

# APAC Forum Singapore 2024

## PDI APAC Forum

27-28 March 2024 | Singapore

The **PDI APAC Forum** is Asia's leading outbound debt investing event. Now in its fourth year, the Forum has a proven track-record of bringing together leading APAC investors with global fund managers – connecting capital with global private debt investment opportunities. Join us to meet the most active APAC investors, discuss and debate the key issues driving outbound capital flows, and discover the most sought-after investment opportunities for next years across Asia, Australia, US, and Europe as well as the latest debt trends and investor appetites.

### ***Advisory Board members include:***

Anthony Chan, CEO, **Isola Capital**

Mark Aarons, Head of Investment Risk and Absolute Returns, **Victorian Funds Management Corporation**

Ray King, Managing Director, **Sovereign Investment Research**

Elizabeth Kumaru, Head of Private Corporate Assets, **Australian Retirement Trust**

Sean Low, CEO, **Golden Vision Capital (Singapore)**

Sabita Prakash, Managing Director, **ADM Capital**

Andrew Tan, CEO, Asia Pacific, **Muzinich & Co.**

Andy Thomson, Senior Editor, Private Debt Investor, **PEI Group**

### 27 March 2024 (Wednesday)

**8:00 Registration and welcome reception**

**8:55 Opening remarks**

**9:00 Keynote Address**

**9:05 Panel: Will Asian private debt emerge stronger than ever?**

- There are signs of a slowdown in economic activity, how does Asian private credit market look going into a possible recession and what trends are shaping the growth of private debt in Asia?
- What are each market's nuances and regulatory challenges respectively? Which countries in Asia would managers say have improved the most their enforcement legal environment in the recent years?
- What is the greatest threat to private debt returns?

**9:50 Panel: Sustainable private debt**

For program information:

**Niann Lai**

[niann.l@pei.group](mailto:niann.l@pei.group)

For sponsorship opportunities:

**Beth Piercy**

[beth.p@pei.group](mailto:beth.p@pei.group)

For registration queries:

**Luca Greene**

[luca.g@pei.group](mailto:luca.g@pei.group)

[privatedebtinvestor.com/apac-forum/](https://privatedebtinvestor.com/apac-forum/)

**PEI**

# APAC Forum Singapore 2024

- What ESG objectives drive private credit allocations, what key metrics capture these objectives and what are the progress targets for 2025 and 2030?
- Does an increased focus on ESG genuinely enhance the investment process?
- Can fund managers articulate their measurable sustainability goals for their organisations, commitments they expect from borrowers and how they assess progress?
- How divergent are investors in terms of what they require around ESG?

## 10:30 Networking break

## 11:00 Keynote interview

## 11:20 Panel: Spotlight on Australia

- On comparative global scale how much can an institutional investor deploy in Australia debt market and gain the appropriate diversification?
- What could drive further growth of the Australian private debt market despite regulatory pressure on banks? How are local investors investing?
- What kind of covenants in Australian private debt provide in pricing structure and what are the trade-offs?

## 12:00 Roundtable: Deep dive into four most active private credit markets in APAC

All attendees are welcome to choose your table for an interactive discussion with fellow participants. This provides an excellent networking opportunity for attendees splitting into small groups to discuss daily challenges and best practices. Each table will be led by industry leaders or expert hosts.

- China
- Southeast Asia
- Australia
- India

## 12:30 Networking lunch

## 13:30 Panel: The new-look distressed opportunity in Asia

- The underlying condition of Asian economies has been less obscured by extensive support measures, what does this imply for the special situations and non-performing loan segments?
- Most of the defaults were in the US or Europe – how might it impact on Asia? Where are we in the credit cycle?
- What do investors think about India's NPL opportunities, Chinese real estate market and hospitality space?
- In which countries and sectors is distressed likely to increase and why?

## 14:10 Panel: Inside the growth of specialty finance

- What role does specialty finance market have to play for both investors and lenders?

