

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. Simultaneous translation will be available between Korean / Japanese and English.

제 4회 년차인 PDI Japan Korea Week 는 대면식 컨퍼런스로 개최하는 예정입니다. 200 명넘은 한인 투자자와 글로벌 펀드 매니저는 함께하는 장에서 글로벌 사모 부채의 투자 기회를 의론하십시오.

(세션진행시 한영 동시통역이 제공됩니다.)

第4会年次の「PDI Japan Korea Week」は対面式イベントとして開催することになります。200名以上の日本と韓国アウトバウンド投資家を一堂に集め、グローバルなプライベート投資機会について議論しましょう。(すべてのセッションに日-英の同時通訳が入ることとなります。)

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Japan Korea Week 2022

Featured speakers and organisations: 講演者陣・연사 및 기관

- **Keynote:** Yasuyuki Tomita, Executive Director, Head of Private Equity Investments, **Japan Science and Technology Agency**
- Jingjing Bai, Advisor, **Bfinance**
- Xiaodong (Akina) Chang, Fund Manager, **Tokio Marine Asset Management**
- Byung Kyu Cheon, Chief Investment Officer, **DGB Life Insurance**
- Jungik Cho, Head of Alternative Investment Solutions, **Mirae Asset Securities**
- Jinsuk Choi, Head of Sustainable Investment Team, **Korea Investment Corporation**
- Ryan Chung, Managing Director and Head of Principal Investment, **Huatai International**
- Brian Dillard, Partner and Head of Asia Credit, **KKR**
- Philip Galgano, Senior Director, Ratings, **Egan-Jones Ratings**
- Dan Gallen, Chief Investment Officer, **Pallas Group**
- Kevin Griffin, Founder, CEO & CIO, **MGG Investment Group**
- Andre Hakkak, CEO, **White Oak**
- Woong Han, Woong Han, Head of PE/PD Team, **Hyundai Marine & Fire Insurance**
- Yuko Hara, Director, Alternative Investments Team, **ORIX Life Insurance**
- Woong Hwang, Head of Alternative Investments Solution Department, **Kyobo Securities**
- Tsutomu Ishida, Deputy General Manager, **Tokio Marine & Nichido Fire Insurance**
- Sayaka Iwase, General Manager, **Five Arrows Managers S.A., Rothschild & Co**
- Kunio Kamoi, Senior Product Manager, **Mitsubishi UFJ Trust and Banking Corporation**
- Patrick Keenan, Chairman, **Pallas Group**
- Vikas Keswani, Managing Director & Head of North American Specialty Lending, **HPS Investment Partners**
- Dong Hun Jang, Senior Advisor, **Yulchon**
- Celine Jeeyoun Kim, Senior Manager, Alternative Investment Team, **Lotte Non-Life Insurance**
- Seungki Jeong, General Manager, **Kiwoom Asset Management**
- Rok Kim, Senior Manager, **The Korean Teachers' Credit Union**
- Harold Dong Young Kim, Manager, Private Capital Team, **TongYang Life Insurance**
- Yoshi Kiguchi, CIO, **Pension Fund of Japanese Corporations**
- Tomoko Kitao, Managing Director, **Hamilton Lane**
- Keiichi Komori, Managing Director, **DBJ Asset Management**
- En Jung Kwon, Team Head, **MiraeAsset Global Investment**



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- JR (Jeryang) Lee, Head of Strategic Alternative Investments Team, **National Pension Service**
- Sunkyung Lee, Managing Director, **PineStreet Asset Management**
- Wai Leng Leong, Managing Director and Regional Head of Asia Pacific, **CDPQ Global**
- Alex Lynn, Hong Kong Bureau Chief, **PEI Media**
- Shoji Misawa, Executive Director, **ORIX Asia Asset Management**
- Lily Murakami Voukadinov, Partner, Head of Japan Relationship Management and Investor Relations, **Ares Management**
- Antonella Napolitano, Managing Director, **Deerpath Capital Advisors**
- David Oh, Investment Manager, **National Federation of Fisheries Cooperatives**
- Deborah Ogawa, Senior Director, **Fitch Ratings**
- Alexander Ott, Managing Director, **Partners Group**
- WanSun Park, Head of Alternative Investment Team, **Fubon Hyundai Life Insurance**
- Jeff Pentland, Managing Director, **Northleaf Capital Partners**
- Greg Racz, Co-founder and President, **MGG Investment Group**
- David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**
- Augustin Segard, Head of Junior Debt, **Schroders Capital**
- Chris Semple, Partner, **Crestline**
- Jiro Shimpo, Alternatives Advisory, **Tasku Advisors**
- Andrew Shin, Head of Investments (Korea), **Willis Towers Watson**
- Eriko Shoji, Director, **Japan Post Bank**
- Eugene So, Head of Global Alternative Investment Department, **IBK Securities**
- Manabu Washio, Head, **Aksia Asia**
- Go Yamashita, Managing Director, **KKR Capital Markets**
- Taehyun Yeom, Principal, **HarbourVest Partners**
- Chin Yuen, Research Manager, Asia, **PEI Media**



