

Private Debt  
Investor

# Europe Summit London 2022

## **PDI Europe Summit 2022**

**The Carlton Tower Jumeirah, London, 11-12<sup>th</sup> October**

*Connecting and sustaining Europe's burgeoning private debt market*

### **Day 1**

**8.45am PDI Europe Summit Welcome Address**

**8:50am Chairperson's opening remarks**

**9.00am Opening keynote interview**

**9:20am Panel discussion: Switching the focus back to credit cycle assessment**

- Post-red herring: where do we stand now that Covid hasn't have the prolonged impact on the market that was initially expected?
- How GPs are reacting and gaining a competitive edge when combating macro-economic issues
- Evaluating the impact that the SEC, central banks, governments and other economic powers are having on private funds
- Prospects for fundraising and deal flow as we head into 2023 and beyond

**Moderator: Faisal Ramzan, Partner, Proskauer**

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

### **10:05am Investor insight panel: Manager selection and risk assessment in an unpredictable world**

- How current affairs in Europe and further afield are impacting investor decision-making – is there an air of caution?
- Mitigating risk amidst inflation and interest rate concerns as well as supply chain disruption
- Evolving ESG criteria for manager and fund strategy selection; LPs own responsibility when it comes to internal ESG matters
- What can private debt do to make itself more appetising in the new world order?

**Moderator: Helene Schutrumpf**, Director, **Ely Place Partners**

**Speakers: Alison Trusty**, Associate Partner, **Aon**  
**Tuomo Hietaniemi**, Portfolio Manager, **Elo**  
**Joe Abrams**, Head of Private Debt, Europe, **Mercer**

### **10:45am Networking Break**

### **11:20 Panel discussion: Who, what and where? How the middle market is shaping up across the globe**

- Amidst unprecedented manager consolidation and acquisition, who represents the middle market in private credit currently?
- Will we continue to see the same level of activity moving forward?
- How will a new-look market impact investor decision-making when selecting managers?
- Where are the opportunities amidst the market bifurcation taking place?
- The evolving role of sponsors across the mid-market

**Speakers: Luis Mayans**, Partner & Deputy Head, Private Debt, **CDPQ**  
**Howard Sharp**, Head of Origination, Direct Lending, **Alcentra**  
**Sanjay Mistry**, Head of Alternative Credit, **Pension Protection Fund**  
**Adam Wheeler**, Co-Head of Global Private Finance, **Barings**

## **12:00 Panel discussion: Selecting strategies in private debt for 2023 and beyond**

- Assessing the landscape – how is the dynamic of the market changing, and who is offering what?
- Key considerations for sophisticated LPs when selecting the right fund strategies for them
- The merits of direct lending, NAV loans, secondaries, asset-backed vehicles, emerging market strategies and other options for investors
- How is fundraising faring for these various strategies across the globe?

**Moderator: Christine Farquhar**, Global Head of the Credit Investment Group, **Cambridge Associates**

**Speaker: Jim Karp**, Head of Business Development, **Racing Capital**

## **12:40 Dislocation, distress & defaults – what are, or aren't, we seeing?**

- Reflecting on the dislocation cycle of the past 2 years and where we stand now
- Why haven't selection criteria generated the expected alpha? How must LPs and GPs alike adapt their approach?
- Acting quickly to seize opportunities across distressed and special situations
- Keeping an eye on action from central banks and governments when it comes to default rates and interventions

