.00 Tutorial in English

8.00 Tutorial in Japanese

9.00 Welcome from PDI

### 9.10 **Keynote: The impact of covid-19 on private debt**

- What are the impacts that the pandemic and subsequent downturn will have on competition within the private debt market?
- Why is private debt attractive for investors relative to other asset classes?
- What changes have we seen to investor and manager behaviour in anticipation of the correction?

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

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*Followed by live Q&A with the speaker*

9.40 **Panel: How the landscape for private debt is developing in response to covid-19?**

- Which markets will bounce back fastest from 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?

Moderator: Dalit Nuttall, Principal, **West Valley Capital**

Panellists:

Symon Drake-Brockman, Chief Executive Officer, **Pemberton**

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

David Ross, Managing Director, **Northleaf Capital**

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

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*Followed by live Q&A with the speakers*

## 11.40 Panel: Risks vs Yields

- What GPs and banks do anything to manage and mitigate risk, in terms of country, sector and performance?
- Senior debt, mezzanine and CLO: Which strategies have emerged well in 2020 and which have suffered?
- How does the risk-return profile compared in developed and developing regions?
- Risk management: What if pandemics strike again?

Moderator: Ari Druker, Director, Loan Origination - Real Estate, Investment Banking Coverage

**Deutsche Securities Inc**

Panellist: Koji Suguchi, Director, Fund Management Department, **Osaka Shoko Shinkin Bank**

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**13.30 Panel: Mysteries of private debt - Why private debt not yet into some LP's portfolio**

- Nuances of investing in private debt – how it compares to private equity investing
- What is giving LPs the confidence to increase allocations to private debt after a pandemic?
- Are LPs and gatekeepers prepared to commit to funds without seeing managers face to face? How does restricted travel affect their relationships with GPs?
- What are Japanese LPs' risk appetite and geographic focus?

Panellists:

Masao Konomi, President, **Konomi Inc**

Hiroaki Matsunami, Senior Vice President, Global Investment Management Department, **DBJ Asset Management**

Ken Shimasaki, Executive Director, Investment Management, **Mitsui & Co. Alternative Investments**

*Followed by live Q&A with the speakers*

**14.00 Presentation**

Speaker: **Nicole Gates**, Partner, Chief Credit Officer, Pemberton

*Followed by live Q&A with the speaker*

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Moderator: Jingjing Bai, Advisor, **Bfinance**

Panellist: Ian Jackson, Managing Director and Co-Head of Carlyle Strategic Partners, **The Carlyle Group**

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Moderator: Jiro Shimpo, President & CEO, **Tasku Advisors**

Panellists:

Tsutomu Ishida, Deputy General Manager, **Tokio Marine & Nichido Fire Insurance**

Yoshi Kiguchi, Chief Investment Officer, **West Japan Machinery Pension Fund**



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Masashi Ono, Deputy General Manager, **Dai-ichi Life Insurance**

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