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# The Institutional and Alternative Lending NYC Conference 2018

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**Date :** Sep 06, 2018 - 07:45 AM

**Event URL :** <http://www.nyeeventslist.com/events/the-institutional-and-alternative-lending-nyc-conference-2018-sep-2018>

**Organizer :** AIMA

**Venue :**

**Location :** 1, Main St  
New York, NY, USA, ZIP: 10001

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## Event Overview

**The Institutional and Alternative Lending Conference returns to New York in 2018, bringing together the most senior industry players in direct lending to the US mid-market.**

Direct lending continues to be big business for North America's leading alternative asset managers and private equity firms. According to Preqin, the asset class soared in size from USD 33Bn in 2008 to USD 100Bn in 2016. 200 new funds have launched since 2009 and last year 58 percent of institutional investors said they would increase allocations to US mid-market lending funds in the next one or two years.

But can the market sustain this growth? Competition is heating up; pricing and liquidity is compressing; leverage and dry power is rising; and covenants are receding. In a world of rising interest rates, equity market uncertainty, and the ever-pervasive 'Trump factor', will direct lending funds remain on top of the private debt universe? Will the growth in nonsponsored transactions lead to a decline in credit quality as we reach the end of the credit cycle? Are LPs' priorities going to change in this new environment?

As the only conference dedicated exclusively to the US direct lending asset-class, this definitive gathering brings together LPs and GPs in equal measure, giving you unparalleled networking opportunities and access to first class content and thought-leadership.

[www.nyeeventslist.com](http://www.nyeeventslist.com)

## 2018 key speakers:

**Steve Myers**, Head of Private Debt & Equity, **RGA Reinsurance Company**

**James Burron** President, **Canadian Association of Alternative Strategies & Assets**

**Huy Cao**, Director, Corporate Credit, **CDPQ**

**Sam Nasypbek**, Senior Portfolio Manager, **The World Bank**

**Uzi Rosha**, Managing Director, Head of US Regulation and Compliance, **AIMA**

**Brett Hickey**, Chief Executive Officer, **Star Mountain Capital**

**Lila Ontiveros**, Senior Vice President, Investment Strategies, **CAZ Investments**

**Mark Perry**, Managing Director, **Wilshire Private Markets**

**Carol Pepper**, Chief Executive Officer, **Pepper International**

## Speakers



### **Louise Bowman**

Deputy Editor  
**Euromoney**



## **James Burron**

President  
**Canadian Association of Alternative Strategies and Assets**



## **Huy Cao**

Director, Corporate Credit  
**Caisse De Dépôt et Placement du Québec**

## **Steve Myers**

Head of Private Debt & Equity  
**RGA Reinsurance**



## **Sam Nasybek**

Senior Portfolio Manager  
**The World Bank**



## **Lila Ontiveros**

Senior Vice President  
**CAZ investments**



## **Mark Perry**

Managing Director  
**Wilshire Private Markets**



## **Uzi Roshia**

Managing Director, Head of US Regulation and Compliance  
**Alternative Investment Management Association**

### **Agenda**

## **Conference day: Thursday, September 06 , 2018**

07:45 - 08:50

**Registration and coffee**

08:50 - 08:55

**Euromoney welcome**

08:55 - 09:15

**Opening keynote address**

09:15 - 09:35

**THE BIG INTERVIEW**

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09:35 - 10:20

**Private credit health check: Putting the market through its paces**

- Coping with change: the impact of normalisation/shifting credit cycle/Trump
- A direct lending bubble: time for a correction?
- Covenants, pricing and credit curves: how low can you go?
- Finding value in a competitive market: Non-sponsored/European market/where next?
- Irrational exuberance: What could spoil the party?

10:20 - 10:45

**Coffee**

10:45 - 11:30

**Multistream**

- **Sponsor workshop A**
- **Sponsor workshop B**

**Sponsor workshop A**

Content to be confirmed

11:30 - 12:15

**LP Strategy: Winning deals in a capricious market**

- How to choose a GP
- Institutional allocations in 2018: up, down or about the same?
- Analysing alternatives: equities, high-yield bonds etc.
- Spectre of default: work-outs in a world of light covenants
- Weight of new money: impact on markets and strategy

12:15 - 13:00

**Investor focus: Making the most out of Europe, and beyond**

- The evolution of a market: Is European DL moving to maturity?
- Where to invest in Europe and why: sectors and countries, risks vs returns
- They do things differently there: credit quality, documentation and leverage
- European returns vs the rest? (mezzanine/distressed debt/real estate)
- New markets: Europe today, emerging markets tomorrow?

13:00 - 14:00

**Networking lunch**

14:00 - 14:40

**Target table discussions**

Target table A:

Target table B: **James Burron**, President, **Canadian Association of Alternative Strategies & Assets**

Target table C:

Target table D:

14:40 - 15:10

**THE BIG DEBATE: an Oxford style debate on the future of direct lending**

Motion: “***This house believes that the US direct lending market is no longer competitive***”

15:10 - 15:30

**Keynote fintech interview: Is the private credit sector ripe for disruption?**

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15:30 - 15:50

**Coffee**

15:50 - 16:30

**BDC breakdown**

- Public vs private BDCs
- Capturing the attention of LPs: testing appetites
- Sponsor vs non-sponsored loan strategies
- Distressed situations: balancing transparency and conflicts of interest
- Fee structures: time to re-evaluate?
- Fair value and secondary liquidity: trading price vs NAV

16:30 - 17:00

**We need to talk about: US economic policy and the future of America's middle market**

- Trade wars
- Tax laws
- Infrastructure finance
- Trump's progress: making America great again?

17:00 - 17:05

**Close of conference**

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**Event Categories** : BUSINESS & MANAGEMENT CONFERENCES,