

Private Debt
Investor

Tokyo Forum 2020

Japan's leading private credit conference, the 2nd annual PDI Tokyo Forum will bring the global private debt community together, connecting the Japanese LPs with global mandates to leading fund managers from across the world. [Virtual experience](#) is now available offering limitless cross-border access to the global private debt's most influential community and 5 days' unlimited virtual private meeting from 9 – 13 November. On-demand content, attendee list and direct messaging are available until the end of 2020.

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Featured speakers and organisations:

- Jingjing Bai, Advisor, **Bfinance**
- Kipp deVeer, Director, Partner, Head of Credit Group, **Ares Management Corporation**
- Symon Drake-Brockman, Chief Executive Officer, **Pemberton**
- Nicole Douglas, Head of Investor Research, **PEI Media**
- Ari Druker, Director, Loan Origination - Real Estate, Investment Banking Coverage
Deutsche Securities Inc
- Nicole Gates, Partner, Chief Credit Officer, **Pemberton**
- Tsutomu Ishida, Deputy General Manager, **Tokio Marine & Nichido Fire Insurance**
- Takeshi Ito, Senior Investment Officer & Chief Operation Officer, **AISIN Employees'
Pension Fund**
- Ian Jackson, Managing Director and Co-Head of Carlyle Strategic Partners, **The Carlyle
Group**
- Yoshi Kiguchi, Chief Investment Officer, **West Japan Machinery Pension Fund**
- Masao Konomi, President, **Konomi**
- Hiroaki Matsunami, Senior Vice President, Global Investment Management Department,
DBJ Asset Management
- Kazuo Nishimura, Chief Product Strategist, **Nomura Funds Research and
Technologies**
- Brian Olvany, Head of Private Debt, **Zurich Insurance**
- Masashi Ono, Deputy General Manager, **Dai-ichi Life Insurance**
- Michael Patterson, Governing Partner, **HPS Investment Partners**
- Robert Petty, Co-CEO and Co-CIO, **Fiera Capital**
- Greg Racz, Co-founder & President, **MGG Investment Group**
- David Ross, Managing Director, **Northleaf Capital**
- Ken Shimasaki, Executive Director, Investment Management, **Mitsui & Co. Alternative
Investments**
- Jiro Shimpō, President & CEO, **Tasku Advisors**
- Koji Sugauchi, Director and General Manager, Fund Management Department, **Osaka
Shoko Shinkin Bank**
- Thomas Swain, Director, **Credit Suisse Private Fund Group**
- Andy Thomson, Senior Editor, Private Debt Investor, **PEI Media**
- Edward Tong, Managing Director, Head of Private Debt Asia, **Partners Group**

Private Debt Investor Tokyo Forum 2020

Virtual event JST / UTC +9

Interactive content: 12 November

Private virtual meetings go live: 9-13 November 6.00-23.59

Extended networking: until the end of December 2020

11 November 2020 (Wednesday)

14.00 **Birds of a feather:**

“Birds of a feather” is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

Session: Current trends in fundraising

12 November 2020 (Thursday)

Virtual event - All timings are based on JST / UTC +9

8.00 **Tutorial in English**

8.00 **Tutorial in Japanese**

9.00 **Welcome from PDI**

9.10 **Ares: Is the impending downturn the greatest opportunity or greatest challenge that private debt as an asset class has ever known?**

- What are the impacts that the pandemic and subsequent downturn will have on competition within the private debt market?
- Why is private debt attractive for investors relative to other asset classes?
- What changes have we seen to investor and manager behaviour in anticipation of the correction?

Speaker: Kipp deVeer, Director, Partner, Head of Credit Group, **Ares Management Corporation**

Followed by live Q&A with the speaker

9.40 **Panel: How the landscape for private debt is developing in response to covid-19?**

- Which markets will bounce back fastest from pandemic?
- 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?

