

Private Debt
Investor

Japan Korea Week 2022

PDI Tokyo Forum

9-10 November 2022

Meet 100+ Japanese investors focused on private debt strategies.

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The agenda is subject to change.



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Japan Korea Week 2022

Featured speakers and organisations:

- Jingjing Bai, Advisor, **Bfinance**
- Xiaodong (Akina) Chang, Fund Manager, **Tokio Marine Asset Management**
- Andre Hakkak, CEO, **White Oak**
- Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**
- Yuko Hara, Director, Alternative Investments Team, **ORIX Life Insurance**
- Tsutomu Ishida, Deputy General Manager, **Tokio Marine & Nichido Fire Insurance**
- Kunio Kamoi, Senior Product Manager, Fund Research and Development Division, **Mitsubishi UFJ Trust and Banking Corporation**
- Yoshi Kiguchi, CIO, **Pension Fund of Japanese Corporations**
- Tomoko Kitao, Managing Director, **Hamilton Lane**
- Keiichi Komori, Managing Director, **DBJ Asset Management**
- Alex Lynn, Hong Kong Bureau Chief, **PEI Media**
- Deborah Ogawa, Senior Director, **Fitch Ratings**
- Michael Patterson, Co-found and Global Head of Direct Lending, **HPS**
- 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**
- Jiro Shimo, Alternatives Advisory, **Tasku Advisors**
- Andrew Shin, Head of Investments (Korea), **Willis Towers Watson**
- Eriko Shoji, Director, **Japan Post Bank**
- Manabu Washio, Head, **Aksia Asia**
- Speaker TBC, **Partners Group**



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PDI Tokyo Forum

Connecting Japan's investors and global private debt leaders

Wednesday 9 November 2022, Shangri-La Tokyo

13:00 *Welcome and networking lunch*

14:30 **Global LP fireside chat** (*closed-door LP's session*)

- Lead by a facilitator to understand how a global LP allocates to private debt
- Engage in a constructive dialogue with the global LP, facilitator and industry peers who are responsible for setting investment strategy and sharing strategic views
- Live Q&As

15:15 **Panel: US market outlook**

- How has the competitive landscape evolved in the past year?
- Where did managers find the best performance and generate outsize returns?
- How are fund managers differentiating themselves in terms of fundraising and portfolio management?

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

Speaker: Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**

16:00 *Networking break*

16:30 **Panel: New directions for distressed debt and special sits**

- Compare and contrast the opportunities and key differences in distressed and special sits in the US markets versus in Europe and Asia
- How did covid change the environment for special sits investors?
- Which geographies and sectors look most attractive in the distressed debt space?

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

17:15 *Networking cocktail reception*



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Thursday 10 November 2022, Shangri-La Tokyo

- 8:00 *Registration and networking breakfast*
- 9:00 *Welcome from PDI and opening remarks*
- 9:10 **Opening panel: Private debt into the next decade**
- 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 niches or areas of focus that fund managers are excited about for the next 12-18 months?
- Moderator: Alex Lynn, Hong Kong Bureau Chief, **PEI Media**
Speakers:
Michael Patterson, Co-found and Global Head of Direct Lending, **HPS**
Greg Racz, Co-founder and President, **MGG Investment Group**
David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**
- 9:55 **Panel: Mid-market direct lending opportunities in Europe**
- Examining direct lending deals, legal jurisdictions, reporting and pricing fees
 - Where do the pockets of opportunities lie for direct lending when comparing the upper and lower end market?
 - What are the key challenges across middle markets as we head into the new year?
 - With the direct lending space crowded and competitive, how might fund managers ensure outperforming the overall market?
- 10:40 *Networking break*
- 11:20 **Keynote fireside chat: 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?
- Speaker: Jeff Pentland, Managing Director, **Northleaf Capital Partners**
- 12:00 **Investor interview**
- 12:30 *Networking luncheon*



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14:00

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

- What are the drivers and trends for the alternative credit strategies?
- The growth of specialty finance and niche strategies for opportunistic investors
- Examining the emerging asset classes, sectors, developed vs emerging market

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

14:40

Case study: Identifying values across diversified credit strategies

15:00

Networking break

15:30

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

- 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?

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**

Manabu Washio, Head, **Aksia Asia**

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16:15

Panel: Japanese investor appetite for private debt

- 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?

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**

17:00

Closing remarks and networking cocktail

17:30

End of the 4th annual PDI Japan Korea Week

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