

Programme: 7th November 2017

8:30am – 9:00am: **Registration**

9:00am – 9:10am: **Opening keynote**

- Ryan Flanders – Head of Private Debt – Preqin

9:15am – 9:55am: **Private Debt asset class outlook**

What are the latest developments and what can LPs expect?

North America vs Europe, how do managers expect dealflow to develop over the next 12-18 months?

Solvency II update, what are the likely effects on allocators?

What will be the impact of burgeoning new managers on the market?

As Brexit continues to unfold what are the potential risks?

- Hans Stamm - Partner - **Dechert LLP** (Moderator)
- Etienne Haubold - Managing Partner - **LGT European Capital**
- John R Seal - Head of Private Mid-Market Debt - **SL Capital Partners**
- Sean Egan - Managing Director - **Egan-Jones Ratings Company**
- Dr. Harald Eggerstedt - Senior Consultant - **Willis Towers Watson**

9:55am – 10:35am: **Private debt deals: sourcing, structuring and deploying capital**

How do managers source deals, questions investors should ask of their GPs?

How can you structure funds to achieve enticing risk to reward ratios?

With current data available, how do managers make decisions for long term allocation?

Market consolidation and its possible effects on future products

- Alex Griffith - Partner - **Proskauer** (Moderator)
- Adriana Oller - Partner & Founder - **Resilience Partners**
- Olaf Hartmann - Managing Director - **Hayfin Capital Management**
- Paul Burdell - CEO - **LCM Partners**
- Bill Kennedy - Managing Partner - **Falcon Investment Advisors**

10:35am – 10:55am: **Presentation**

- Levent Tuysuzoglu - Product Specialist - **Prospect Capital Management**

10:55am – 11:30am: **Networking Break**

11:30am – 12:10pm:

Distressed/Special Sits: has the time finally come?

Volumes raised vs dry powder: capital deployment against opportunities Dealflow: approaching the end of the economic cycle? opportunities related to Brexit?
 US vs Europe: where are the differences?
 NPLs: where is the opportunity?

- David Waxman - Chief Executive Officer - **Azla Advisors** (Moderator)
- Lucas Pech - Manager - **Golding Capital Partners GmbH**
- Robert Meyer zu Starten - Managing Director - **Octane Capital**
- Matthias Kirchgaessner - External Advisor - **PLEXUS Investments Ltd**
- Marten Vading - General Partner - **Kreos Capital**

12:10pm – 12:50pm

Assessing a manager

What constitutes a typical managers due diligence and does it change according to each private debt strategy?
 What is considered a solid track record?
 New managers: how to best assess them?
 Trust factor: how important is it?
 Managing the asset duplication risk through portfolios

- Kate Simpson - Partner - **Proskauer** (Moderator)
- Niels Bodenheim - Director - **Private Markets – bfinance**
- James Weaver - Chief Operating Officer, Amicus & Partner - **Omni Partners LLP**
- Patrick Suchy - Director - **HSBC Germany**
- Mark Brenke - Co-Head of Private Debt - **Ardian**

12:50pm – 2:20pm:

Networking lunch

2:20pm – 3:00pm:

Views from the LPS

Allocation trends (% of overall portfolio, adding/maintaining in the future, out of which allocation bucket....)
 Risk/reward (what kind of risk and for whom)
 Preferences: fund / fund of funds / direct
 Fees and alignment of interest, how are LPs finding the best opportunities?

- David Hunter - Partner & Head of Sales - **Firstavenue** (Moderator)
- Hans-Jorg Baumann - Partner - **StepStone Group**
- Leo Fletcher-Smith - Strategy Head - **European Private Credit - Aksia Europe Limited**
- Timo Hara - Partner - **Certior Capital**
- Sabine Fischer - Partner - **BB Alternative Partners**

3:00pm – 3:40pm:

Private Debt fund structural evolution/innovations

Liquidity enhancing features (flexibility, maturity, redemptions)

Subscription facilities: advantages and risks

Hurdle/catch-ups: how have they evolved? should they be removed on lower return strategies?

Leverage: more widespread but increased scrutiny?

- Paul Shea - Co-Founder - **Beechbrook Capital** (Moderator)
- Steffen Schellschmidt - Partner - **Fried Frank**
- Kirsten Bode - Head of Private Debt Pan-Europe - **Muzinich & Co**
- Eric Gallerne - Partner - **Idinvest Partners**
- William van Eesteren - Managing Director - **Wilshire Private Markets**

3:40pm – 4:10pm

Networking & Break

4:10pm – 4:50pm

Direct lending to the Mittelstand in Germany

What type of opportunities exist? How vast is the market opportunity? What are the impacts of the recent regulatory changes?

What relationships between funds and banks? Feuds or friends?

Are refinancings/recaps heating up the market?

- Karim Flitti – Partner - **Credit Capital Partners LLP** (Moderator)
- Patricia Volhard - Partner - **Debevoise & Plimpton**
- Klaus Petersen - Partner - **Apera Capital**
- Eran Davidson - Founder - **Davidson technology Growth Debt fund**
- Michael Romanek - Principal - **Rise Partners Limited**

4:50pm – 5:30pm

Private debt, global horizons

What are the challenges facing managers when educating the market on developing regions?

US, what are the opportunities at the lower end of the market spectrum?

Asia, Latam and Africa, how big is the opportunity?

Eastern Europe, what appetite do managers see from LPs?

- David Hunter - Partner & Head of Sales – **Firstavenue** (Moderator)
- Joe Alala - CEO & Founder - **Capitala Group**
- James H. Kirby - President & Management Committee Member - **Deerpath Capital**
- Tobias Ripka - Principal - **Mercer**
- Thomas Spring - Partner - **Syntaxis Capital**

5:30pm – 7:00pm

Drinks Reception & Buffet