

Private Debt
Investor

Japan Korea Week 2022

PDI Seoul Forum

Tuesday 8 November 2022, Fairmont Ambassador Seoul

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Japan Korea Week 2022

PDI Seoul Forum

Connecting South Korea's investors and global private debt leaders

Simultaneous translation between Korean and English

한국 자본을 위한 글로벌 기회 창출 (현장에서 한-영 동시동역이 제공됩니다)

Tuesday 8 November 2022, Fairmont Ambassador Seoul

8:30 Registration, networking and welcome refreshment 등록 및 네트워킹 (간식 제공)

9:00 Welcome from PDI and opening remarks PDI 환영사 및 개회사
Event chair: Philip A. Galgano, Senior Director, Ratings, **Egan-Jones Ratings**

9:10 **Opening panel: Private credit: Moving to post pandemic investing opportunities** 오프닝 패널: 사모 크레딧: 팬데믹 이후의 투자 기회로

- 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 credit cycle or economic climate?

- 2022 년은 사모 대출 펀드 운용사에게 판도를 바꾸는 해였을까요?
- 금리 인상, 인플레이션, 연준의 긴축 기조를 반영한 트렌치 선호도의 변화여부와 글로벌 투자자심리의 변동사항 확인하기
- 비즈니스 사이클이나 경제 환경 변화에도 문제없는 전략분석

Moderator: Philip Galgano, Senior Director, Ratings, **Egan-Jones Ratings**

Speakers:

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

David Ross, Managing Director & Head of Private Credit, **Northleaf Capital Partners**

Chris Semple, Partner, **Crestline**



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10:00

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?

Moderator: Alex Lynn, Hong Kong Bureau Chief, **PEI Media**

Speakers:

Jinsuk Choi, Head of Sustainable Investment Team, **Korea Investment Corporation**

Jeff Pentland, Managing Director, **Northleaf Capital Partners**

기조연설 패널: 사모부채 시장에서 ESG의 성장

- ESG 요소가 강화기조에 따른 사모 부채 전략의 대응방식.
- ESG의 최우선 과제는? - 다양성과 형평성 포용성(DE&I), 기후, 데이터, 투명성, 및 그 외 사항
- 임팩트 투자 (impact investing)는 다음 단계의 ESG 인가?

10:30

Networking break

네트워킹

11:00

Keynote panel: View from the Top [Korean session]

- How do investors view the private debt markets developing in 2023?
- What are the pros and cons of going private debt vs alternative asset classes?
- How can the investment team balance the demands for increased yield from the portfolio with risk?

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

Speakers:

Byung Kyu Cheon, Chief Investment Officer, **DGB Life Insurance**

Woong Han, Head of PE/PD Team, **Hyundai Marine & Fire Insurance**

En Jung Kwon, Team Head, **MiraeAsset Global Investment**

JR (Jeryang) Lee, Head of Strategic Alternative Investments Team, **National Pension Service**

한국 투자자 패널: 정상에서의 관점 [한국어]

- 한국 investors가 보는 2023년의 사모 시장의 발전방향.
- 다른 대체 자산군에 비해 사모 대출 자산군의 장단점은?
- 투자역은 어떻게 증가된 포트폴리오 요구 수익률과 리스크 간의 균형을 맞출 수 있나?



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11:50

Panel: Identifying values across diversified private debt strategies

- What are alternative credit strategies away from the direct lending crowd?
- The growth of opportunistic credit, specialty finance and niche strategies
- How have real asset debts been performing in turbulent times?

패널: 다양한 사모부채 전략들 분석하기

- 다이렉트랜딩 이외에 전략분석
- 특수금융 시장의 발전과 니치 전략분석
- 변동성이 높은 시기의 실물자산 부채 수익률 분석

Moderator: Jayme Younghee Han, Managing Director and Head of Asia ex-Japan, **Pretium Partners**

Speakers:

Ryan Chung, Managing Director and Head of Principal Investment, **Huatai International**
Andre A. Hakkak, Chief Executive Officer and Co-Founder, **White Oak Global Advisors**
Augustin Segard, Head of Junior Debt, **Schroders Capital**

12:30

Networking luncheon

네트워킹 오찬

13:45

Panel: The US and Europe market landscape

- Has there been a geographical shift in preference since covid in US and Europe?
- How are managers managing and mitigating downside risk?
- Where are the biggest opportunities heading into 2023 – sectors, structures, strategies in developed markets?

