



4TH ANNUAL

Asia-Pacific Fund Finance Symposium

NOVEMBER 3, 2022
SHANGRI-LA SINGAPORE

www.FundFinanceAssociation.com

AGENDA AT A GLANCE

Time	Session
Thursday, November 3, 2022	
8:45 – 9:30 AM	Registration Open
9:30 – 9:40 AM	Welcome Remarks
9:40 – 10:25 AM	“On Today’s Menu: The Asia Food Challenge”, Keynote by Elaine Cheung, CFO at Nurasa (Temasek’s Asia Sustainable Foods Platform)
10:25 – 10:45 AM	Preqin Update
10:45 – 11:15 AM	Networking Break
11:15 – 11:55 AM	APAC’s 2022 Investment Fund Landscape
11:55 – 12:35 PM	Show Me the Money! Navigating the recent lending market
12:35 – 2:05 PM	Lunch
2:05 – 2:45 PM	Global Hot Topics in Fund Finance
2:45 – 3:25 PM	The Art of Negotiation Diligence, Documentation and Innovation
3:25 – 3:55 PM	Networking Break
3:55 – 4:35 PM	Beyond the Sub-Line
4:35 – 5:15 PM	Private Capital Perspectives GP/LP Panel
5:15 – 7:00 PM	Networking Cocktail Reception

*Please note timing & content is subject to change

AGENDA

NOVEMBER 3, 2022

Welcome Remarks

Tower Ballroom

9:30 - 9:40 AM

Nick Mitra, Managing Director

Danielle Roman, Partner

Keynote

Tower Ballroom

9:40 - 10:25 AM

Elaine J Cheung, CFO at Nurasa

Preqin Update

Tower Ballroom

10:25 - 10:35 AM

Angela Lai, Senior Research Analyst (VP)

Investment Fund Landscape

Tower Ballroom

11:15 - 11:45 AM

Despite geopolitical uncertainties and increased regulatory concerns, the private capital market in APAC continues to grow. Panelists will discuss fundraising in a challenging market, the latest trends in asset classes, fund formation and fund manager developments. They will also explore where new opportunities are presenting themselves in APAC against global markets.

MODERATOR:

Lishi Fong, Managing Partner, Harney Westwood & Riegels Singapore LLP

PANELISTS:

David Azcue, Partner, Simpson Thacher & Bartlett LLP

Calvin Cheng, Partner & Co-Head, Evolution X

Dean Collins, Managing Partner, Singapore, Dechert LLP

Alex Griffiths, Executive Director, Head Of Structuring, MUFG Investor Services

Show Me the Money!

Tower Ballroom

11:55 AM - 12:35 PM

How are lenders responding to an increasing competitive market, and balancing risk and underwriting with the need to innovate in the wake of recent developments in the bank market. Are lenders in APAC changing their allocation to fund finance? And what are the next big challenges for lenders in fund financing?

MODERATOR:

Tom Kirby, Managing Director, Head of Fund Finance, Bank of China

PANELISTS:

Alexandre Deschatres, Head Of Sponsors Asia, Standard Chartered Bank

Eva Fung, Head Of Private Equity, East West Bank Hong Kong Branch

Soumitro Mukerji, Partner, Mayer Brown

Niamh Targett, Director, ANZ

Frank Wu, Senior Vice President, Institutional Investors, DBS Bank

Global Hot Topics in Fund Finance

Tower Ballroom

2:05 - 2:35 PM

What everyone is talking about! Hear about the hottest trends and developments impacting the fund finance industry globally: the rise of alternative lenders, ESG, Single-Managed Accounts (SMA) funds, continued LIBOR transitions, effect of the COVID-19 pandemic, competition for talent in the market, and more!