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PDI Seoul Forum

Connecting South Korea's investors and global private debt leaders

Simultaneous translation between Korean and English

한국 자본을 위한 글로벌 기회 창출 (현장에서 한-영 동시동역이 제공됩니다)

Tuesday 8 November 2022, Fairmont Ambassador Seoul

8:30 *Registration, networking and welcome refreshment* 등록 및 네트워킹 (간식 제공)

9:00 *Welcome from PDI and opening remarks* PDI 환영사 및 개회사
Event chair: Philip Galgano, Senior Director, Ratings, Egan-Jones Ratings

9:10 **Opening panel: Private credit: Moving to post pandemic investing opportunities** 오프닝 패널: 사모 크레딧: 팬데믹 이후의 투자 기회로

- Has 2022 been a game changing year for private debt fund managers?
- Given the interest rate hike, inflation and Fed's tightening stance, have there been preference shifts in tranches? What are the top findings from global investor sentiment?
- Which strategies are proving resilient or "all weather", regardless of the credit cycle or economic climate?

- 2022 년은 사모 대출 펀드 운용사에게 판도를 바꾸는 해였을까요?
- 금리 인상, 인플레이션, 연준의 긴축 기조를 반영한 트랜치 선호도의 변화여부와 글로벌 투자자심리의 변동사항 확인하기
- 비즈니스 사이클이나 경제 환경 변화에도 문제없는 전략분석

Moderator: Philip Galgano, Senior Director, Ratings, **Egan-Jones Ratings**

Speakers:

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

David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**

Chris Semple, Partner, **Crestline**



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10:00

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?
- How do managers tackle ESG challenges such as lack of ESG data availability?
- Is impact investing the next level of ESG in private debt?

Moderator: Alex Lynn, Hong Kong Bureau Chief, **PEI Media**

Speakers:

Jinsuk Choi, Head of Sustainable Investment Team, **Korea Investment Corporation**

Jeff Pentland, Managing Director, **Northleaf Capital Partners**

기조연설 패널: 사모부채 시장에서 ESG의 성장

- ESG 요소가 강화기조에 따른 사모 부채 전략의 대응방식.
- ESG의 최우선 과제는? - 다양성과 형평성 포용성(DE&I), 기후, 데이터, 투명성, 및 그 외 사항
- 임팩트 투자 (impact investing)는 다음 단계의 ESG 인가?

10:30

Networking break

네트워킹

11:00

Keynote panel: View from the Top [Korean session]

- How do investors view the private debt markets developing in 2023?
- What are the pros and cons of going private debt vs alternative asset classes?
- How can the investment team balance the demands for increased yield from the portfolio with risk?

Moderator: WanSun Park, Head of Alternative Investment Team, **Fubon Hyundai Life Insurance**

Speakers:

Byung Kyu Cheon, Chief Investment Officer, **DGB Life Insurance**

Woong Han, Head of PE/PD Team, **Hyundai Marine & Fire Insurance**

En Jung Kwon, Team Head, **MiraeAsset Global Investment**

JR (Jeryang) Lee, Head of Strategic Alternative Investments Team, **National Pension Service**

한국 투자자 패널: 정상에서의 관점 [한국어]

- 한국 investors가 보는 2023년의 사모 시장의 발전방향.
- 다른 대체 자산군에 비해 사모 대출 자산군의 장단점은?
- 투자역은 어떻게 증가된 포트폴리오 요구 수익률과 리스크 간의 균형을 맞출 수 있나?



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11:50

Panel: Identifying values across diversified private debt strategies

- What are alternative credit strategies away from the direct lending crowd?
- The growth of opportunistic credit, specialty finance and niche strategies
- How have real asset debts been performing in turbulent times?

