Private Debt Investor

New York Forum 2023

Speakers

Spyro Alexopoulos, Co-Head of Direct Lending, Golub Capital Amit Bafna, Managing Director, Antares Capital Michela Bariletti, Chief Credit Officer, Phoenix Group Andrew Bellis, Partner, Head of Private Debt, Partners Group Zak Bentley, Americas Editor, Infrastructure Investor, PEI Group Jennie Benza, Private Markets, General Electric Pension Stephanie Berdik, Partner, Investment Funds, Kirkland & Ellis Garett Bjorkman, Managing Director, Portfolio Oversight, CIM Group **Andreas Boye**, Co-Head of Credit Opportunities in North America, **Carlyle** William Brady, Partner, Paul Hastings Christian Brehm, Chief Executive Officer, FC Capital Christine Brennan, Operations Manager, Alternative Investments, New Jersey **Pension Plan** Sarah Butcher, Head of Private Markets Distribution, Fiera Capital Nicole Byrns, Alternative Asset Investor, Independent, Formerly at CPPIB Stephan Caron, Managing Director, Head of European Private Debt, BlackRock Andrew Chen, Head of Real Estate Investments, Beach Point Capital Management Marc Chowrimootoo, Managing Director, Hayfin Capital Management Noel Clapp, Investment Manager, Pension Investments, General Electric Pension Pierre-Yves Cyr, Senior Director, Capital Solutions, CDPQ Dean D'Angelo, Partner, Stellus Capital Management Anna Dayn, Managing Partner, New End Bowen Diehl, President & Chief Executive Officer, Capital Southwest Kerry Dolan, Managing Partner, Brinley Partners Mark Dominé, Managing Director & Head of Origination, Fundamental Advisors LP Grier Eliasek, President, Prospect Capital Marianna Fassinotti, Managing Director, D. E. Shaw Andersen Fisher, Portfolio Manager, Special Situations Opportunity Funds, HPS **Investment Partners** Mary Kathleen Flynn, Editor-In-Chief of PE Hub, PEI Group Matthew Freund, Managing Director, Barings



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For speaking opportunities: **Erin Wolfe** erin.wolfe@pei.group

Marc Friess, Partner, Proskauer David Gaito, Head of Direct Lending, Fidelity Investments Ed Goldstein, Chief Investment Officer, Coller Credit Secondaries Laurence Gottlieb, Chairman & CEO, Fundamental Advisors LP Dane Graham, Managing Director, 17Capital Kevin Griffin, Founder & CIO, MGG Investment Group Michael Gross, Co-founder, SLR Capital Partners Drew Guyette, Co-Chief Credit Officer & Senior Partner, Twin Brook Capital **Partners** Greg Hardiman, Managing Director, 17 Capital Nate Hartley, Head of Origination, Channel Capital Advisors Jennifer Hartviksen, Managing Director, Global Credit, Investment Management **Corporation of Ontario** Shamafa Khan, Managing Director, Head of Marketing & Investor Relations, Crayhill **Capital Management** Jesse Kirsch, Partner, Paul Hastings Avi Korn, Co-Head of Asset Based Finance, KKR John Kyles, Managing Director, Portfolio Advisors Leor Landa, Head of Investment Management, Davis Polk Jess Larsen, Founder & CEO, Briarcliffe Credit Partners Kevin Lawi, Managing Director, Private Credit Portfolio Manager & Head of Origination of Credit Investments Group, Credit Suisse Asset Management Christina Lee, Managing Director and Assistant Portfolio Manager, Oaktree Capital Management Aren LeeKong, Vice Chairman of Global Credit, Head of Direct Lending & CEO of BDCs, Carlyle Jeff Levin, Managing Director, Portfolio Manager & Head of Direct Lending, Morgan **Stanley Investment Management** Tim Lower, Chief Executive Officer, Chief Investment Officer, Founder, Willow Tree **Credit Partners** Kevin Magid, President, Audax Private Debt Lin Maung, Senior Portfolio Manager, Private Equity, State of Wisconsin Investment Board Kevin McCormick, Managing Director, Campbell Lutyens Joe McCurdy, Head of Origination, Guggenheim Partners Lane McDonald, Managing Director, OMERS Private Equity Richard Melville, Editorial Director, U.S., PEI Group Derek Miller, Managing Director, Fitch Ratings

