

# Tokyo Forum

## PDI Tokyo Forum Agenda | Four Seasons Otemachi, Tokyo

Thursday 26<sup>th</sup> June 2025

08:00 **Registration and networking refreshments**

08:15 **LP Breakfast Briefing – Hosted by Gemcorp**

**Felipe Berliner**, Group Chief Investment Officer, **Gemcorp Capital**

*By invitation only. This session will be off-the-record for qualified institutional investors and allocators to interact with industry peers and discuss your experience.*

09:00 **PEI Opening remarks and Welcome from the Chairperson**

09:10 **Keynote panel: Riding the macro waves: How private credit is reshaping global capital markets [English]**

- Higher for longer – how elevated interest rates will drive private debt decisions
- Anticipate the effects and opportunities from new regulatory and tax regimes in the US
- Which strategies and sectors can expect to grow in the coming years
- What driven the rapid growth of opportunistic credit and NAV financing

Moderator: **Joji Takeuchi**, Executive Manager, Private Asset Investments, **Asset Management One**

Panellists:

**Borja Azpilicueta**, Head of Capital Solutions, Alternatives, **HSBC Asset Management**

**Heng Cheam**, Head of Private Credit, APAC, **DWS**

**Pete Robinson**, Head of Investment Strategy, **Challenger**

09:50 **Panel: A new dawn for direct lending, opportunities arising in times of change [English]**

- What can be learnt from the US middle market's capacity for adaptation
- Finding private credit opportunities in markets that are typically overlooked or oversaturated
- How fund partners can derisk assets in markets that traditionally have built-in risk
- The best approaches to capitalising on the anticipated demand for US corporate finance

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

Panellists:

**Audie Apple**, Institutional Portfolio Manager - Direct Lending, **Fidelity Investments**

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

**Hiroshi Jinno**, Chief Investment Officer, **International Finance Corporation (IFC)**

**Antonella Napolitano**, Managing Director, Head of Investor Relations, **Deerpath Capital**

**Sean Sullivan**, Managing Director and Head of Direct Lending Origination, **Morgan Stanley Investment Management**

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10:30 **Networking break**

11:00 **Keynote: Macroeconomic outlook [English]**

- Explore how geopolitical shifts, trade tensions, and disruptive technologies are increasingly reshaping risks, capital flows, and investment strategies in private markets.

**Dr. Martin Schulz**, Chief Economist, **Fujitsu**

11:20 **Keynote fireside chat: Private credit alpha: What over 20 years of investing has taught Park Square about building Portfolio Resilience [English]**

- Discuss how manager selection has become critical within the asset class, exploring Park Square Capital's unique approach and how avoiding losses is key to outperformance within private credit.

Moderator: **Alex Lynn**, Hong Kong Bureau Chief, **PEI Group**  
**Robin Doumar**, Founding Partner, **Park Square Capital**

11:50 **Panel: Recognizing the right fit – differences between US, European & APAC direct lending [English]**

- Examine how global funds approach corporate lending across geographies
- How will the geopolitical shifts impact each market's competitive advantages
- Discuss which industries might benefit most from a corporate-friendly tax regime

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

Panellists:

**Matthieu Boulanger**, Managing Director, **HPS Investment Partners**

**Diane Raposio**, Head of Asia Credit and Markets, **KKR**

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

12:30 **Networking luncheon**

14:00 **Panel: Key private credit strategies for Japanese investors [English]**

- Discuss with global private debt leaders how they approach their niche
- Better engage with the range of strategies at play in an expanding marketplace
- The risk-reward profiles of different private debt strategies

Moderator: **Mattias Karnell**, Director, **Teneo Partners Japan**

Panellists:

**Nadav Braun**, Partner, **Oak Hill Advisors**

**Johnny Brom**, Founder and Chief Investment Officer, **SAIL Investments**

**Kulbhushan Kalia**, Senior Portfolio Manager, **Allianz Global Investors**

**Raj Makam**, Managing Director and Portfolio Manager, **Oaktree Capital Management**

**James Staunton**, Head of Structured Finance Frankfurt, **Berenberg**

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**14:40 Panel: Innovation use of asset-based finance to accelerate portfolio growth [English]**

- How Trump tariffs and market uncertainty could affect certain sectors within ABF and provide downside protection
- Explore emerging non-corporate asset classes and uncorrelated subsegments e.g. music royalties, litigation, medical receivables - beyond traditional corporate and CRE collateral
- Latest market developments, investor appetite and trends in alternative and specialty finance

Moderator: **Mark Tsang**, Managing Director, **StepStone Group**

Panellists:

**Jeff Pentland**, Representative Director & Head of Asia-Pacific, **Northleaf**

**Kanako Yabuki**, Senior Product Specialist, **Mitsubishi UFJ Trust and Banking Corporation**

**15:10 Networking break**

**15:40 Panel: From mainstream to niche – where is the sweet spot?**

- Are direct lenders still the main source of financing for sponsors in today's market?
- How the emergence of NAV finance has allowed sponsors to rapidly grow portfolio companies and develop assets
- How private debt managers differentiate themselves in a competitive market?