For program information:  
**Niann Lai**  
[niann.l@pei.group](mailto:niann.l@pei.group)

For sponsorship opportunities:  
**Beth Piercy**  
[beth.p@pei.group](mailto:beth.p@pei.group)

For registration queries:  
**Luca Greene**  
[luca.g@pei.group](mailto:luca.g@pei.group)



# APAC Forum Singapore 2024

- How have specialty finance structures changed relative to other debt strategies?
- Opposed to cashflow, how does specialty strategy offer downside protection?
- Deep dive across the credit spectrum: aircraft,

## 14:50 Panel: Venture debt on the rise in Asia-Pacific

- The demand for venture debt has increased significantly, why this strategy is ripe for the picking?
- With faster fundraising cycles and growing fund sizes, how macro credit environment and economic indicators impact Asian markets?
- What are the top things to consider in venture debt financing?
- Traditionally infrastructure is better financed by debt. In its new version, is venture debt, venture capital, private equity or traditional debt more suitable?

## 15:30 Networking break

## 16:00 Panel: Emerging managers in Asia

- Specialised vs generalist: how emerging managers differentiate themselves and why?
- What role can emerging managers play in helping investors deliver their goals?
- Are there different approaches to managing stress in smaller versus larger ticket sizes?
- Is the market going to get more fragmented or more consolidated going forward?

## 16:40 Panel: Asian investors perspectives: The art of manager selection

- How do investors differentiate global fund managers vs local fund managers and what are the key considerations when choosing their investment partners?
- How do investors due diligence emerging managers and what is their value in a portfolio?
- What are appetite shifts can we expect from global investors in 2024?

## 17:20 Roundtable: PDI Women Network (Women only)

Connect, exchange ideas and promote female diversity within the industry

## 17:45 Cocktail reception

## 28 March 2024 (Thursday)

## 8:30 Investors only networking breakfast (Institutional investor and family office only)

*RSVP is required.*

## 8:30 Registration

## 9:15 PEI presents: Private debt in numbers

## 9:25 Panel: The next chapter of private debt

For program information:  
**Niann Lai**  
[niann.l@pei.group](mailto:niann.l@pei.group)

For sponsorship opportunities:  
**Beth Piercy**  
[beth.p@pei.group](mailto:beth.p@pei.group)

For registration queries:  
**Luca Greene**  
[luca.g@pei.group](mailto:luca.g@pei.group)

# APAC Forum Singapore 2024

- What do managers think is the value proposition of Asia private credit compared to US and Europe in terms of valuation and risks?
- What are the megatrends we should be aware of, especially after the fat tail events of last few years including COVID, interest rate hikes, impact of Russia Ukraine, impact of climate changes etc.
- How do structures vary in upper-mid and lower-mid direct lending, how do covenants protect investors?
- A big boost for debt secondaries – where are the opportunities now?
- What selection criteria do managers apply to the PE sponsors?

## 10:00 Panel: Global investors perspective: Top-down asset allocation

- How are allocators thinking about sizing and how much goes into private credit?
- How APAC private credit features in the portfolios of global institutional investors?

## 10:40 Networking break

## 11:10 Panel: The growth of real asset debts and asset-backed securities

- How can managers provide enhanced returns to investors, mitigate risks, and avoid potential pitfalls?
- What are the relative merits of different segments - logistics, hospitality, residential, niche etc - risk adjusted returns, inflation proofed current income?
- How does Asian asset-backed securities differentiate itself to attract a higher percentage of global capital?

## 11:50 Panel: Financing and liquidity in public vs private markets

- What is the prognosis for public and private markets in 2024? In the new interest rate environment, what are the best funding options for companies?
- How important is liquidity in private markets and what are managers doing to improve it
- Private debt funds take advantages of reduced appetite among banks to support leveraged financings - do they see each other competitors or funding partners?

## 12:30 Panel: Family offices perspectives

- How do retail investors view the current private debt market and tensions in the banking sector?
- To what extent are family offices investing in alternatives and real assets debt buckets?
- Emerging managers or global credit managers – how would family offices choose?

## 13:10 Closing remarks

## 13:15 Networking lunch and end of conference

*The agenda is subject to change.*

For program information:  
**Niann Lai**  
[niann.l@pei.group](mailto:niann.l@pei.group)

For sponsorship opportunities:  
**Beth Piercy**  
[beth.p@pei.group](mailto:beth.p@pei.group)

For registration queries:  
**Luca Greene**  
[luca.g@pei.group](mailto:luca.g@pei.group)

[privatedebtinvestor.com/apac-forum/](https://privatedebtinvestor.com/apac-forum/)

**PEI**