

2017

Japan Outbound Infrastructure Investment Roundtable

9:30am–12:30pmm, Tuesday, October 3, 2017

Mandarin Oriental, Tokyo, Japan



Introduction

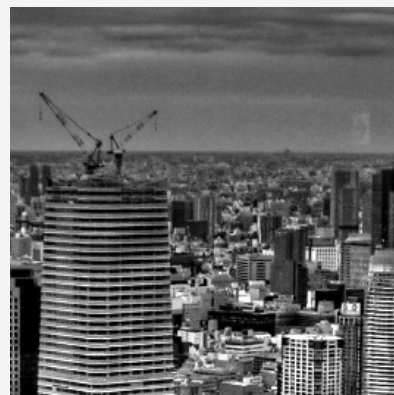
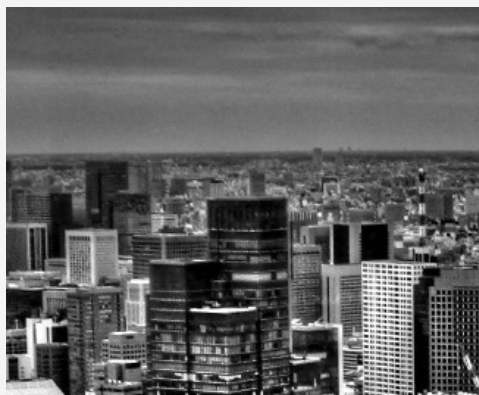
A decision-makers' roundtable for leading Japanese investors, lenders and developers on how to seize key opportunities across the world's infrastructure market.

Key themes include:

- With Japanese investors looking to invest capital abroad, the roundtable looks into global opportunities in power, transportation, renewables and oil and gas.
- Financing and funding renewable energy projects across global markets
- A look into emerging opportunities for Japanese investors and lenders in the infrastructure market
- Key challenges that Japanese investors and lenders face in the global infrastructure market.
- How to structure renewable energy deals in global infrastructure markets.
- Where are the opportunities for Japanese investors? Asia, North America, Europe, Africa or Latin America?

Why attend this exclusive decision-making roundtable?

- Network with leading Japanese infrastructure investors, bankers, and developers.
- Directly speak with decision-making peers about key challenges and opportunities in investing and funding infrastructure projects across the world.



Agenda

9:30am Registration and morning refreshments

10:00am Chairperson's opening remarks

10:10am **Asia-Pacific: Where is the action?**

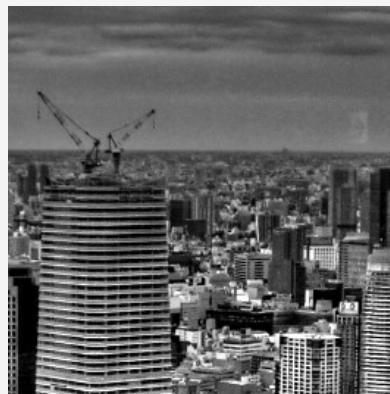
- The need for infrastructure in developing Asia Pacific is now estimated to be between \$1.5-\$1.7 trillion a year to 2030. Where do Japanese investors and banks see the most potential in Asia, and how will they work together to structure deals across a continent with various regulations, capital control issues and sometimes changing governments?
- Some of the fastest growing markets in Asia are India, Vietnam, the Philippines and Indonesia. Which markets do Japanese investors find the most intriguing, and what will change in the upcoming years in the region.
- The PPP structure has not been used as much by governments in the region. What kind of structures would Japanese investors and lenders like to see going forward?

10:40am **North America: The United States' infrastructure is crumbling, how to find a niche in the market**

- The world is waiting for Donald Trump to bring a major, nation changing, infrastructure plan to congress. With this in mind, where are the opportunities in the United States and what are the challenges for investors and lenders?

11:10am **Europe's booming renewables industry and Japanese investors**

- Europe is the world's leader in renewable energy. Just recently Germany broke a new record for renewables energy, with low-carbon sources nearly wiping out coal and nuclear power, and Switzerland had voted to phase out nuclear energy and switch to wind and solar power. Which countries in Europe do you see the most opportunities in Europe and why?
- What specific countries in Europe provide the best support for your team to get involved in the market, and how is the competition in various markets?



Agenda

11:40am

Unlocking infrastructure investment across Africa

- Japan is keen to see the country's private sector invest in Africa. At last year's sixth Tokyo International Conference on African Development (TICAD), Prime Minister Shinzo Abe pledged to mobilize a total of ¥1 trillion over the next three years for the continent. What opportunities in transportation and power do you see in Africa?
- What are some of the challenges, political and economic, that Japanese firms face in Africa?

12:00pm

Latin America: Beyond Brazil or Brazil and beyond

- Japan's private sector has been historically active in Brazil – are Japanese investors continuing to look at Brazil as well as the rest of the continent? Which countries are seen the most attractive for infrastructure investment?
- Governments across Latin America are scrambling to invent or revamp their PPP (Public-Private-Partnership) legal structures as well as create private concessions that can attract international infrastructure investors. How do you view the opportunities in Latin America's PPP schemes, and where are the challenges for a Japanese investor, developer and lenders.

12:30pm

Lunch and networking



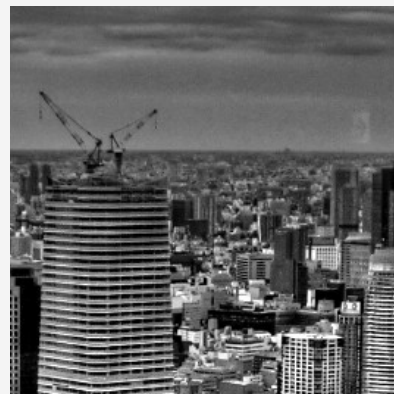
***The invitees are decision-makers from the following companies:**

- MUFG
- SMBC
- Mizuho
- JBIC

Investors:

- Itochu
- Marubeni
- Mitsubishi Corporation
- Mitsui & Co
- Sojitz
- Sumitomo Corporation
- Japan Overseas Infrastructure Investment Corporation for Transport & Urban Development

Moderator: Mia Tahara-Stubbs, Senior reporter, Asia Pacific, IJGlobal



About the Organizers

IJGlobal, the infrastructure arm of Euromoney Institutional Investor PLC, is one of the leading provider of news and intelligence on and to the global infrastructure market. In addition to its substantial news and data service, IJGlobal hosts 20+ annual events across world markets designed to gather project owners and developers, key public sector officials, and global sources of capital. For more information visit www.ijglobal.com.

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