PEI Alternative Insight

PRIVATE DEBT INVESTOR

CHINA CORPORATE DEBT FORUM 2014

Private debt, high-yield and alternative lending opportunities in the world's largest debt market

6-7 November 2014 | Harbour Grand, Hong Kong

SPEAKER FACULTY

Keynote speaker:

Liu Mingkang, BCT Distinguished Research Fellow, Institute of Global Economics and Finance, **Chinese University of Hong Kong** and former Chairman, **China Banking Regulatory Commission (CBRC)**

Guest speaker:

Yan Jiang, Chief Investment Officer, Manager in Fixed Income, **Chang'an International Trust**

Speakers:

Mahmoud Atalla, Managing Director, Global Co-Head, Credit Situations Group, **HSBC**
Jackson Chan, Senior Vice President, **Eaton Partners**
Umesh Desai, Asia Fixed Income Correspondent, **Thomson Reuters**
Greg Donohugh, Chief Executive Officer, **Double Haven Capital (Hong Kong)**
Ben Fanger, CEO and Managing Director, **Shoreline Capital**
Justin Ferrier, Managing Director, **Myo Capital Advisers**
Peter Fuhrman, Chairman and CEO, **China First Capital**
Jie Gong, Partner, **Pantheon Ventures (HK)**
William Ho, Managing Director, **Strong Grace**
Yifan Hu, Chief Economist and Head of Research, **Haitong International Securities Group**
Louis Kuijs, Chief Economist, Greater China, **RBS**
Barry Lau, Managing Partner and Chief Investment Officer, **Adamas Asset Management**
Henry Lee, Founder and Managing Director, **Hendale**
Chad Liu, Chief Executive Officer and Chief Investment Officer, **Prudence Investment Management**
Soo Cheon Lee, Co-founder and Chief Investment Officer, **SC Lowy**
Mark Ma, Head of Structured Banking, Greater China, **HSBC**
Neil McDonald, Partner, **Kirkland & Ellis**
Jia Ming, Managing Director, **CDH Investments**
Mike Murphy, Managing Director and Leader, Asia Pacific Restructuring and Financial Advisory Services Practice, **AlixPartners**
Dilip Parameswaran, Founder and Chief Executive, **Asia Investment Advisors**
Vish Ramaswami, Managing Director, **Cambridge Associates Asia**
Shaun Roache, Resident Representative in Hong Kong SAR, **International Monetary Fund**
Anna-Marie Slot, Partner, **Ashurst**
Dannon Shen, General Counsel and Managing Partner, **Shoreline Capital**
Darren Stone, Vice President, **AlixPartners Hong Kong**
Eric Solberg, Chief Executive Officer, **EXS Capital**
Heather Timmons, Asia Correspondent, **Quartz**
Julius Wang, Chief Investment Officer and Senior Advisor, **The Huthart Group**
Edwin Wong, Managing Partner and Chief Investment Officer, **SSG Capital Management**
Eric Wong, Director, **TCG Capital**
Aidan Yao, Senior Emerging Asia Economist, **AXA Investment Managers Asia**
Akihiko Yasuda, Managing Director, **Asia Alternatives Management**
G. Bin Zhao, Co-Founder and Managing Director, Gateway International Group and Executive Editor, **China's Economy and Policy**
Edward Zhou, Partner, **DAC Financial Management (China)**

Thursday 6 November 2014

8:30am **Registration**

9:00am **PDI opening remarks**

9:10am **China headwinds: What can we expect in the next 12-18 months?**
+ China's credit bubble – will it lead to another global subprime crisis?
+ How will the Central Bank tread the monetary tightrope to marketization?
+ What measures can we expect from China's authorities? How will we see the liquidity squeeze play out in the coming months?
+ What will we see happen by way of further loan defaults? Will we see a pattern emerge in government response?
Moderator:
G. Bin Zhao, Co-Founder and Managing Director, Gateway International Group and Executive Editor, **China's Economy and Policy**
Panelists:
Louis Kuijs, Chief Economist, Greater China, **RBS**
Shaun Roache, Resident Representative in Hong Kong SAR, **International Monetary Fund**

9:50am **Outlook for China's property sector downturn and deflation of the 'bubble'**
Speaker: Aidan Yao, Senior Emerging Asia Economist, **AXA Investment Managers Asia**

10:15am **Keynote address: Impact of evolving regulation on China's banking industry and the onshore credit market**
Liu Mingkang, BCT Distinguished Research Fellow, Institute of Global Economics and Finance, **Chinese University of Hong Kong** and former Chairman, **China Banking Regulatory Commission (CBRC)**

10:45am **Coffee break**

11:10am **China's trust companies and investment products**
Guest speaker:
Yan Jiang, Chief Investment Officer, Manager in Fixed Income, **Chang'an International Trust**

11:40am **Spotlight on China's shadow banking system and the debt problem**
+ How far have China's shadow banking woes spread and what should we expect?
+ How will the bad debt be handled and losses absorbed?
+ What will be the implications for investors?
+ In what ways will the trust sector and the system-at-large develop?
Moderator:
G. Bin Zhao, Co-Founder and Managing Director, Gateway International Group and Executive Editor, **China's Economy and Policy**
Panelists:

Yifan Hu, Chief Economist and Head of Research, **Haitong International Securities Group**
Yan Jiang, Chief Investment Officer, Manager in Fixed Income, **Chang'an International Trust**
Dilip Parameswaran, Founder and Chief Executive, **Asia Investment Advisors**
Shaun Roache, Resident Representative in Hong Kong SAR, **International Monetary Fund**

12:30pm **Lunch**

1:45pm **Trade and securities finance in China**
Eric Wong, Director, **TCG Capital**

2:10pm **LPs' panel: Views on China private debt in the investment portfolio**
+ How are investors allocating to the asset class?
+ What types of funds and platforms are LPs finding most attractive?
+ What is sentiment like towards China's bond markets in light of recent defaults?
+ Outlook for the relative risk/return profile given market developments?
+ Do LPs view credit investment in China as a temporary or sustainable strategy from the perspective of risk-adjusted returns and/or diversification?

