

Seoul Forum 2020

The 3rd annual Seoul Forum will continue to connect Korea's most active LPs and allocators with global fund managers. The PDI Forum will cover private debt investment across global markets, as well as in-depth sessions on the strategies and sectors. It would be unrivalled opportunities to compare strategies, exchange new ideas, and discuss on hot topics such as currency risk and market trends.

Cocktail sponsor



Co-sponsor



Featured speakers and organisations:

- Jiroo Eoh, Team Head, ABL Life Insurance
- Adalla Kim, Reporter, Private Debt Investor
- Deborah Ogawa, Senior Director, U.S. Structured Credit Group, Fitch Ratings
- Michael Patterson, Governing Partner, HPS Investment Partners
- Robert Petty, Co-CEO and Co-CIO, Fiera Capital
- Greg Racz, Co-founder & President, MGG Investment Group
- Edward Tong, Managing Director, Head of Private Debt Asia, Partners Group (Singapore)

More speakers to be announced soon

Private Debt Investor Seoul Forum 2020

10 November 2020 | Park Ballroom, Conrad Seoul

8.00 Registration and coffee

9.00 Welcome from PDI and Chair's opening remarks

9.10 **Opening panel: What is fuelling the rise in global private debt?**

- What are the key learnings from the COVID-19 crisis?
- Senior debt, mezzanine and distressed: which strategies have emerged well in 2020 and which have suffered?
- Why transparency in reporting will remain important and what data is required in decision making
- Will ESG investing be the new norm?

9.50 **Keynote presentation: How senior debt fit into an LP portfolio**

- What should LPs aware, in terms of deal structures and extend, when they seek to allocate to private debt
- How can a private debt strategy make the portfolio different for LPs?
- How to effectively diversify geographically and by sector
- When to step out the comfort zone?

10.10 **LP keynote fireside chat**

- Current status and future overseas investment plan
- View on private debt vs private equity vs fixed income
- How transparent are Korean LPs finding their managers? Are they getting the reporting detail they need?
- What is the relationship between LP and GP in a world of restricted travel? Are LPs prepared to commit to funds without seeing managers face to face?

10.30 Networking refreshments

11.00 **Middle market lending in Europe and US**

- Major strategies and regions providing maximised returns
- Incentives and deterrents to deploy capital

11.40 **Mezzanine debt**

- What are the criteria affecting the decision-making?
- What LPs should look for when finding a fund manager

12.20 **Real asset debt**

- Risk and returns compare to corporate debt
- Why real estate and infrastructure debt fit into a mixed asset portfolio?

13.00 Lunch

14.20 **Case studies: From cradle to grave syndicated loan**

- Examples of success and impacts of failure: what has worked well and why
- What investors need to aware of and why?

1440 **Presentation: Australian private debt**

- Market outlook: how allocation levels are going to change?
- What is working best and why?
- What factors could accelerate or derail future growth?

1510 Networking refreshments

1540 **Panel: Where to find uncrowded opportunities in Asia?**

- How different managers dealing with opened-end and closed-end vehicle?
- What are the competitive advantages for funds catering to the larger end of the market?
- Opportunities and key challenges ahead for private debt in Asia

16.20 Panel: Meet the Korean LPs and gatekeepers

- Why debt is preferred by Korean insurance companies when equity yields are higher than debt
- What kind of challenges are you facing lately regarding the asset allocations?
- Target returns and risks acceptable and unacceptable on private debts
- The plan to deploy more, same or less capital in the market, in terms of geography, strategy and implementation approach
- How should LPs due diligence private debt managers and when to step in when there is a performance issue?

16.50 Chairperson's closing remarks

17.00 End of forum and Cocktail

The agenda is subject to change.