

## Conference agenda

### Keynote Speakers

Hideya Sadanaga, Managing Director, **Japan Post Bank**  
Janghwan Lee, Managing Director, Financial Investment Group Head  
**LOTTE Insurance**

### Other Confirmed Speakers Include

- Jingjing Bai, Advisor, **Bfinance**
- Joost Bergsma, Managing Partner, **Glennmont Partners**
- Cyril Cabanes, Managing Director, Infrastructure, Asia Pacific, **CDPQ**
- Francesco Cacciabue, Partner and Chief Financial Officer, **Glennmont Partners**
- Hamish de Run, Head of Infrastructure, **Hermes Investment Management**
- Charles Dupont, Head of Infrastructure Finance, **Schroders**
- Kazuhiro Honjo, Head of Multi Manager Investment Department, **Tokio Marine Asset Management**
- Ryuichi Horie, CEO & Co Founder, **CSR Design Green Investment Advisory**
- Andreas Huber, Partner, **EQT Partners**
- Sion Jones, Chief Operating Officer, **Equitix**
- Jason Hyunjae Kim, Head of Infrastructure Team 2, **Samsung Fire & Marine Insurance**
- Takako Koizumi; Executive Director, **Mitsui & Co. Alternative Investments**
- Scott Lawrence, Partner, **Glennmont Partners**
- Jinho Lee, Head of Alternative Investments, **Korea Post**
- Seok Won Lee, **POBA**
- Junho Choi, **KDB Life Insurance**
- Toru Masuda, Executive Manager, Fellow, **Sumitomo Mitsui Trust Bank**
- Kanna Mihara, Senior Vice President, **Macquarie Capital**
- Masaaki Kusano, **Nippon Life Insurance**
- Akihito Nagata, Chief Portfolio Manager, **Nissay Asset Management**
- Kazuo Nishimura, Chief Product Strategist, **Nomura Funds Research and Technologies**
- Masashi Ono, Deputy General Manager, **Dai-ichi Life Insurance**
- Yasuhiro Ono, Director, **Japan Post Bank**
- Helge Rau, Head of M&A, **wpd**
- Harry Seekings, Director, Infrastructure, **InfraRed Capital Partners**
- Andrew Shin, Director and Head of Investment Services, **Willis Towers Watson**

Infrastructure  
Investor

# Japan Korea Week 2020

20-24 April  
Seoul & Tokyo

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## Infrastructure Investor Seoul Summit

Monday, 20th April | Westin Chosun Hotel Seoul

1330 Registration and coffee

1350 PEI Welcome and opening remarks

1400 **Presentation**

Speaker: Charles Dupont, Head of Infrastructure Finance, Schroders



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# Japan Korea Week 2020

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**1420 Presentation**

Speaker: Francesco Cacciabue, Partner and Chief Financial Officer, Glennmont Partners

**1440 Presentation**

Speaker: Sion Jones, Chief Operating Officer, Equitix

**1500 Presentation**

Speaker: Heiko Schupp, Global Head of Infrastructure, Columbia Threadneedle

**1520 Coffee Break**

**1540 Keynote LP Interview**

**Speaker: Janghwan Lee, Executive Director, Team Leader of Alternative Investment Team, LOTTE Insurance**

**1615 Panel: Korean Infrastructure professional's perspectives on the asset class**

- What are the key infrastructure trends and changes in capital flows viewed by Korean professionals?
- Understanding the role of Korean asset managers in the market
- Preferences for Inbound vs Outbound sectors – does the former remain a niche strategy play?

**1700 VIP Networking Drinks (Invitation Only)**

Tuesday, 21st April | Westin Chosun Hotel Seoul

**0800 Registration and coffee**

**0850 PEI welcome and chairman's opening remarks**

**0900 Keynote presentation**

**0930 Keynote Panel: Infrastructure investing 2020: Navigating the next decade's investment landscape**

- Given the rising competition for deals, how is this affecting the current investment landscape and GPs strategies?
- Where are the best current sectors and geographies for Korean investors to deploy capital?
- The rise of regulatory risk and populism – how much of an impact and risk does it pose in the current climate?



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1020 **Presentation**

1050 **Networking Coffee Break**

1120 **Panel: Investing in the mid-market**

- How has the mid-market landscape changed in the past several years and how will it evolve in the forthcoming decade?
- What are the challenges in the mid-market infra space GPs face, in terms of deal sourcing / operation and exit?
- What opportunities does it offer to the Korean institutional investor?

1200 **Presentation**

Speaker, Helge Rau, Head of M&A, wpd AG

1220 **Networking lunch**

1320 **Presentation**

1350 **Panel: Investing in digital infrastructure**

- How do you define digital infrastructure and why invest in the asset class?
- How is the advent of SDN and 5G changing the nature of investments?
- Given its rapid growth, how will it evolve in the next 3-5 years? What are the risks?

1445 **Panel: Selecting the best Infrastructure Debt strategies for Korean insurance firms**

- Which subsectors within the asset class are more attractive at the moment?
- Does appetite remain high amongst Korean investors? What drives their investment?
- Which are the main risks that investors need to keep in mind when investing in this asset class?

1515 **Networking Coffee Break**

1545 **Panel: Accelerating the energy transition**

- Can you still get good returns in developed markets given the recent erosion of subsidies? How to find these returns?
- What is the role that corporate PPAs can play in the current environment?
- Investing in emerging renewables markets – which geographies and sectors are of key interest?

