

SESSIONS

PPIF 2022 - PPIA AGM (AMERICANA SALON 3) - 31/01/
2022

Private Placements Industry Forum - PPIF
(USA)

January 31 - February 3, 2022
Loews Miami Beach Hotel
Miami, Florida

Registration for main conference (Foyer)

12:30pm - 1:30pm

PPIA Annual AGM (PPIA members only)

1:30pm - 5:00pm

Annual PPIA AGM - for PPIA Members Only.

Location: TBA

Participants

Chairman: **John Petchler** - Director, Private
Placements, Conning

Welcome drinks reception sponsored by T-REX (St. Moritz Lawn)

5:00pm - 6:30pm

All PPIF 2022 conference participants are welcome to
join our kick off drinks reception, situated at the Loews
hotel.

Location: St. Moritz Lawn

SCHEDULE

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2022

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Loews Miami Beach Hotel
Miami, Florida

TIME	
12:00PM	12:30pm - Registration for main conference (Foyer)
1:00PM	1:30pm - PPIA Annual AGM (PPIA members only)
2:00PM	
3:00PM	
4:00PM	
5:00PM	5:00pm - Welcome drinks reception sponsored by T-REX (St. Moritz Lawn)

SESSIONS

PPIF 2022 AGENDA - DAY 1 (AMERICANA SALON 3) - 01/02/2022

Private Placements Industry Forum - PPIF
(USA)

January 31 - February 3, 2022
Loews Miami Beach Hotel
Miami, Florida

Breakfast and registration (Americana Lawn)

8:00am - 8:50am
Networking breaks

Chairman's Welcome & Opening Remarks

8:50am - 9:00am
Day 1

Participants

Anthony Yager - Partner, Chapman and Cutler LLP

Quickfire session: the road that lies ahead

9:00am - 9:30am
Day 1

The session will be a high paced energetic session, hearing from investors, issuers, agents and more about the key challenges they see over the coming months and how they are solving them. Covering everything from cross border private placements, liquidity through to political risk.

Participants

Laura Parrott - Managing Director, Head of Private Placement Originations, Nuveen

Jennifer Potenta - Senior Managing Director, Global Head of Corporate Private Placements, MetLife Investment Management

Edward Reznik - Managing Director Head of Structured Placement Group, SMBC

Moderator: Scott Zajac - Chief Executive Officer, Rockwood Group

Breaking down the data on 2021 Private Placements deal flow

9:30am - 10:00am
Day 1

- Top domestic and cross border deals of 2021
- Sector and country analysis
- Notable macro and micro developments that affected issuance in 2021

Location: TBA

Participants

Stephen T. Monahan, Jr. - Managing Director and Global Head U.S. Debt Private Placement Group, Bank of America Merrill Lynch

The Agents' perspective - new opportunities in 2022

10:00am - 10:30am
Day 1

- What are the new sectors exciting Agents in 2022
- Predictions for the market in 2022
- Strategies for coping with low yield and low issuance

Location: TBA

Participants

Sameer Kishore - Managing Director, Global Private Placements, Mizuho

Jamie Egbert - Executive Director, J.P. Morgan Private Placement Syndicate Desk

Robert Busby - Managing Director, Head of Private Placements, NatWest Markets

Madelaine O'Connell - Managing Director, Head of Private Placements, Goldman Sachs

Moderator: Akshay Shah - Managing Director, New York Life Investors

Investor head to head: extracting value from the PP market

10:30am - 11:00am
Day 1

Location: TBA

Participants

Moderator: Sean Egan, Egan-Jones Ratings Company

Gaurav Mittal - Vice-President, Private Debt Investments, Canada Life

Mansi Patel - Vice President, Infrastructure and Project Finance, MetLife Investment Management

Coffee Break & Networking (served in foyer, but access to Terrace/Lawn)

11:00am - 11:30am
Networking breaks

Private placements and private credit: emergence of an integrated private debt market

11:30am - 12:00pm
Day 1

Location:

Participants

Moderator: Miguel Picache - Managing Director and Global Head of Private Placements, Citigroup Global Markets Inc

Emeka Onukwughu - Head of Private Debt, Barings

Jennifer Potenta - Senior Managing Director, Global Head of Corporate Private Placements, MetLife Investment Management

Sanjeev Mordani - Co-head Solution Sales, Citi

Angus Whelchel - Managing Director and Head of Private Capital Markets, Moelis & Company

Shawn Robinson - Partner, Co-Head of Private Fixed Income, Apollo Global Management LLC

Private placements and ESG

12:00pm - 12:30pm
Day 1

Location: TBA

Participants

Moderator: Fanny Doucet - Director, Scotiabank

George L. Strobel II - Partner, Co-Founder & Co-CEO, Monarch Private Capital

Benjamin Cohen - Founder and Chief Executive Officer, T-REX

Arthur Krebbers - Head of Corporate Climate & ESG Capital Markets, Natwest Markets

Shannon Juhan - Vice President, Private Investment Grade Credit, Voya Financial

Jon Haygood - Assistant Treasurer, Southern Company

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Evaluating the reasons for the resilience of the private market during the pandemic

12:30pm - 1:00pm
Day 1

Location: TBA

Participants

Moderator: Akshay Shah - Managing Director, New York Life Investors

Andrew Lin - Managing Director Infrastructure, Power and Utilities, DBRS

Jason Smith - Managing Director, Fixed Income, Cigna

Alberto Viarengo - Global Head of Debt Markets, IMI Corporate & Investment Banking, Banca IMI - Intesa San Paolo Group

Jeffrey Hughes - Managing Director, Private Placements, Ares Management LLC

Lunch (Americana Lawn) and Women in Private Placements gathering (Terrace)

1:00pm - 2:30pm
Networking breaks

Women in Private Placements gathering (Terrace)

Led by Maeve McLaughlin, Head of Global Private Placements, U.S. Debt Capital Markets, Scotiabank

Participants

Maeve McLaughlin - Head of Global Private Placements | U.S. Debt Capital Markets, Scotia Capital (USA) Inc.

Speaker led roundtables - PP deep dives (Americana Lawn)

2:30pm - 3:30pm
Day 1

Afternoons at PPIF are dedicated to intimate networking opportunities. The PPIF afternoon roundtables enable you to have meaningful and intimate conversations with your peers.

1. Outlook for PPs - trends and global developments - Michael Thilmany
2. Developments in Project Finance Private Placements - Douglas Fleischmann
3. Developing ESG KPIs in private placements - Benjamin Cohen
4. Diverse Professionals in Private Placements - What's on the agenda - Charles Calloway and Jeff Hughes
5. Private Placement valuations - Best practices - Unmesh Bhide, Managing Director at J.P. Morgan and Co-Founder, Pricing Direct

All topics are hosted in a round-table discussion format accommodating 10 attendees per table. First come first served.

Location: TBA

Participants

Michael Thilmany - Head of US Private Placements, ANZ Securities, Inc.

Douglas Fleischmann - Executive Director, Structured Placement Group, SMBC

Benjamin Cohen - Founder and Chief Executive Officer, T-REX

Charles Calloway - Partner, Chapman and Cutler LLP

Jeffrey Hughes - Managing Director, Private Placements, Ares Management LLC

Unmesh Bhide - Managing Director, J.P. Morgan and Co-Founder of PricingDirect

Meetings and networking (Sponsor meeting rooms and Terrace)

3:30pm - 5:00pm
Day 1

Location: TBA

Cocktail reception

5:00pm - 6:00pm
Networking breaks

Drinks reception sponsored by Rockwood Group

SCHEDULE

PPIF 2022 AGENDA - DAY 1 (AMERICANA SALON 3) - 01/02/
2022

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(USA)