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

**13:15 LP presentation**

**13:30 Lunch**

Corporate Debt	Real Asset Debt & Specialty Finance
<p><b>14.30 A global outlook in a shrinking world</b></p> <ul style="list-style-type: none"> <li>• What key facts should European LPs know about the North American direct lending market?</li> <li>• What is your outlook for regions, sectors, and strategies?</li> <li>• How do risk/return profiles compare?</li> </ul> <p><b>Moderator: Daniel Griffith, Partner, Proskauer</b></p>	<p><b>14.30 Evaluating opportunities away from corporate credit</b></p> <ul style="list-style-type: none"> <li>• Taking advantage of asset blending and innovation in the physical asset world</li> <li>• Assessing the full spectrum across physical asset backed lending strategies</li> <li>• What security and returns can these assets offer in comparison to corporate debt?</li> <li>• How might they appeal to LPs in the current macro and geopolitical environment?</li> </ul> <p><b>Speakers: Jennifer Hartviksen, Managing Director, Global Credit, Investment Management Corporation of Ontario (IMCO)</b></p> <p><b>Tricia Ward, Director, Head of Private Credit, Redington</b></p>
<p><b>15.05 Emerging market corporate credit: Mitigating risk perception to seize opportunity</b></p> <ul style="list-style-type: none"> <li>• Why are we seeing increasing appetite for emerging markets amidst an uncertain geopolitical environment?</li> <li>• Navigating political and country risk in 2022 and beyond</li> <li>• What strategies offer the risk-return profiles that LPs are after?</li> <li>• Access to market – how the GP landscape for emerging credit is evolving</li> </ul>	<p><b>15.05 Investing in the infrastructure of the future</b></p> <ul style="list-style-type: none"> <li>• Examining the sectors ripe for debt investment and why they will appeal to LPs</li> <li>• Assessing the trends driving investments in energy transition, social, digital and other infrastructure projects</li> <li>• How sophisticated must LPs be to lead the charge when it comes to sector-specific fund selection?</li> <li>• The where and the what - finding the right opportunities in the right regions across the globe</li> </ul>

#### **15:40 The democratisation of the corporate credit market**

- Why are we seeing an increase in retail investors flocking to private debt?
- Improved accessibility – how new avenues to the asset class have opened
- How is tokenisation being used to attract more retail clients, and is it sustainable?
- What will this changing demographic of LP mean for the future of the asset class?

#### **15:40 A real estate debt revival: what's spurring on investors in this buoyant market?**

- How the real estate asset class has navigated choppy waters over the past couple years
- Why are LPs increasingly seeing value and security in real estate debt opportunities?
- Seeking potential across the capital structure – what strategies are most popular at present, and why?
- How ESG is manifesting itself in real estate and what investors are demanding from their managers

**Speaker: Mikaël Limpalaër, Senior Investment Director, AustralianSuper**

#### **16:15 Afternoon Networking Break**

#### **16:40 Debate with drinks: Opportunistic versus senior debt**

- The merits of both in today's environment
- What are the overlaps?
- How are they viewed by investors in their portfolio 'buckets'?

#### **17:20 Audience roundtables**

- Enhancing returns with junior debt strategies
- Venture & growth debt
- Special situations – a revamped opportunity?
- The evolution of IR, AGMs and fundraising in private credit
- Developments in the CLO market
- Discussing the future role of covenants in private debt

## Day 2

**8:00am Invite only LP networking breakfast**

**9:15am Chairperson's Welcome Address**

**9:20am PDI Investment Committee: ESG & impact opportunities**

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

**Moderator: Dr. Gabriella Kindert**, Expert in Alternative Lending and Private Debt  
Non-Executive Director, **Mizuho Bank**

**10:20am LP presentation**

**Speaker: Peter Pukl**, Senior Portfolio Manager, **Suva**

**10:40am Morning Networking Break**

**11:15am Private debt in numbers**

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

**11:30am Panel discussion: The changing shape of an asset class**

- How is private debt maturing and evolving by definition?
- Is the market seeing a trend towards open-ended fund structures?
- If so, what is causing this?
- Does private debt remain a purely illiquid asset class?

**Speaker: Daniel Roddick**, Founder, **Ely Place Partners**

**12:10 Panel discussion: Fundraises, deals and transactions in Europe and beyond**

**12:50 Closing keynote interview: Inclusion, diversity & talent in private debt**

**13.15 Closing Remarks**

**13:20 Networking Lunch & End of Conference**

