

Debt Week Europe 2021

5 - 8 October

Private Debt Investor Debt Week Europe 2021

Connect with leading investors across Europe

5-8 October, London and Munich

Day one: 5 October (London)

09:00

PDI Capital Structure Forum Welcome Address

09:05

Chairperson's Opening Remarks

09:20

Opening Keynote Investor Interview

Jennifer Hartviksen, Managing Director, Global Credit, IMCO

09:55

Keynote Panel Discussion: 18 months later: performance and possibilities in an era of transition

- How has portfolio performance fared since the beginning of the pandemic? Has it surpassed initial expectations?
- Which strategies have reigned supreme, and why?
- Mitigating factors: what impacts have bank retrenchment and widespread government lending had on the private debt market?
- What role will alternative lenders have to play as the definition of 'the new normal' continues to play out across the globe?

Moderator: Daniel Hendon, Partner, Proskauer

Stephan Caron, Managing Director, Head of European Private Debt, BlackRock

Greg Racz, President, MGG Investment Group

10:40

Panel Discussion: How LP behaviour is evolving in the private debt space

- The need for yield – how are investors meeting this challenge across the globe?
- As private debt becomes increasingly multi-faceted, how are LPs setting up to approach this?
- Direct and co-investments – are we seeing a transformation in the way LPs are investing? Or is it still the minority that are adopting this approach?

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- What are the priorities when it comes to ESG?

Prasun Mathur, Head of Private Assets, **Aviva**

Joe Abrams, Head of Private Debt, Europe, **Mercer**

Trevor Castledine, Senior Director, Head of Private Credit, **bfinance**

Jeffrey Griffiths, Co-Head of Private Credit, **Campbell Lutyens**

11:20

Networking Break

11:50

Panel Discussion: A defining year for private debt? Evolving ESG demands and priorities

- The evolving definition of sustainable assets amidst a transition from exclusion to engagement-based approach to ESG
- What is driving this increase in portfolio-level engagement and is it producing improved results and transparency?
- How is the EU taxonomy and wider regulation altering the ESG landscape in private debt?
- ESG-linked margin ratches, basis point models and other emerging formulas for future success in sustainability

Sabrina Fox, CEO, **European Leveraged Finance Association**

Aurelie Hariton-Fardad, Director, **MetLife Investment Management**

Christopher Bone, Head of Private Debt, Europe, **Partners Group**

12:30

Presentation: PDI research presentation

Daniel Humphrey Rodriguez, Head of Private Markets, **PEI**

12:50

Panel Discussion: Considerations for distressed debt post-2020

- Reflecting on last year's distressed deployment – did managers get the timing right?
- What can distressed and dislocation funds still offer now that volatility has subsided?
- How have government support packages and other factors had an impact?
- Capital raising outlook for 2021 and beyond for distressed deals across the globe

Elisabeth Baltay, Partner, **Proskauer**

13:30 Lunch

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Corporate Debt	Real Asset Debt and Specialty Finance
14:40 Examining sector strengths and weaknesses amidst ongoing transition • Why a high-quality, diverse portfolio is more important than ever as the economy remains in a state of transition. • What we can expect from different sectors as the unprecedented levels of government support are eased. • Restructurings, defaults and preserving of liquidity: are debt funds prepared to service at the portfolio level? • What will the new normal look like and which sectors will be ripe for private debt investment? Christine Farquhar, Co-head of Global Credit Research, Cambridge Associates Andrea Pescatori, CEO, VER Capital Mustafa Dincer, Founder, MD Advisors Orla Walsh, Managing Director, StepStone Global	14:40 Embracing the ever-widening definition of infrastructure in the debt market • How are the lines between infrastructure, real estate and other asset classes continuing to blur? • Digital infrastructure, clean energy and more: should they be considered by investors and what kind of returns can they expect? • What other newly defined areas of infrastructure are attracting attention? • Does 'traditional' infrastructure still hold appeal? • How these assets manifest themselves amidst your ESG portfolio targets M. Nicolas Firzli, Director-General, World Pensions Council Marguerite Polge de Combret, Vice President, Macquarie Capital
15:15 Focusing the lens on small-ticket and SME lending • Assessing institutional and private investor attitudes towards this area of the lending market • Why does this remain a relatively under-exploited niche? • How alternative lenders will shape the small-ticket landscape once government support for this area of the market dries up across the continent. • What kind of role can small-ticket and SME lending play in investors' portfolios moving into the future? Amany Attia, CEO, Thincats Marek Pärtel, Co-Founder & CEO, EstateGuru	15:15 Right time, right place? Identifying niche and specialty finance opportunities • Why the time is right and the market ripe for these types of investments. • Investor due diligence: measuring and mitigating risk in this space. • Which specialty strategies are particularly appealing and how accessible are they for investors? • The diversification advantage: why these strategies can give investors the upper hand within a balanced portfolio Viral Patel, Managing Director, Prime Lead Partners Harris Antoniou, Founder and Managing Director, Neptune Maritime Leasing

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15:50

Analysing investor allocation and fundraising figures: is safety still the priority?