MODERATOR:

Jean Woo, Office Managing Partner, Singapore, Ashurst

PANELISTS:

Sammy Asoli, Global Head Of Fund Finance Solutions, SMBC

John Bona, Partner, Milbank LLP

Alvin Chia, Partner, Wong Partnership

Lily Miao, Counsel, Mourant Ozannes (Hong Kong) LLP

Albert C. Tan, Partner And Co-Chair - Fund Finance Practice Group, Haynes and Boone LLP

The Art of Negotiation

Tower Ballroom

2:45 - 3:25 PM

Risk issues and the art of negotiation/mitigation in the context of more complex structures and documentation
Experts will discuss various risk issues (including fraud), how to identify them through (among other things) effective due diligence and how to negotiate documentation to deal with or mitigate risk in the context of ever more complex transaction structures and documentation in APAC. The issues will be considered from the context of lenders, borrowers and investors.

MODERATOR:

Andrew Hutchins, Partner, Singapore, Clifford Chance

PANELISTS:

Tommy Constantinou, Co-Head Of Fund Finance, Sumitomo Mitsui Trust Bank

Tom Highnam, Partner, Allens

Eric Schwitzer, Partner, Real Estate, Paul Hastings

Patrick Wong, Partner, Allen & Overy

Natalie Carter, Senior Associate, Walkers

Beyond the Sub-Line

Tower Ballroom

3:55 - 4:35 PM

For a number of years, industry participants in APAC have been talking about the future need for GP facilities, hybrids, NAVs and preferred equity. Has that time now arrived in APAC and are lenders ready to respond to investor appetite in alternatives?

MODERATOR:

James Webb, Partner, Carey Olsen

PANELISTS:

Somdatta Basu, Director, Fund Finance, Singapore, ING Bank N.V.

Andrew Brereton, Managing Partner, Singapore, King & Spalding

Christophe Cerisier, Co-Head Of Loans & Specialized Finance, Asia Pacific, BNP Paribas

Benjamin Masson, Natixis Cib, Natixis Corporate & Investment Banking

Andrea Thomas, Associate, Debevoise & Plimpton LLP

Private Capital Perspectives

Tower Ballroom

4:35 - 5:15 PM

Senior executives covering Private Markets will share their insights on the key trends taking place today in the industry. From a more challenging fundraising environment, to volatile public markets and their implications on private portfolios, through increasing interest rates and more. The panel will discuss approaches on how to navigate these challenges and where the opportunities in the region will arise.

MODERATOR:

Terrance Philips, Asia Head of Private Equity Client Coverage, Citi Private Bank

PANELISTS:

Todd Hooper, Executive Director, Global Markets Division, Goldman Sachs

Crystal Reece, Senior Director In Treasury Capital Markets, TPG

Wei Xin, Director, KKR Capital Markets, KKR

Roger Zhang, Managing Director, Blackstone Credit

Closing Remarks

Tower Ballroom

MODERATOR:

Michelle Bolingbroke, Director, Fund Finance Association

PLATINUM SPONSORS



ASHURST LLP

Ashurst is a leading global law firm with a rich history spanning 200 years. Our in-depth understanding of our clients and commitment to providing exceptional standards of service have seen us become a trusted advisers to local and global corporates, financial institutions and governments. With 30 offices in 20 countries, over 470 partners and a further 1,600 lawyers working across 11 different time zones, we can respond to our clients wherever and whenever they need us.

Working in tandem with our market-leading fund formation practice, we advise lenders and funds on a wide variety of financing structures, including capital call, umbrella, net asset value (NAV), hybrid, single managed account and management fee facilities. With experience leading fund finance transactions out of Singapore, Hong Kong, Sydney, London, Luxembourg, Paris, Milan, Frankfurt and New York, our global team has the expertise to find solutions to the problems that can arise in a fund financing transaction and to efficiently manage multiple jurisdictions.



CAREY OLSEN

Carey Olsen is a leading offshore law firm. Our fund finance specialists have extensive experience of advising on all types of lending to investment funds in Bermuda, the British Virgin Islands, the Cayman Islands, Guernsey and Jersey.

Our lawyers regularly deal with subscription facilities, GP leverage, co-invest facilities as well as hybrid and NAV based arrangements, with loan sizes ranging from tens of millions to billions of dollars. We work alongside all of the major onshore law firms, accountancy firms and insolvency practitioners on corporate transactions and matters involving our jurisdictions.

