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The 4th Annual

Institutional & Alternative Lending Conference

7th and 8th December 2016 | Crowne Plaza London - The City

*Identifying deal opportunities for fund
managers and investors in the mid market*

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The 4th Annual Institutional & Alternative Lending Conference

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Following the success of the last three years, The Institutional and Alternative Lending Conference returns to London for its 4th year this December.

The conference is the leading event of its kind in the evolving institutional and alternative lending market. Bringing together key players from across the mid-market, the conference explores the increase in private debt

investment and the rise of non-bank lending as a viable alternative in a previously bank-dominated market.

With alternative lending deal volumes on the rise, join us this year to discuss the latest developments in this growing market, gain insight from key industry leaders and capitalise on new opportunities in 2017.



“The panelists were very knowledgeable and the variety of panels shed light on alternative lending versus bank funding”

Robert Sutton, Vice President, Deutsche Bank

Sponsorship



Emily Charles - emily.charles@euromoneyplc.com

Registrations



Stephanie Harper - stephanie.harper@euromoneyplc.com

Speakers



Mustafa Chaudhry - mustafa.chaudhry@euromoneyplc.com

Who attends? In 2015 we welcomed delegates from:

3i Debt Management • Aalto Invest • Absolute Investment Partners • AkzoNobel • Alcentra • AllianceBernstein • Allianz Capital Partners • Allianz Global Investors • Amber Infrastructure Limited • Ares Management • Arrowgrass Capital Partners • Aviva Investors • AXA Investment Managers • Babson Capital Europe • BAE Systems Pension • Bain & Company Italy Inc • Balfour Beatty • Banca IMI • Beach Point Capital • Black Mountain Systems Ltd • BlackRock • Blackstone • British Business Bank Investments • Brooks Macdonald International • BVCA • CEIC Data • Chenavari • Citi • Citibank N.A United Kingdom • Columbus Frontiers • ComHedge Partners • CORDET Capital Partners • CQS • CR Investment Management • Crédit Agricole CIB • Crescent Credit Europe • GSI Leasing • Dalmore Capital • Debtwire • Deloitte • Deutsche Bank • Eaglewood Europe • Entrust Capital • Ericsson Pensionsstiftelse • European Investment Fund • Financial Conduct Authority • Fortress • Freshfields • Garrison Investment Group • GLI Finance • Hadrian's Wall • Hastings Funds Management • Heartwood • Helaba Landesbank Hessen - Thüringen • Hermes Investment Management • HIG Capital • Houthoff Buruma • iBridgepoint • IFM Investors • Intermediate Capital Group • Intertrust • KeepIt • Kimura Capital • Kinson Capital • KKR Asset Management Partners • Knight Vinke AM • Kommunalkredit Austria • Lalcap UK • Legal & General Investment Management • Lend Lease • Lloyds Banking Group • LNG Capital • Loan Market Association • Loans Specialist Advisory Service • Lyxor Asset Management • Macquarie Group • Malta Capital Management Limited • Marshall Wace LLP • Metlife Investments • MetLife Private Capital • Mondrian Alpha • Moody's Investors Service • Nauta Dutilh Avocats Luxembourg S.à r.l. • Nicoro Trading • NORD/LB • ORB Capital • Pension Insurance Corporation • Permira Debt Managers • Pioneer Investments • Plurimi Investment Managers • Proventus Capital Management • Prudential Capital • PVE Capital • RiverRock • Sankaty Advisors • Santander • SMBC • Southport Structured Finance • Standard & Poor's • Stone Mountain Capital • Sun European Partners • The Prytania Group • Tikehau Capital • Turner & Townsend Infrastructure • UBS Asset Management • UniCredit • Vicenda Asset Management • Vista Capital Advisors • Voltaire Capital • White & Case



Day One: Wednesday 7th December 2016

8.15am Registration and morning refreshments

9.00am Chairperson's opening remarks

Nigel Houghton, Managing Director, **LMA**

9.15am How are investment strategies evolving across different funds to stay competitive? What niche financing structures are we going to see next?

- Has an increase in competition in the market led to a decline in quality of credit?
- Are we going to see an increase in sponsorless transactions?
- Increasing size of alternative investment funds: Is bigger necessarily better?
- What strategies are more suitable for cautious investors?

