PDI APAC Summit

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 private debt market, across a range of risk and return profiles, from direct lending to mezzanine, and distressed debt, from APAC to developed markets. In addition to including top-of-mind insightful private credit topics, the Summit will also include interactive roundtable and workshop, extending the conversations during private video meetings which will be available during 19-23 April (Monday – Friday).

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Featured speakers and organisations:

- Amit Agarwal, Head - Stressed Assets Strategy, **Edelweiss Alternative AssetAdvisors**
- Raymond Chan, Managing Director, Head of APAC Credit, **CPPIB Asia**
- Kenneth Chiu, CFO, Asia, **Gaw Capital**
- Kei W Chua, Managing Director, **Bain Capital**
- Mike Cowell, Portfolio Manager, Credit Income, **Aware Super**
- Anita Ferreira, Head - Debt Capital Markets, **CredAvenue**
- Anil Gorthy, Senior Portfolio Manager, **Avenue Capital Group**
- Chris Gradel, Founding Partner, **PAG**
- Jayme Younghee Han, Executive Director - Asia Funds Advisory and Distribution, **Jones Lang LaSalle**
- Yuko Hara, Director, Alternative Investments Team, **ORIX Life Insurance**
- Lucas Hartmann, Senior Manager, Equities, Fixed Income and Alternatives, **NGS Super**
- Tsutomu Ishida, Deputy General Manager, Alternative Investment Group, **Tokio Marine & Nichido Fire Insurance**
- Takahiro Kato, Head of Global Fund Investment, **DBJ Asset Management**
- Rosy Khanna, Director, **International Finance Corporation**

PEI

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- Tomoko Kitao, Managing Director, **Hamilton Lane**
- Soo Cheon Lee, Co-founder & Chief Investment Officer, **SC Lowy**
- Mei Colani Li, Partner, **VI Asset Management**
- Vibhor Mittal, Chief Products Officer, **CredAvenue**
- Greg Racz, Co-founder and President, **MGG Investment Group**
- Bob Sahota, Chief Investment Officer, **Revolution Asset Management**
- Samarendra Singh, Principal, Equity Investment Unit, **Asian Development Bank**
- Andy Thomson, Senior Editor, Private Debt Investor, **PEI Media**
- Bruce Tomlinson, Head of Alternative Strategies, **Sunsuper**
- Pramod Vijayasankar, Principal Investment Officer, Investment Operations, **Asian Infrastructure Investment Bank**

Wednesday 21 April 2021

9:30 **Welcome from PDI**

9:35 – 10:15 **Panel: 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?

Speakers:
Mike Cowell, Portfolio Manager, Credit Income, **Aware Super**
Lucas Hartmann, Senior Manager, Equities, Fixed Income and Alternatives, **NGS Super**

10:20 – 11:00 **Panel: 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?
- Why is this strategy offering downside protection in a margin of safety?
- How did the approximate actual and projected returns of these strategies change before and after the pandemic?
- Where are the next target markets in the post-pandemic world?

Moderator: Kei W Chua, Managing Director, **Bain Capital**
Speakers:
Anil Gorthy, Senior Portfolio Manager, **Avenue Capital Group**
Rosy Khanna, Director, **International Finance Corporation**
Soo Cheon Lee, Co-founder & Chief Investment Officer, **SC Lowy**
Samarendra Singh, Principal, Equity Investment Unit, **Asian Development Bank**

11:05 – 11:45 **Panel: 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: Infrastructure debt vs real estate debt**

Which strategy is offering more covenant protection?

Moderator: Jayme Younghee Han, Executive Director - Asia Funds Advisory and Distribution, **Jones Lang LaSalle**

Speakers:

Kenneth Chiu, CFO, Asia, **Gaw Capital**

Pramod Vijayasankar, Principal Investment Officer, Investment Operations, **Asian Infrastructure Investment Bank**

Break

14:30 – 15:15 **Workshop: Spotlight on India distressed credit opportunity and legal & regulatory framework**

Exclusive to LPs who may join an interactive Q&As with the speaker. A limited session for attendees to be directly involved in the conversation, ask your questions, and learn what other LPs are thinking in terms of strategy and allocations.

- Primer on India distressed credit market and prevailing investment opportunities in the space.
- Overview of current legal and regulatory framework (Insolvency and Bankruptcy Code) and how it has augmented the credit resolution process in India. How enforceable are prevailing regulations?
- Is the IBC well-tested in courts? What does it mean as far as opportunities for LPs in Indian distressed credit / special situations investments are concerned?

Speaker: Amit Agarwal, Head - Stressed Assets Strategy, **Edelweiss Alternative Asset Advisors**

15:30 **Close of day one**

Thursday 22 April 2021

9:30 **Welcome from PDI**

9:35 – 10:15

Panel: Prospects for 2021: A global outlook for private debt

- How has the landscape and strategies shifted in the past year?
- Is a more opportunistic or focused approach more appropriate across the private credit spectrum? Which strategies will prevail?
- Why deal sourcing and credit origination capability matters: sponsored vs non-sponsored transactions
- What are realistic expectations and how do GPs survive the stress test during the pandemic?

Speakers:

Mei Colani Li, Partner, **VI Asset Management**
Greg Racz, Co-founder and President, **MGG Investment Group**

10:20 – 11:00

Panel: 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.

Speakers:

Amit Agarwal, Head - Stressed Assets Strategy, **Edelweiss Alternative Asset Advisors**
Anita Ferreira, Head - Debt Capital Markets, **CredAvenue**

11:05- 11:35

Presentation: Introduction of India's International Financial Services Centre (IFSC) and GIFT City

- How Alternate Investment Funds in IFSC at GIFT City can be a game changer for the fund industry
- Investing in Asset Backed Securitization (ABS) transactions through IFSC Category III

Speaker: Vibhor Mittal, Chief Products Officer, **CredAvenue**

Break

15:15 – 15:55

Panel: 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?

Moderator: Tomoko Kitao, Managing Director, **Hamilton Lane**

Speakers:

Takahiro Kato, Head of Global Fund Investment, **DBJ Asset Management**
Bob Sahota, Chief Investment Officer, **Revolution Asset Management**

16:00 – 16:40	**Keynote panel: 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? Moderator: Andy Thomson, Senior Editor, Private Debt Investor, **PEI Media** Speakers: Raymond Chan, Managing Director, Head of APAC Credit, **CPPIB Asia** Chris Gradel, Founding Partner, **PAG** Bruce Tomlinson, Head of Alternative Strategies, **Sunsuper**
16:45 – 17:30	**Interactive Roundtable: Meet the new investors** *Hear the thoughts from Asian LPs waiting in the wings.* Speakers: Yuko Hara, Director, Alternative Investments Team, **ORIX Life Insurance** Tsutomu Ishida, Deputy General Manager, Alternative Investment Group, **Tokio Marine & Nichido Fire Insurance**
17:30	**End of Summit**

The agenda is subject to change.