- Why are LPs continuing to gravitate towards senior debt over mezzanine and subordinated?
- Why are 'big brand', mainly American GPs dominating market share more than ever before?
- Examining whether this means investors are missing a trick when it comes to sufficient diversification.
- Will we see an uptick in fundraising as we move gradually from virtual back to real-world?

15:50

Distressed opportunities in real asset debt

- Retail space, offices and more – does real estate hold the key to investors looking for distressed debt opportunities post-pandemic?
- What other areas of niche real asset debt or asset-based lending can facilitate these investment vehicles?
- Why this is still the right time for opportunistic debt investments?

16:20

Afternoon Networking Break

16:50

Audience Roundtable Discussions:

- Development of emerging markets in private debt
- Evaluating the appeal of the growing secondaries debt market
- The future of fundraising post-Covid
- Realising ESG targets in private debt
- The case for NAV-based lending in the post-Covid world

17:30

Close of conference and networking drinks reception

Day two: 6 October (London)

08:00

Invite only LP networking breakfast

Facilitated by Dalit Nuttall, Principal, West Valley Capital

09:15

Chairperson's Welcome Address

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09:20

Presentation: Tracking the key global developments for ESG in private credit

09:40

PDI Investment Committee: Global Opportunities

Our PDI Investment Committee takes a look at three investment case studies from leading GPs across the globe in this unique interactive format.

10:45

Morning Networking Break

11:30

Panel Discussion: Catering for sophistication – how managers are meeting the evolving demands of clients

- How are fund managers meeting the demands of investors that are increasingly searching for multi-strategy debt solutions?
- How can managers create a cycle-agnostic strategy and deliver consistent returns for their investor base?
- Exploiting gaps in a crowded market to give you and your investors the upper hand
- Meeting ever-increasing investor expectations when it comes to ESG and sustainable investing

Lorna Robertson, Head of Funds, **Connection Capital**

12:15

Panel Discussion: Development in private debt integration for DC pensions.

Moderator: Andy Thomson, Senior Editor, **Private Debt Investor**

Dean Wetton, Managing Director, **Dean Wetton Advisory**

13:00

Closing interview: Co-investments, direct investments and more: how is the debt landscape changing for LPs?

- How is investor appetite for co-investment and direct opportunities developing? How has the pandemic affected this?
- Why fee reduction and maximising returns mean that co-investments remain a tantalising prospect for the future.
- Resources, transaction deadlines, experience? Best practice for overcoming the main hurdles for these strategies.

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- What will this mean for the debt landscape of the future?

13:30

Closing remarks

13:40

Networking lunch and end of conference

Day three: 7 October (Munich)

09:00

PDI Germany Forum welcome address

09:05

Chairperson's opening remarks

Hans-Peter Dohr, Senior Managing Partner, Institutional Capital Associates

09:15

Opening Panel Discussion: State of the market - private debt's progress in the DACH region amidst an evolving global pandemic

- How has portfolio performance fared over the past 18 months?
- How have fund managers adjusted their processes and behaviours to benefit their investors?
- In Germany and the wider region, what impact have Government stimulus packages and other interventions had and how will that play out in the months to come?
- How does the altered landscape we now operate in provide opportunity for private credit funds?

10:00

Investor presentation: building and maintaining a diversified private debt program

- How is the private debt program within the investment portfolio growing?
- Mezzanine, unitranche, senior... which structures provide the best balance whilst achieving target returns?
- How are we incorporating co-investment and direct investments into our overall strategy?
- What role can private debt secondaries play within the portfolio?

Peter Pukl, Senior Portfolio Manager, Suva

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10:20

Morning networking break

11:00

Investor Panel Discussion: Mapping out your private debt roadmap in a drastically altered landscape

- Building up a diversified portfolio in the post-Covid environment
- Manager selection amidst consolidation amongst leading GPs
- Multi-strategy considerations – blending corporate with real asset and other finance vehicles
- The evolving importance of (remote) due diligence and investment discipline

Moderator: Julien Mayen, Senior Managing Director, Head of EMEA Business Development, **EnTrust Global**

Sina Timm, Private Debt Lead, **Viridium Gruppe**

Börge Grauel, Managing Director, **YIELCO Investments**

Sebastian Schroff, Global Head of Private Debt, **Allianz Investment Management SE**

Toni Quittschalle, Head of Manager Selection, **Prime Capital AG**

Sven Seppeur, Senior Portfolio Manager, Private Markets, **Frankfurter Leben Gruppe**

11:45

Presentation: From exclusion to engagement – explaining ESG's strides forward in private debt

- Moving from an asset exclusion model towards portfolio-engagement
- Significant impact of EU and wider regulation
- Importance of continually improving data and information flow.

12:00

Panel Discussion: Incorporating multi-strategy into your sustainable debt investment portfolio

- Are 'pure' ESG vehicles finally being embraced in private debt?
- Implementing your ESG priorities – climate, CO2, diversity and more
- Infra debt and other real assets – what characteristics do these have that can strengthen your mandate?
- What role can emerging market opportunities play in an ESG friendly investment strategy?