Michael Dennis, Partner, **Ares**

Ben Harrild, Head of UK, Private Debt, **BlueBay Asset Management**

Tom Newberry, Head of Private Debt, **CVC Credit Partners**

Tara Moore, Managing Director, **Guggenheim Partners**

Thomas Duetoft, Partner, **Pemberton Asset Management**

Rupert Taylor, CEO, **AltFi Data**

10.15am Morning refreshments and networking break

11.00am Does Brexit provide an opportunity for direct lenders to diversify as banks move to higher quality credits?

- Passporting, ELTIFs, AIFMD: What is expected to happen in 2017?
- Are we going to see a British structure evolve to rival Luxembourg and Ireland?
- Implications for cross border funds: How important is an exposure across Europe?

Louis Gargour, Chief Investment Officer, **LNG Capital**

Nicole Waibel, Managing Director, **Crescent Credit Europe**

Will Normand, Partner, **Travers Smith**

“ Wonderful chance to explore where the alternative lending space is headed in the next few years ”
Anahita Gharabaghi, Deutsche Bank

11.45am When will banks return to lending to the mid-market space?

- Assessing bank appetite for mid-market lending across different sectors
- To what extent are banks and debt funds working together?
- What niche financing products are banks rolling out? How do these fit into alternative investment strategies for investors?

Owen Verrier-Jones, Head of Sponsor Origination and Coverage, **SMBC**

Richard Roach, Head of Financial Sponsors, **RBS**

Stuart Mills, Head of Origination, Mid-Market Leveraged Finance, **HSBC**

Luis Miguel Navalon, Head of Loan Sales EMEA, **Santander**

Christian Wolff, Director Corporate Finance, **Helaba**

12.30pm Lunch and networking break

1.45pm Institutional investment in infrastructure: What needs to happen to increase investment in infrastructure projects?

- Why haven't we seen the predicted amount of capital flow into infrastructure projects?
- What types of infrastructure projects are most attractive to pension funds? Are we going to see more infrastructure investments?
- What is the ideal deal structure for an infrastructure investment?

James Wilson, Senior Managing Director and CEO, **Macquarie Infra Debt Investment Solutions**

Tim Cable, Executive Director, Infrastructure Debt, **Hastings**

Allen Twyning, Head of Debt Origination, **Pension Insurance Corporation**

David Cooper, Executive Director, **IFM Investors**

Eilidh Mactaggart, Managing Director, Head of European Infrastructure and Project Finance, **MetLife Investments**



2.30pm What factors have contributed towards corporates choosing direct lending over other forms of finance?

- What alternative forms of finance are corporates considering for mid-market financing going forward?
- Do corporates think alternative lenders still need more support from specialist teams to be considered an asset class in itself?
- Sponsored vs unsponsored deals: What do corporates prefer?

Tim Metzgen, Managing Director, **Marlborough Partners**

Adrian Edelmann, Structuring and Executive Management, **Vicenda Asset Management**

François Lacoste, Partner, **Idinvest Partners**

3.15pm Afternoon refreshments and networking break

3.45pm How is the industry going to cope with a scenario of widespread defaults?

- Where are we in the credit cycle?
- How are restructurings going to be managed in the event of a downturn?
- What safeguards have been put in place? Does it all come down to industry experience of teams?

Thomas Kyriakoudis, Chief Investment Officer, **Permira**

Malek Ghali, Vice President, **MV Credit**

Duncan Sankey, Head of Credit Research, **Cheyne Capital**

Thierry de Vergnes, Global Head of Debt Fund Management, **Lyxor Asset Management**

David Allen, Chief Investment Officer, **AlbaCore Capital**

4.30pm Assessing the scope for investing and alternative lending in emerging markets in the search for yield

- What are the challenges (and opportunities) for alternative lending in emerging markets? Can direct lenders compete with local banks?
- How do emerging markets currently fit into diversification strategies for funds and alternative lenders? What is the effect of emerging market volatility?
- Are we going to see an increase in European funds investing in emerging markets for higher returns?
- Where is the search for yield taking funds and alternative lenders? What sectors and regions are most promising?

Kevin-Paul Deveau, Senior Associate, **Dechert**

Thomas Spring, Partner, **Syntaxis Capital**

Mihai Florian, Partner, Credit, **Helios Investment Partners**

Greg Saichin, Managing Director, CIO Global Emerging Markets Fixed Income, **Allianz Global Investors**

Andrew Moorfield, Head of Natural Resources, **Exotix Partners**

5.15pm Chairperson's closing remarks followed by drinks reception



Day Two: Thursday 8th December 2016

8.30am Morning refreshments

9.15am Chairperson's opening remarks

James Newsome, Managing Partner, **Arbours Partners**

9.30am What are investors' expected returns in the current climate?