Our advice is delivered by an approachable and experienced team of globally-minded lawyers who work in partnership with our clients to help them achieve their objectives. We have the expertise and resources to handle the most complex international transactions combined with a personal approach to business.



DBS BANK LTD

DBS is a leading financial services group in Asia with a presence in 18 markets. Headquartered and listed in Singapore, DBS is in the three key Asian axes of growth: Greater China, Southeast Asia and South Asia. The bank's "AA-" and "Aa1" credit ratings are among the highest in the world. Recognised for its global leadership, DBS has been named "World's Best Bank" by Euromoney, "Global Bank of the Year" by The Banker and "Best Bank in the World" by Global Finance. The bank is at the forefront of leveraging digital technology to shape the future of banking, having been named "World's Best Digital Bank" by Euromoney and the world's "Most Innovative in Digital Banking" by The Banker. In addition, DBS has been accorded the "Safest Bank in Asia" award by Global Finance for 13 consecutive years from 2009 to 2021. DBS provides a full range of services in consumer, SME and corporate banking. As a bank born and bred in Asia, DBS understands the intricacies of doing business in the region's most dynamic markets. DBS is committed to building lasting relationships with customers, as it banks the Asian way. Through the DBS Foundation, the bank creates impact beyond banking by supporting social enterprises: businesses with a double bottom-line of profit and social and/or environmental impact. DBS Foundation also gives back to society in various ways, including equipping communities with future-ready skills and building food resilience. With its extensive network of operations in Asia and emphasis on engaging and empowering its staff, DBS presents exciting career opportunities. For more information, please visit www.dbs.com.



DECHERT LLP

Dechert's Global Finance Group provides a responsive, interdisciplinary, multi-jurisdictional team to address the complexities of modern finance transactions across categories and geographies. With more than 170 lawyers in the world's major financial centers, including Hong Kong, Singapore, as well as key fund jurisdictions across the United States and Europe, the firm's internationally recognized practice provides clients with innovative deal structuring, creative financing strategies and efficient execution. In particular, Dechert advises approximately 100 asset managers in a broad range of financings to their various investment vehicles, including BDCs, closed-end funds, open-end funds, private funds and separate managed accounts. Dechert's finance lawyers provide comprehensive, practical and business-oriented advice, working closely with its global asset management practice as well as its tax, regulatory, restructuring, and corporate lawyers.

HAYNES BOONE

HAYNES AND BOONE, LLP

Haynes and Boone, LLP is one of the leading U.S. corporate law firms with offices across Texas, in New York, California, Charlotte, Chicago, Denver, Washington D.C., London, Mexico City and Shanghai, representing agent banks in Subscription Financings in Asia, Europe, Latin America and North America. With more than 600 lawyers, Haynes and Boone is ranked among the largest U.S.-based firms by The National Law Journal. The firm was instrumental in developing the structure and documentation for subscription financing in the early 1990s. With over 30 years of industry experience in the global subscription financing market, our Fund Finance Practice has worked through numerous business cycles, taking a multi-disciplinary approach to working with clients and their customers on each transaction, preserving the lender-borrower relationship by conducting all negotiations with an understanding of the fund's business issues, while preserving each fund's relationship with its investors. Our work in the global subscription financing market has been recognized by Private Equity International's Global Annual Awards as one of the top law firms in the "Transactions" category for both Asia and North America. Our global team's focus is a collaborative team approach with an emphasis on partner-led deals. Our team advises on all types of fund finance including subscription financing, NAV/Hybrid, GP support and management fee financings.

MAYER BROWN

MAYER BROWN LLP

Mayer Brown, the founding sponsor of the Annual Subscription Facility and Fund Finance Symposium, is a global legal services organization advising clients across the Americas, Asia and Europe. Our presence in the world's leading markets enables us to offer clients access to local market knowledge combined with global reach. Mayer Brown's finance platform is based on the Firm's global position and our balanced and integrated practice, which encompasses all the focused skill sets that our clients demand— from cross-border acquisition finance and international capital markets work to project finance, structured finance, and derivatives.

