

Private Debt
Investor

APAC Forum Singapore 2025

PDI APAC Forum

26-27 March | Sands Expo & Convention Centre

Tuesday, 25 March 2025

18:00 **APEX Women's Networking Cocktail Reception (by invitation only)**

Hosted by: **Valérie Mantot-Groene**, Regional Managing Director, **APEX Group**

Wednesday, 26 March 2025

08:30 **Registration and networking**

09:00 **PDI welcome**

09:05 **Chair's welcome remarks**

Regina Gannon, Global Head of Business Development, **APEX Group**

09:10 **Opening Keynote Panel: The Asia Pacific private debt evolution**

- Discuss how a niche allocation has risen to become a priority pursuit seeking global opportunities
- The flexible and creative solutions are defining the identity of APAC private lenders
- How sustainable private credit can make Asian companies economically more resilient in their competitive positioning within their OECD target markets
- The continued contraction in bank lending signalling a more rapid shift from public to private lending

Moderator:

Christopher Lee, Managing Director, Regional Practice Lead, Asia-Pacific, **S&P Global Ratings**

Panellists:

Barnaby Lyons, Partner and Global Head of Special Situations, **Bain Capital**

Justin Hooley, Managing Director, Asia Pacific Private Credit, **Barings**

Claus Fintzen, Chief Investment Officer, Infrastructure Debt, **Allianz Global Investors**

Johnny Brom, Founder and Chief Investment Officer, **SAIL Investments**

Aakash Desai, Chief Investment Officer, Private Credit, **360 One Asset**

10:00 **Asia Pacific's growing appetite for international opportunities**

For program information:

David Stent
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For sponsorship opportunities:

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privatedebtinvestor.com/apac-forum/

PEI

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- How GPs can position themselves to address Asian LP's conservative approach to private credit commitments
- How the year's global geopolitical events might influence investment strategies
- The sectors which could be a source of unrealised value for private credit funds
- Why Asian LPs are looking to integrate asset-based lending into their portfolios

Moderator: **Brendan Foley**, Director, Private Debt, **Rede Partners**

Panellists:

James Waldron, Head of Private Credit, **Future Fund**

Cathy Marsh, Deputy Director General, Private Sector Operations Department, **Asian Development Bank**

Ian Fowler, Co-Chief Executive Officer, **Corinthia Global Management**

John Liguori, Chief Investment Officer, Middle Market Direct Lending, **Jefferies Credit Partners**

10:50 **Coffee & Networking**

11:20 **Keynote Interview with PDI Editor, Andy Thomson**

11:40 **Calculating Opportunistic credit strategies' ideal risk and reward approach**

- The nuances of special situation strategies across the region, what to consider and how to act on opportunities
- The promise of restructuring and refinancing in supporting long-term liquidity
- Regionally distinct due diligence considerations that should be prioritised when assessing borrowers
- Claiming on defaults – explore why APAC enforcement regimes can be better understood and not feared

Moderator:

Katyani Gupta, Managing Director, **Endue Capital**

Panellists:

Johannes Rashcke, Senior Investment Officer, **International Finance Corporation (IFC)**

Sean Low, Chief Executive Officer and Chief Investment Officer, **Golden Vision Capital**

12:25 **PDI Presentation –**

Hillary Teo, Research Manager – APAC, **PEI Group**

12:40 **Networking Lunch**

13:40 **Role of Specialty Finance and how asset-based lending supports sector development**

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- The advantages do private lenders provide to refinancing of the construction, shipping and aviation sectors
- Australia's maturing market acting as the benchmark for regional uptake
- The ratchets lenders should include to drive sustainability measures by their borrowers

Moderator:

Tomas Vacek, Co-founder and Chief Investment Officer, **Fund Genesis**

Panellists:

Sean Dunne, Managing Director and Portfolio Manager, BlackRock Growth Debt, **BlackRock**

Sheng Tan, Investment Manager Global Debt Credit and Cash, **Hesta**

14:20 **The continuing resilience of infrastructure debt**

- Diving into the long-term benefits of infrastructure debt across different regions
- Examine the emerging demands for digital infrastructure
- The importance of infrastructure lending in driving net-zero transition goals
- The role of Private Credit in addressing emerging market infrastructure gaps
- Partnering with governments for large-scale infrastructure projects

Moderator:

Xander Huang, Head of Sales – ASEAN, **APEX Group**

Panellists:

Simon Jardine, Head of Investment Grade and Transition Investments, **HSBC Asset Management**

Claus Fintzen, Chief Investment Officer, Infrastructure Debt, **Allianz Global Investors**

Felipe Berliner, Group Chief Investment Officer, **Gemcorp Capital**

15:00 **Coffee & Networking**

15:30 **The creativity and flexibility of private debt origination**

- Diving into the design and approach of APAC private debt deals versus US & Europe
- Understand the conditions pushing managers to be creative in their approaches
- Role of bespoke partnerships between allocators and local Asia managers in enabling access
- The complex cultural, legal and local market structures that demand ingenuity in approach – and how these differ from global approaches

Moderator:

Karun Marwah, Founder, **Endue Capital**

Panellists:

