Private Debt Investor

Tokyo Forum

PDI Tokyo Forum: Latest Agenda

Thursday 26th June 2025 – PDI Tokyo Forum

08:00 **Registration and networking refreshments**

08:30 **LP Breakfast Briefing**
By invitation only. This session will be off-the-record for qualified institutional investors and allocators to interact with industry peers and discuss your experience.

09:00 **PDI welcome**

09:05 **Welcome from the Chairperson**

09:15 **Opening remarks [English]**

09:30 **Opening panel: Funds driving Japan's push for international portfolios [English]**
- Engage with the global funds providing consistent returns for Japanese capital
- Higher for longer – how elevated interest rates will drive private debt decisions
- Anticipate the effects and opportunities from new regulatory and tax regimes in the US
- Hear from fund managers which strategies can expect to grow in the coming years

10:10 **A new dawn for direct lending to emerging markets [English]**
- Finding private credit opportunities in markets that are typically overlooked
- Are there higher rewards when accessing riskier markets?
- How can fund partners derisk assets in markets that traditionally have built-in risk
- Can emerging markets provide the stable returns that direct lending investors expect

10:30 **Networking break**

11:00 **Opportunistic Credit and how to swiftly take advantage of market events**
- As market dislocations erupt, how can funds act fast and with fiduciary caution
- Better understand the niche approaches within the Opportunistic Credit umbrella
- Hear why funds are seeing an uptick in Opportunistic Credit fundraising
- Consider the most important due diligence steps when reacting to market opportunities

11:40 **Recognizing the right fit – differences between US & European Direct Lending**
- Examine how global funds approach corporate lending strategies
- How will the geopolitical shifts impact each market's competitive advantages
- Discuss which industries might benefit most from a corporate-friendly tax regime

- How will lower tax burdens impact private equity's pursuit of NAV finance?

12:20 **Networking luncheon**

13:30 **Private credit strategies: Key strategies for Japanese investors**
- Discuss with global private debt leaders how they approach their niche
- Better engage with the range of strategies at play in an expanding marketplace
- An allocator's view on what makes for an attractive manager engaging in a particular area
- The risk-reward profiles of different strategies, and the variances between the US and EU

14:20 **The long-term importance of diversifying into the real asset debt market**
- The international markets with long-term infrastructure opportunities
- Why diversifying into global real assets investments provides surety to pensions
- Anticipating emerging themes and opportunities in global real estate debt
- The low-risk, lasting rewards provided by government-backed infrastructure projects

15:00 **Networking break**

15:30 **Presentation: PDI's fundraising reports analysis [English]**

15:50 **Venture debt – financing the next unicorn [English]**
- The reputation of Japanese investors in supporting new entrepreneurs
- Explore the underserved opportunities in global markets and where opportunity exists
- How to identify effective venture capital partners requiring finance support for their portfolios
- What demands do Japanese investors have to allay risk concerns for venture debt

16:30 **Closing keynote investor panel: Why Japanese investors are growing their private debt allocations [Japanese]**
- How is the present landscape impacting decision-makers' commitment to private debt in terms of scale, strategies and sectors?
- What is the most important advice for private debt fund managers?
- What are investors' mid-long term portfolio strategies and key focus for 2025?

17:30 **Closing remarks**

17:35 **Cocktail reception**

Friday 27th June 2025 – PDI Tokyo Forum

08:00 **Registration and networking refreshments**

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09:00 **PDI welcome**

09:05 **Welcome from the Chairperson**

09:15 **Opening remarks [English]**

09:30 **Perfectly in balance – the attraction of Direct Lending's low-risk and evergreen returns**

- Engage with how direct lending's need for revolving credit creates evergreen returns
- The attraction for Japanese investors for predictable cash flows
- Explore the individual benefits of sponsored versus non-sponsored deals
- Which markets are proving to have the best risk-return profiles across the direct lending landscape

10:10 **Investor's keynote interview [Japanese]**

10:30 **Networking break**

11:00 **Digital infrastructure and the vast demand for private finance**

- As Artificial Intelligence markets expand, where will finance for data centres and their energy-use originate
- Which markets are providing the best access to digital infrastructure opportunities
- Better understand the intersection between real estate and digital infrastructure debt
- Why financing periphery industries is crucial to supporting the uptake of the AI industry

11:40 **Impact debts' rising value, driving capital to underserved markets**

- Understand the array of approaches from international impact funds
- Engage with the broad benefits from supporting projects assisting underserved industry
- Hear how impact debt has become a go-to strategy for investors seeking the dual benefit of profit and purpose
- Which global markets provide opportunities to serve sustainable development goals

12:20 **Networking luncheon**

13:10 **Utilising asset-based finance to rapidly develop fund's portfolio companies**

- Better understand the linkages between private equity and private debt
- Why providing asset-backed collateral allows private debtors to lower risk profiles
- How can ABL be used to support the growth of real assets
- Explore the markets engaging most actively with asset-based finance

13:50 **Closing Panel – The reasons behind global funds pursuit of Japanese institutional capital**

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PEI

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- Better understand how global debt funds can access a relatively untapped pool of capital
- Engage on the areas that Japanese investors are keen to develop a diversity in their portfolios
- The seal of Japanese approval – the benefit funds acquire through the rigorous due diligence of Japanese investors
- Foreign investors go-to solutions for easing entry into the Japanese market

14:30 **Closing Remarks and end of PDI JK Week 2025**

**The agenda is subject to change.*

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