Mayer Brown is a market leader and has acted as Adviser to Lenders and Funds on over 500 subscription credit facilities in the last two years. The firm has relationships with every major US lender along with the majority of active lenders in the European and Asian markets. The team has led transactions funded by balance sheet lenders and commercial paper conduits as well as large syndicated facilities to accommodate various types of insurance companies. Its lawyers are experienced documenting the full suite of fund and portfolio-level financings including subscription-backed credit facilities, NAV facilities, private placements, equity commitment facilities, hybrid facilities, open-end fund facilities, management fee credit lines and an assortment of leveraged asset level transactions.



MUFG

MUFG Investor Services provides asset servicing solutions to clients globally.

We partner with our clients to provide solutions across a wide range of services, including fund finance and liquidity solutions, agency securities lending, FX solutions, Global Custody, and middle office. Our core fund administration platform also services almost USD 800 billion in assets under administration across all investment strategies, asset types, and fund structures.

Our quality of staff, unique service model, and innovative IT strategy are our most significant competitive advantages. Globally integrated technology infrastructure and workflow management allow us to provide efficient, accurate, and transparent solutions. In addition, we are part of and fully supported by the 5th largest global bank in the world, MUFG, providing additional security to you and your investors.

For more information visit our website www.mufg-investorservices.com

SIMPSON THACHER & BARTLETT LLP

Simpson Thacher & Bartlett LLP (www.simpsonthacher.com), established in 1884, is one of the world's leading international law firms. Headquartered in New York with offices in Beijing, Brussels, Hong Kong, Houston, London, Los Angeles, Palo Alto, São Paulo, Tokyo and Washington, D.C., the Firm provides coordinated legal advice and transactional capability to clients around the globe.

The Firm offers a market-leading fund finance practice with deep experience providing fund- and asset-level leverage solutions for private equity, real estate, investment, special situations and infrastructure funds. Complementing the Firm's preeminent private funds practice, our fund finance team represents clients across a broad spectrum of transactions encompassing all aspects of the investment management business.

Active in Asia for almost three decades, Simpson Thacher advises on transactions and matters throughout the region, including in Australia, China, Hong Kong, India, Japan, New Zealand, Singapore, South Korea, Southeast Asia and Taiwan. We offer one of the largest on-the-ground teams, with multiple language capabilities, including Mandarin, Japanese and Korean. Our Beijing-, Hong Kong- and Tokyo-based financing lawyers practice New York, English and Hong Kong law and offer clients comprehensive knowledge of financial instruments at all levels of the capital structure.



STANDARD CHARTERED BANK

We are a leading international banking group, with a presence in 59 of the world's most dynamic markets, and serving clients in a further 83. Our purpose is to drive commerce and prosperity through our unique diversity, and our heritage and values are expressed in our brand promise, here for good.

Standard Chartered PLC is listed on the London and Hong Kong Stock Exchanges.

For more stories and expert opinions please visit Insights at sc.com. Follow Standard Chartered on Twitter, LinkedIn and Facebook.



SUMITOMO MITSUI TRUST BANK

SMBC Group is a top-tier global financial group. Headquartered in Tokyo and with a 400-year history, SMBC Group offers a diverse range of financial services, including banking, leasing, securities, credit cards, and consumer finance. The Group has more than 140 offices and 86,000 employees worldwide in nearly 40 countries. Sumitomo Mitsui Financial Group, Inc. (SMFG) is the holding company of SMBC Group, which is one of the three largest banking groups in Japan. SMFG's shares trade on the Tokyo, Nagoya, and New York (NYSE: SMFG) stock exchanges. As of June 30, 2022, its total assets were \$1.97 trillion.



SUMITOMO MITSUI BANKING CORPORATION

Sumitomo Mitsui Trust Bank, Limited ("SuMi Trust") is the largest and strongest of Japan's trust banks and was originally established in 1925.

It provides a wide range of banking, fiduciary, custody and other business services including asset management, corporate and structured financing, Japanese real estate brokerage and retail banking in the domestic market.