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Miami, Florida

TIME	DAY 1	NETWORKING BREAKS
8:00AM	8:50am - Chairman's Welcome & Opening Remarks	8:00am - Breakfast and registration (Americana Lawn)
9:00AM	9:00am - Quickfire session: the road that lies ahead 9:30am - Breaking down the data on 2021 Private Placements deal flow	
10:00AM	10:00am - The Agents' perspective - new opportunities in 2022 10:30am - Investor head to head: extracting value from the PP market	
11:00AM	11:30am - Private placements and private credit: emergence of an integrated private debt market	11:00am - Coffee Break & Networking (served in foyer, but access to Terrace/Lawn)
12:00PM	12:00pm - Private placements and ESG 12:30pm - Evaluating the reasons for the resilience of the private market during the pandemic	
1:00PM		1:00pm - Lunch (Americana Lawn) and Women in Private Placements gathering (Terrace)
2:00PM	2:30pm - Speaker led roundtables - PP deep dives (Americana Lawn)	
3:00PM	3:30pm - Meetings and networking (Sponsor meeting rooms and Terrace)	
4:00PM		
5:00PM		5:00pm - Cocktail reception

SESSIONS

PPIF 2022 AGENDA - DAY 2 ((AMERICANA SALON 3) - 02/02/2022

Private Placements Industry Forum - PPIF (USA)

January 31 - February 3, 2022
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Breakfast & registration (Americana Lawn)

7:45am - 8:25am
Networking breaks

Location: TBA

Chairman's Opening Remarks

8:25am - 8:35am
Day 2

Location: TBA

Participants

Anthony Yager - Partner, Chapman and Cutler LLP

CFOs' and treasurers' panel

8:35am - 9:15am
Day 2

Location: TBA

Participants

Davy Vreys - Chief Financial Officer, Brussels Airport Company

Moderator: A.J. Sabatelle - Associate Managing Director, Global, Project, & Infrastructure Finance Group, Moody's Investors Service

Nuria Haltiwanger - CEO, ACS Infrastructure

Mike Schutt - Senior Vice President - Plenary Americas, Plenary Americas

Paul Cutler - Treasurer, NextEra Energy

A case study in private capital: transportation infrastructure

9:15am - 9:45am
Day 2

Participants

Reuben Daniels - Founder/CEO, EA Markets

Sam Levine - Chairman, Voyager Global Mobility

The NAIC address - 2022 regulatory focuses

9:45am - 10:30am
Day 2

Location: TBA

Participants

Charles Therriault - Director, NAIC Securities Valuation Office, NAIC

John Petchler - Director, Private Placements, Conning

Coffee & Networking Break (served in foyer, but access to Terrace/Lawn)

10:30am - 11:00am
Networking breaks

Location: Terra Gallery

REITs - Maintaining value in an uncertain world

11:00am - 11:40am
Day 2

Location: TBA

Participants

John Tsui - Principal, Peninsula House

Moderator: Jeffrey Hughes - Managing Director, Private Placements, Ares Management LLC

Mark Berry - Managing Director, REITs, Kroll Bond Rating Agency

CTL issuance and the impacts of the NAIC proposals

11:40am - 12:15pm
Day 2

Location: TBA

Participants

Tom Sargent - President, Waterway Capital LLC

Kyle Gore - Managing Director & Principal, CGA Capital

Moderator: Nathaniel Sager - Senior Managing Director, CTL and Structured Debt Products, Mesirow Financial

What is hot in infrastructure - reviewing key developments

12:15pm - 12:50pm
Day 2

Location: TBA

Participants

Jonathan Duguay-Arbesfeld - Senior Director, Infrastructure Financing, Fixed Income, CDPQ

Phillip Hyman - Managing Director, Infrastructure, DC Advisory

Scott Zuchorski - Head of North America Infrastructure and Project Finance, Fitch Ratings

Syed Ahmed - Director, Infrastructure and Project Finance, MetLife Investment Management

Moderator: Dolly Mirchandani - Partner, White & Case

Frederick Echeverria - Managing Director, Head of Project Finance & Private Placements, MUFG Americas

Lunch (General Lunch on Americana Lawn, Roundtables - Terrace)

12:50pm - 2:15pm
Networking breaks

Diverse professionals in private placements meeting featuring a special guest speaker, session led by Chapman & Cutler.

