



GERMANY FORUM 2018

20-21 JUNE

Hotel Kempinski | Munich

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**PRIVATE DEBT
INVESTOR**





Brings private
debt investment
and structuring
expertise together
like no other
conference I have
attended.

Harald Eggerstedt

Senior Consultant | Towers Watson

GERMAN INVESTORS, GLOBAL OPPORTUNITIES

As the only event in Europe designed for German investors and international managers, this is the place for you to discuss the spectrum of private debt opportunities as well as current obstacles, regulation developments and domestic deployment.

01/ What do the different market participants really think?

During our perspective focused panels, gain an in-depth understanding of:

- German LPs' risk appetite, geographic focus and what they're looking for in managers
- Global GPs' view on the best risk adjusted returns and how investors can best access opportunities
- Mittelstand borrowers' financing requirements and what they're looking for in a direct lending partner

02/ Market risk and regulatory presentations

Our series of short presentations will examine how to capitalise on and minimise the impact of major market events, such as a second global economic meltdown or significant tightening or relaxing of regulation. BAI will also be giving an exclusive update on the latest solvency II amends.

03/ Workshop: structuring funds for German investors

Gain practical insight on regional regulatory requirements for fund managers raising capital, how regulations are likely to change and their impact on manager strategies, as well as considerations for US fund managers and how you can smooth the path to investment.

04/ Deal, no deal or distribution

This interactive session will be examining deal making and pricing for hypothetical structured corporate credit opportunities. Our panel of experts will then have to decide whether they'd do the deal and whether they'd distribute it. We'll then find out who you agree with.

05/ Considerations for asset allocation

We'll be approaching this topic from a number of angles this year, from building a diversified debt portfolio to the considerations for moving capital into liquid debt in fixed income.

Agenda

highlights

06/ **Assessing risk in private debt**

With certain underlying asset types highly contested, we examine risk across the debt spectrum, looking at developments in cov-light and how investors can best know what they own.

07/ **The developing relationship between banks and private debt managers**

As relationship dynamics continue to shift within the private debt industry, we'll be examining why German banks are now more open to working with private lenders, what is required to bury the "shadow bank" label, and how managers can best support banks to build strong relationships.

08/ **The future of the private debt market**

The private debt landscape has changed significantly in the last five years, so where will it be five years in the future? During our Vision 2020 panel, we'll be exploring the future direction of the market and how you can capitalise as it continues to advance.

09/ **When good times go bad: analysis of a direct lending deal that ended in disaster**

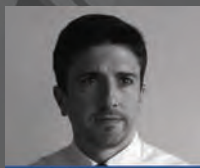
During this case study, we'll be examining the initial reasons for lending, details on the terms and structure, what the final outcome was, and what asset managers and investors can learn from the experience.

10/ **Strategy focused networking**

This session will allow you to combine networking with open discussion on the topics most important to you so you, can expand your network in the direction you need. Topics include:

Senior debt | Junior debt | Mezzanine | Real estate | Infrastructure | Unitranche