패널: 미국 및 유럽 시장

- 코비드 발생 후, 미국과 유럽시장의 선호도가 바뀌었을까요?
- 운용사들의 하방위험 관리방법
- 2023년 선진시장에서 찾을 수 있는 가장 큰 기회 (섹터, 구조, 전략)

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

Speakers:

Antonella Napolitano, Managing Director, Global Head of Investor Relations & Capital Formation, **Deerpath Capital Management**
Dong Hun Jang, Senior Advisor, **YULCHON**
Seung-ki Jeong, General Manager, **Kiwoom Asset Management**
Derrick Wee, Managing Director, Global Debt & Equity, **NH Investment & Securities**



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14:25

Presentation:
Spotlights on commercial real estate debt in Australia

- The outlook of CRE debt in Australia, compared with developed markets
- Differentiating factors between various financing sources today
- Looking ahead: what should investors consider when allocating capital in CRE debt?

Speakers: Patrick Keenan, Chairman, **Pallas Group** and Dan Gallen, Chief Investment Officer, **Pallas Group**

프레젠테이션: 호주의 상업용 부동산부채 집중 조명

- 호주의 상업용 부동산(CRE) 부채의 전망과 선진시장과의 비교
- 다양한 자금조달 방식 분석비교
- 투자자들이 상업용 부동산(CRE) 부채에 배분시 고려해야 할 점은 무엇인가?

14:45

Networking break

네트워킹

15:15

Panel: Uncovering the secret sauce of investment due diligence in South Korea [Korean session]

- 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: Taehyun Yum, Principal, **HarbourVest Partners Korea**

Speakers:

Jungik Cho, Head of Alternative Investment Solutions, **Mirae Asset Securities**

Woong Hwang, Head of AI Solution Department, **Kyobo Securities**

Sunkyoung Lee, Managing Director, **PineStreet Asset Management**

Eugene So, Head of Global Alternative Investment Department, **IBK Securities**

패널: 국내 투자 실사 비법 공개 [한국어]

- 게이트키퍼가 한국 투자자와 일하기 위한 새로운 전략소개
- Private Debt 의 세계에 입문한 투자자들에게 해 줄 수 있는 운용사들의 조언
- 국내 투자자들이 운용사나 현지 펀드 조성 주간사에게 바라는 점은?



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Panel: Korean investor appetite for private debt [Korean session]

- Where does corporate debt, real estate debt and infrastructure debt sit in investors' portfolios?
- Any sectors or strategies that are outperforming expectations?
- What attributes do institutional investors look for when choosing cross-border private debt managers?

패널: 한국 투자자들의 사모 대출 투자 선호도 [한국어]

- 회사채, 부동산 부채 및 인프라 부채는 investor 의 포트폴리오에서 어디에 속하나?
- 기대 이상으로 선전중인 투자 부문이나 전략
- 기관투자자는 해외 사모 부채 운용사를 선택할 때 어떤 점을 확인하나?

Moderator: Andrew Shin, Head of Investments (Korea), **Willis Towers Watson**

Speakers:

Celine Jeeyoun Kim, Senior Manager, Alternative Investment Team, **Lotte Non-Life Insurance**

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

Rok Kim, Senior Manager, **The Korean Teachers' Credit Union**

David Oh, Investment Manager, Alternative Investment Team, **National Federation of Fisheries Cooperatives**

16:50

Closing remarks and networking cocktail

폐회사 및 네트워킹 칵테일

17:30

End of PDI Seoul Forum

서울포럼 폐회

The agenda is subject to change.

일정은 상황에 따라 변동이 될 수 있습니다.



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