

European Direct Lending Summit

Menu

BOOK

Direct Lending Summit ▶

09:30 - 09:45 15 mins

Main agenda

Chair's Opening Remarks

James Newsome - Managing Partner, Arbour Partners

09:45 - 10:45 60 mins

Main agenda

Overview of the European Direct Lending Space

- The role of direct lending funds in the market
 - adding value through responsiveness
 - offering innovative structures
- Is the direct lending market saturated with too many lenders chasing too few deals?
- Will we see an increasing number of direct lending syndicates
- What does the increasing amount of cov-lite issuance mean for the market?
- Will we see continued investor appetite for direct lending funds?
- The pros and cons of leveraging your fund

Fred Nada - Partner - Private Debt Group, BlueBay Asset Management

Daniel Sinclair - Managing Director, Ares Management

David Brooks - Director, Bain Capital Credit

Pascal Meysson - Managing Director, Alcentra

Olivier Berment - Managing Director, Head of Private Debt, ARDIAN

10:45 - 11:15 30 mins

Networking Coffee Break

11:15 - 12:00 45 mins

Main agenda

Deal Origination: Building an Effective Origination Infrastructure

- How to build a proprietary origination infrastructure
- How does deal origination differ from in sponsor led transactions from sponsorless ones?
- The importance of local networks
- How to be proactive in the origination process
- How to use relationships with banks to source deals

Patrick Marshall - Head of Private Debt & CLOs, Hermes Investment Management

Ignacio Diez - Head of Direct Lending, Trea Asset Management

David Hirschmann - Partner and Head of Private Credit, Permira Debt Managers

Stephan Caron - Managing Director, Head of European Middle Market Private Debt, BlackRock

Jakob Lindquist - Co-Managing Partner, CORDET Capital LLP

12:00 - 12:45 45 mins

Main agenda

How will Direct Lenders Manage a Wave of Restructurings?

- How does this credit cycle compare with previous ones?
- Has risk been correctly priced in recent deals?
- How will teams that haven't experienced a downturn manage in the event of a wave of restructurings?
- How will smaller leveraged companies be dealt with in the event of a downturn?

Jim MacHale - Partner, Clifford Chance

Paul Shea - Managing Partner, Beechbrook Capital

Luis Mayans - Head of Private Debt - Europe, CDPQ

Cecile Mayer-Levi - Private Debt, Tikehau Investment Management

Nicole Gates - Chief Credit Officer, Pemberton Asset Management

12:45 - 14:00 75 mins

Lunch

14:00 - 14:45 45 mins

Main agenda

New Structures & Innovative Products in the Direct Lending Market

- The range of structures and products offered by European direct lenders in today's market
 - senior
 - leveraged senior
 - unitranche
 - PIK
 - mezzanine
- The increasing prevalence of US style structures across Europe
- What does the increase in cov-lite deals indicate about the Direct Lending market
- Will unitranche continue to be the preferred structure in European deals?
- What new products are direct lenders offering and under what terms?

Ian Borman - Partner, Winston & Strawn
Eric Gallerne - Partner, IdInvest Partners
Simon Champ - CEO, MW Eaglewood Europe

14:45 - 15:15 30 mins

Networking Coffee Break

15:15 - 16:00 45 mins

Main agenda

Financing the Growth of SMEs & Lower Mid-Market Corporates

- Current financing options for lower mid-market deals
- What do borrowers look for from lenders?
 - speed
 - flexibility
 - reduced dilution of equity
- Working with management teams to build the company
- Current approaches to equity participation
 - warrants
 - options
 - kickers

Simon Hirtzel - General Partner and COO, Kreos Capital

Theo Dickens - Managing Partner, Prefequity

David Wilmot - Partner, Apera Capital

Diego Garcia de la Pena - Head of Derivatives & Alternative Investments, Auriga Capital Investments

16:00 - 17:00 60 mins

Main agenda

Allocating to Direct Lending Funds: Return Expectations & Managing Risk

- Why invest in direct lending funds?
- How the market for investing in debt has developed
- What strategies make the wider private debt market?
- How does direct lending fit into a wider alternatives strategy?
- How is the investor profile developing as the asset class comes of age?

James Newsome - Managing Partner, Arbour Partners

Karim Flitti - Partner, Credit Capital Partners

Dharmy Rai - Associate, Private Markets, bfinance

Oliver Fochler - CEO, Stone Mountain Capital

17:00 - 18:00 60 mins

End of Conference

GET THE LATEST NEWS. AS IT HAPPENS

Sign up to get the latest on the agenda and speakers.

Name

Email

SUBMIT

Email

financeteam@knect365.com

Telephone

+44 (0) 20 7017 7790

Other Informa Divisions

Contact

Terms & Conditions

An Informa Business