패널: 다양한 사모부채 전략들 분석하기

- 다이렉트랜딩 이외에 전략분석
- 특수금융 시장의 발전과 니치 전략분석
- 변동성이 높은 시기의 실물자산 부채 수익률 분석

Moderator: Jayme Han, Managing Director and Head of Asia ex-Japan, **Pretium Partners**

Speakers:

Ryan Chung, Managing Director and Head of Principal Investment, **Huatai International**
Andre A. Hakkak, Chief Executive Officer and Co-Founder, **White Oak Global Advisors**
Augustin Segard, Head of Junior Debt, **Schroders Capital**

12:30

Networking luncheon

네트워킹 오찬

13:45

Panel: The US and Europe market landscape

- Has there been a geographical shift in preference since covid in US and Europe?
- How are managers managing and mitigating downside risk?
- Where are the biggest opportunities heading into 2023 – sectors, structures, strategies in developed markets?

패널: 미국 및 유럽 시장

- 코비드 발생 후, 미국과 유럽시장의 선호도가 바뀌었을까요?
- 운용사들의 하방위험 관리방법
- 2023년 선진시장에서 찾을 수 있는 가장 큰 기회 (섹터, 구조, 전략)

Moderator: Deborah Ogawa, Senior Director, **Fitch Ratings**

Speakers:

Antonella Napolitano, Managing Director, **Deerpath Capital Advisors**

Dong Hun Jang, Senior Advisor, **Yulchon**

Seungki Jeong, General Manager, **Kiwoom Asset Management**

Derrick Wee, Managing Director, Global Debt & Equity, **NH Investment & Securities**



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14:25

Presentation:
**Spotlights on commercial real estate
debt in Australia**

- The outlook of CRE debt in Australia, compared with developed markets
- Differentiating factors between various financing sources today
- Looking ahead: what should investors consider when allocating capital in CRE debt?

Speakers: Patrick Keenan, Chairman, **Pallas Group** and Dan Gallen, Chief Investment Officer, **Pallas Group**

프레젠테이션: 호주의 상업용 부동산부채 집중 조명

- 호주의 상업용 부동산(CRE) 부채의 전망과 선진시장과의 비교
- 다양한 자금조달 방식 분석비교
- 투자자들이 상업용 부동산(CRE) 부채에 배분시 고려해야 할 점은 무엇인가?

14:45

Networking break

네트워킹

15:15

**Panel: Uncovering the secret sauce
of investment due diligence in South
Korea [Korean session]**

- What are new tactics for gatekeepers to deal with Korean investors?
- What advice would asset managers give to investors who are just entering private debt investment world?
- What do Korean investors want from fund managers or local placement agents?

Moderator: Taehyun Yum, Principal, **HarbourVest Partners**

Speakers:

Jungik Cho, Head of Alternative Investment Solutions, **Mirae Asset Securities**

Woong Hwang, Head of Alternative Investments Solution Department, **Kyobo Securities**

Sunkyoung Lee, Managing Director, **PineStreet Asset Management**

Eugene So, Head of Global Alternative Investment Department, **IBK Securities**

패널: 국내 투자 실사 비법 공개 [한국어]

- 게이트키퍼가 한국 투자자와 일하기 위한 새로운 전략소개
- Private Debt 의 세계에 입문한 투자자들에게 해 줄 수 있는 운용사들의 조언
- 국내 투자자들이 운용사나 현지 펀드조성 주간사에게 바라는 점은?



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Japan Korea Week 2022

16:00

Panel: Korean investor appetite for private debt [Korean session]

- Where does corporate debt, real estate debt and infrastructure debt sit in investors' portfolios?
- Any sectors or strategies that are outperforming expectations?
- What attributes do institutional investors look for when choosing cross-border private debt managers?

패널: 한국 투자자들의 사모 대출 투자 선호도 [한국어]

- 회사채, 부동산 부채 및 인프라 부채는 investor 의 포트폴리오에서 어디에 속하나?
- 기대 이상으로 선전중인 투자 부문이나 전략
- 기관투자자는 해외 사모 부채 운용사를 선택할 때 어떤 점을 확인하나?

Moderator: Andrew Shin, Head of Investments (Korea), **Willis Towers Watson**

Speakers:

Celine Jeeyoun Kim, Senior Manager, Alternative Investment Team, **Lotte Non-Life Insurance**

Harold Dong Young Kim, Manager, Private Capital Team, **TongYang Life Insurance**

Rok Kim, Senior Manager, **The Korean Teachers' Credit Union**

David Oh, Investment Manager, Alternative team, **National Federation of Fisheries Cooperatives**

16:50

Closing remarks and networking cocktail

폐회사 및 네트워킹 칵테일

17:30

End of PDI Seoul Forum

서울포럼 폐회

The agenda is subject to change.

