

Private Debt  
Investor

# Germany Forum Munich 2024

15 - 16 October | Hilton Munich City

## PDI Germany Forum

15-16 October 2024 | Munich Hilton City, Munich

### Leveraging opportunities in the golden age of private debt

The 10<sup>th</sup> annual [PDI Germany Forum](#) is the region's leading meeting place for **institutional investors, biggest funds and thought-leaders** from across the DACH private debt space.

Discover new opportunities and assess the sophisticated private credit cycles with different investor perspectives such as pension funds, private wealth and insurers to maintain your portfolio growth in volatile market.

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The logo for Private Debt Investor (PEI), consisting of the letters "PEI" in a bold, white, sans-serif font on a dark blue background.

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Tuesday, 15 October 2024

08.00 **Registration and networking**

08.50 **PDI Europe Summit Welcome Address**

08.55 **Chairperson's opening remarks**

**Dr. Philipp Bunnenberg**, Head of Alternative Market, **Bundesverband Alternative Investments (BAI)**

09.00 **Keynote: Macro Outlook and Risks**

**Jürgen Michels**, Chief Economist, **Bayerische Landesbank**

09.25 **Keynote Panel: Views on Private credits 'golden moment'**

- Is this really a golden age for private credit?
- How will private credit returns be affected by the interest rate cycle?
- Where is the private credit industry currently and where is it headed?
- How have higher rates and economic uncertainty changed credit underwriting?
- How big can the asset class get and what is its status within private markets?
- Consequences of the geopolitical climate on private markets- what does it mean for the investment environment overall as well as private credit.

**Moderator: Harry O'Rourke**, Managing Director, **Threadmark LLP**

**Panellists: Mike Ewald**, Global Head of Private Credit, **Bain Capital**

**Greg Racz**, President, **MGG Investment Group**

**Mike Whitman**, President of GA Credit, Managing Director, **General Atlantic**

**Andrew Cleland-Bogle**, Partner, Head of Direct Lending, **Bridgepoint**

10.05 **Short break**

10:10 **Panel: Private Credit Scorecard – Strategies and Sectors Driving Growth and Scale**

- How did the asset class handle its first big macro tests in Covid and the current slowdown?
- Which regions and sectors show the greatest potential for expansion and what sectors are feeling the pinch?
- How are managers incorporating the energy transition or climate risk into investment plans?

**Moderator: Olga Braun-Cangl**, Senior Investment Director, **Cambridge Associates**

**Panellists: Florian Hofer**, Managing Director, **Golding Capital Partners**

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**Tancrede Terlinden**, Partner, **Park Square Capital**  
**Ian Anderson**, Managing Director, **KKR**  
**Trevor Clark**, Founder and Managing Partner, **TPG Twin Brook**

## 10:50 **Networking Coffee Break**

## 11:20 **LP Views: Challenges and opportunities in the Investing landscape**

- Where are LPs deploying their capital and why? Investors' appetite (Liquid/Illiquid, PE vs Fam Owned)
- What benefits are investors looking for from a portfolio construction point of view?
- How are LPs re-evaluating their portfolios against the current downturn?
- How do LPs perceive the investment discipline of credit funds in the current environment
- How has a challenging fundraising climate influenced an uptake in co-investments?

**Moderator: Hans-Peter Dohr**, Founder & Managing Director, **ICA - Institutional Capital Associates**  
**Panellists: Sven Gralla**, Fund Manager Private Debt, **LBBW Asset Management**  
**Nedelina Lazarova**, Head of Private Debt and Investment Manager, **HQ Trust**  
**Thomas Lehner**, Investment Analyst Private Debt, **Viridium Group**

## 12:00 **Debate: Banks vs Direct lenders in the DACH and wider Europe middle market**

- To what extent are deals being financed by banks/funds in the lower mid-market? How does it compare to the rest of Europe?
- What's the appetite for super senior?
- Is traditional senior private debt the next big growth area?
- How are private debt funds filling the gap in the low risk end of the market?

