

Private Debt
Investor

Japan Korea Week 2024

PDI Japan Korea Week

25-27 June 2024 | Conrad Seoul | Shangri-La Tokyo

The 6th annual **PDI Japan Korea Week** is **Asia's leading private debt event** comprising of two leading regional forums, the **Seoul Forum**, and the **Tokyo Forum**. The Week has a proven track-record of connecting Japanese and Korean capital with global private debt markets in an intimate networking setting and plenary sessions.

제 6 회 **PDI Japan Korea Week** 는 아시아를 선도하는 사모대출 행사로, **Seoul Forum** 과 **Tokyo Forum**, 두 개의 대표적인 지역 포럼으로 구성됩니다. 친밀한 분위기의 네트워킹과 본 세션을 통해 한일 양국의 자본과 글로벌 사모대출 시장을 연결해 온 검증된 실적을 보유하고 있습니다.

第 6 回「PDI Japan Korea Week」は、Seoul Forum と Tokyo Forum の 2 つの主要な地域フォーラムからなる、アジアを代表するプライベート・デットイベントです。このイベントの親密なネットワーキングの場と全体の会議を通して、日本と韓国の資本を世界のプライベート・デット市場とつなげ、数々の実績を上げてきました。

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PEI

Tuesday 25 June 2024

08:00 **Registration and welcome refreshments**

08:30 **Investor-only breakfast briefing: Investing in private debt - A long-term investor perspective** [English]

기관투자자 전용 조찬 브리핑: 장기투자의 관점에서 보는 Private Debt 의 투자 [영어]

Speaker: Fabrizio Bocciardi, Head of Credit Investments, **Mubadala**

By invitation only. This session will be off-the-record for qualified institutional investors to interact with industry peers and discuss top considerations for private debt investing. Please contact Elliott Chae at Elliott.Chae@pei.group to reserve a seat.

초대권 전용 세션입니다. 본 세션은 자격을 충족하는 기관투자자 및 자본 배분가에 한해 비공개로 진행됩니다. 전용 세션에서 동료 참가자들과 친목을 쌓으며 경험을 나누어 보세요. 참가 예약은 담당자 Elliott Chae (Elliott.Chae@pei.group) 에게 문의하시기 바랍니다.

09:00 **PEI Opening remarks**

Andrew Wolff, Director, **PEI Group**

09:10 **Opening panel: Private debt: The good, the bad and everything in between** [English]

개막 패널: 사모대출의 길과 흉, 그밖의 모든 것 [영어]

- What are the mega trends driving deal flow?
- In 2023, private debt proved its relevance as a stable source of funding for mid-market leveraged buyout markets. What kind of investment approach can help investors to achieve returns above the market?
- How do fund managers view the public credit migration to private credit and the potential path forward?
- Have there been changes in the lending terms in the past 12 months? i.e. spread, fees, LTV and/or EBITDA turns and covenants

- 거래 흐름을 지배하는 메가트렌드
- 2023 년, 중견기업 차입매수 시장의 안정적 자금원으로 그 적합성이 입증된 사모대출. 시장 이상의 수익을 얻으려는 투자자가 택해야 할 투자 방식은
- 펀드매니저가 바라보는 공적 크레딧에서 사모 크레딧으로의 이행과 이후의 잠재 경로
- 지난 12 개월간 대출조건(예: 범위, 수수료, LTV 및 EBITDA 부채비율, 약정사항)에 변화가 있었나

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

Panellists:

Dan Cohn-Sfetcu, Managing Director, **Portfolio Advisors**

Daniel Leger, Managing Director, **MGG Investment Group**

Klaus Petersen, Founding Partner, **Apera Asset Management**

Marc Preiser, Portfolio Manager - European Direct Lending, **Fidelity International**

Rahman Vahabzadeh, Co-Head of Originated Debt, **Audax Private Debt**

9:55 **Keynote address: Challenges and opportunities of Korean Institutional Investors**

Speaker: Dr. Sam Y. Chung, Member of the Investment Policy Committee, **Korea National Pension Services** & Director, **Korea Alternative Investment Research Institute**

정삼영, 교수, 연세대학교

10:15 **Networking break**

10:45 **Keynote investor panel: Leading the change** [Korean]

투자자 리더십 집중 조명: 가장 궁금한 질문들 [한국어]

- How would you describe your investment philosophy concerning private credit vs alternative assets?
- Which sectors and regions look more attractive across the credit spectrum?
- How would you rank your priority objectives this year in your role?

