

## PDI DACH Forum 2025 – Preliminary Agenda

### **Day 1 - 14<sup>th</sup> October**

#### **8.00 Registration**

#### **8.00 Women's breakfast**

#### **8.55 PDI Welcome Address**

#### **9.00 Chairperson's opening remarks**

#### **9.05 Keynote panel: Performing sectors for debt capital in the current cycle**

- How are managers overweighting and underweighting different sectors in the current cycle?
- Implications of global market forces e.g. tariffs, policies, interest rates on certain sectors
- Where is borrower appetite strongest?
- Which sectors do LPs consider the most attractive?
- Spreads and leverage levels
- How have regional preferences shifted?

#### **9.50 Keynote**

#### **10.15 Short Break**

#### **10.20 Panel: Key Innovations across the Direct lending landscape**

- The growing role of AI in direct lending
- How is fintech poised to dominate the direct lending landscape?
- Market structure innovation: new entrants such as insurers and platforms and how this is shifting competitive dynamics?
- Product innovation - hybrid structures and new risk/return profiles being offered to LPs
- How managers are exploring new channels like tokenization, retail/private wealth platforms

#### **11.00 Networking Break**

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## 11.30 Panel: Growing scale and the market for mega-deals

- Key areas mega sized GPs are expanding in
- The growing role of club and jumbo deals
- Direct Lending and Leveraged Loan markets – competitive or supplementary?
- The emergence of investment grade private credit in the US

## 12.10 Panel: Country Champions in the DACH lower mid-market (target GP representatives from Austria, Ger & Switzerland) e.g. Patrimonium, Bright Capital, ELF Capital, Rantum, HFT

- Which geographies across the DACH region are most appealing for lower middle market credit opportunities?
- How are the respective markets becoming competitive- increased banks/pan-European GPs coming down into local markets?
- Risk/reward opportunities
- What global GPs need to know about partnering in the DACH region and being locally on the ground

## 12.50 Networking Lunch

Stream A	Stream B
<p><b>13.50 Panel: The future of fund structuring</b></p> <ul style="list-style-type: none"> <li>- Innovations occurring amidst the rise of more complex fund structures</li> <li>- LP demand for open end and semi-liquid fund structures</li> <li>- The case for private credit evergreen structures</li> <li>- Which fund vehicles are used to attract wealth management clients</li> </ul>	<p><b>Panel: The growing appeal of asset backed lending</b></p> <ul style="list-style-type: none"> <li>- Why is ABL lending considered to be Private Credit 2.0?</li> <li>- Which supply and demand factors are driving the market?</li> <li>- What are the most attractive strategies for investors?</li> </ul>
<p><b>14.30 Panel: The next phase for credit secondaries</b></p> <ul style="list-style-type: none"> <li>- Assessing the trends driving the surge in credit secondaries.</li> <li>- Diversification benefits of credit secondaries</li> </ul>	<p><b>Panel: Going niche to gain a competitive edge</b></p> <ul style="list-style-type: none"> <li>- Are sponsorless deals being overlooked?</li> <li>- Where do LPs consider the most attractive opportunities across niche strategies (bridge financing, aviation, royalties, NAV financing, litigation finance etc.)</li> </ul>

## **15.10 Afternoon Networking Break**

### **15.40 LP Perspectives: Update on current deployment and investor focuses**

- How managers can best the fundraising market
- Appetite for private credit and allocations across the DACH market
- Have funds in DACH delivered for LPs?
- How are investors approaching risk amidst political and economic uncertainty?  
(Hapev, RAG-Stiftung, Zurich Insurance)

### **16.20 Fireside chat: How banks are expanding their private credit capabilities**

- How do fund managers and banks co-operate in the DACH region?

(Looking at how banks like Deutsche Bank, Commerzbank etc are moving into the credit space)

### **16.45 Meet the Allocator roundtables (LP hosted roundtables served with drinks)**

- Manager selection in a competitive landscape
- Building a diversified private debt portfolio
- Emerging growth areas in private debt (e.g. ABL, portfolio finance)
- Selection criteria in private credit
- The energy transition opportunity
- How to include niche strategies in a portfolio
- Special situations – a revamped opportunity?

## **Day 2 - 15<sup>th</sup> October**

### **8.00 Registration**

### **8.00 LP think tank breakfast**

### **8.55 Chairperson's Welcome Address**

### **9.00 Panel: Deal sourcing approaches**

- Differentiation in sourcing strategies
- Own direct sourcing vs participation in deals originated by others
- Collaboration with banks

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## **9.40 Panel: The current environment for opportunistic private credit**

- How are current market conditions favouring opportunistic strategies?
- Outlook for real estate debt from an opportunistic/stressed angle

## **10.20 Short break**

## **10.25 PDI Investment Committee**

Our PDI Investment Committee takes a look at three investment case studies from leading GPs in this unique interactive format.

## **11.20 Morning Networking Break**

## **11.50 Panel: Restructuring & Workouts**

- Outlook for private credit restructuring activity
- How prepared are most managers to support a turnaround plan
- Implications of intercreditor disputes for private credit

## **12.20 Panel: The expanding role of family offices in private credit**

- How family offices are opening up to alternatives- it is now a typical part of the portfolio of a family office
- What approaches family offices typically have to build a global portfolio
- Why have they started to look at private credit considering the previous focus was on private equity (incl. VC)
- Top strategies and regions of preference for family capital

## **12.50 Closing LP keynote interview**

## **13.10 Closing Remarks**

## **13.15 Networking Lunch & End**