Michelle Noyes, Managing Director, Head of Americas, Alternative Investment **Management Association Obinna Onyeagoro**, Consultant, **Egon Zehnder** Armen Panossian, Head of Performing Credit & Portfolio Manager, Oaktree Capital Management Margarita Pineda-Ucero, Managing Director, Portfolio Management, Audax Private Debt **Douglas Porter**, Managing Director, **MainePERS** Dharmy Rai, Director, BlackRock Hallie Ransone, Managing Director, Liberty Mutual Investments Brian Resnick, Partner, Davis Polk Daniel Roddick, Founder, Ely Place Partners Samantha Rowan, Editor, Real Estate Capital USA, PEI Group Bill Sacher, Partner & Head of Private Credit, Adams Street Partners Kenneth Saffold, Co-Founder & Managing Partner, o15 Capital Partners Caroline Sandberg, Partner, Finance, Fried Frank Erik Savi, Managing Director, Partner & Global Head of Infrastructure Credit, Carlyle Randy Schwimmer, Co-Head of Senior Lending, Churchill Asset Management Lori Scott, Managing Director, Lafayette Square Sengal Selassie, CEO & Founder, Brightwood Capital Advisors Andrew Smith, Head of Real Estate & Senior Managing Director, Kayne Anderson **Real Estate** Andy Thomson, Senior Editor, Private Debt Investor, PEI Group Isaiah Toback, Partner, Deputy Co-Chief Investment Officer, Castlelake David Traverso, Managing Director, Alter Domus Bao Truong, Senior Managing Director, Centerbridge William Tuttle, Investment Funds Partner, Kirkland & Ellis Patti Unti, Head of CRE Equity, Waterfall Asset Management Leslie Vargas, Senior Portfolio Manager, Resolution Life Barry Wilson, Managing Director, FIRSTavenue Partners Eric Wittleder, Managing Director, Infrastructure, Brookfield Asset Management Christopher Wright, Managing Director & Head of Private Markets, Crescent Capital Alfred Xue, Partner, Latham & Watkins Gabriel Yomi Dabiri, Private Credit & Cross-Border Finance Leader, Managing Partner, Polsinelli Michael Zawadzki, Global Chief Investment Officer, Blackstone Joseph Zidle, Senior Managing Director & Chief Investment Strategist, Blackstone Boris Ziser, Partner, Schulte Roth & Zabel

Agenda

Day 1 - Wednesday, September 6

8:00 AM - 8:30 AM Women's networking breakfast hosted by Kirkland & Ellis

Stephanie Berdik, Partner, Investment Funds, Kirkland & Ellis

8:30 AM - 8:35 AM PEI welcome

Erin Wolfe, Associate Director, Global Head of Content & Strategy, Private Debt, PEI

8:35 AM - 8:40 AM Chair remarks

Michelle Noyes, Managing Director, Head of Americas, Alternative Investment Management Association

8:40 AM - 9:10 AM Opening keynote: Golub Capital's perspective on today's market environment & the outlook for deal activity

Moderator: **Andy Thomson**, Senior Editor, Private Debt Investor, **PEI Group** Speaker: **Spyro Alexopoulos**, Co-Head of Direct Lending, **Golub Capital**

9:10 AM - 9:50 AM Macro trends & a push for real assets

- Main risk factors going into 2024; Impact of interest rates, geopolitical tensions, and cyclical risks on the balance sheets of portfolios
- Current state of the world's markets as they pertain to civil unrest, covid concerns, the war in Ukraine, and the threat of additional Russian sanctions
- Addressing climbing interest rates and the effects of inflation, concerns over recessionary trends
- Diversification into other private credit asset classes such as infrastructure, real estate, and healthcare

Moderator: **Marc Friess**, Partner, **Proskauer** Speakers:

Michela Bariletti, Chief Credit Officer, Phoenix Group Garett Bjorkman, Managing Director, Portfolio Oversight, CIM Group Randy Schwimmer, Co-Head of Senior Lending, Churchill Asset Management Michael Zawadzki, Global Chief Investment Officer, Blackstone Credit

9:50 AM - 10:40 AM Continued drive toward direct lending

- Supply and demand dynamics in the direct lending space
- Addressing concerns around profit margins due to inflation and rising interest rates
- How lending will change as we head into a recessionary period and the opportunities created
- An analysis of projected trends in performance, risk-adjusted returns, and value creation going into the new year

Moderator: Alfred Xue, Partner, Latham & Watkins

Speakers:

Kevin Griffin, Founder & CIO, MGG Investment Group Jeff Levin, Managing Director, Portfolio Manager & Head of Direct Lending, Morgan Stanley Investment Management Kevin Magid, President, Audax Private Debt Armen Panossian, Head of Performing Credit & Portfolio Manager, Oaktree Capital Management Bill Sacher, Partner & Head of Private Credit, Adams Street Partners

10:40 AM - 11:20 AM Special situations & distressed debt in inflationary times

- Strategies to take advantage of unique opportunities for over-levered companies
- How are special situations and distressed credit combating inflation? What trends are we seeing in rescue finance and balance sheet restructuring?
- Where are investors deploying opportunistic capital?
- Identifying which sectors and strategies are providing the most opportunities, whilst avoiding more vulnerable opportunities

Moderator: **Brian Resnick**, Partner, **Davis Polk** Speakers:

Marianna Fassinotti, Managing Director, D.E. Shaw

Andersen Fisher, Portfolio Manager, Special Situations Opportunity Funds, HPS Investment Partners

Bao Truong, Senior Managing Director, Centerbridge

11:20 AM - 11:50 AM Networking break

11:50 AM - 12:30 PM Trends in specialty finance

- How are specialty finance companies changing business models to adapt to the current environment?
- Where is the opportunity for capital raising for specialty finance companies?
- What's driving investor interest in asset-based lending, equipment finance, and collateralized specialty finance products and securitization?
- Analysis of the drive for fintech in this space and the opportunities available with blockchain. What are the prospects for companies that want to securitize and tokenize hard assets and securities?

Moderator: **Boris Ziser**, Partner, **Schulte Roth & Zabel** Speakers:

Pierre-Yves Cyr, Senior Director, Capital Solutions, CDPQ
Laurence Gottlieb, Chairman & CEO, Fundamental Advisors LP
Michael Gross, Co-founder, SLR Capital Partners
Isaiah Toback, Partner, Deputy Co-Chief Investment Officer, Castlelake

12:30 PM - 1:10 PM Private vs. public market opportunities

- Pros to private and public debt benefits and the latest trends surrounding interest rate risk, liquidity, volatility relative to market moves, security, and duration risk
- Trends and opportunities in fixed income and its rise in popularity over private credit
- Changes in the CLO market

Moderator: **Caroline Sandberg**, Partner, Finance, **Fried Frank** Speakers:

Andrew Bellis, Partner, Head of Private Debt, Partners Group

Jennifer Hartviksen, Managing Director, Global Credit, Investment Management Corporation of Ontario

Kevin Lawi, Managing Director, Private Credit Portfolio Manager & Head of Origination of Credit Investments Group, **Credit Suisse Asset Management Derek Miller**, Managing Director, **Fitch Ratings**

1:10 PM - 1:50 PM Identifying new business opportunities while balancing your existing portfolio

- What sectors to target and what sectors to avoid
- How to find new opportunities considering choppy economic waters and rising interest rates
- Proactive tips to take with respect to existing investments

Moderator: **William Brady**, Partner, **Paul Hastings** Speakers: **Hallie Ransone**, Managing Director, **Liberty Mutual Investments**