- 사모 크레딧 vs. 대체 자산, 나의 투자 철학을 설명한다면?
- 사모 크레딧 스펙트럼에서 특히 매력적인 부문과 지역은?
- CIO로서 올해의 우선 목표 순위를 매긴다면?

Moderator: Dong Hung Jang, Senior Adviser, **Yulchon**

Panelists:

Youngsik Bae, Chief of Asset Management Department, **Mirae Asset Life Insurance**
Seop Lim, CIO, **Construction Guarantee Cooperative**

Moderator: 장동훈, 고문, **율촌**

Panelists:

배영식, 자산운용본부장, **미래에셋생명**
임섭, 자산운용본부장, **건설공제조합**

11:15 **Keynote presentation: Trends and opportunities in Australian private credit** [English]

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11:35 **Panel: Private debt vs alternatives – Where are allocators putting their money to work?**
[Korean]

패널: 사모대출 vs. 대체 자산 - 자산 배분가들은 어디에 투자하나 [한국어]

<ul style="list-style-type: none">• What opportunities stand out in 2024? Discuss the growth of private credit secondaries market, recent trend and observations by Korean asset managers• What are the key factors to drive dry powders to private debt?• How do the risk-return profiles differ between different types of investors: insurance companies, mutual aid societies, and pension funds?	<ul style="list-style-type: none">• 2024 년 두각을 보이는 투자 기회 사모 크레딧 2 차 시장과 최근 동향, 한국 자산운용사들의 의견 논하기• 사모대출에 드라이파우더를 제공하는 핵심 요인• 보험 회사와 공제회와 연기금, 투자자 유형 간 위험/수익 프로파일의 차이점
<p>Moderator: Jungchul Shin, Principal, Hamilton Lane</p> <p>Panelists: JaeHyuk Choi, Team Head / Director, AI/Infrastructure Team, IGIS Asset Management Jun-Hyung Jon, Head of Overseas Business Division / Director, KDB Infrastructure Investments Asset Management (KIAMCO) Yunju Park, Head of Global Business Development, Kyobo AXA Investment Managers Eun Seok Eugene So, Managing Director / Head of Global Alternative Investment Team, Sangsangin Investment & Securitiesf</p>	<p>Moderator: 신정철, 상무, 해밀턴레인</p> <p>Panelists: 박윤주, 팀장, 교보약사 자산운용 소은석, 상무/글로벌대체투자실장, 상상인증권 전준형, 본부장, KDB인프라 자산운용 최재혁, 대체/인프라팀, 팀장/이사, 이지스자산운용</p>

12:15 **Presentation: PDI's fundraising reports analysis [English]**

프레젠테이션: PDI 펀드레이징 리포트 분석 [영어]

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

12:30 **Networking luncheon**

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14:00 **Panel: Unveiling untapped potential: Direct lending opportunities across borders**
[English]

패널: 북미 vs. 서유럽 vs. 아태 지역의 다이렉트 렌딩 기회 [영어]

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| <ul style="list-style-type: none">• Dive into the landscape and geographic allocations: Where is investor capital headed, and where are fund managers seeking new sources of capital?• Who has gained more benefits in the current market volatility? Non-sponsor vs sponsored, upper middle market vs lower middle market.• Is attention and potential growth shifting to Asia now? | <ul style="list-style-type: none">• 전체적 개요 및 지역별 배분 심층 탐색: 투자자 자본이 향한 곳, 펀드매니저들이 새로운 자금원을 물색 중인 곳은• 비 스폰서 vs. 스폰서, 중상위 시장 vs. 중하위 시장. 작금의 시장 변동성으로 더 많은 혜택을 얻은 것은• 지금 시장의 관심과 성장 잠재력은 아시아를 향하고 있나? |
|--|--|

Moderator: TBC

Panelists:

Johnny Adji, Alternatives Investment Leader, Asia, **Mercer**
Mei-Li da Silva Vint, Chief Commercial Officer, **Brevet Capital**
Robert Scheer, Director, **M&G Investments**

14:40 **Panel: The attraction of diversification: From senior debt to niche strategies** [English]

패널: 선순위 채권 vs. 진화하는 펀드 구조 [영어]

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| <ul style="list-style-type: none">• Which credit cycle are we in, and which sectors are more attractive?• How does mainstream, like senior debt, perform and contribute to investor portfolio?• The private credit industry continues to grow and diversify globally, which niche and opportunistic strategies that are structurally or cyclically growing in demand?• What are the latest dynamics in relation to regulatory updates and synthetic risk transfer? | <ul style="list-style-type: none">• 지금 우리가 위치한 신용 순환 주기와 매력적인 부문들• 선순위 채권 등 주류 실적과 투자자 포트폴리오 기여도• 사모 크레딧 업계가 세계적으로 성장과 다양화를 지속하는 가운데, 구조적 또는 순환적으로 수요 증가 중인 틈새 및 기회 전략 |
|---|--|

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Moderator: Karun Marwah, Founding Partner, **Endue**

Panelists:

Zeba Ahmad, Senior Strategist Private Debt and Credit Alternatives - ILS, **Schroders Capital**

Marianna Fassinotti, Head of Private Credit, **The D. E. Shaw Group**

Tas Hasan, Managing Partner, **Deerpath Capital Management**

Jon McKeown, Managing Director, Portfolio Strategy & Analytics, **Northleaf Capital Partners**

Julien Rigon, Partner and Head of France, **Kartesia**

15:25 **Networking break**

15:55 **Panel: Real asset debts in the spotlight [Korean]**

패널: 주목받는 실물 자산 부채 [한국어]

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|---|--|
| <ul style="list-style-type: none">• What are the macro trends currently driving demand for infrastructure debt and real estate debt?• What are Korean investors appetite for real asset debt?• Distressed opportunities in the favoured sectors and how is the stress in China's property sector impacting APAC region? | <ul style="list-style-type: none">• 현재 인프라 부채와 부동산 부채에 대한 수요를 주도하는 거시적 트렌드는 무엇인가요?• 한국 투자자들의 실물자산 부채에 대한 선호도는?• 선호되는 섹터의 부실 자산 찾을 수 있는 기회와 중국 부동산 부문의 위기가 아태지역에 미치는 영향은? |
|---|--|

Moderator: Seung-ki Jeong, Head of Team, **Kiwoom Asset Management**

Panelists:

Hyojin Ji, Executive Director, Head of Global Research Team, **Mastern Investment Management**

Grace Kim, Senior Director, Capital Market, **CBRE**

CBRE

Seonghun Min, Professor, The Department of Urban Planning and Real Estate, **The University of Suwon (Investment Committee Member, NPS, GEPS and HUF)**

Moderator: 정승기, 팀장, **키움자산운용**

Panelists:

민성훈, 건축도시부동산학부 교수, **수원대학교**

지효진, 이사, **마스틴투자운용**

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16:30 **Fireside chat: The rise of private credit secondaries and key trends** [English]
Moderator: Jennifer Eum, Director, **bfinance**

16:50 **Closing panel: Inside the mind of institutional investors** [Korean]
폐막 키노트 투자자 패널: 변화를 주도하며 [한국어]

<ul style="list-style-type: none">• How is the present landscape impacting decision-makers' commitment to private debt in terms of scale, strategies and sectors?• What is the most important advice for private debt fund managers?• What are investors' mid-long term portfolio strategies and key focus in H2 of 2024?	<ul style="list-style-type: none">• 현재 시장 지형이 의사결정자들의 사모대출 집중에 미치는 영향(규모, 전략, 부문 면에서)• 사모대출 펀드매니저들에게 전하는 가장 중요한 조언• 2024년 하반기 투자자들의 중장기 포트폴리오 전략과 주요 관심사
<p>Moderator: TBC</p> <p>Panelists: Mikyung Chung, General Manager, Shinhan Life Insurance Inseon Hwang, Professional, Special Account Management Dept., Samsung Fire & Marine Insurance Celine Jeeyoun Kim, Senior Manager, Alternative Investment Team, Lotte Non-Life Insurance Se Young Hong, Head of Global Investment & Finance Department, Korea Investment & Securities</p>	<p>Moderator: TBC</p> <p>Panelists: 김지연, 수석, 롯데손해보험 정미경, 파트장, 투자평가파트, 신한라이프 황인선, 프로, 삼성화재해상보험 홍세영, 부서장, 한국투자증권</p>