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## 1630 Panel: Korean LPs current take on the market

- How much of a concern is the amount of dry powder we have in the market to LPs?
- How do Korean LPs evaluate and rate their infrastructure GP relationships so far?
- How important are ESG factors when choosing a GP?

**Moderator:** Andrew Shin, Director & Head of Investment Services, Willis Towers Watson

**Speakers:** Jinho Lee, Head of Alternative Investments, Korea Post

Seok Won Lee, POBA

Jason Hyunjae Kim, Head of Infrastructure Team 2, Samsung Fire & Marine Insurance

## 1715 Close of conference followed by cocktail reception

## Infrastructure Investor Tokyo Summit

Wednesday, 22nd April | Shangri La Hotel, Tokyo

### 1800 VIP Networking Drinks (Invitation Only)

Thursday, 23rd April | Shangri La Hotel, Tokyo

### 0800 Registration and coffee

### 0850 PEI welcome and chairman's opening remarks

### 0900 Keynote Panel: Infrastructure investing 2020: The models of infrastructure investing compared

- Core vs Core Plus vs Value Add - what are the best investment strategies to deploy in the current environment?
- Rising competition for deals, how is this affecting the landscape?
- Does greenfield now present a better opportunity for investors on a risk adjusted return basis compared to brownfield?
- The importance of ESG and rising ESG standards in the investment process

### 0950 Keynote Presentation: Hideya Sadanaga, Managing Director, Head of Private Equity Investment Department, Japan Post Bank

### 1020 Presentation

Speaker: Harry Seekings, Director, Infrastructure, InfraRed Capital Partners

### 1040 Networking Coffee Break



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# Japan Korea Week 2020

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1110 **Panel: Investing in the mid-market**

- What are GPs current interpretations and definitions of the mid-market?
- What are the challenges in the mid-market infra space GPs face, in terms of deal sourcing / operation and exit?
- What opportunities does it offer to the Japanese institutional investor?

1200 **Presentation: European infrastructure case study**

Speaker: Helge Rau, Head of M&A, wpd AG

1220 **Panel: Meet the major Japanese LPs - preparing for the next wave of institutional capital**

- What is the current process by which LPs select their GPs? Has this changed in recent years?
- What kind of GP do LPs think is competitive? Large cap vs Mid-Size
- With expectations of a recession coming, how do LPs prepare for this within their investment strategy?
- How do LPs monitor from an ESG perspective and how have they implemented their ESG policy?

**Moderator:** Takako Koizumi; Executive Director, Mitsui & Co. Alternative Investments

**Speakers:** Masashi Ono, Deputy General Manager, Dai-ichi Life Insurance  
Yasuhiro Ono, Director, Japan Post Bank  
Masaaki Kusano, Nippon Life Insurance

1310 **Networking Lunch**

1410 **Panel: Investing in digital infrastructure**

- What exactly is digital infrastructure?
- How does the role Infratech play into digital infrastructure?
- What are the similarities and differences between digital and core infrastructure?

1450 **Presentation**

Speaker: Charles Dupont, Head of Infrastructure Finance, Schrodgers

1510 **Presentation**

Speaker: Antin Infrastructure Partners, TBC

1530 **Networking Coffee Break**

1600 **Panel: Accelerating the energy transition**

- Can you still get good returns in developed markets given the recent erosion of subsidies? How to find these returns?
- What is the role that corporate PPAs can play in the current environment?



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- Investing in emerging renewables markets – which geographies and sectors are of key interest?

1645 **Presentation**

Speaker: Heiko Schupp, Global Head of Infrastructure, Columbia Threadneedle

1705 **Close of day one followed by cocktail reception**

Friday, 24rd April | Shangri La Hotel, Tokyo

0800 **LP Breakfast Briefing (Invitation Only)**

0830 **Registration and coffee**

0850 **PEI welcome and chairman's opening remarks**

0900 **Day 2 Keynote presentation**

0930 **Panel: The emergence of Infrastructure debt**

- Given the increased demand for infrastructure debt funds in the market, what is driving the interest in the asset class?
- How does infra debt compare with other fixed income classes such as corporate debt?
- Which are the main risks that investors need to keep in mind when investing in this asset class?

1015 **Networking coffee break**

1045 **Panel: Japan's Infrastructure market: opportunities and challenges**

- Current overview and status of the Japanese infrastructure market
- From 5G to PPPs and renewables, where are the emerging domestic opportunities?
- Lack of deal flow, how much of a concern should this be to investors?

1130 **Panel: The rising role of ESG in infrastructure investing**

- How do we define ESG? Do differing interpretations of ESG present a challenge?
- Why should ESG matter to Japanese investors?
- What business factors can ESG activity have a positive impact on?

1215 **Presentation: Innovation in Smart Cities**



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1245 **Panel: How to successfully fundraise with LPs new to infrastructure investing**

- Understanding the do's and don'ts of fundraising in Japan. What should GPs be aware of?
- What are new LPs priorities and concerns when looking at the asset class?
- The role of the gatekeeper in the monitoring process, how do they help select and monitor GPs?

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

**Speakers:**

Akihito Nagata, Chief Portfolio Manager, Nissay Asset Management

Kazuhiro Honjo, Head of Multi Manager Investment Department, Tokio Marine Asset Management

1330 **Networking lunch and end of conference**