

Private Debt
Investor

Seoul Forum 2019

PDI Seoul Forum

7 November 2019 | The Westin Chosun Seoul

The second annual **Private Debt Investor Seoul Forum** returns on **7 November**, creating unrivalled opportunities to align your business strategies with the investment preferences of more than 100 Korean LPs. Utilising *Private Debt Investor's* position as the most trusted private credit publication globally, the Forum programme will ensure you are ahead of the curve in your investment strategies, with frequent networking sessions to enhance connections.

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Conference Agenda – 7 November 2019

- 0815 **Registration and networking**
- 0845 **PEI welcome and opening remarks from Chairperson**
Speaker: **Dr. Gabriella Kindert**, the Expert in Alternative Lending, Board Member from Mizuho Group
- 0900 **Keynote presentation**
- 0930 **Keynote panel: Global debt strategies under the microscope**
- How do investors view the role of private debt within the wider portfolio?
 - Addressing issues unique to debt such as tighter terms and limited deal sourcing opportunities
 - What are the most compelling funds in market, and how do they stay competitive?
 - Where are investors likely to find the returns?
- 1010 **Keynote: Getting your debt strategy right**
- Understanding different fund structures and gaining exposure across the capital stack
 - Hot strategies in focus: Distressed, mezzanine and senior debts
 - Case Study: Investing in complex debt structuring deals: The perils and the potential of the unitranche
- Speaker: **Tom Connolly**, Chief Investment Officer and Head of the Global Private Credit Group in Goldman Sachs' Merchant Banking Division, Goldman Sachs Group
- 1040 **Developed market focus: Where to find value in private credit?**
- US, Europe and Australia: Where are these markets in the debt cycle?
 - How regulations are likely to change and how they will impact manager strategies and allocations?
 - How currency risk is impacting investor sentiment in these markets?
 - What type of deals are currently available in these markets? What is the risk-adjusted return expectation?
- 1110 **Networking break**



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- 1140 **Panel: Private corporate debt – A focus on mid-market direct lending**
- What are the drivers for investing in the mid-market? How does the upper and lower mid-market compare for deals, visibility, terms and returns?
 - What are the trade-offs between syndicated lending and private market lending in the mid-market and SME space?
 - To what extent to mid-market lending dynamics align with the overall private debt cycle?
 - What are the documentation trends for mid-market transactions?
- 1220 **Panel: Effective ways to manage, add value and extract maximum return from a distressed portfolio**
- How are Asian or European countries dealing with their NPL issues?
 - Distress and NPL exit strategies that meet return expectations: What are the available options?
 - Where are we in the economic cycle and how does credit special situations change in response to the wider economic situation?
- 1300 **Networking lunch (Sponsored by HPS)**
- 1400 **Panel: Strategies for successful fundraising in Korea**
- What can and cannot Korean LPs invest into internationally
 - What is the role of asset management and securities companies in Korea and how do they work?
- 1430 **Panel: Investor appetite for real estate debt**
- Real estate investment as an asset class: What makes it so popular?
 - Where in their portfolio does real estate debt sit for Korean LPs and how does this impact return expectations?
 - Debt fund and direct real estate lending opportunities in US, Europe and Australia
 - What is LPs' appetite for real estate debt?
- 1500 **Networking break**
- 1530 **Panel: The rise of infrastructure debt**
- How do recent local regulations encourage Korean investors to pursue this strategy?
 - Where are we in the debt cycle and how long can the good times last?
 - Where does infrastructure debt sit in an LPs portfolio and how does this impact return expectations?



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1600 **Panel: Korea and other Asian markets focus**

- How do opportunities in private debt in Korea and Asia compare to the rest of the world?
- What are the credit opportunities away from the direct lending crowd?

1630 **Korean LP perspectives on private debt**

- What is giving LPs the confidence to increase allocations to private debt?
- What are Korean LPs' risk appetite and geographic focus? Where on the capital stack are investors looking?
- How to pick your fund manager: Who will manage capital the best – single strategy fund manager vs multi-asset fund manager vs multi-strategy funds manager?
- What do Korean investors want from their global fund managers?

1700 **End of forum and Cocktail (Sponsored by MGG)**

The agenda is subject to change.



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