Internationally, SuMi Trust has branches in a number of major global financial centres, where it is primarily focused on banking business. As such, SuMi Trust is a regular provider of corporate and structured financings to its clients. In line with its trust bank heritage, it often works closely with its Japanese investor partners to bring enhanced funding solutions to its customers.

GOLD SPONSORS

Allens > < Linklaters

ALLENS

Allens is a leading international law firm serving clients throughout Australia and Asia. Together with Linklaters, our global network spans 40 offices across 28 countries.

We have built our reputation on the quality of our people, the strength of our client relationships and our innovative approach to complex work. We combine technical excellence with commercial understanding to provide the best insights and whether you're a global multinational or a start-up with a bright idea, our commitment to outstanding service is the same.

Our focus on achieving excellent results for our clients has led to many accolades, including Debt market deal of the Year – Australasian Law Awards 2022 and Best Law & Related Services Firm – Beaton Client Choice Award 2021.

ALLEN & OVERY

ALLEN & OVERY LLP

Allen & Overy's global fund finance practice has extensive experience in advising banks, agents, alternative lenders and investment fund managers on a broad range of upstream and downstream facilities.

Our lawyers bring in-depth technical and commercial knowledge to a wide range of lending structures across the fund finance spectrum. Working alongside specialist lawyers in our real asset (including private equity, real estate, transportation and infrastructure), tax and regulatory teams, we offer an exceptional breadth of experience and as a result our clients benefit from our clear understanding of the current legal and commercial issues relevant to all parties in fund finance transactions.

A particular strength is our ability to offer specialists across our global fund finance practice and in the key areas of finance, fund establishment, tax and regulatory. These specialists frequently work together on financing transactions involving different types of assets across multiple jurisdictions. We regularly work on facilities with European (including UK and Luxembourg) and offshore (including Channel Islands and Cayman Islands) entities. We have a deep understanding of the issues relevant both for financiers and also for funds and their investors.



ANZ

Headquartered in Melbourne and with a long-term AA- credit rating, Australia and New Zealand Banking Group Limited (ANZ) has a banking heritage spanning more than 180 years in Australia and New Zealand and an established on the ground presence in 15 Asian markets.

As clients look to capitalise on the movement of money and goods across Asia Pacific, they find in us a strong banking partner who can help them manoeuvre the rapidly changing business and regulatory landscape, while effectively managing liquidity, risk and investments.

We connect clients to opportunities centred around trade and capital flows into and within Asia Pacific.



BANK OF CHINA

As China's most globalised bank, and one of the world's largest financial institutions, Bank of China ("BOC") has over 305,000 employees in 61 countries and regions, with total assets of \$4 trillion.

BOC has established an integrated service platform based on the pillars of its corporate banking, personal banking, financial markets and other commercial banking business, which covers investment banking, direct investment, securities, insurance, funds and aircraft leasing. In addition, BOCHK and the Macau Branch serve as local note-issuing banks in their respective markets.

The primary centres of fund financing in Asia are Sydney, Macau and Hong Kong who work closely together to provide Subscription and NAV based fund facilities to leading global and regional funds. BOC also provides fund financing in New York, London and Luxembourg.



BNP PARIBAS

In Asia Pacific, BNP Paribas is one of the best-positioned international financial institutions with an uninterrupted presence since 1860. Currently with over 18,000 employees* and a presence in 13 markets, BNP Paribas provides corporates, institutional and private investors with product and service solutions tailored to their specific needs. It offers a wide range of financial services covering corporate & institutional banking, wealth management, asset management, insurance, as well as retail banking and consumer financing through strategic partnerships.

Worldwide, BNP Paribas has a presence in 68 markets with more than 193,000 employees. It has key positions in its three main activities: Domestic Markets and International Financial Services (whose retail-banking networks and financial services are covered by Retail Banking & Services) and Corporate & Institutional Banking, which serves two client franchises: corporate clients and institutional investors. Asia Pacific is a key strategic region for BNP Paribas and it continues to develop its franchise in the region.

