

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).

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For programme information:
Niann Lai
niann.l@peimedia.com

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Featured speakers and organisations:

- Amit Agarwal, Head - Stressed Assets Strategy, **Edelweiss Alternative Asset Advisors**
- Cameron Bunnell, Global Director of Analytics, **Broadridge Financial Solutions**
- Manda Chan, Co-founding Member of the Asia Pacific Business, **Evercore Private Funds Group**
- Raymond Chan, Managing Director, Head of APAC Credit, **CPPIB Asia**
- Foster Lee, Senior Director of Credit Investment and Corporate Finance, **Gaw Capital**
- Kei W Chua, Managing Director, **Bain Capital Credit**
- Ryan Chung, Managing Director and Head of Principal Investment, **Huatai International**
- Mike Cowell, Portfolio Manager, Credit Income, **Aware Super**
- Abizer Diwanji, Partner & Head – Financial Services, **EY India**
- 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**
- Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**
- Tsutomu Ishida, Deputy General Manager, Alternative Investment Group, **Tokio Marine & Nichido Fire Insurance**
- Kulbhushan Kalia, Head of Private Debt, Asia, **Allianz Investment Management**
- Takahiro Kato, Head of Global Fund Investment, **DBJ Asset Management**
- Rosy Khanna, Regional Industry Director, Financial Institutions Group Asia Pacific, **International Finance Corporation**
- Tomoko Kitao, Managing Director, **Hamilton Lane**
- Susan Lee, Partner, **Albourne Partners**
- Soo Cheon Lee, Co-founder & Chief Investment Officer, **SC Lowy**
- Mei Colani Li, Head of Private Credit, **VI Asset Management**
- Vibhor Mittal, Chief Products Officer, **CredAvenue**
- Lillian Nunez, Executive Director – Debt Investments, **IFM Investors**
- Haewon Park, Senior Vice President, Global Alternative Investment Division, **Vogo Fund Asset Management**
- Greg Racz, Co-founder and President, **MGG Investment Group**
- Yann Robard, Managing Partner, **Whitehorse Liquidity Partners**
- Bob Sahota, Chief Investment Officer, **Revolution Asset Management**
- Samarendra Singh, Principal, Equity Investment Unit, **Asian Development Bank**
- Kevin Smithen, Chief Commercial and Strategy Officer, **Digital Colony and Colony Capital**
- Hemant Daga, CEO, , **Edelweiss Alternative Asset Advisors**
- Thomas Swain, Private Fund Group, **Credit Suisse (Hong Kong)**
- Bruce Tomlinson, Head of Alternative Strategies, **Sunsuper**
- Bahram Vakil, Co-Founder & Senior Partner, **AZB & Partners**
- Pramod Vijayasankar, Principal Investment Officer, **Asian Infrastructure Investment Bank**
- Carola Wiksten, Senior Investment Analyst - Private Debt, **Aware Super**
- Isaac Wong, Executive Director of Principal Investment, **Huatai International**
- Celia Yan, Head of China, Co-PM of Asia Pacific Private Credit, **BlackRock**



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Wednesday 21 April 2021

9:30 **Welcome from PDI**

9:35 – **Opening panel: Prospects for 2021: A global outlook for private debt**

- 10:20
- Surviving a global crisis: How has covid-19 impacted the dynamics in global debt investment?
 - Market: How do GPs summarise the private credit opportunities in China, Australia, US, relative to the other major markets?
 - Transformation: How does technology support the analytic process to evaluate investment opportunities by geography or other criteria to project future trends?
 - Trends: How are your firms approaching ESG broadly? What do you see the trends for 2021 and beyond?

Moderator: Robin Blumenthal, Americas Editor, **Private Debt Investor**

Speakers:

Cameron Bunnell, Global Director of Analytics, **Broadridge Financial Solutions**
Ryan Chung, Managing Director and Head of Principal Investment, **Huatai International**
Lillian Nunez, Executive Director – Debt Investments, **IFM Investors**
Kevin Smithen, Chief Commercial and Strategy Officer, **Digital Colony and Colony Capital**

10:25 – **Panel: The LP review: Where does exposure to Asia sit within a global debt strategy?**

- 11:05
- 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?