일정은 상황에 따라 변동이 될 수 있습니다.



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PDI Tokyo Forum

Connecting Japan's investors and global private debt leaders

Simultaneous translation between Japanese and English

日本の資本と世界のプライベート・デットの架け橋

(日-英の同時通訳が入ることとなります。)

Thursday 10 November 2022, Shangri-La Tokyo

8:30	<i>Registration, networking and welcome refreshment</i>	登録とネットワーキングの朝食
9:00	<i>Welcome from PDI and opening remarks</i> <i>Event chair: Lily Murakami Voukadinov, Partner, Head of Japan Relationship Management and Investor Relations, Ares Management</i>	PDI からの歓迎と開会の挨拶イベント
9:10	Opening panel: Private debt into the next decade <ul style="list-style-type: none">Why investors continue making private debt commitment despite the prolonged global pandemic, macroeconomic uncertainties, and geopolitical risks?Outlook of the private credit landscape and quality, given the interest rate hike, higher inflation and Fed's tightening stance, etc.Are there any areas of focus that fund managers are excited about for the next 12-18 months?	オープニングパネル：次の10年に向かうプライベートデット <ul style="list-style-type: none">長期化する世界的なコロナ禍、マクロ経済の不確実性、地政学的リスクにもかかわらず、投資家がプライベートデットに取り組み続ける理由とは？金利上昇、インフレ率の上昇、FRBの引き締めスタンスなどを踏まえた、プライベートクレジットの状況と質の展望今後12~18ヶ月の間にファンドマネジャーの心を躍らせるようなニッチ分野や注力分野はあるか？

Moderator: Sayaka Iwase, General Manager, **Five Arrows Managers S.A., Rothschild & Co**

Speakers:

Brian Dillard, Partner and Head of Asia Credit, **KKR**

Kevin Griffin, Founder, CEO & CIO, **MGG Investment Group**

Vikas Keswani, Managing Director & Head of North American Specialty Lending, **HPS Investment Partners**

David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**



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10:00

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 ESG top priorities – DE&I, climate, data, transparency, other matters?
- Is impact investing the next level of ESG in private debt?

Moderator: Mari Kogiso, Co CEO, **SDG Impact Japan**

Speakers:

Wai Leng Leong, Managing Director and Regional Head of Asia Pacific, **CDPQ Global**
Jeff Pentland, Managing Director, **Northleaf Capital Partners**

基調パネル：プライベートデット市場における ESG の成長

- プライベートデット分野は、ESG 要因の重要性の高まりにどのように対応してきたか？
- ESG の最優先事項は何か – DE&I、気候変動、データ、透明性、その他の問題？インパクト投資は、プライベートデットにおける次のレベルの ESG なのか？

10:30

Networking break

ネットワーキング休憩

11:00

Panel: Japanese investor appetite for private debt [Japanese session]

- Where are Japanese investors finding alpha across global markets (developed vs emerging), sectors, asset type (corporate, infrastructure or real estate) and focused strategies in terms of capital structure (senior, junior, unitranche, mezzanine, etc.)?
- What attributes do institutional investors look for when choosing cross-border private debt managers?
- Are there any new approaches or ESG criteria to weather changing environments?

パネル：プライベートデットに対する日本の投資家の意欲 [日本語セッション]

- 日本の投資家は、グローバル市場（先進国対新興国）、セクター、アセットタイプ（企業金融、インフラ、不動産）、資本構造（シニア、ジュニア、ユニットランシェ、メザニンなど）の観点から、どこに優位性を見出しているか？
- 国境を越えたプライベートデットの運用会社の選定にあたり、機関投資家が求める特性とは？
- 環境の変化を乗り切るための新しいアプローチや ESG 基準はあるか？



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Moderator: Jiro Shimpo, Alternatives Advisory, **Tasku Advisors**

Speakers:

Yuko Hara, Director, Alternative Investments Team, **ORIX Life Insurance**

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

Yoshi Kiguchi, CIO, **Pension Fund of Japanese Corporations**

Eriko Shoji, Director, **Japan Post Bank**

11:45

Panel: Where do private credit opportunities lie in the new era?

- What are the drivers and trends for alternative credit strategies?
- The growth of specialty finance and niche strategies
- How does the view of private debt look from Asia, compared with the US or Europe?

パネル: 新時代におけるプライベートクレジットの機会はどこにあるか?