* excluding partnerships



CLIFFORD CHANCE PTE LTD

Clifford Chance is one of the world's pre-eminent law firms, with the depth and range of resources to help our clients across all the major global financial centres. As a single, fully integrated partnership, we pride ourselves on our ability to work seamlessly across national borders to deliver broad industry expertise and local knowledge.

Clifford Chance brings a market-leading fund finance proposition, advising lenders and funds on a wide range of financing options, including capital call bridge financing, leveraged NAV facilities and borrowing base deals (including hybrid facilities), along with facilities for general partners. Our global funds/funds formation practice of over 130 lawyers works in tandem with our lending team to provide a complete fund financing platform for our clients.



DEBEVOISE & PLIMPTON LLP

Debevoise & Plimpton LLP is a premier law firm with market-leading practices and a global perspective. Approximately 800 lawyers work in nine offices across three continents, within integrated global practices, serving clients around the world.

The firm has extensive experience in all aspects of fund-level financing transactions for different types of investment funds and their managers. It has been regularly representing sponsors for more than a decade in a broad range of transactions, including subscription credit facilities, leveraged portfolio acquisition and other asset-based financings, hybrid facilities, management company liquidity facilities and co-investment facilities.

Debevoise's fund finance practice is global in nature, with strong teams in the U.S., Europe and Asia advising an international client base.



EAST WEST BANK

East West Bancorp, Inc. is a public company with total assets of \$62.2 billion and is traded on the Nasdaq Global Select Market under the symbol "EWBC". East West Bank is a publicly owned company with total assets of \$61B and is traded under the symbol "EWBC". The Company's wholly -owned subsidiary, East West Bank, is one of the largest independent banks headquartered in California, operating over 120 locations in the United States and China.. EWB

East West Bank's Private Equity (PE) Group is one of the largest industry specialty segments at the bank, with in-depth knowledge of the fund finance market. They have , with offices in New York, Boston, Los Angeles, Silicon Valley and Hong Kong, where they , is the Bank's largest industry specialty group, with in-depth knowledge of the fund finance marprovide creatively innovative designed credit solutions to meet the fund financing needs of a wide range of asset management firms, funds and partnerships. Since 2012, tThe group has completed 250+ transactions, since 2012, with facilities starting at \$10 million. For more information, visit . www.eastwestbank.com/PrivateEquity.

HARNEY WESTWOOD & RIEGELS SINGAPORE

Harneys is a leading international offshore legal and fiduciary services firm with entrepreneurial thinking. We offer the full range of transactional, litigation and restructuring advice on British Virgin Islands, Cayman Islands, Cyprus, Luxembourg, Bermuda, Anguilla and Jersey* law, alongside our associated corporate and private wealth business which provides the full complement of fiduciary services.

Established in 2014, Harneys Singapore is a full-service offshore law practice spanning all major transactional, contentious and private client disciplines. Our lawyers have extensive experience advising on seven major offshore laws across various sectors and practice areas. We pride ourselves on being progressive, innovative and exceptionally responsive. Together with our Hong Kong and Shanghai offices, Harneys is the largest offshore law firm in Asia.

Harneys has played in key role in the offshore finance industry since its inception. Our clients include almost every significant bank and financial institution in the world as well as listed and private companies. Harneys have advised on a wide range of offshore financing transactions including fund finance, leveraged finance, margin lending, acquisition finance, pre-IPO finance, take-private transactions, bond issuances, convertible instruments, derivative transactions, property finance and syndicated lending.

*Jersey legal services are provided through a referral arrangement with Harneys (Jersey) which is an independently owned and controlled Jersey law firm.



ING

ING is a global financial institution with a strong European base, offering banking services through its operating company ING Bank. The purpose of ING Bank is empowering people to stay a step ahead in life and in business. ING Bank's more than 57,000 employees offer retail and wholesale banking services to customers in over 40 countries.

ING Group shares are listed on the exchanges of Amsterdam (INGA NA, INGA.AS), Brussels and on the New York Stock Exchange (ADRs: ING US, ING.N).

Sustainability forms an integral part of ING's strategy, evidenced by ING's leading position in sector benchmarks.