**Moderator: Sabine Fischer**, Managing Partner and Co-Founder, **BB Alternative Partners**  
**Panellists: Christophe Carassco**, Head of Private Debt, **BNP Paribas Asset Management**  
**Christian Dybdahl-Ovesen**, Partner and Investment Professional, **CORDET Capital Partners LLP**  
**Florian Jacob**, Director, **Deutsche Bank AG**

## 12:45 **Networking Lunch**

Afternoon breakout streams

Stream A

### **13:45 Panel: The appeal of real assets debt in the current climate**

- Is there a new investment universe evolving?
- Why are investors flocking to the asset class
- What comparative advantages does the private infrastructure and real estate debt

Stream B

### **Panel: What's new in Specialty finance**

- What is the value proposition of the key aspects in specialty finance?
- What's driving investor interest in Specialty Finance and what is its role in an institutional portfolio?

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<p>market present in contrast to other sectors of corporate credit investment?</p> <ul style="list-style-type: none"><li>• Risks vs rewards of the asset class</li></ul> <p><b>Moderator: Thorsten Seeger</b>, Senior Advisor, <b>smeGo</b> <b>Panellists: Jerome Neyroud</b>, Head of Infrastructure Debt, <b>Shroders Capital</b> <b>Olaf-Alexander Wiedemann</b>, Head of Private Debt, Managing Director, <b>Aquila Capital Investmentgesellschaft</b></p>	<ul style="list-style-type: none"><li>• How large can the Specialty Finance become and which sub-strategies will drive its growth?</li><li>• Where are the most compelling opportunities in the current environment and where lie the risks?</li></ul> <p><b>Moderator: Matthias Unser</b>, Managing Director, <b>YIELCO Investments AG</b> <b>Panellists: Chen Xu</b>, Portfolio Manager Private Debt, <b>Klarphos</b> <b>Hubert Tissier de Mallerai</b>, Partner and Senior Portfolio Manager, <b>Chenavari Investment Managers</b></p>
<p><b>14:25 Panel: Has the secondaries market finally come of age?</b></p> <ul style="list-style-type: none"><li>• How is the market positioned for future growth?</li><li>• Is there a pick up in market volume?</li><li>• What will be the catch-up effect to PE?</li><li>• What type of strategies really drive activity in mainstream unlevered senior direct lending fund stakes?</li></ul> <p><b>Moderator: Marcel Schindler</b>, Head StepStone Private Debt, Partner, <b>StepStone Group</b> <b>Panellists: Joaquin Ardit</b>, Portfolio Manager, <b>Allianz Global Investors</b> <b>Michael Schad</b>, Partner, Head of Credit Secondaries, <b>Coller Capital</b> <b>Bernard Galea</b>, Principal, <b>Pantheon</b></p>	<p><b>Panel: Navigating non-sponsored deals</b></p> <ul style="list-style-type: none"><li>• How do managers approach origination challenges in the sponsorless arena?</li><li>• What is the risk- reward set for investors and what role does it play in LP portfolios?</li><li>• What are the opportunities and challenges for lenders to sponsorless transactions?</li></ul> <p><b>Moderator: Gereon Tewes</b>, Director Investor Coverage, <b>The New Amsterdam Group</b> <b>Panellists: Sina Timm</b>, CIO Private Markets, <b>Oldendorff</b> <b>Malte Nowack</b>, Senior Manager, <b>Perpetual Investors</b> <b>Bas Welten</b>, Co-Head Nordics &amp; Investment Manager, <b>Pride Capital</b> <b>Sengal Selassie</b>, CEO &amp; Founder, <b>Brightwood Capital Advisors</b></p>

15:05 **Networking Coffee break**

15:35 **Private Equity panel: Views on the debt financing market**

- What is the value proposition to borrowers in the current rate environment?
- Will private equity dealmaking grow increasingly dependent on private debt financiers to get the job done?

Moderator: **Andy Thomson**, Senior Editor, **Private Debt Investor**

**Panellists: Mustafa Dincer**, Founder, **MD Advisors**

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**Lars Fromm, Partner, Head of Financing, Altor**

## 16.15 Chair's closing remarks

**Dr. Philipp Bunnenberg**, Head of Alternative Market, **Bundesverband Alternative Investments (BAI)**

## 16:20 Meet the Allocator roundtables (LP hosted roundtables served with drinks)

*Each roundtable will be hosted by an LP sharing their views on the below topics.*

