



AGENDA DAY ONE: Tuesday 18 October

08.00 **Registration**

08.45 **Private Debt Investor Welcome**

08.55 **Chairman's opening comments**

James Newsome, Managing Partner, Arbour Partners

09.00 **Headline Panel: Private debt's role in the world's credit markets: private debt's maturity as an asset class**

- With one voice: the message to the wider financial community on private debt's position in the capital markets
- Far more than a post-crash play: the long term opportunities for investors in private debt
- The role of private debt within investor portfolios and how this is developing
- The rise of sponsorless lending and it's role within investor debt allocations

Moderator:

Gus Black, Partner, Financial Services and Investment Management, Dechert LLP

Panellists:

Mike Arougheti, Co-Founder, President, Ares Management

Symon Drake-Brockman, Managing Partner, Pemberton Capital Advisors

Paul Hatfield, Global Chief Investment Officer, Alcentra

Robert Radway, Chairman & Chief Executive Officer, NXT Capital

09.50 Keynote: The importance of innovation in non-bank financing to Europe's economy

Sir Michael Rake, Chairman of BT Group, Chairman of Worldpay

10.15 Panel: A market born out of crisis and strengthened through time: why debt returns could now accelerate

- The direction for private debt in the coming years: what investors should expect
- How the private debt market would benefit from banks retrenchment in lending
- What impacts will the Brexit have on funds abilities to deploy in Europe and on returns? How investors can benefit from the diverse product spectrum in debt

Moderator:

Faisal Ramzan, Finance Partner, Proskauer

Panellists:

Oliver Huber, Managing Director and Head of Private Debt Investments, Golding Capital Partners

James Keenan, Global Head of Fundamental Credit, BlackRock

Andrew McCullagh, Head of Origination, Hayfin

Karthi Mowdhgalya, Founder member of Private Debt Group, BlueBay Asset Management

11.05 Refreshments & The Connection Session: 1

Facilitated networking session

11.30 Presentation: Laying the ground stone for a non-cyclical credit market

- The wider picture: the role of direct lending in Europe's economy
- Steps that need to be overcome in developing the market to its fullest potential
- How can managers better serve large pension, SWF and insurers
- Building the deployment pipelines: how can the market work with SMEs more effectively?

James Newsome, Managing Partner, Arbour Partners

11.50 Panel: The opportunities in sponsorless lending

- The role of private capital in financing companies and assets
- Can deal size compete with equity backed lending?
- What are the reasons investors choose sponsorless lending over its alternatives?
- Does language hinder growth? Do we need a consensus on terms?

Moderator:

Karim Flitti, Partner, Credit Capital Partners

Panellists:

Sean Duff, Partner & Managing Director, Monroe Capital

Jakob Lindquist, Co-Founder & CEO, Cordet
Paul Shea, Managing Partner, Beechbook Capital

12.30 **Panel: The lending landscape in the United States and the opportunities for European investors**

- What does the maturity of the US market mean for lending options?
- How do risk and returns differ from the European market?
- What makes US GP debt strategies stand out from the crowd?
- What is the current state of the market with US BDCs ?

Moderator:

Jennifer Yount, Partner, Paul Hastings

Panellists:

Michael Griffin, Partner, TPG Specialty Lending Europe

John Harrison, Senior Managing Director, Harbert Management Corporation

Tara Moore, Managing Director, Guggenheim

Arthur Penn, Founder & Managing Partner, PennantPark Investment Advisers

13.10 **Lunch & The Connection Session: 2**

14.20 **Panel: Developments within sponsored lending**

- How can investors assess a manager's capabilities in a busy market place?
- How are sponsored lending opportunities insulated from economic uncertainty?
- \$500 billion raised globally: is opportunity to deploy keeping pace?
- How have returns developed along with the underlying asset quality?

Moderator:

Alex Griffith, Partner, Proskauer

Panellists:

Brian Dohmen, Head of Origination, Medley

Mitchell Drucker, Managing Director, Garrison Investment Group

Blair Jacobsen, Partner, Ares Management

15.05 **Panel: Developing your private debt allocation from first principles**

- What you need to consider when building your portfolio from the ground up
- Single manager or multi-manager? The pros and cons
- Ensuring sufficient diversification of underlying assets
- Resources required to manage allocations

Moderator:

Sanjay Mistry, Director of Private Debt, Mercer Private Markets

Panellists:

Kanchan Jain, Managing Director, BPEA Credit – India
Ari Jauho, Partner, Chairman, Certior Capital
Dr. Christoph Gort, Partner, SIGLO Capital Advisors

15.50 **Refreshments and networking in the exhibition area**

16.25 **Presentation: The new European regulatory environment of debt funds and a level playing field for non-EU managers.**

- Developments within local regulatory regimes: Germany, Ireland, France, Luxembourg
- Potential regulatory impacts of the Brexit: what we know now and what to expect
- A harmonized EU regulatory environment: How it will impact structures
- What non-EU debt funds managers need to consider when deciding to invest in EU?

Presenter:

Patricia Volhard, Partner, P+P Pöllath + Partners

16.55 **The voice of the market: The changes needed to accelerate the asset class's development**

- Does the EU Capital Markets Union go far enough?
- Do we have the right set of lending structures and products in Europe?
- Does the regulatory environment across Europe adequately support the industry's development?
- What will be the impact of another European banking crisis?