Lori Scott, Managing Director, Lafayette Square

Sengal Selassie, CEO & Founder, Brightwood Capital Advisors

1:50 PM - 2:50 PM Lunch

2:50 PM - 3:30 PM Breakout sessions

Track A: DEI in private credit	Track B: BDCs
 Link between DE&I and performance How to measure DE&I across portfolios LP expectations for private credit GPs Moderator: Obinna Onyeagoro, Consultant, Egon Zehnder 	 Where are we seeing the most opportunities and why? What does investor appetite look like in the markets? Where are we seeing the biggest cashflows?
Speakers: Christine Brennan , Operations Manager, Alternative Investments, New Jersey Pension Plan	Moderator: William Tuttle , Investment Funds Partner, Kirkland & Ellis

Shamafa Khan, Managing Director, Head	Speakers:
of Marketing & Investor Relations, Crayhill	Dean D'Angelo, Partner, Stellus Capital
Capital Management	Management
Kenneth Saffold, Co-Founder & Managing	Bowen Diehl, President & Chief Executive
Partner, o15 Capital Partners	Officer, Capital Southwest
	Matthew Freund, Managing Director and
	Co-Portfolio Manager, Barings

3:30 PM - 4:10 PM Breakout sessions

Track A: Private debt real estate	Track B: Private debt secondaries
 Identifying the best assets and sources for alpha Loan structures and strategies for high performance Inflation concerns and interest rates in housing markets 	 Opportunity and potential growth opportunities Benefits and risks of investing in private credit secondaries Moderator: Leor Landa, Head of
Moderator: Samantha Rowan , Editor, Real Estate Capital USA, PEI Group Speakers: Andrew Chen , Head of Real Estate Investments, Beach Point Capital	Investment Management, Davis Polk Speakers: Ed Goldstein , Chief Investment Officer, Coller Credit Secondaries John Kyles, Managing Director, Portfolio Advisors Dan Roddick, Founder, Ely Place Partners
Management Andrew Smith, Head of Real Estate and Senior Managing Director, Kayne Anderson Real Estate Patti Unti, Head of CRE Equity, Waterfall Asset Management	

4:10 PM - 4:40 PM Networking break

4:40 PM - 5:20 PM Breakout sessions

Track A: US vs. EU debt markets - Appetite for European credit amongst US	Track B: Sponsored vs. non-sponsored lending
 investors Effects of the current global geopolitical environment Challenges of regulation and an increased push for global frameworks 	 Benefits of both strategies in a portfolio Comparison of origination, execution, and performance Risk and returns and how they are driving appetite over one another

Moderator: Anna Dayn , Managing Partner, New End	Moderator: Barry Wilson , Managing Director, FIRSTavenue Partners
Speakers: Marc Chowrimootoo, Managing Director, Hayfin Capital Management Nate Hartley, Head of Origination, Channel Capital Advisors Dharmy Rai, Director, BlackRock	Speakers: Amit Bafna , Managing Director, Antares Capital Christian Brehm , Chief Executive Officer, FC Capital Kerry Dolan , Managing Partner, Brinley Partners Christina Lee , Managing Director and Assistant Portfolio Manager, Oaktree Capital Management

5:20 PM - 6:00 PM Breakout sessions

Track A: Private debt infrastructure	Track B: New strategies and emerging sectors
 Key trends in the infra market as they pertain to ESG and macro forces How is infrastructure debt being considered in investor portfolios and how do we benchmark progress? Where are their areas of growth over the next several years? Moderator: Zak Bentley, Americas Editor, Infrastructure Investor, PEI Group 	 Are investors willing to target more opportunistic strategies in exchange for a bit more risk? Deep dive into collateralized loan obligation (CLOs), asset-backed loans, venture debts specialty finance, fund finance and NAV financing Are private debt secondaries the
Speakers: Mark Dominé, Managing Director & Head of Origination, Fundamental Advisors LP Erik Savi, Managing Director, Partner, and Global Head of Infrastructure Credit, Carlyle Eric Wittleder, Managing Director, Infrastructure, Brookfield Asset Management	next wave? Moderator: Andy Thomson, Senior Editor, Private Debt Investor, PEI Group Speaker: Greg Hardiman, Managing Director, 17 Capital Joe McCurdy, Head of Origination, Guggenheim Partners David Traverso, Managing Director, Alter Domus