Speaker led roundtables - PP deep dives

2:15pm - 3:00pm
Day 2

Afternoons at PPIF are dedicated to intimate networking opportunities. The PPIF afternoon roundtables provide attendees with a platform to engage in meaningful and intimate conversations with your peers.

1. REITs – Developments in the market - Philip Kibel

2. Public vs private bond market technicals and terms: from pricing to ESG - Dave Blue

3. European infrastructure private placements – documentation trends - Katie Hicks

4. ESG due diligence - investor point of view - Kristine Larson and John Petchler

5. Building a PP portfolio inhouse - challenges, opportunities and more - Curtis Spillers, Laura Parrott and Yvonne Guajardo

All topics are hosted in a round-table discussion format accommodating 10 attendees per table. First come first served.

Location: TBA

Participants

Curtis Spillers - Fixed Income Research Analyst and Head of US Debt Private Placements, Reinsurance Group of America

Yvonne Guajardo - Senior Managing Director and Head of Private Placements, Symetra Investment Management

Philip Kibel - Associate Managing Director, Commercial Real Estate Finance Group, Moody's Investors Service

Dave Blue - Managing Director, Debt Capital Markets, KeyBanc Capital Markets

John Petchler - Director, Private Placements, Conning

Katie Hicks - Partner, London, White & Case

Kristine Larson - Director, Debt Private Placements, Allianz Global Investors

Laura Parrott - Managing Director, Head of Private Placement Originations, Nuveen

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2022

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(USA)

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**Meetings and networking (Sponsor meeting
rooms and Terrace)**

3:00pm - 5:00pm

Day 2

**Cocktail reception sponsored by KBRA
(Americana Lawn)**

5:00pm - 6:00pm

Networking breaks

PPIF drinks reception - open to all conference
attendees.

SCHEDULE

PPIF 2022 AGENDA - DAY 2 ((AMERICANA SALON 3) - 02/02/
2022

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(USA)

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TIME	DAY 2	NETWORKING BREAKS
7:00AM		7:45am - Breakfast & registration (Americana Lawn)
8:00AM	8:25am - Chairman's Opening Remarks 8:35am - CFOs' and treasurers' panel	
9:00AM	9:15am - A case study in private capital: transportation infrastructure 9:45am - The NAIC address - 2022 regulatory focuses	
10:00AM		10:30am - Coffee & Networking Break (served in foyer, but access to Terrace/Lawn)
11:00AM	11:00am - REITs - Maintaining value in an uncertain world 11:40am - CTL issuance and the impacts of the NAIC proposals	
12:00PM	12:15pm - What is hot in infrastructure - reviewing key developments	12:50pm - Lunch (General Lunch on Americana Lawn, Roundtables - Terrace)
1:00PM		
2:00PM	2:15pm - Speaker led roundtables - PP deep dives	
3:00PM	3:00pm - Meetings and networking (Sponsor meeting rooms and Terrace)	
4:00PM		
5:00PM		5:00pm - Cocktail reception sponsored by KBRA (Americana Lawn)

SESSIONS

PPIF 2022 AGENDA - DAY 3 - 03/02/2022

Private Placements Industry Forum - PPIF (USA)

January 31 - February 3, 2022

Loews Miami Beach Hotel
Miami, Florida

**Breakfast and Registration (served in foyer,
seating on Terrace)**

8:30am - 9:00am
Networking breaks

Location: TBA

**There will be no content today but meetings
will take place.**

9:00am - 12:00pm
Day 3

SCHEDULE

PPIF 2022 AGENDA - DAY 3 - 03/02/2022

Private Placements Industry Forum - PPIF (USA)

January 31 - February 3, 2022

Loews Miami Beach Hotel

Miami, Florida

TIME	DAY 3	NETWORKING BREAKS
8:00AM		8:30am - Breakfast and Registration (served in foyer, seating on Terrace)
9:00AM	9:00am - There will be no content today but meetings will take place.	