PDI APAC Summit: Virtual Experience 2021

21-22 April 2021 | Virtual event UTC+8

The inaugural **Private Debt Investor APAC Summit** will discuss the most pertinent opportunities and challenges in the rapidly growing APAC private debt market, across a range of risk and return profiles, from senior debt, direct lending to mezzanine, and distressed debt.
Live private video meetings can be scheduled during 19-23 April (Monday – Friday).

21 April 2021 (Wednesday)

9.30 **Welcome from PDI**

9.35 – 10.15 **The LP review: Where does exposure to Asia sit within a global debt strategy?**

- Asia is becoming an increasingly important destination for global LPs; how does Asia compare with developed markets such as the US and Europe?
- Are Asian LPs looking to redirect US and Europe allocations back into the region?
- Which managers are grabbing the attention of LP's?
- What are the target returns LPs look for in corporate, infrastructure and real estate debt? Are they realistic?

10.20 – 11.00 **Future-view: Where will distressed credit and special situations sit in the post-pandemic era?**

- Where do GPs see the opportunity set within distress and what timeframe do LPs expect to deploy?
- Is the opportunity cost of committed capital to distressed debt a good trade-off to investing in deployed, performing credit with a high probability of solid returns?
- Where are the next target markets in the post-pandemic world?
- How did the approximate actual and projected returns of these strategies change before and after the pandemic?

11.05 – 11.45 **The search for a safe landing 'down under': Analysing the Australian debt market**

- How has covid-19 impacted the dynamics in Australia's debt market and where do GPs identify the underlying opportunities and challenges?
- How has the risk-reward scenario for credit changed in the last 6-12 months? How will next 6-12 months look like?
- How do GP summarise the private credit opportunity in Australia relative to the other major markets? How does Australia add unique value to a portfolio?

11:50 – 12.30 **Interactive Roundtable: Corporate debt vs infrastructure and real estate debt**
Which strategy is offering more covenant protection?

Networking break

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14.30 – 15.30 **Workshop: Spotlight on: Legal and regulatory updates in India and China**
Navigate multiple jurisdictions which create cross-border business, tax, regulatory and legal complexities, what are dos and don'ts in fundraising? What should be LPs be thinking about in terms of compliance in Asia.

15.30 **Close of day one**

22 April 2021 (Thursday)

9.30 **Welcome from PDI**

9.35 – 10.15 **How the world is learning to love private debt in APAC**

- What is driving Asia's growth trajectory?
- One of the key challenges in Asia is the lack of a single market culture, legal system and language – how do pan-Asia funds tackle these issues and are these challenges prohibitive to investment decisions for LPs?
- How are managers managing and mitigating downside risk?
- What are the short-term and long-term trends look like for APAC private debt, in spite of global geopolitical and macroeconomic challenges?

10.20 – 11.00 **India credit in boom**

- Why India is attractive in the context of wider Asia? Is the resilience of performing credit in the current environment a leading factor?
- How has the pandemic impacted the Indian private debt opportunity set, for better and worse?
- What is the outlook for private debt post-covid? India vs other major markets in Asia.

11.05- 11.45 **Interactive Roundtable: Meet the new investors**
Hear the thoughts from Asian LPs waiting in the wings.

Networking break

15.15 – 15.55 **Managing the LP/GP dynamic: The Gatekeepers' story**

- Who do you need to know in Asia to successfully fundraise and deploy?
- What metrics do gatekeepers use to pick funds? How do they manage LP/ GP expectations?
- What are they currently observing in terms of growth trends in Asia for the next 12 months?

16.00 – 16.40 **Debate: Direct lending is no threat to opportunistic credit**

- Why is corporate debt compelling to LPs and what are differences in investing in direct lending vs opportunistic credit?

- Is a more opportunistic or focused approach more appropriate across the private credit spectrum in Asia-Pacific?
- What are realistic expectations and how do GPs survive the stress test?

16.45 – 17.30 **Interactive Roundtable: ESG and private debt**
How can asset owners address responsible investment principles and ESG factors in their relationships with their investment managers?

17.30 **End of Summit**

The agenda is subject to change.