17:30 **Closing remarks, followed by Cocktail reception**
의장 폐회사, 네트워킹 칵테일 리셉션

The agenda is subject to change. 일정은 상황에 따라 변동이 될 수 있습니다.

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Thursday 27 June 2024

08:00 **Registration and welcome refreshments**

08:30 **Investor-only breakfast briefing: Investing in private debt - A long-term investor perspective [English]**

機関投資家限定朝食会：プライベートデットへの投資 - 長期投資家の観点から [英語]

Speaker: Fabrizio Bocciardi, Head of Credit Investments, **Mubadala**

By invitation only. This session will be off-the-record for qualified institutional investors to interact with industry peers and discuss top considerations for private debt investing.

招待者限定。このセッションでは、適格機関投資家およびアロケーター向けに非公開で業界の仲間たちとの交流や経験の共有が行われます。参加をご希望の方は、Momo Sato (momo.s@pei.group) までご連絡ください。

09:00 **PEI Opening remarks**

PEI から歓迎の挨拶 チェアマンによる開会の辞

Speaker: Andrew Wolff, Director, **PEI Group**

09:10 **Keynote address: Building a leading asset management centre in Japan [Japanese]**

基調講演：資産運用立国の実現に向けて [日本語]

Speaker: Saiko Nakagawa, Director for Asset Management Business, **Financial Services Agency Japan**

09:20 **Panel: Is this the time to shine for private debt? [English]**

オープニングパネル：今、プライベート・デットが輝く時か？ [英語]

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| <ul style="list-style-type: none">• What is the market outlook and mega trends driving deal flow?• How do fund managers view the defaults, restructuring and future delinquency rates?• When shadow banking increases and bond markets are in turmoil – what types of borrowers have faced headwinds and had tailwinds? | <ul style="list-style-type: none">• 取引フローを牽引する市場展望とメガトレンドは？• ファンドマネージャーはデフォルト、リストラクチャリング、将来の滞納率をどのように見ているか？• シャドバンキングが増加し、債券市場が混乱する中で、どのような借り手が逆風に |
|---|--|

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直面し、どのような借り手が追い風を受けているか？

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

Panellists:

Colbert Cannon, Managing Director, **HPS Investment Partners**

Jeff Levin, Managing Director, Co-Head of Morgan Stanley's North America Private Credit team, Portfolio Manager and the Head of Direct Lending, **Morgan Stanley Investment Management**

Marc Preiser, Portfolio Manager - European Direct Lending, **Fidelity International**

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

David Wilmot, Partner, **Apera Asset Management**

10:05 **Keynote Presentation: Australian Private Debt – An opportunity for global investors**

- How resilient are Australian corporate borrowers to current economic conditions?
- What are the characteristics and features of the Australian debt market?
- Where is the opportunity in Australian Private Debt for offshore Investors and how persistent is it?

Speaker: Andrew Lockhart, Managing Partner, **Metrics Credit Partners**

10:25 **Networking break**

10:55 **Panel: The ongoing growth of mid-market direct lending in new macro regime [English]**

パネル:新しいマクロ経済体制でのダイレクトレンディングの持続的な成長 [英語]

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| <ul style="list-style-type: none">• Where is investor capital headed, and where are fund managers seeking new sources of capital?• Who has gained more benefits in the current market volatility? Non-sponsor vs sponsored, upper middle market vs lower middle market.• How do managers see the middle market evolving from 2024 and onwards? | <ul style="list-style-type: none">• ランドスケープと地理的アロケーションの詳細: 投資家の資本はどこに向かっているか? また、ファンドマネージャーはどこに新たな資本の源を求めているか?• ノンスポンサー やスポンサー、アッパーミドルマーケット、ロウアーミドルマーケットなど、現在の市場変動において、より多くの利益を得ているのは誰か? |
|--|---|