**Andrew Gern**, Head of Business Development, **MGG Investment Group**

**16:20 Panel: Venture debt – financing the next unicorn [English]**

- The role of Japanese banks and investors in supporting emerging entrepreneurs
- Explore the underserved global opportunities: regions and sectors where Japanese LPs are looking to deploy venture debt
- Identify effective venture capital partners requiring finance support for their portfolios
- What demands do Japanese investors have to allay risk concerns for venture debt?

Moderator: **Kazushige Kobayashi**, Managing Director, **MCP Asset Management**

Panellists:

**Raoul Stein**, Managing Director, **BlackRock**

**Akane Hashimoto**, Managing Director, **HC Asset Management**

**16:50 Closing keynote investor panel: Why Japanese investors are growing their private debt allocations [Japanese]**

- 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 for 2025?



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Moderator: **Hiroshi Nonomiya**, Representative Director, **Crosspoint Advisors**

Panellists:

**Yoshisuke Kiguchi**, Chief Investment Officer, **Pension Fund of Japanese Corporations**

**Shinya Obata**, Head of Private Credit, **Mitsubishi UFJ Trust and Banking (MUFG)**

**Junichi Yonezawa**, Head of Alternative Investments, **Norinchukin Zenkyoren Asset Management**

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

17:30 **Closing remarks, followed by Cocktail reception**

**Friday 27<sup>th</sup> June 2025**

08:30 **Registration and networking refreshments**

09:00 **PEI welcome**

09:05 **Investor Keynote: CIO Insight: Global alternative and private debt investment strategies [Japanese]**

- An overview of how the Japanese Employees' Pension Plan is structured and managed
- Strategic insights on the role of private credit and global alternatives in navigating today's investment landscape

**Akihiro Konishi**, Chief Investment Officer, **Federation of National Public Service Personnel Mutual Aid Associations**

09:20 **Panel: Perfectly in balance – the attraction of direct lending's low-risk and evergreen returns [Japanese/ English]**

- Engage with how direct lending's need for revolving credit creates evergreen returns
- The attraction for Japanese investors for predictable cash flows
- Explore the individual benefits of sponsored versus non-sponsored deals
- Which markets are proving to have the best risk-return profiles across the direct lending landscape

Moderator: **Tomoko Yano**, Director, Head of External Management, **Aflac Asset Management Japan**

Panellists:

**Masaki Sato**, Portfolio Manager, Private Credit, **Sumitomo Life**

**Shotaro Sese**, Senior Manager, **Sony Bank**

10:00 **Networking break**

10:30 **Presentation: PDI's fundraising reports analysis [English]**

**Andrew Rodriguez**, Senior Research Associate, **PEI Group**

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10:50 **Panel: Global real asset debt: Unlocking yield across emerging sectors [Japanese/English]**

- As global demand for real assets intensifies, where is capital flowing and why?
- Which markets are providing the best access to digital infrastructure opportunities
- Understand the evolving landscape of energy, logistics, and real estate as they intersect with infrastructure investment

Panellists:

**Peter Connolly**, Senior Director, Structured Credit, **KBRA**

11:30 **Closing LPs panel – private credit allocation and diversification [Japanese]**

- Engage on the areas that Japanese investors are keen to develop a diversity in their portfolios
- The seal of Japanese approval – the benefit funds acquire through the rigorous due diligence of Japanese LPs
- What are the significant criteria for Japanese LPs when selecting private debt funds?

Moderator: **Manabu Washio**, Partner, **Aksia**

Panellists:

**Akihiro Endo**, Head of Private Equity, **Tokio Marine Asset Management**

**Yuko Hara**, Director, **ORIX Life Insurance Corporation**

**Shinichiro Harada**, General Manager of Alternative Investment Department, **Daido Life Insurance Company**

**Yukio Odachi**, Head of Private Asset Analysis Department, **Nomura Fiduciary Research & Consulting Company**

**Naoki Seta**, Senior Manager, **JST**

12:10 **Closing remarks**

12:15 **Networking luncheon**

14:00 **End of PDI Tokyo Forum**

*\*The agenda is subject to change.*