

APAC Forum Singapore 2025

PDI APAC Forum

26-27 March | Sands Expo & Convention Centre

Tuesday, 25 March 2025

18:00 **APEX Women's Networking Cocktail Reception (by invitation only)**

Hosted by: **Valérie Mantot-Groene**, Regional Managing Director, **APEX Group**

Wednesday, 26 March 2025

08:30 **Registration and networking**

09:00 **PDI welcome**

09:10 **Opening Keynote Panel: The Asia Pacific private debt evolution**

- Discuss how a niche allocation has risen to become a priority pursuit seeking global opportunities
- The flexible and creative solutions are defining the identity of APAC private lenders
- How the year's global geopolitical events impacted market movements
- The growing influence of lenders in driving corporate net-zero transition measures
- The continued contraction in bank lending signalling a more rapid shift from public to private lending

Panellists:

James Waldron, Head of Private Credit, **Future Fund**

Barnaby Lyons, Partner and Global Head of Special Situations, **Bain**

Justin Hooley, Managing Director, Asia Pacific Private Credit, **Barings**

Claus Fintzen, Chief Investment Officer, Infrastructure Debt, **Allianz Global Investors**

Johnny Brom, Founder and Chief Investment Officer, **SAIL Investments**

10:00 **Asia Pacific's growing appetite for international opportunities**

- How GPs can position themselves to address Asian LP's conservative approach to private credit commitments
- The value of a local presence for fundraising and managing LP relationships
- Hear which markets and sectors will enjoy increased attention in 2025
- The sectors which could be a source of unrealised value for private credit funds

For program information:

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Moderator:

Brendan Foley, Director, Private Debt, **Rede Partners**

Panellists:

Cathy Marsh, Deputy Director General, Private Sector Department, **Asian Development Bank**

Jason Huang, Head of Cash, Fixed Income and Credit, **BrighterSuper**

10:50 **Coffee & Networking**

11:20 **Keynote Interview with PDI Editor, Andy Thomson**

11:40 **Calculating Opportunistic credit strategies ideal risk and reward approach**

- The nuances of special situation strategies across the region, what to consider and how to act on opportunities
- The promise of restructuring and refinancing in supporting long-term liquidity
- Regionally distinct due diligence considerations that should be prioritised when assessing borrowers
- Claiming on defaults – explore why APAC enforcement regimes can be better understood and not feared

Panellists:

Johannes Rashcke, Senior Investment Officer, **International Finance Corporation (IFC)**

12:25 **PDI Presentation**

12:40 **Networking Lunch**

13:40 **Role of Specialty Finance and how ABL supports sector development**

- The advantages do private lenders provide to refinancing of the construction, shipping and aviation sectors
- Australia's maturing market acting as the benchmark for regional uptake
- The ratchets lenders should include to drive sustainability measures by their borrowers

Panellists:

Tuck Meng Yee, Founder and Partner, **JRT Partners**

14:20 **The continuing resilience of infrastructure debt**

- Diving into the long-term benefits of infrastructure debt across different regions
- Examine the emerging demands for digital infrastructure

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- The importance of infrastructure lending in driving net-zero transition goals
- The role of Private Credit in addressing emerging market infrastructure gaps
- Partnering with governments for large-scale infrastructure projects

Panellists:

Pramod Vijayansakar, Principal Investment Officer, **Asian Infrastructure Investment Bank (AAIB)**

Simon Jardine, Head of Investment Grade and Transition Investments, **HSBC Asset Management**

Claus Fintzen, Chief Investment Officer, Infrastructure Debt, **Allianz Global Investors**

Felipe Berliner, Group Chief Investment Officer, **Gemcorp Capital**

15:00 **Coffee & Networking**

15:30 **The creativity and flexibility of private debt origination**

- Diving into the design and approach of APAC private debt deals versus US & Europe
- Understand the conditions pushing managers to be creative in their approaches
- The benefits bank-syndicated or club deals provide in reducing downside risk
- The complex cultural, legal and local market structures that demand ingenuity in approach – and how these differ from global approaches

Moderator:

Karun Marwah, Founder, **Endue Capital**

Panellists:

Siddhartha Hari, Partner and Co-Head, **Elham Credit Partners**

Samantha Kong, Senior Investment Director, **Cambridge Associates**

Senior Representative, MGG Investments

16:10 **Artificial Intelligence innovation in private credit**

- How AI can support deal due diligence and risk management
- Automating asset reviews in the age of AI
- What threats does AI pose to IP owners and lenders
- How can AI assist SMEs in generating the data that lenders demand
- Examine the scaled financing opportunities required for data centres

