

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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Japan Korea Week 2020

Featured speakers and organisations:

- **Anthony Biddulph**, CEO, Capra Global Partners
 - **Symon Drake-Brockman**, Chief Executive Officer, Pemberton
 - **Jiroo Eoh**, Team Head, ABL Life Insurance
 - **Jin Won Lee**, General Manager, Local Finance Association
 - **Deborah Ogawa**, Senior Director, U.S. Structured Credit Group, Fitch Ratings
 - **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
 - **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
- More speakers to be announced soon*

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?
- 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:

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

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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**

- What does the mid-market direct lending market look like now?
- Major strategies and regions providing maximised 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

12.20 **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?

13.00 Lunch

14.20 **Real asset debt**

- Risks and returns compare to corporate debt
- What type of opportunities are firms seeing in real asset debt?

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- Why real estate and infrastructure debt fit into a mixed asset portfolio?

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

1440 **Why co-investments are in the best interest of GPs and LPs**

- What explains the attractiveness of co-investments at present?
- What has worked well and what didn't?

1510 Networking refreshments

1540 **Panel: Where to find uncrowded opportunities in Asia?**

- How different managers dealing with opened-end and closed-end vehicle?
- What are the competitive advantages for funds catering to the larger end of the market?
- Opportunities and key challenges ahead for private debt in Asia

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

Panellists:

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

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

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

- What now is the LPs' view of private debt?
- Challenges facing lately regarding the asset allocations
- What is the relationship between LP and GP in a world of restricted travel? Are LPs prepared to commit to funds without seeing managers face to face?

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

16.50 **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

8.15 Breakfast briefing (by invitation only)

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?

Panellist:

Symon Drake-Brockman, Chief Executive Officer, Pemberton

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

9.40 **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

10.00 **Presentation**

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

10.20 Networking refreshments

10.40 **Keynote panel: Risks vs Yields**

- What GPs and banks do anything to manage and mitigate risk, in terms of country, sector and performance?

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- 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?

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

11.20 **Presentation**

Speaker: **TBC**, Pemberton

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

- Major strategies and regions providing maximised returns
- Incentives and deterrents to deploy capital

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

12.40 Lunch

13.45 **Spotlight feature: Is ESG more important than ever?**

14.10 **Mezzanine debt**

- What are the criteria affecting the decision-making?
- What LPs should look for when finding a fund manager

14.30 **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?

14.50 **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

15.10 Networking refreshments

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

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

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

Panellists:

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

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

16.20 **Panel: Meet the Japanese LPs and gatekeepers**

- What now is the LPs' view of private debt?
- Challenges facing lately regarding the asset allocations
- What is the relationship between LP and GP in a world of restricted travel? Are LPs prepared to commit to funds without seeing managers face to face?

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

16.50 **Chairperson's closing remarks**

17.00 **End of forum and Cocktail**

The agendas are subject to change.