Siddhartha Hari, Partner and Head, **Elham Credit Partners**

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Kevin Griffin, Managing Partner, Chief Executive Officer and Chief Investment Officer, **MGG Investments**

Kanchan Jain, Chief Executive Officer, **Ascertis Credit**

Diane Raposio, Partner, Head of Asia Credit and Markets, **KKR**

16:10 **Risk management approaches across the capital structure**

- Why senior debt remains the most prudent choice for credit lenders
- How unitranche lenders tackle the challenge of varied risk profiles
- Managing risk when engaging across a diverse range of market conditions
- The risk considerations allocators wish to understand from fund managers

Moderator:

Panellists:

Sally Yim, Managing Director, Head of APAC Financial Institutions Ratings & Research, **Moody's**

Benjamin Fanger, Founder and Managing Partner, **ShoreVest Partners**

Fabian Koerzendorfer, Partner, Private Credit, **StepStone Group**

Calvin Lim, Alternative Investment Specialist, **Manulife**

17:00 **Day 1 Closing Remarks**

17:10 **Networking Cocktail Reception**

Thursday, 27 March 2025

08:00 **Investor-only networking Breakfast – Hosted by Gemcorp**

Speaker: **Felipe Berliner**, Group Chief Investment Officer, **Gemcorp Capital**

By invitation only. This session will be off-the-record for qualified institutional investors and allocators to interact with industry peers and discuss your experience.

08:30 **Registration and networking refreshments**

09:00 **Chair's Welcome Remarks**

Fabrizio Bocciardi, Head of Credit, **Mubadala**

09:10 **Opening Keynote Remarks**

Sally Chen, Resident Representative, Hong Kong, **International Monetary Fund (IMF)**

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09:30 **Opening Panel - Demystifying direct lending risk**

- In a time of heightened market volatility – why senior debt can provide steady cashflow to struggling borrowers
- Examine the risk-reward profile of APAC's debt markets against their global peers
- Approaches in APAC that are defining an identity away from western models
- How private lenders can provide greater competition to traditional bank-led financing

Moderator: **Maiko Nanao**, Strategy Head, Asia, **Aksia**

Panellists:

Clifford Lee, Global Head of Investment Banking, **DBS**

Jien Lit Hwang, Head, Investment Origination, **STAR Capital**

Ryan Wong, Managing Director, Head of Private Capital Investment, **Huatai International**

Sean Low, Chief Executive Officer and Chief Investment Officer, **GoldenVision Capital**

Dominic Pfisterer, Chief Executive Officer, **Aument Capital**

10:10 **Keynote LP Panel - Leveraging Hybrid Capital to drive growth in Indonesian companies**

- Better understand the growing set of opportunities arising out of South-East Asia
- Hear the latest policy directives being explored to shore-up investor confidence
- Why enforcement risk is lessened through SWF partnerships
- Opportunity to access relative value in underserved markets

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

Panellists:

Christopher Ganis, Managing Director, Hybrid Capital Solutions, **Indonesia Investment Authority (INA)**

Tsuguto Takeuchi, Senior Vice President, Growth & Cross Border Investment Department, **Development Bank of Japan**

10:40 **Coffee & Networking**

11:10 **Behind fund managers' pursuit of private credit deals in South-East Asia**

- How established funds approach the complexities of ASEAN debt markets
- Which markets within ASEAN are proving particularly exciting for investors
- How can funds assist in supporting infrastructure and real estate demand
- Best approaches to engaging in the nascent ASEAN markets

Moderator: **Kher Sheng Lee**, Managing Director, Co-Head of APAC and Deputy Global Head of Government Affairs, **Alternative Investment Management Association (AIMA)**

Panellists:

Johnny Brom, Founder and Chief Investment Officer, **SAIL Investments**

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Amorn Amornsomboon, Senior Vice President, **XSpring Capital**

11:50 **Lenders reviving interest in global real estate**

- In which global markets real estate can reestablish its status for reliable returns
- Better manage the effects of elevated interest rates on real estate value
- Current risk approaches real estate lenders should be considering
- Sourcing deal flow in underserved global markets

Moderator:

Eric Neo, Board Director, **Medway Investments**

Panellists:

Roger Zhu, Chief Executive Officer, **Winfield Global Capital**

Rachel Kim, Portfolio Manager, **AIA Life Insurance**

12:30 **Networking Lunch**

14:00 **Institutional allocators growing demand for private credit opportunities**

- Hear from the global institutions pursuing increased exposure to Asia Pacific markets
- Understand why global LPs are turning to APAC, European or US fund managers
- Why diversification to Private Credit has increasingly become attractive for global LPs
- The necessity of local partners to achieve desired returns and reduce risk

Moderator:

Fabian Koerzendorfer, Partner, Private Credit, **StepStone Group**

Panellists:

The-Duy Nguyen, Co-Head, Structured Finance, **AXA IM Alts**

Leslie Lim, Investment Director, **Tsao Family Office**

You-Ha Hyun, Principal, **Perpetual Investors**

Veiverne Yuen, Partner, **Blauwpark Partners**

Tuck Meng Yee, Founder and Partner, **JRT Partners**

15:00 **Closing Remarks**

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