Moderator: Jin-Hyuk Yang, International Counsel, **Debevoise & Plimpton**

Stefan Mosberger, Senior Analyst, **SIGLO Capital Advisors AG**

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12:45

Panel Discussion: Direct lending – a case of ‘more of the same’ heading towards 2022?

- How did direct lending fare in its first true ‘stress test’?
- Why is senior direct lending still the ‘go-to’ for European debt investors?
- How managers are benefitting from selective and disciplined approaches
- What changes will we see in the regional direct lending market going forwards?

Abhik Das, Managing Director, Head of Private Debt, **Golding Capital Partners**

Dominik P. Felsmann, Head of Germany, **Tikehau Capital**

Olya Klüppel, Partner, **Global Growth Capital**

Philipp Wagner, Senior Private Debt Specialist, **LGT Capital Partners**

Alexander Ott, Managing Director, Private Debt, **Partners Group**

13:30

Lunch and networking break

14:40

Fireside Chat: Real estate reinvigoration across Europe

- Opportunistic or core? What type of strategies are different European LPs demanding?
- With larger global funds now making their mark on the European real estate debt market, how does this impact investment-decision making for LPs?
- Life sciences, data centres and other emerging real estate debt opportunities
- Homeland bias? Why a preference for local real estate products persists

Anja Ritchie, Principal, **StepStone Real Estate**

Monika Bednarz, Director, **Lagrange Financial Advisory**

15:10

Panel Discussion: Infrastructure debt to the fore in Germany and beyond

- What characteristics have made this a more resilient asset class than most over the past 18 months?
- The flexibility provided by debt products over equity in the infrastructure arena
- Embracing digital infra financing opportunities as the infrastructure umbrella broadens
- Why the persistent low-rate interest environment will play into infra debt investors’ hands

Malte Nowack, Senior Investment Manager, **MEAG Munich Re**

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Panel Discussion: Stepping out from the shadows? The continuing growth of private debt secondaries

- What new players are entering this niche corner of the market in 2021?
- Why increases in LP stake sales and GP-led transactions spell exciting times ahead for secondaries
- What's the next significant step debt secondaries must take to continue its maturation?
- How investor attention and appetite has developed so far in 2021

Hans-Jörg Baumann, Chairman, **StepStone Global**

16:20

Afternoon networking break

16:50

Debate with drinks: speciality vs direct lending

- Assessing the merits of the various types of specialty lending
- Bringing specialty into the mainstream – are they becoming more accessible for European LPs?
- How returns and risk weigh up against corporate direct lending

You-Ha Hyun, Investment Director, **Perpetual Investors**

John Morabito, Senior Managing Director, Portfolio Manager, **EnTrust Global**

Greg Racz, President, **MGG Investment Group**

17:30

Chairperson's closing remarks for day one

Hans-Peter Dohr, Senior Managing Partner, **Institutional Capital Associates**

17:40

Close of day one and networking drinks reception

Day four: 8 October (Munich)

08:30

Invite-only LP breakfast

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09:15

Chairperson's day two welcome address

Frank Dornseifer, Managing Director, **BAI**

09:20

Panel Discussion: Where do opportunities outside of Germany lie?

- What geographical regions are most appealing to investors based in the DACH region?
- How have investors successfully been carrying out due diligence on these opportunities amidst travel restrictions?
- Asia vs US – which of these flourishing debt markets are attracting the most attention?
- Factoring emerging markets into your debt portfolio considerations

Trevor Castledine, Senior Director, Head of Private Credit, **bfinance**

Nicole Waibel, Managing Director, **Crescent Capital**

Mikkel Sckerl, Portfolio Manager, Partner, **Capital Four Management**

10:00

PDI Investment Committee: DACH region and Northern Europe

Our PDI Investment Committee takes a look at three investment case studies from leading GPs across the DACH region in this unique interactive format.

Moderator: Gabriella Kindert, Board Member, **Mizuho**

Mikkel Sckerl, Portfolio Manager, Partner, **Capital Four Management**

Daniel Bartsch, COO, **Creditshelf**

11:00

Morning networking break

11:30

Investor Interview

12:00

Panel Discussion: The post-pandemic investor experience: digital, data, transparency and more

- Maintaining information flow and transparency through times of distress
- Solvency II and other reporting standards as LPs demand more regulatory-compliant data
- Sustainability – how ESG client reporting has developed amidst regulatory updates and increased portfolio-level engagement
- Balancing virtual and real-life – investor expectations moving forwards when it comes to fundraising, AGMs, and the overall client relationship

Andrea Pescatori, CEO, **VER Capital**

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12:40

Closing networking lunch: themed roundtables

Take this opportunity as the conference draws to a close, to choose the theme that means most to you and discuss with your peers over lunch.

- Private debt vs traditional fixed income
- Overcoming challenges and reaping reward with sponsor-less lending
- How can investors enhance their portfolio monitoring capabilities and techniques?
- Distressed and special situations in corporate debt
- Growth of co-investment popularity in the DACH region
- The merits of late stage venture debt in 2021 and beyond

13:30

Close of conference