- Manager selection in a nutshell *facilitated by* **Sven Gralla**, Fund Manager Private Debt, **LBBW Asset Management**
- Specialty and niche strategies *facilitated by* **You-Ha Hyun**, Investment Director, **Perpetual Investors GmbH**
- ESG integration in private credit *facilitated by* **Priscilla Schnepfer**, Senior Investment Manager Private Credit, **European Investment Fund**
- Co-investing capabilities *facilitated by* **Alexander Schmitt**, Senior Portfolio Manager – Global Private Debt, **Allianz Global Investors**
- Funding the energy transition *facilitated by* **Dr. Harald Haas**, Senior Investment Manager, **MEAG**
- Where is the Future growth of private debt?
- GP Data transparency and hidden risks in underlying assets
- Emerging strategies
- Sponsorless lending market
- Infrastructure debt *facilitated by* **Işıl Tanrıverdi Versmissen**, Head of Infrastructure Debt Transactions, **MEAG**
- Portfolio diversification
- Senior direct lending

## 17.15 Networking reception

Wednesday, 16 October 2024

08:10 **LP Networking Breakfast (by invitation only)**

08:30 **Registration and networking**

09:00 **Chairperson's opening remarks**

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**Hans-Peter Dohr**, Founder & Managing Director, **ICA - Institutional Capital Associates**

09:05 **Panel: Timing the market for distress, special sits and opportunistic credit**

- Is opportunistic credit a misfit in the distressed/special sits bucket? Where does it belong in the credit portfolio and what are the key differentiating factors?
- With rates potentially at their peak, has the perfect moment to invest already come and gone?
- Should we expect to see an increase in distressed deal activity in the year ahead?
- How did distress work in the past and how will the distress cycle work going forward?
- Which sectors are likely to yield opportunities in 2025?

**Moderator: Siti Dawson**, Senior Analyst, **SIGLO Capital Advisors AG**

**You-Ha Hyun**, Investment Director, **Perpetual Investors GmbH**

**Eugenio Sangermano**, Managing Director, **BF.capital GmbH**

**Musa Sönmez**, Co-Head of Europe & Partner, **Oak Hill Advisors**

09.45 **LP Keynote Interview: Commonfund**

Inside a notable LP's approach to private debt allocation and views on the asset class as an alternative to equities.

**Moderator: Daniel Roddick**, Founder, **Ely Place Partners**

**Vincent Kravec**, Managing Director, **Commonfund**

10:05 **PDI Investment Committee**

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

Co-Moderators: **Dr. Gabriella Kindert**, Independent Board Member, **Neptune Leasing, a.o.** and **David Hansen**, Head of Private Debt & Infrastructure Equity, **LBBW Asset Management**

Presenters: **Dr. Markus Geiger**, Head of Private Debt, **ODDO BHF Asset management GmbH**

**Marcin Leja**, Partner, **CVI**

**Andrea Pescatori**, CEO, **Ver Capital SGRpA**

11:05 **Networking Coffee Break**

11:35 **Debate: Private debt opportunities in 'Wine drinking' vs 'beer drinking' Europe**

- How does the opportunity set compare across 'wine drinking' countries in contrast to 'beer drinking' countries?
- What are the key issues for issuers and investors in the region?

**Moderator: Ian Milton**, CEO & Founder, **Mercia Capital Partners**

**Panellists: Priscilla Schnepfer**, Senior Investment Manager Private Credit, **European Investment Fund**

**Laurent Dubois**, Managing Director, Private Credit, **Sienna Investment Managers**

**Raheman Meghji**, CEO & CIO, **DB Investment Partners**

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**Bekim Krasniqi, Partner, Equita Capital SGR**

**12:15 Panel: Outlook for legacy private debt portfolios**

- What is the attractiveness of legacy portfolios?
- How are existing portfolios perceiving default risk today?
- What is the resilience of conservatively levered companies in defensive sectors vs increased risks of default
- How are top-tier firms ensuring portfolios are prepared and positioned for a downturn?
- How have investor expectations for yield or credit metrics changed in a more stressed private credit market?
- What's next for secondary market innovation?

Moderator: **Andy Thomson**, Senior Editor, **Private Debt Investor**

Panellists: **Börge Grauel**, Managing Director, **YIELCO Investments**

**Kristina Matthews**, Partner, **Falcon Investments**

**Nicole Waibel**, Managing Director, **Crescent Credit Europe**

**Johan Hultner**, Managing Partner, **ARCOS Capital**

**12.55 Chair's Closing remarks**

**Hans-Peter Dohr**, Founder & Managing Director, **ICA - Institutional Capital Associates**

**13:00 Networking Lunch**

*All agenda items are subject to changes.*

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