6:00 PM - 7:00 PM Networking reception

Day 2 - Thursday, September 7

8:00 AM - 9:00 AM LP think tank breakfast

Nicole Byrns, Alternative Asset Investor, Independent, formerly CPPIB

8:00 AM - 9:00 AM GP working group breakfast

Jess Larsen, Founder & CEO, Briarcliffe Credit Partners

9:00 AM - 9:02 AM Chair remarks

Michelle Noyes, Managing Director, Head of Americas, Alternative Investment Management Association

9:02 AM - 9:40 AM 10 years of private credit

- History of private credit and where we see the next 10 years going
- Trends in private credit and emerging asset classes

Moderator: **Richard Melville**, Editorial Director, U.S., **PEI Group** Speakers:

David Gaito, Head of Direct Lending, Fidelity Investments Drew Guyette, Co-Chief Credit Officer & Senior Partner, Twin Brook Capital Partners Avi Korn, Co-Head of Asset Based Finance, KKR Margarita Pineda-Ucero, Managing Director, Audax Private Debt

9:40 AM - 10:20 AM Investor panel

- Key priorities for private debt investors
- Emerging investment strategies across the direct lending capital structure
- Increased focus from investors on ESG, real estate, and infrastructure debt and their yield returns

Moderator: **Mary Kathleen Flynn**, Editor-In-Chief of PE Hub, **PEI Group** Speakers: **Jennie Benza**, Private Markets, **General Electric Pension Lin Maung**, Senior Portfolio Manager, Private Equity, **State of Wisconsin Investment**

Board

Douglas Porter, Managing Director, MainePERS

Leslie Vargas, Senior Portfolio Manager, Resolution Life

10:20 AM - 11:00 AM Direct lending in middle markets

- Building out the definition of the middle market outside of deal size and what that means for performance, risk-adjusted returns, and value creation
- Differentiators between lower and upper segments of private credit
- Analysis of alpha that can be generated by investors

Moderator: **Gabriel Yomi Dabiri**, Private Credit & Cross-Border Finance Leader, Managing Partner, **Polsinelli**

Speakers:

Stephan Caron, Managing Director, Head of European Private Debt, **BlackRock Aren LeeKong**, Vice Chairman of Global Credit, Head of Direct Lending, & CEO of the Business Development Companies, **Carlyle**

Tim Lower, Chief Executive Officer, Chief Investment Officer, Founder, **Willow Tree Credit Partners**

Lane McDonald, Managing Director, OMERS Private Equity

11:00 AM - 11:30 AM Networking break

11:30 AM - 12:10 PM Private credit in M&A transactions

- Addressing the highly competitive M&A market by providing more flexibility and certainty from loans to fund acquisition
- An analysis of direct loans outpacing syndicated loans in the middle market
- Future of existing borrowers doing add-on acquisitions

Moderator: **Jesse Kirsch**, Partner, **Paul Hastings** Speakers:

Andreas Boye, Managing Director of the Carlyle Credit Opportunities Fund ("CCOF"), Co-Head of CCOF in North America, **Carlyle**

Dane Graham, Managing Director, 17Capital

Christopher Wright, Managing Director & Head of Private Markets, Crescent Capital

12:10 PM - 12:50 PM Deploying capital across different strategies

- Which asset classes and sectors are well-positioned to perform against the current economic backdrop?
- How, if at all, are you adjusting your underwriting to capture this opportunity set?
- What are the risks to your central thesis and how do you mitigate potential impacts to investment returns?

Moderator: **Kevin McCormick**, Managing Director, **Campbell Lutyens** Speakers:

Sarah Butcher, Head of Private Markets Distribution, Fiera Capital Nicole Byrns, Alternative Asset Investor, Independent, Formerly at CPPIB Noel Clapp, Investment Manager, Pension Investments, General Electric Pension Grier Eliasek, President, Prospect Capital

12:50 PM - 1:30 PM Closing keynote: Worldview of an economist

Interviewer: **Richard Melville**, Editorial Director, U.S., **PEI Group** Interviewee: **Joseph Zidle**, Senior Managing Director & Chief Investment Strategist, **Blackstone**

1:30 PM End of conference & lunch