Moderator: Jingjing Bai, Senior Advisor, **bfinance**

16:50 **Risk management approaches across the capital structure**

- Why senior debt remains the most prudent choice for credit lenders
- How unitranche lenders tackle the challenge of varied risk profiles
- Managing risk when engaging across a diverse range of market conditions

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- The risk considerations allocators wish to understand from fund managers

Panellists:

Sally Yim, Managing Director, Head of APAC Financial Institutions Ratings & Research,
Moody's

17:20 **Day 1 Closing Remarks**

17:30 **Networking Cocktail Reception**

Thursday, 27 March 2025

08:00 **Investor-only networking Breakfast – Hosted by Gemcorp**
Speaker: Felipe Berliner, Group Chief Investment Officer, **Gemcorp Capital**

By invitation only. This session will be off-the-record for qualified institutional investors and allocators to interact with industry peers and discuss your experience.

08:30 **Registration and networking refreshments**

09:00 **Chair's Welcome Remarks**

09:10 **Opening Keynote Remarks**
Sally Chen, Resident Representative, Hong Kong, **International Monetary Fund (IMF)**

09:30 **Opening Panel - Demystifying direct lending risk**

- In a time of heightened market volatility – why senior debt can provide steady cashflow to struggling borrowers
- Examine the risk-reward profile of APAC's debt markets against their global peers
- Approaches in APAC that are defining an identity away from western models
- How private lenders can provide greater competition to traditional bank-led financing

Moderator:

Maiko Nanao, Strategy Head, Asia, **Aksia**

Panellists:

Clifford Lee, Global Head of Investment Banking, **DBS**
Jien Lit Hwang, Head, Investment Origination, **STAR Capital**
Paul Au, Head of Credit Strategy and Private Debt, Group Investment, **FWD Insurance**

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10:10 **Keynote LP Panel - Creating confidence in ASEAN private credit**

- Better understand the growing set of opportunities arising out of South-East Asia
- Hear the latest policy directives being explored to shore-up investor confidence
- Why enforcement risk is lessened through SWF partnerships
- Opportunity to access relative value in underserved markets

Moderator:

Andy Thomson, Editor, **Private Debt Investor**

Panellists:

Christopher Ganis, Managing Director, Hybrid Capital Solutions, **Indonesia Investment Authority (INA)**

Takeuchi Tsugato, Head, Growth & Cross Border Investment Department, **Development Bank of Japan**

10:40 **Coffee & Networking**

11:10 **Behind fund managers' pursuit of private credit deals in South-East Asia**

- How established funds approach the complexities of ASEAN debt markets
- Which markets within ASEAN are proving particularly exciting for investors
- How can funds assist in supporting infrastructure and real estate demand
- Best approaches to engaging in the nascent ASEAN markets

Panellists:

Johnny Brom, Founder and Chief Investment Officer, **SAIL Investments**

Amorn Amornsomboon, Senior Vice President, **XSpring Capital**

11:50 **Lenders reviving interest in global real estate**

- In which global markets real estate can reestablish its status for reliable returns
- Better manage the effects of elevated interest rates on real estate value
- Current risk approaches real estate lenders should be considering
- Sourcing deal flow in underserved global markets

Panellists:

Roger Zhu, Chief Executive Officer, **Winfield Global Capital**

Rachel Kim, Portfolio Manager, **AIA Life Insurance**

12:30 **Networking Lunch**

13:30 **The strategies defining India's burgeoning private debt sector**

- Learn about how India's enforcement regime has allowed the sector to boom

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- Given the size of market opportunity, which strategies best fit finance in India
- Examine the broad infrastructure demands being pursued throughout the economy
- Why Special Situations teams are finding India a fruitful market to operate

14:10 **Institutional allocators growing demand for private credit opportunities**

- Hear from the global institutions pursuing increased exposure to Asia Pacific markets
- Understand why global LPs are turning to APAC, European or US fund managers
- Why diversification to Private Credit has increasingly become attractive for global LPs
- The necessity of local partners to achieve desired returns and reduce risk

Moderator: Fabian Koerzendorfer, Managing Director, Private Credit, **StepStone Group**

Panellists:

The-Duy Nguyen, Co-Head, Structured Finance, **AXA IM Alts**

Johnny Brom, Founder and CIO, **SAIL Investments**

Leslie Lim, Founder and Partner, **Tsao Family Office**

You-Ha Hyan, Principal, **Perpetual Investors**

15:00 **Closing Remarks**

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