Moderator: Dalit Nuttall, Principal, **West Valley Capital**

Speakers:

Symon Drake-Brockman, Chief Executive Officer, **Pemberton**

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

David Ross, Managing Director, **Northleaf Capital**

Followed by live Q&A with the speakers

10.20 **Presentation**

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

Followed by live Q&A with the speaker

10.50 **Birds of a feather: Networking discussion groups**

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Session 1: US market

Session 2: Senior debt

Session 3: Mezzanine

11.20 **Panel: Risk vs reward: Do China and India’s private credit markets align with Japanese LP investment mandates?**

- What is the outlook for private debt in China and India in a time of crisis?
- What are the remaining differences between the China and Indian markets?
- What role does regulation and standardisation have to play?
- Which credit strategy will gain more traction from Q4 onwards?

Followed by live Q&A with the speaker

11.50 **Panel: Risks vs Yields**

- What GPs and banks do anything to manage and mitigate risk, in terms of country, sector and performance?
- How does the risk-return profile compared in developed and developing regions?
- Risk management: What if pandemics strike again?

Moderator: Ari Druker, Director, Loan Origination - Real Estate, Investment Banking Coverage, **Deutsche Securities Inc**

Speaker: Koji Suguchi, Director and General Manager, Fund Management Department, **Osaka Shoko Shinkin Bank**

Followed by live Q&A with the speakers

12.20 **Panel: What is driving investors to commit to Asia's credit markets?**

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

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

Speakers:

Carol Lee Park, Managing Director, **CLSA Capital Partners (HK)**

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

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

Followed by live Q&A with the speakers

13.00 **Birds of a feather: Networking lunch discussions**

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Session 1: Direct lending Session 2: Co-investing Session 3: LP Lounge

13.50 Panel: Mysteries of private debt - Why private debt not yet into some LP's portfolio

- Nuances of investing in private debt – how it compares to private equity investing
- What is giving LPs the confidence to increase allocations to private debt after a pandemic?
- What are Japanese LPs' risk appetite and geographic focus?

Moderator: Kazuo Nishimura, Chief Product Strategist, **Nomura Funds Research and Technologies**

Speakers:

Masao Konomi, President, **Konomi Inc**

Hiroaki Matsunami, Senior Vice President, Global Investment Management Department, **DBJ Asset Management**

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

Followed by live Q&A with the speakers

14.30 Presentation

Speaker: Nicole Gates, Partner, Chief Credit Officer, **Pemberton**

Followed by live Q&A with the speaker

15.00 Panel: Navigating a hard contraction - European mid-market lending

- What does the mid-market direct lending market look like now?
- Major strategies and regions providing exceptional returns
- Incentives and deterrents to deploy capital

Followed by live Q&A with the speakers

15.30 Birds of a feather: Networking discussion groups

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**Session 1: Data Download:
Highlights from Private Debt
Investor’s LP Perspectives Study**

**Session 2:
Europe market**

**Session 3: Distressed &
special situations**

16.00 Panel: Prepared to ride the wave of 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: Jingjing Bai, Advisor, **Bfinance**

Speaker: Ian Jackson, Managing Director and Co-Head of Carlyle Strategic Partners,
The Carlyle Group

Followed by live Q&A with the speakers

16.30 Global LP keynote fireside chat

Speaker: Brian Olvany, Head of Private Debt, **Zurich Insurance**

Interviewed by Andy Thomson, Senior Editor, Private Debt Investor, **PEI Media**

17.00 Panel: Japanese LPs cut to the chase: How committed are they to private debt and to building new private credit manager relationships?

- How do LPs currently view private debt?
- Are LPs prepared to commit to funds without seeing managers face to face? How does restricted travel affect LP / GP relationships?
- What are the most pressing challenges facing asset allocations?
- What do Japanese investors want from their global fund managers and local asset managers?

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

Speakers:

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

Takeshi Ito, Senior Investment Officer & Chief Operation Officer, **AISIN Employees' Pension Fund**

Yoshi Kiguchi, Chief Investment Officer, **West Japan Machinery Pension Fund**

Masashi Ono, Deputy General Manager, **Dai-ichi Life Insurance**

Followed by live Q&A with the speakers

17.40 **Birds of a feather: Networking discussion groups**

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Session 1:

Session 2:

Session 3:

17.40 **Private virtual meetings open until Friday 13th November, networking continues until 31st December 2020**

The agenda is subject to change.