Moderator: Manda Chan, Co-founding Member of the Asia Pacific Business, **Evercore Private Funds Group**

Speakers:

Mike Cowell, Portfolio Manager, Credit Income, **Aware Super**
Kulbhushan Kalia, Head of Private Debt, Asia, **Allianz Investment Management**
Lucas Hartmann, Senior Manager, Equities, Fixed Income and Alternatives, **NGS Super**

11:10 – **Panel: Future-view: Where will distressed credit and special situations sit in the post-pandemic era?**

- 11:55
- 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?



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- 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, Regional Industry Director, Financial Institutions Group Asia Pacific,
International Finance Corporation

Soo Cheon Lee, Co-founder & Chief Investment Officer, **SC Lowy**

Samarendra Singh, Principal, Equity Investment Unit, **Asian Development Bank**

Break

13:30 – **Interactive Roundtable: Infrastructure debt vs real estate debt**

14:10 *Which strategy is offering more covenant protection?*

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

Speakers:

Foster Lee, Senior Director of Credit Investment and Corporate Finance, **Gaw Capital**

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

Infrastructure Investment Bank

Isaac Wong, Executive Director of Principal Investment, **Huatai International**

14:15 – **Workshop: Spotlight on India distressed credit opportunity and legal & regulatory framework**
15:00

- 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?

Speakers:

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

Bahram Vakil, Co-Founder & Senior Partner, **AZB & Partners**

Abizer Diwanji, Partner & Head – Financial Services, **EY India**

15:00 **Close of day one**



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Thursday 22 April 2021

- 9:30 **Welcome from PDI**
- 9:35 – **Debate: Which credit strategies will offer the best risk-adjusted returns in 2021?**
10:20
- Why is corporate debt compelling to LPs and what are differences in investing in direct lending vs opportunistic credit?
 - 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?
- Moderator:** Thomas Swain, Private Fund Group, **Credit Suisse (Hong Kong)**
Speakers:
Mei Colani Li, Head of Private Credit, **VI Asset Management**
Tas Hasan, Partner and Head of Investment Team, **Deerpath Capital**
Greg Racz, Co-founder and President, **MGG Investment Group**
Yann Robard, Managing Partner, **Whitehorse Liquidity Partners**
- 10:25 – **Panel: India credit in boom**
10:55
- 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.
- Moderator:** Susan Lee, Partner, **Albourne Partners**
Speakers:
Hemant Daga, CEO, **Edelweiss Alternative Asset Advisors**
Anita Ferreira, Head - Debt Capital Markets, **CredAvenue**
- 11:00- **Presentation: Presentation: Performing credit opportunity in India – the role of**
11:30 **technology and structuring**
- How have digitalization and technology created a powerful ecosystem to tap the performing credits?
 - A gateway to access private credit space in India – what is the opportunity to broaden access to finance for enterprises?
 - Innovative structured products to facilitate access to retail credit – Covered bonds & Asset Backed Securitization (ABS)
- Speakers:** Vibhor Mittal, Chief Products Officer, **CredAvenue**
Narayan Ramachandran, Chairman of the Board, **Vivriti Asset Management**
- Break**



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- 15:00 – **Panel: Managing the LP/GP dynamic: The gatekeepers' story**
- 15:30
- 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**
- 15:35 – **Keynote panel: How the world is learning to love private debt in APAC**
- 16:20
- 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 looking 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**
Celia Yan, Head of China, Co-PM of Asia Pacific Private Credit, **BlackRock**
- 16:25 – **Interactive Roundtable: LP discussion (LPs only)**
- 17:00
- Moderator:** Haewon Park, Senior Vice President, Global Alternative Investment Division, **Vogo Fund Asset Management**
- Speakers:**
Yuko Hara, Director, Alternative Investments Team, **ORIX Life Insurance**
Tsutomu Ishida, Deputy General Manager, Alternative Investment Group, **Tokio Marine & Nichido Fire Insurance**
Carola Wiksten, Senior Investment Analyst - Private Debt, **Aware Super**
- 17:00 **End of Summit**

The agenda is subject to change.



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