ING's ESG rating by MSCI was upgraded to 'AA' in December 2020. ING Group shares are included in major sustainability and Environmental, Social and Governance (ESG) index products of leading providers STOXX, Morningstar and FTSE Russell. In January 2021, ING received an ESG evaluation score of 83 ('strong') from S&P Global Ratings.



KBRA

Kroll Bond Rating Agency, LLC and its affiliates (KBRA) is a global full-service rating agency with a mission to set a standard of excellence and integrity. Established in 2010, KBRA remains dedicated to the restoration of trust in credit ratings by creating new standards for assessing risk and by offering timely and transparent ratings. KBRA provides market participants with an alternative solution by delivering in-depth ratings and research across various sectors within the United States, UK and European markets.

At KBRA, we value new ideas and are wary of conventional thinking that stifles innovation. We believe that collaboration is key to our success in providing better products for investors, who have come to trust the analysis behind our ratings. We strive to provide products and tools put forth by KBRA Analytics group to assist the market in making more informed decisions.



KING & SPALDING

Celebrating more than 130 years of service, King & Spalding is an international law firm that represents a broad array of clients, including half of the Fortune Global 100, with 1,200 lawyers in 23 offices in the United States, Europe, the Middle East and Asia. The firm has handled matters in over 160 countries on six continents and is consistently recognised for the results it obtains, uncompromising commitment to quality, and dedication to understanding the business and culture of its clients. Our Banking and Institutional Finance practice practice brings together more than 100 lawyers in offices across the United States, Europe, Middle East and Asia to represent lenders, arrangers, investors, funds, borrowers, issuers, underwriters and sponsors across the full range of complex financings. More information is available at www.kslaw.com.

MILBANK LLP

Milbank LLP is a leading international law firm that provides a full range of innovative legal services to clients around the world. Founded in New York over 150 years ago, we maintain offices in Beijing, Frankfurt, Hong Kong, London, Los Angeles, Munich, São Paulo, Seoul, Singapore, Tokyo and Washington, DC. Our lawyers collaborate across practices and offices to help the world's leading commercial, financial and industrial enterprises, as well as institutions, individuals and governments, achieve their strategic objectives.

Milbank has extensive experience structuring, documenting and implementing the full spectrum of fund financings, including subscription financings, net asset value (NAV) based financings, co-invest facilities and hybrid fund financings ranging in size from US\$50 million to US\$2 billion (equivalent). Milbank's representations in these transactions has included acting for lenders and borrowers of fund financings; representing a range of major American, European and Asian global investment funds, asset managers and private-equity houses as well as international and domestic banks and alternative credit providers; providing ongoing support for subsequent facility amendments, borrower, guarantor and lender joinders, maturity date extensions and commitment increases and LIBOR transition management; as well as modifying existing traditional fund financings secured by capital contributions of the investors into hybrid financings based on the net asset value of the investments of the funds secured by the value of those investments.

MOURANT

Our market-leading funds team spans time-zones and has an outstanding international reputation in offshore investment funds, working across a wide range of alternative fund asset classes – traditionally real estate, private equity, credit and hedge funds. We advise on the formation, structuring and regulation of investment funds in the Cayman Islands, the BVI, Jersey and Guernsey, and our lawyers provide ongoing legal advice to offshore funds and their managers and investors.

Our 'one firm' approach means that working together with clients we deliver seamless, objective and commercially grounded advice on the comparative advantages and disadvantages of the leading offshore fund jurisdictions. Our team exercises true commercial judgment in delivering advice often going the extra mile, with a personal approach, and forming genuine partnerships with our clients and their advisers. Clients benefit from our teams working together and making things happen in this way, resulting in deals being delivered on time and within budget.

Visit www.mourant.com to find out more.



NATIXIS CORPORATE & INVESTMENT BANKING

Natixis Corporate & Investment Banking is a leading global financial institution that provides advisory, investment banking, financing, corporate banking and capital markets services to corporations, financial institutions, financial sponsors and sovereign and supranational organizations worldwide.