- Where are funds being deployed? Do investors want exposure across Europe?
- What types of funds are most attractive to investors? What kind of relationships do they expect with managers?
- What returns are acceptable for long term investments?

Renaud Tourmente, Co-Head of Loans & Private Debt, Structured Finance, **AXA Investment Managers**

Oliver Fochler, Managing Partner, **Stone Mountain Capital**

Karim Flitti, Director, **Credit Capital**

James Newsome, Managing Partner, **Arbours Partners**

10.15am Assessing the future of real estate investment in Europe: Is commercial real estate still a viable long term investment for funds?

- How are fund managers responding to the post-Brexit uncertainty in the real estate world?
- Are we going to see more exposure across Europe? What locations seem most promising for acceptable returns?
- Analysing the increasing role of marketplace lenders in facilitating institutional investment in real estate

Anthony Shayle, Head of Global Real Estate - UK Debt, Managing Director, **UBS Asset Management**

Matthew Pritchard, Managing Director, **Aalto Invest**

Christian Faes, CEO, **Lendinvest**



11.00am Morning refreshments and networking break

11.30am Are SMEs going to be the next big focus for non-bank lenders?

- Analysing the competition from marketplace lenders across SME lending
- What types of investors are looking to lend to SMEs? Is an increase in level of competition in the mid-market going to attract bigger funds to SMEs?
- What are the best models for origination for SME lending?

Will Sembanjo, Head of Origination, **Hadrian's Wall Capital**

Nick Fenn, Managing Partner, **Beechbrook Capital**

Nabil Marc Abdul Massih, CEO, **Inokas Capital**

12.15pm Is demand for Euro Private Placements still on the rise?

- How did Euro Private Placement fare when compared to Schuldschien and USPP in 2016?
- Assessing the role of post-Brexit Britain in the private placement market and the impact on a pan-European market
- Have LMA templates encouraged a higher number of private placement deals?

Christian Wolff, Director, **Helaba**

Floriano Ascensao, Managing Director, European Credit Private Placement Group, **Credit Agricole**



12.45pm Banks vs alternative funds: How have the dynamics shifted for private equity sponsors over 2016?

- How do sponsors view the increasing size of funds across Europe?
- Why have sponsors been favouring unitranche over senior secured? How are funds being deployed?
- Do sponsors prefer to work with big funds or a variety of smaller ones?

David Parker, Managing Partner, **Marlborough Partners**

1.15pm Chairperson's closing remarks followed by lunch and close of conference

“An excellent opportunity for a complete update on this fast developing funding market”

Jonathan Atack, Director Treasury & Investor Relations **AkzoNobel**



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Special booking rates available

Early Bird Rate: **£1399** until 22nd October 2016
(Save £200)

Standard Rate: **£1599** until 8th December 2016



How to register

To book your place online:
www.euromoneyseminars.com/altlend16

To book your place via email: registrations@euromoneyplc.com

For loyalty and group booking discounts:
stephanie.harper@euromoneyplc.com

Delegate enquires

To speak with a member of the team for further information on this event, please contact

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Tel: +44 (0)207 779 7222

Administrative Information

Venue: Crowne Plaza - The City, 19 New Bridge Street, London, EC4V 6DB, United Kingdom

Travel & Accommodation: When you register you will be sent a hotel booking form with details on how to book accommodation.

Registration fee: The registration fee includes participation in the conference, lunches and documentation material, which will be available in electronic format the night before the event. Please use your username and password in order to access them. Conference passes are for an individual delegate only to attend both days of the event and cannot be split between days or with others.

Cancellation policy: Cancellations must be received in writing (letter, fax, email) by **23rd November 2016**. All cancellations received by this date will incur a 10% administration fee. If payment has been made, a refund less 10% will be processed; any outstanding invoices will be liable for 10% of the registration fee. Cancellations made after 23rd November 2016, will be liable for the full conference fees. Should you be unable to attend the event, a substitute may attend in your place at no extra charge. Conference passes are for an individual delegate only to attend both days of the event and cannot be split between days with others.

Euromoney Seminars reserves the right to change details of the event, including speakers, sponsors, venue, currency and pricing at any time up to the date of the event.

Contact & Registration

 registrations@euromoneyplc.com

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£1599

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