Moderator: Joji Takeuchi, Executive Manager, Private Asset Investments, Strategic Fund Investment Group, **Asset Management One**

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Panelists:

Dan Cohn-Sfetcu, Managing Director, **Portfolio Advisors**

Ted Denniston, Co-Head of NXT Capital, **An ORIX Company**

Martino Ghezzi, Partner, Co-Head of the Capital Partners Strategy, **Park Square Capital**

Maiko Nanao, Managing Director, Investment Research, Asia, **Aksia Japan**

Rob Petty, Executive Director and CEO, Fiera Asia, **Fiera Capital**

11:40 **Presentation**

12:00 **Panel: Private debt vs Private equity vs illiquid solutions – How to build resilient portfolios** [Japanese]

パネル: プライベート・デット vs プライベート・エクイティ vs 非流動性ソリューション - 耐久力のあるポートフォリオの構築方法 [日本語]

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|--|--|
| <ul style="list-style-type: none">• What investment opportunities do stand out in 2024? i.e. private equity, real asset debts, public bonds, or hybrid?• What are the key factors to drive dry powders to private debt?• Do we see the trend of strengthening the due diligence process than previous years? | <ul style="list-style-type: none">• 2024年に際立つ投資の機会とは? 例: プライベート・エクイティ、リアルアセット・デット、公共債券、ハイブリッド• ドライパウダーをプライベート・デットに導く主要因は何か?• 過去数年間に比べ デューデリジエン スプロセス強化のトレンドは見られるか? |
|--|--|

Moderator: Kazuo Nishimura, Director, **Tasku Advisors**

Panelists:

Akihiro Endo, Head of Private Equity, Multi Manager Investment Department, **Tokio Marine Asset Management**

Dai Ikeda, Deputy General Manager and Head of Credit Investment Team, **Sumitomo Mitsui Trust Bank**

Yayoi Sagae, Managing Director and Head of Alternative Investment Department, **Nomura Asset Management**

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

Moderator: 西村 和夫, 取締役, **タスク・アドバイザーズ**

Panelists:

遠藤 章弘, マルチマネージャー運用部 部長
プライベートエクイティ運用グループリーダー, **東京海上アセットマネジメント**

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米沢 純一, 運用部 オルタナティブグループ 部長, 農林中金全共連アセットマネジメント株式会社

12:45 **Networking luncheon**

14:15 **Keynote fireside chat: Private debt, climate change and demonstrating a positive impact [English]**

ファイヤーサイドチャット: プライベートデット、気候変動とポジティブインパクトの実証 [英語]

Interviewer: Monica Bae, Director, Investor Practice, **Asia Investor Group on Climate Change (AIGCC)**

Interviewee: Hiroshi Jinno, Chief Investment Officer, **International Finance Corporation**

14:35 **Panel: Uncovering private credit gems: Developed vs emerging markets [English]**

パネル: 珠玉のプライベート・クレジットを発掘する 先進国市場と新興国市場 [英語]

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| <ul style="list-style-type: none">• What are the drivers and market trends across different geographic regions such as APAC, Europe and the US?• Where does relative value reside in today's private debt market? Which are private debt's most up-and-coming markets?• How have different segments of the global private debt market (geography and sector) performed over the past two years?• Yield prospects and key considerations for Japanese investors entering diverse private debt markets | <ul style="list-style-type: none">• APAC、欧州、米国等の異なる地域における促進要因と市場動向は？• 現在のプライベート・デット市場におけるレラティブ・バリューはどこにあるのか？また、プライベート・デット市場で最も新進気鋭な市場はどこか？• 過去二年間でのグローバルなプライベート・デット市場における地域やセクター別のパフォーマンスはどうだったか？• 多様なプライベート・デット市場に参入する日本の投資家にとっての利回りの見通しと主要な懸念点 |
|---|---|

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

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Panelists:

