Private Debt Investor

Japan Korea Week 2022

PDI Japan Korea Week

8-10 November 2022

The 4th annual PDI Japan Korea Week, returning as an in-person event, is connecting over 200 of Korea's and Japan's most active outbound investors with the global fund managers and exploring investment opportunities into private debt across the world.

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MGG Investment Group | Northleaf | Schroders

Sponsors

Deerpath Capital Management, LP | Fitch Ratings | Partners Group | White Oak Global Advisors

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100 Women in Finance | Alternative Credit Council | ILPA Institutional Limited Partners Association

The agenda is subject to change.

PEI

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Featured speakers and organisations:

- Jingjing Bai, Advisor, **Bfinance**
- Jin Suk Choi, Head of Sustainable Investment Team, Strategy & Innovation Group, **Korea Investment Corporation**
- Jiroo Eoh, Team Head, **ABL Life Insurance**
- Andre Hakkak, CEO, **White Oak**
- Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**
- Natalia Haewon Park, Senior Associate, **HarbourVest Partners**
- Yuko Hara, Director, Alternative Investments Team, **ORIX Life Insurance**
- Kunio Kamoi, Senior Product Manager, Fund Research and Development Division, **Mitsubishi UFJ Trust and Banking Corporation**
- Tsutomu Ishida, Deputy General Manager, **Tokio Marine & Nichido Fire Insurance**
- Chantale Pelletier, Global Head of Infrastructure, **Schroders Capital**
- Greg Racz, Co-founder and President, **MGG Investment Group**
- David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**
- Jiro Shimpo, Alternatives Advisory, **Tasku Advisors**
- Eriko Shoji, Director, **Japan Post Bank**
- Manabu Washio, Head, **Aksia Asia**
- Speaker TBC, **Fitch Ratings**
- Speaker TBC, **DBJ Asset Management**
- Speaker TBC, **Partners Group**

Tuesday 8 November 2022, Fairmont Ambassador Seoul

8:00 **Registration**

8:30 **Breakfast briefing** *(Exclusive to Korean investors and off the record)*

8:55 **Welcome from PDI and opening remarks**

9:00 **Opening panel: Private credit: Living post or with the pandemic?**
- Is covid a game changer for private debt fund managers?
- Given the unique environment induced by the pandemic, has there been a preference shifts in tranches?
- What are the top findings from 2022 - in terms of fundraising, deal flow, investor sentiment, etc.?

Speakers:
Greg Racz, Co-founder and President, **MGG Investment Group**
David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**

9:40 **Panel: Benefits of a global approach to middle market direct lending**
- Examining direct lending deals, legal jurisdictions, reporting and pricing fees
- What are the key challenges across middle markets as we head into the new year?
- How do the upper and lower middle markets compare for deals, returns and terms?

Speaker: Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**

10:20 **Keynote presentation: The benefits of building a diversified portfolio with private debt investing**

10:40 Networking break

11:10 **Panel: Where do private credit opportunities lie in the new era?**
- Why investing in specialty finance and what are alternative credit strategies away from the direct lending crowd?
- Which strategies are proving more resilient since the pandemic and downturn started?
- How do fund managers summarise the private credit opportunities in developed vs emerging markets?

Speaker: Andre Hakkak, CEO, **White Oak**

11:50 **Keynote panel: The growth of ESG in private debt markets**
- How has the private debt space responded to the increased emphasis on ESG factors?
- What are the top ESG priorities – DE&I, climate, data, transparency, other matters?

- Is impact investing the next level of ESG in private debt?

Speakers:
Jin Suk Choi, Head of Sustainable Investment Team, Strategy & Innovation Group, **Korea Investment Corporation**
Chantale Pelletier, Global Head of Infrastructure, **Schroders Capital**

12:30 **Networking luncheon**

13:30 **Investor keynote**

14:00 **Panel: Shining a light on distressed investing**

- How has distressed debt developed and will China see a further uptick in this sector?
- How do investors view the role of special situations within the wider portfolio?
- How long can managers see this thematic continuing?

14:40 **Panel: Uncovering the secret sauce of private debt investing in South Korea**

- What are new tactics for gatekeepers to deal with Korean investors?
- What is giving Korean investors the confidence to allocate to private debt now?
- What do Korean investors want from fund managers or local asset managers?

Moderator: Natalia Haewon Park, Senior Associate, **HarbourVest Partners**

15:20 **Networking break**

15:50 **Presentation: The rise of private debt secondaries market**

16:10 **Panel: Real estate debt vs infrastructure debt in the investor portfolio**

- How have real asset debts been performing in turbulent times?
- Where does real estate debt and infrastructure debt sit in an LPs portfolio and how does these impact return expectations?
- Which markets and segments within the real estate and infrastructure sector offer the most potential for returns?

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

16:50 **Panel: Korean investors' appetites for private debt**

- Why is private debt attractive for Korean investors relative to other asset classes?
- What attributes do institutional investors look for when choosing cross-border private debt managers?
- Are there any new approach or ESG criteria to weather changing environments?

17:30 **End of forum and networking cocktail**

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Thursday 10 November 2022, Shangri-La Tokyo

8:00 **Registration**

8:30 **Breakfast briefing** *(Exclusive to Japanese investors and off the record)*

8:55 **Welcome from PDI and opening remarks**

9:00 **Opening panel: Private debt into the next decade**

- Why investors continue making private debt commitment despite the prolonged global pandemic, macroeconomic uncertainties, and geopolitical risks?
- Outlook of the private credit competitive landscape, in terms of fundraising, deal flow, investor sentiment, etc.
- What are the ongoing and emerging considerations that Japanese investors should bear in mind within the private credit universe?

Speakers:
Greg Racz, Co-founder and President, **MGG Investment Group**
David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**

9:40 **Panel: Mid-market direct lending opportunities in North America and Europe**

- What are the driving factors behind the decision to focus on direct lending?
- Where do the pockets of opportunities lie for direct lending when comparing the upper and lower end market?
- What are other credit strategies away from the direct lending crowd?

Speaker: Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**

10:20 **Keynote presentation: The benefits of building a diversified portfolio with private debt investing**

10:40 Networking break

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- Is impact investing the next level of ESG in private debt?

12:30 **Networking luncheon**

13:30 **Investor keynote**

14:00 **Panel: Is private credit the new megatrend in Asia-Pacific?**
- Why were financials in Australia of very high quality and “very little Covid impact”?
- Is India’s non-performing loan a rising star?
- Deep dive into Asian corporate debt opportunities: What are the hottest segments and the performance?

14:40 **Panel: Due diligence in Japan**
- Lessons learnt from virtual due diligence processes given the covid lockdown and disruptions from the past three years. What kind of practices are changed forever?
- What is the appetite and activity level from Japanese investors for private debt?
- Where are Japanese investors finding alpha across global markets, sectors and strategies?

Moderator: TBC

Speakers:

Kunio Kamoi, Senior Product Manager, Fund Research and Development Division, **Mitsubishi UFJ Trust and Banking Corporation**

Manabu Washio, Head, **Aksia Asia**

Speaker TBC, **DBJ Asset Management**

15:20 **Networking break**

15:50 **Presentation: Identifying value across distressed markets**

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