- オルタナティブクレジット戦略の推進力とトレンドは何か?
- スペシャルティファイナンス、ローン担保証券 (CLO)、資産担保証券 (ABS)、オポチュニスティック投資家向けニッチ戦略の成長性
- 新興アセットクラス、セクター、先進国市場対新興国市場の検証

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

Speakers:

Andre A. Hakkak, Chief Executive Officer and Co-Founder, **White Oak Global**

Shoji Misawa, Executive Director, **ORIX Asia Asset Management**

Go Yamashita, Managing Director, **KKR Capital Markets**

12:30

Networking luncheon

ネットワーキング昼食会

13:30

Panel: The US and Europe market landscape

- Spotlight on the middle market direct lending in the US and Europe: How has the dynamic evolved in the past year? How did managers tackle challenges such as economic hurdles, the threat of rising interest rates and possible liquidity risks?
- Where do the pockets of opportunities lie when comparing the upper and lower market?

パネル: 米国とヨーロッパの市場展望

- ダイレクトレンディングにスポットライトを当てる: 過去 1 年間でダイナミクスはどのように進化したか?
- 市場の上位と下位を比較した場合、チャンスが潜むのはどの部分か?
- 『PDI US Report 2022』によると、「米国の資金調達は上半期は安定していたものの、前年同期と比較するとわずかに減少となった」ーファンドマネージャーはこの傾向をどう見ているか?



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- How are fund managers differentiating themselves in terms of fundraising and portfolio management?
- ヨーロッパの manager は、新たに得た知見、直面したリスクに応じ、投資手法をどのように変化させてきたか？

Moderator: Deborah Ogawa, Senior Director, **Fitch Ratings**

Speakers:

Antonella Napolitano, Managing Director, **Deerpath Capital Advisors**

Alexander Ott, Managing Director, **Partners Group**

Chris Semple, Partner, **Crestline**

14:20

Presentation:
Spotlights on commercial real estate debt in Australia

- The outlook of CRE debt in Australia, compared with developed markets
- Differentiating factors between various financing sources today
- Looking ahead: what should investors consider when allocating capital in CRE debt?

Speaker: Patrick Keenan, Chairman, **Pallas Group** and Dan Gallen, Chief Investment Officer, **Pallas Group**

**プレゼンテーション：オーストラリアの不動産
デットがスポットライトに**

- オーストラリアの CRE デットと他の市場の比較
- 金融ソースを分別するファクター
- このデット戦略に投資する投資家の準備とは？

14:40

Networking break

ネットワーキング休憩

15:10

Private debt in numbers

Speaker: Chin Yuen, Research Manager, Asia, **PEI Media**



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15:25

Panel: Hear from gatekeepers – how should investors balance opportunity and risk when investing in private debt funds? [Japanese session]

- Lessons learnt from virtual due diligence processes given the lockdown and disruptions. What kind of practices are changed forever?
- How important are transparency and liquidity when the markets become volatile?
- What is the target return and risk acceptable or unacceptable on private debts?
- How are risk assessment, Japanese investors' appetite and activity level changing in response to the economic downturn?

パネル：ゲートキーパーに聞くープライベートデットファンドに投資する際、投資家は機会とリスクのバランスをどのようにとるべきか？[日本語セッション]

- ロックダウンと混乱を考慮した仮想デューデリジェンスのプロセスから学ぶ教訓。永久に変わってしまうのはどのようなプロセスか？
- 市場が不安定になったとき、透明性と流動性はどの程度重要か？
- プライベートデットの目標リターンと許容できるリスク、許容できないリスクとは？
- 景気後退に伴い、リスク評価、日本の投資家の投資意欲、活動レベルはどのように変化しているか？

Moderator: Tomoko Kitao, Managing Director, **Hamilton Lane**

Speakers:

Xiaodong (Akina) Chang, Fund Manager, **Tokio Marine Asset Management**

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

Keiichi Komori, Managing Director, **DBJ Asset Management**

Manabu Washio, Head, **Aksia Asia**

16:10

Closing Keynote: JST's approach on private debt investing [Japanese session]

By Yasuyuki Tomita, Executive Director, Head of Private Equity Investments, **Japan Science and Technology Agency**

クロージング基調講演：科学技術振興機構のプライベートデット投資に対するアプローチ [日本語セッション]

富田 康之氏

国立研究開発法人科学技術振興機構（JST）

エグゼクティブ・ディレクター

プライベートエクイティユニット総括

16:40

Closing remarks and networking cocktail

閉会の辞とネットワーキングカクテル

17:30

End of the 4th annual PDI Japan Korea Week

4 回目の「Japan Korea Week」閉会

The agenda is subject to change. プログラムは変更される場合があります。



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