

Private Debt
Investor

APAC Summit

Virtual Experience 2021

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).

Principal sponsor



Lead sponsors



Featured speakers and organisations:

- Amit Agarwal, Head - Stressed Assets Strategy, **Edelweiss Alternative AssetAdvisors**
- Raymond Chan, Managing Director, Head of APAC Credit, **CPPIB Asia Inc**
- 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**
- 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**
- Tomoko Kitao, Managing Director, **Hamilton Lane**



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- Soo Cheon Lee, Co-founder & Chief Investment Officer, **SC Lowy**
- 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 – **Panel: The LP review: Where does exposure to Asia sit within a global debt strategy?**
10:15

- 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 – **Panel: Future-view: Where will distressed credit and special situations sit in the post-pandemic era?**
11:00

- 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**

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- 11:05 – **Panel: The search for a safe landing ‘down under’: Analysing the Australian debt market**
11:45
- 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 – **Interactive Roundtable: Infrastructure debt vs real estate debt**
12:30 *Which strategy is offering more covenant protection?*
Speakers:
Kenneth Chiu, CFO, Asia, **Gaw Capital**
Pramod Vijayasankar, Principal Investment Officer, Investment Operations, **Asian Infrastructure Investment Bank**
- Break**
- 14:30 – **Workshop: Spotlight on India distressed credit opportunity and legal & regulatory framework**
15:15 *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**



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Thursday 22 April 2021

9:30 **Welcome from PDI**

9:35 – **Debate: Direct lending is no threat to opportunistic credit**

- 10:15
- Why is corporate debt compelling to LPs and what are different private credit strategies?
 - What is the most appropriate approach across the private credit spectrum? A more opportunistic or focused approach?
 - 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?

Speaker: Greg Racz, Co-founder and President, **MGG Investment Group**

10:20 – **Panel: India credit in a boom**

- 11:00
- 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- **Presentation: Introduction of India's International Financial Services Centre (IFSC)**
11:35 **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



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- 15:15 – **Panel: Managing the LP/GP dynamic: The gatekeepers' story**
15:55
- 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 – **Keynote panel: How the world is learning to love private debt in APAC**
16:40
- 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 Inc**
Chris Gradel, Founding Partner, **PAG**
Bruce Tomlinson, Head of Alternative Strategies, **Sunsuper**
- 16:45 – **Interactive Roundtable: Meet the new investors**
17:30 *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.



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