

Private Debt
Investor

Japan Korea Week 2022

PDI Seoul Forum

7-8 November 2022

Connecting South Korea's investors and global private debt leaders.

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The agenda is subject to change.



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<http://privatedebtinvestor.com/japankoreaweek/>

Japan Korea Week 2022

Featured speakers and organisations:

- Byung Kyu Cheon, Chief Investment Officer, **DGB Life Insurance**
- Jungik Cho, Head of Alternative Investment Solutions, **Mirae Asset Securities**
- Jin Suk Choi, Head of Sustainable Investment Team, Strategy & Innovation Group, **Korea Investment Corporation**
- Jiroo Eoh, Team Head, **ABL Life Insurance**
- Andre Hakkak, CEO, **White Oak**
- Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**
- Natalia Haewon Park, Senior Associate, **HarbourVest Partners**
- Woong Hwang, Head of Alternative Investments Solution Department, **Kyobo Securities**
- Frank Jordan, Partner, **Crestline Investors**
- Rok Kim, Senior Manager, **The Korean Teachers' Credit Union**
- Harold Dong Young Kim, Manager, Private Capital Team, **TongYang Life Insurance**
- Alex Lynn, Hong Kong Bureau Chief, **PEI Media**
- Yoonsuk Oh, Investment Manager, Alternative team, **National Federation of Fisherise Cooperatives**
- Deborah Ogawa, Senior Director, **Fitch Ratings**
- WanSun Park, Head of Alternative Investment Team, **Fubon Hyundai Life Insurance**
- Chantale Pelletier, Global Head of Infrastructure, **Schroders Capital**
- 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**
- Andrew Shin, Head of Investments (Korea), **Willis Towers Watson**
- Eugene So, Head of Global Alternative Investment Department, **IBK Securities**



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PDI Seoul Forum

Monday 7 November 2022, Fairmont Ambassador Seoul

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**

- Spotlight on the US middle market direct lending: How has the dynamic evolved in the past year? How did managers tackle challenges such as economic hurdles, the threat of rising interest rates and possible liquidity risks?
- Looking forward - where are the hottest segments and how do risk-return profiles compare?
- 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: Real estate debt vs infrastructure debt in the investor portfolio**

- How have real asset debts been performing in turbulent times?
- Where does real estate debt and infrastructure debt sit in an LPs portfolio and how does these impact return expectations?
- Which markets and segments within the real estate and infrastructure sector offer the most potential for returns?

Moderator: WanSun Park, Head of Alternative Investment Team, **Fubon Hyundai Life Insurance**

Speakers:

Jiroo Eoh, Team Head, **ABL Life Insurance**

Harold Dong Young Kim, Manager, Private Capital Team, **TongYang Life Insurance**

17:15 *Networking cocktail reception*



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Japan Korea Week 2022

Tuesday 8 November 2022, Fairmont Ambassador Seoul

- 8:00 *Registration and networking breakfast*
- 9:00 *Welcome from PDI and opening remarks*
- 9:10 **Opening panel: Private credit: Moving to post pandemic investing opportunities**
- Has 2022 been a game changing year for private debt fund managers?
 - Given the interest rate hike, inflation and Fed's tightening stance, have there been preference shifts in tranches? What are the top findings from global investor sentiment?
 - Which strategies are proving resilient or "all weather", regardless of the business cycle or economic climate?
- Moderator: Alex Lynn, Hong Kong Bureau Chief, **PEI Media**
Speakers:
Frank Jordan, Partner, **Crestline Investors**
Greg Racz, Co-founder and President, **MGG Investment Group**
David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**
- 9:55 **Keynote panel: 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 top ESG priorities – DE&I, climate, data, transparency, other matters?
 - How do managers tackle ESG challenges such as lack of ESG data availability?
 - Is impact investing the next level of ESG in private debt?
- Speakers:
Jin Suk Choi, Head of Sustainable Investment Team, **Korea Investment Corporation**
Chantale Pelletier, Global Head of Infrastructure, **Schroders Capital**
Jeff Pentland, Managing Director, **Northleaf Capital Partners**
- 10:40 *Networking break*
- 11:20 **Keynote presentation: How private debt proved to be a better defensive strategy**
- 11:50 **Panel: View from the Top**
- What is shaping alternative asset allocation decisions?
 - How can CIOs balance the demands for increased yield and return from the portfolio with risk?
 - What does the next credit cycle looks like? What will trigger the next stage?
- Speaker: Byung Kyu Cheon, Chief Investment Officer, DGB Life Insurance
- 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: Uncovering the secret sauce of investment due diligence in South Korea**
- What are new tactics for gatekeepers to deal with Korean investors?
 - What advice would asset managers give to investors who are just entering private debt investment world?
 - What do Korean investors want from fund managers or local placement agents?
- Moderator: Natalia Haewon Park, Senior Associate, **HarbourVest Partners**
- Speakers:
Jungik Cho, Head of Alternative Investment Solutions, **Mirae Asset Securities**
Woong Hwang, Head of Alternative Investments Solution Department, **Kyobo Securities**
Eugene So, Head of Global Alternative Investment Department, **IBK Securities**
- 16:15 **Panel: Future leaders' outlook for private debt**
- Where are Korean 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: Andrew Shin, Head of Investments (Korea), **Willis Towers Watson**
- Speakers:
Rok Kim, Senior Manager, **The Korean Teachers' Credit Union**
Yoonsuk Oh, Investment Manager, Alternative team, **National Federation of Fisherise Cooperatives**
- 17:00 *Closing remarks and networking cocktail*