Moderator:

Luke McDougall, Partner, Paul Hastings

Panellists:

Stephan Caron, Managing Director, BlackRock

Cristobal Cuart, Principal, Credit, KKR

Cécile Mayer-Lévi, Co-Head Private Debt, Tikehau Capital Group

17.30 **Cocktail reception**

18.45 **Networking dinner**

AGENDA DAY ONE: Wednesday 19 October

08.30 **Registration**

09.00 **Chairman's welcome and recap**

James Newsome, Managing Partner, Arbour Partners

09.05 **Panel: How the investor spectrum in private debt is developing and why**

- Which bucket and why? With a diverse product spectrum how are investors deciding?
- Rather than a defined allocation, is cross portfolio inclusion the way forward?
- Increasing or decreasing and why: how are allocations from investors changing?
- How can managers help investors to assess their funds more efficiently?

Moderator:

Dean Kennedy, Vice President, Deutsche Bank

Panellists:

John Bohill, Senior Advisor, StepStone Global

Chris Fowler, Managing Director, CVC Credit Partners

Oliver Huber, Managing Director and Head of Private Debt Investments, Golding Capital Partners

Magnus Lindquist, Co-Founder, CORDET

9.50 **Panel: The future of private debt**

- Building the pillars for a sustainable direct lending market
- How the relationship between banks and funds will develop
- Challenges to the market's development and how these will be overcome
- How the product spectrum may develop across the asset class

Moderator:

Sam Metland, Head of Alternative Fund Servicing Product, Brown Brothers Harriman

Panellists:

Tim Cable, Executive Director, Hastings Funds Management

Gregg Disdale, Head of Illiquid Credit, Willis Towers Watson

Malcolm Hassan, Head of Funds & Asset Management Sector, RBS Commercial & Private Banking

Adam Horey, Debt & Capital Advisory, PwC

James Pearce, Head of Direct Lending, M&G Investments

10.30 **Refreshments and networking**

10.50 Fireside discussion

Interviewer:

Andy Thomson, Senior Editor, Private Debt Investor

Interviewee:

Stuart Fiertz, President of Cheyne Capital and Chairman of Alternative Credit Council

11.10 Panel: Real estate debt: where we are in the cycle and how this affects opportunities

- What is the current state of the market?
- How can structures defend against future uncertainties
- Where does real estate debt sit within a diversified private debt portfolio?
- How does investor location affect demand for real estate debt?

Moderator:

Marco Rampin, Head of Debt & Structured Finance, CBRE Capital Advisors

Panellists:

Christian Janssen, Head of Debt, TH Real Estate

Rod Lockhart, Managing Director, LendInvest Capital

Mark Posniak, Managing Director, Octopus Property

11.50 Presentation: Developments in the CLO market

- Exploration of tranches and the allocations they attract
- How deal flow is developing? Is capital retention affecting the market?
- How the market is expected to perform in the coming 12 months and why

Speaker:

Miguel Ramos Fuentenebro, Managing Partner, Fair Oaks Capital

12.15 Change over to roundtables

12.20 Strategy specific roundtable sessions

This is the perfect opportunity to have specific discussions on the sectors that matter to you, led by some of the leaders of the respective areas. Delegates can pick two to join with each table discussion lasting 30 mins.

Deployment area

1. Western Europe: Olivier Vermeulen, Partner, Paul Hastings
2. Nordics: Magnus Lindquist, Co-Managing Partner, CORDET
3. USA: Mitchell Drucker, Managing Director, Garrison Investment Group
4. Southern Europe: Alfonso Erhardt, Founding Partner, Oquendo Capital

Specific strategies

5. Structuring funds for European investors: Thomas Friedmann, Partner, Corporate, Dechert

6. Junior debt: Ben Davis, Partner, Proskauer

7. Growth capital: Simon Hirtzel, General Partner and COO, Kreos Capital

8. Unitranche and stretch senior: Kelli O'Connell, Managing Director, Head of Asset Management, NXT Capital

9. Mezzanine: Guillaume De Jongh, Partner, Capzanine

13.30 Lunch & The Connection Session: 4

Distressed Debt Focus Sessions

14.40 Introduction from Chair

Jeffrey Griffiths, Principal, Campbell Lutyens

14.50 Analytical Presentation: Where we are in the distressed market cycle

- Analysis of distressed debt fundraising
- The future of distressed debt
- Investor perspectives

Daniel Rodriguez, Research Manager, PEI Media

15.10 Panel: Distressed debt markets: overview of the market and how it fits within investor allocations

- Are we seeing a natural turning of the economy irrespective of the Brexit?
- What's the risk and return spectrum offered by distressed debt?
- Does distressed form a natural part of a private debt allocation or should it be a separate?
- How exposed are private debt managers to interest rate rises?

Moderator:

Joanna Anderson, Managing Director, Cortland Capital Market Services

Panellists:

Paul Burdell, Chief Executive Officer, LCM Partners

Mark DeNatale, Partner and Global Head of Special Situations, CVC Credit Partners

Jeffrey Griffiths, Principle, Campbell Lutyens

Daniel Pound, Managing Director, Angelo, Gordon Europe LLP

15.50 Chairs closing remarks

16.00 End of conference