Private Debt Investor

New York Forum
Virtual Experience 2021

22 - 23 September 2021,
Eastern Time (ET) - Available Anywhere

New York Forum Virtual Experience Agenda 2021

Day 1: September 22, 2021

8:50-09:50am **Closed door | invitation only | off the record**

LP THINK TANK   GP THINK TANK

10:00-10:10am

PDI welcome

- Seth Kerker, Director of Events, Americas, **PEI**

Chairwoman's opening remarks

- Michelle Noyes, Managing Director, Head of Americas, **AIMA**

10:15-10:45am **Plenary session: Keynote leadership discussion**

10:50-11:20am **Plenary session: Keynote fireside chat**

11:25-12:15pm **Plenary session: LP roundtable discussion**

Discussion topics:

- Are LPs still growing allocations?
- What strategies are most attractive (distressed/special situations, mezzanine, others)?
- An overview of past, current & future allocations to PD
- What is the appetite for emerging managers & emerging markets?
- What permanent changes do LPs foresee moving forward?
- What are current expectations for benchmarking returns?
- Tech playbooks: what works and what doesn't?

12:15-12:30pm **Networking break**

12:30-1:20pm **Plenary session: The strength of private credit**

Discussion topics:

- How has private credit stacked up against the public fixed income market?
- What makes private credit so uniquely suited to withstand turmoil and volatility?
- What happens with default rates when liquidity stops getting pumped into the markets?
- What sectors in private credit have the best returns and potential (direct lending, distressed debt, mezzanine, real estate, infrastructure and special situations funds)?

1:25-2:10pm	**Plenary session: Spotlight discussion featuring Brightwood Capital Advisors**

CEO & Founder of Brightwood Capital Advisors, Sengal Selassie, will sit with PEI's Jordan Stutts to discuss the firm's strategic approach to seeking alpha in mid-market direct lending, while supporting US based companies.

Moderator: **Jordan Stutts**, Senior Writer, Private Markets, **PEI**
Featured Speaker: **Sengal Selassie**, CEO & Founder, **Brightwood Capital Advisors**

2:15-2:55pm	**Breakout sessions**

TRACK A

Real estate debt

Discussion topics:

- The economic fallout from the pandemic and related disruptions
- Overview of delinquency rates and the outlook for CRE property values
- Overview of the following sectors: the future of office, residential, and retail
- How does geography play a role in RE Debt (i.e., Miami becoming a new financial capital)?

TRACK B

Infrastructure debt investment highlights

Discussion topics:

- How will the initiatives of the Biden administration impact the sector?
- For the most part, infrastructure debt is seen as a safe and secure space; but some areas may be riskier than you think. What areas are riskier than others?
- The importance of digital infrastructure and how it's driving infrastructure debt growth

2:55-3:05pm	**Networking break**
3:05 -3:45pm	**Breakout sessions**

TRACK A

Private debt secondaries

Discussion topics:

- Impact the last year has had on the private debt secondaries market
- Expansion of the private debt secondaries market
- Key drivers including rebalancing of portfolios and the likely rise in GP-led restructurings following COVID-19 related market dislocation
- What do LPs think about the private debt secondaries market and, if they are not prepared to allocate, why?

TRACK B

Diversity in the private credit industry

Discussion topics:

- What work is being done to move towards positive changes?
- What can firms do to address diversity during the hiring processes? How do you increase and broaden the talent pipeline?
- What efforts are being implemented to retain a diverse workforce?
- What steps are you taking to boost overall culture at your firm?
- Diversity and inclusion oversight

3:50-4:40pm	**Closing plenary session: Direct lending**

Discussion topics:

- The appeal of direct lending as an asset class
- Supply and demand dynamics in the direct lending space
- Competition in the space
- Flexible service offerings

Day 2: September 23, 2021

9:00-10:00am **Closed door | invitation only | off the record**

Women's roundtable

10:05-10:40am **Plenary session: Keynote CIO leadership discussion**

10:45-11:35am **Plenary session: ESG focus**

A forward-looking conversation discussing sourcing/screening, monitoring/engagement and how debt and equity providers can collaborate on ESG during the due diligence process.

Discussion topics:

- Approaches to ESG management
- ESG integration in the underwriting process
- Standardization
- Loan structuring to encourage responsible behavior
- Innovative ways to link loans to ESG considerations
- Incorporating ESG considerations to assess risk metrics and thematic issues including climate change, energy transition, resource availability, workforce practices and inclusive growth
- Using data & ESG analytics
- Acquiring data and meeting LP expectations for reporting
- Impact of EU regulation

11:35-11:45am **Networking break**

11:45-12:35pm **Plenary session: Stressed, distressed and special situations**

Discussion topics:

- In 2020, nimble private credit managers took advantage of distressed investment opportunities. How has that strategy played out?
- Are LPs willing to commit capital for future opportunistic investments?
- Case studies on managing defaults and resolving issues

12:40-1:20pm **Breakout sessions**

TRACK A

CLO focus

Discussion topics:

- 2021 Outlook on the CLO market
- What advantages do CLOs offer over other structured products and credit assets?
- Collateralized loan obligations in US vs Europe
- Managing the complexity of CLOs and leveraging technology
- Role of the ratings agencies

TRACK B

Investing with impact–the rise of impact investing in private credit

Discussion topics:

- Overview on the rise of impact investing in private credit
- Impact-focused modifications on agreements
- Impact performance provisions
- Selecting KPIs

1:30-1:35pm **Chairwoman's closing remarks**

Michelle Noyes, Managing Director, Head of Americas, **AIMA**