Moderator:
Akihiko Yasuda, Managing Director, **Asia Alternatives Management**

Panelists:
Jie Gong, Partner, **Pantheon Ventures (HK)**
Vish Ramaswami, Managing Director, **Cambridge Associates Asia**
Julius Wang, Chief Investment Officer and Senior Advisor, **The Huthart Group**

2:55pm **Coffee break**

3:15pm **Restructuring and debt recovery in the event of default, bankruptcy, fraud**
+ Treatment of foreign creditors. What are they doing to protect their rights?
+ Consensual resolution vs enforcement? Compare western approaches with local approaches
+ PRC vs offshore litigation: How clear is the insolvency system in place?
+ Making use of legal mechanisms to create value
+ Reviewing the implications of past enforcements and offshore restructuring arrangements

Moderator:
Mike Murphy, Managing Director and Leader, Asia Pacific Restructuring and Financial Advisory Services Practice, **AlixPartners**

Panelists:
Soo Cheon Lee, Co-founder and Chief Investment Officer, **SC Lowy**
Neil McDonald, Partner, **Kirkland & Ellis**
Dannon Shen, General Counsel and Managing Partner, **Shoreline Capital**

4:00pm **Debt investors: Hear from China Hands**
Hear from capital providers, debt investors and related experts active in China.
+ Insights based on case studies
+ Is lending in China structurally subordinated? The offshore vs. onshore dilemma, and strategies for credit protection?

+ Is the high-yield opportunity only in real estate?
+ What does it take to reap high-yielding returns? How far down the capital structure do you need to go?

Moderator:
William Ho, Managing Director, **Strong Grace**
Panelists:
Greg Donohugh, Chief Executive Officer, **Double Haven Capital (Hong Kong)**
Peter Fuhrman, Chairman and Chief Executive Officer, **China First Capital**
Barry Lau, Managing Partner and Chief Investment Officer, **Adamas Asset Management**
Mark Ma, Head of Structured Banking, Greater China, **HSBC**

4:50pm **Closing remarks**

5:00pm **End of Day One**

Friday 7 November 2014

9:00am **PDI welcome remarks**

9:10am **On the cusp of a new wave of investment opportunities?**
+ Analysis of the debt market and its composite parts
+ Will we see a restructuring boom and which industries would feature most?
+ How will this compare to the developed economies' experience?

Speaker: Darren Stone, Vice President, **AlixPartners Hong Kong**

9:35am **In search of high-yield from China's corporate bonds**
+ Comparing onshore and offshore issuance - yields, processes, costs, investor interest
+ What have recent deals been like structurally?
+ Performance of the secondary market
+ Perspectives on which sectors will see most activity
+ Funding sources for Chinese business owners: What are their main considerations? Domestic vs foreign debt

Moderator:
Umesh Desai, Asia Fixed Income Correspondent, **Thomson Reuters**
Panelists:
Chad Liu, Chief Executive Officer and Chief Investment Officer, **Prudence Investment Management**
Jia Ming, Managing Director, **CDH Investments**
Anna-Marie Slot, Partner, **Ashurst**
Shen Yan, Chief Exective Officer, **SMC Capital Advisors**

10:25am **Coffee break**

10:40am **Emerging opportunities for foreign investors**

+ Chinese companies looking or listed overseas, un-exited PE-backed investments, SOEs, ABS products, financial reform trade zones – to what extent do they present opportunities for the private debt sector?
+ Where will foreign banks carve out opportunities?

Moderator:
Jackson Chan, Senior Vice President, **Eaton Partners**

Panelists:
Mahmoud Atalla, Managing Director, Global Credit Situations Group, **HSBC**
Henry Lee, Founder and Managing Director, **Hendale**
Eric Solberg, Chief Executive Officer, **EXS Capital**
Edwin Wong, Managing Partner and Chief Investment Officer, **SSG Capital Management**

11:30am **NPLs – Will we see a tradable market emerge?**

+ Are NPLs a viable investment option in China?
+ Strategies for exposure to distressed assets and fairly-priced deals?
+ What level of profit can investors expect to make?
+ How are the provincial AMCs shaping the market? How are they going to realize the NPLs they've bought?

Moderator:
Heather Timmons, Asia Correspondent, **Quartz**

Panelists:
Benjamin Fanger, Chief Executive Officer and Managing Director, **Shoreline Capital**
Justin Ferrier, Managing Director, **Myo Capital Advisers**
Edward Zhou, Partner, **DAC Financial Management (China)**

12:15pm **Buffet lunch**

1:15pm **Close of Forum**