Speakers



Francesco Battazzi
Head of Analytics
& New Products

European Investment Fund



Thomas Bayerl
Head of Infrastructure Debt

MEAG



Gus Black
Partner, Financial Services &
Investment Management

Dechert



Alexander Bode
Managing Partner

BB Alternative Partners



Kirsten Bode
Co-Head, Pan European
Private Debt

Muzinich & Co



Hans-Peter Dohr
Founding and Managing
Partner

ICA



Frank Dornseifer
Managing Director

BAI



Karim Flitti
Partner

Credit Capital Partners



Gabriella Kindert
Head of Alternative Credit
Boutique

NN Investment Partners



Matthias Kirchgaessner
External Advisor

PLEXUS Investments



Brandon Kufrin
Senior Portfolio Manager

Cairn Capital



Stéphane Legrand
Partner

LGT European Capital

Speakers



Marcus Maier-Krug
Partner - Private Debt Group
BlueBay Asset Management



James Newsome
Managing Partner
Arbour Partners



Klaus Petersen
Partner
Apera Capital



Achim Puetz
Partner
Dechert



Daniel Roddick
Managing Director
EPIC PE



David Schmidt
Chief Executive Officer
CEPRES



Patrick Stutz
Chief Investment Officer
Bayshore Capital Advisors



Matthias Unser
Managing Partner
YIELCO Investments



Patricia Volhard
Partner
Debevoise & Plimpton



Thierry Wolff
Principal
European Investment Fund



Michael Wolfram
Director
bfinance



Veronika Zukova
Senior Manager
PwC

Reasons to attend



CONNECT WITH THE INDUSTRY

Meet with over 250 investors, fund managers, banks and placement agencies as the private debt community gathers in Munich for two days of networking, panels, breakout sessions, case studies and debates.



ASSESS THE CURRENT STATE OF PLAY

From general market trends and the future of the asset class to German perspectives on structuring products and the differing regulatory landscapes, this Forum covers the topics you want and need to know.



SHARE KNOWLEDGE WITH YOUR PEERS

We know it's important for you to share your experiences and insight with peers in order to gain an informed understanding of the current landscape. This event is designed to be interactive from start to finish, allowing you to take away practical knowledge to your firm.

- Aberdeen Standard
- Acofi
- Aerium Finance
- AIMA
- Alcentra
- Allianz Investment Management
- alterDomus
- Arbour Partners
- Ares Management
- Assenagon Asset Management
- Bayerische Versorgungskammer (BVK)
- Bayshore Capital Advisors
- Beechbrook Capital
- BlueBay
- Crestline Investors
- DC Placement Advisors
- Debevoise & Plimpton
- Debtwire
- Dechert
- DLM FRANKFURT
- Edelweiss Alternative Asset Advisors
- Emotional Investments Group
- EnTrustPermal
- EPIC Private Equity
- EQT Partners
- European Investment Bank
- European Investment Fund
- Fitch Ratings
- Funding Circle
- Mercury Capital Advisors
- NORD/LB
- NXT Capital
- Patrimonium
- Pensionskasse der Wacker Chemie VVaG
- PERPETUAL Investors
- PG3
- PLEXUS Investments
- PSC Eaglewood Europe
- PVE Capital
- PwC Luxembourg
- Rise Partners Limited
- Rothschild & Co
- S&P Global Ratings
- Santander
- SL Capital Partners
- Star Mountain Capital

A few of the big names who joined us last year...

- Brown Brothers Harriman
- Bundesverband Alternative Investment Capital Advisers
- Capital-B
- Cepres
- Certior Capital
- Charismatic Capital
- China Everbright Overseas Infrastructure Fund
- Chorus Capital
- CITE Investments
- Consulate of the Republic of Mozambique
- Credit Value Investments
- Creditreform Rating
- Crescent Capital
- Greenberg Traurig
- GSO Capital Partners
- Hannover Finanz
- Harbert European Fund Advisors
- HVB Pension Fund
- Idinvest Partners
- IKB Deutsche Industriebank
- Institutional Capital Advisors
- Keisjer Capital
- Linde
- M&G Investments
- Macquarie
- Maprima Benelux
- Max-Planck-Gesellschaft
- MEAG
- Meketa Investment Group
- Mercer
- StepStone Group
- SparkassenVersicherung
- Swiss Capital Group
- Syntaxis Capital
- Terra Firma Capital Partners
- The Alternative Investment Management Association
- THL Credit
- Uniqa Insurance Group
- Virtus Partners
- WGV
- Willis Towers Watson
- Wilmington Trust
- Woodman Asset Management
- YIELCO Investments

Connect with the industry

The meeting place for German investors, banks
and international fund managers



250+
senior attendees



10+
hours of networking

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Preferred pricing: **£1,595** (until Friday 27 April)

Full Price: **£1,995**

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Institutional investors receive a complimentary pass. Contact **Eduardo Batista** at eduardo.b@peimedia.com to enquire.