Fiona Hagdrup, Head of Leveraged Finance Fund Management, **M&G Investments**

Jon McKeown, Managing Director, Portfolio Strategy & Analytics, **Northleaf Capital**

Partners

Jihan Saeed, Managing Director, Head of Structured Credit, **Permira Credit**

Rafael Torres, Co-Head - Private Debt, Pan Europe, **Muzinich & Co.**

15:15 **Networking break**

15:45 **Presentation: PDI's fundraising reports analysis [English]**

プレゼンテーション: PDI 資金調達レポートの分析 [英語]

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

16:00 **Panel: The attraction of diversification: From senior debt to niche strategies [English]**

パネル:分散投資の魅力：シニアデットからニッチ戦略まで [英語]

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| <ul style="list-style-type: none">• Which credit cycle are we in, and which sectors are more attractive?• The private credit industry continues to grow and diversify globally, which opportunistic credit strategies that are structurally or cyclically growing in demand?• How do emerging strategies compare to mainstream like senior debt and contribute to investor portfolio in 2023/24?• What are the latest dynamics in relation to regulatory updates and synthetic risk transfer? | <ul style="list-style-type: none">• 現在のクレジットサイクルはどちらか？また、どちらのセクターがより魅力的か？• プライベート・クレジット業界は引き続きグローバルに成長し多様化しているが、需要が構造的または周期的に成長している、ニッチでオポチュニスティック型の戦略はどれか？• シニアデットなどの主流のアセットは、どのようにして投資家のポートフォリオに寄与し、パフォーマンスするか？• 規制のアップデートとシンセティックリスク移転に関する最新のダイナミクスは何か？ |
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Moderator: Tomoko Yano, Head of External Management, **Aflac Asset Management Japan**

Panelists:

Ian Andersen, Managing Director, Credit & Markets, **KKR**

Jean Diercxsens, Partner and Head of Belgium & The Netherlands, **Kartesia**

Marianna Fassinotti, Head of Private Credit, **The D. E. Shaw Group**

Tom Green, Head of Direct Lending, UK and Europe, **HSBC Asset Management**

Tas Hasan, Managing Partner, **Deerpath Capital Management**

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16:45 **Panel: Investor perspectives on balancing risks and returns in the private credit market**
[Japanese]

投資家パネルのクロージングセッション：リスクとリターンのバランス [日本語]

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|---|--|
| <ul style="list-style-type: none">• How is the present landscape impacting decision-makers' commitment to private debt in terms of scale, strategies and sectors?• What is the most important advice for private debt fund managers?• What are investors' mid-long term portfolio strategies and key focus in H2 of 2024? | <ul style="list-style-type: none">• 規模、戦略、およびセクターの観点から、現在の景気動向が、プライベート・デットに対する意思決定者のコミットメントに与える影響とは？• プライベート・デットのファンドマネージャーにとって最も重要なアドバイスは何か？• 投資家の中長期のポートフォリオ戦略と 2024 年後半の主要な焦点は？ |
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Moderator: Tomoko Kitao, Managing Director, Japan Representative, **Hamilton Lane**

Panelists:

Mike Ichioka, Deputy General Manager, Fund Management Group, Investment Planning Department, **Mitsui Sumitomo Primary Life Insurance Company**

Kiyoshi Iwashina, CIO, **Noritz Corporate Pension Fund**

Akihiro Konishi, Director-General of Investment Management Department, **Federation of National Public Service Personnel Mutual Aid Associations (KKR)**

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

Moderator: 北尾 智子, 日本代表マネージングディレクター, **ハミルトンレーンジャパン**

Panelists:

岩科 清, 常務理事兼運用執行理事, **ノーリツ企業年金基金**

小西 昭博, 資金運用部長, **国家公務員共済組合連合会**

富田 康之, 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, 国立研究開発法人科学技術振興**

17:25 **Closing remarks イベントチェアマンによる閉会の辞**

17:30 **Cocktail reception カクテルレセプション**

18:30 **The end of 6th PDI Japan Korea Week 第 6 回 PDI Japan Korea Week の閉会**

The agenda is subject to change. 上記のプログラムの内容は予告なく変更する場合がありますのでご了承ください。

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