Our teams of experts in 30 countries advise clients on their strategic development, helping them to grow and transform their businesses, and maximize their positive impact. We are committed to supporting the environmental transition by aligning our financing balance sheet with a +1.5°C trajectory by 2050.

As part of the Global Financial Services division of Groupe BPCE, the second largest banking group in France through the Banque Populaire and Caisse d'Épargne retail networks, Natixis CIB benefits from the Group's financial strength and solid financial ratings (Standard & Poor's: A, Moody's: A1, Fitch: A+, R&I: A+).



PAUL HASTINGS

In today's world of transformative change, our purpose is clear — to help our clients and people navigate new paths to growth.

Founded in 1951, Paul Hastings has grown strategically to anticipate and respond to our clients' needs in markets across the globe. Our innovative approach and unmatched client service has helped guide our journey to becoming one of the world's leading global law firms in such a short time.

We have a strong presence throughout Asia, Europe, Latin America, and the U.S. We offer a complete portfolio of services to support our clients' complex, often mission-critical needs—from structuring first-of-their-kind transactions to resolving complicated disputes to providing the savvy legal counsel that keeps business moving forward.

Please visit www.paulhastings.com for more information.



WALKERS

Walkers fund finance team has been at the forefront of the development of the fund finance market. Our dedicated fund finance team consists of over 50 finance lawyers and tax advisors, members of which have acted on complex and innovative fund financing solutions. The Asia & Middle East team in Hong Kong, Singapore and Dubai forms part of a global team practicing Bermuda, British Virgin Islands, Cayman Islands, Guernsey, Jersey and Irish law. Our multi-disciplinary fund finance team includes lawyers from Walkers' top-tier fund formation practice providing for an in-depth understanding of the structures used by investment managers and the legal and commercial issues relevant to fund finance participants. Our clients include agents, banks, alternative lenders and investment fund managers including private equity, credit, real estate and hedge funds. We have advised on many types of financing including capital call and subscription financing lines, management fee and GP facilities as well as NAV and hybrid structures.



WONG PARTNERSHIP LLP

Headquartered in Singapore, WongPartnership is a market leader and one of the largest law firms in the country. We offer our clients access to our offices in China and Myanmar, and in Abu Dhabi, Dubai, Indonesia, Malaysia, and Philippines, through the member firms of WPG, a regional law network. Together, WPG offers the expertise of over 400 professionals to meet the needs of our clients throughout the region.

Our expertise spans the full suite of legal services to include both advisory and transactional work where we have been involved in landmark corporate transactions, as well as complex and high-profile litigation and arbitration matters. WongPartnership is also a member of the globally renowned World Law Group, one of the oldest and largest networks of leading law firms.

At WongPartnership, we recognise that our clients want to work with the best. As a partnership of exceptional individuals, we are committed in every way to make that happen.

SILVER SPONSORS



BAKER & MCKENZIE WONG & LEOW

Baker McKenzie provides integrated client solutions that are underpinned by deep practice and sector expertise, as well as keen local market knowledge. These connected solutions provide insight and foresight, empowering business leaders to make the right decisions across siloes. A unique culture enables our 13,000 people to work with clients as trusted colleagues and friends to drive innovative growth that is both sustainable — and inclusive. (www.bakermckenzie.com)



MACQUARIE GROUP

Macquarie Group Limited (Macquarie) is a global financial services group providing clients with asset management, retail and business banking, wealth management, leasing and asset financing, market access, commodity trading, renewables development, specialist advice, access to capital and principal investment. Founded in 1969, Macquarie employs over 18,000 people in 33 markets. At 31 March 2022, Macquarie had assets under management of \$US580.2 billion. For further information, visit www.macquarie.com



OVERSEA-CHINESE BANKING CORPORATION LIMITED

OCBC Bank is the longest established Singapore bank, formed in 1932 from the merger of three local banks, the oldest of which was founded in 1912. It is now the second largest financial services group in Southeast Asia by assets and one of the world's most highly-rated banks, with Aa1 by Moody's and AA- by both Fitch and S&P. Recognised for its financial strength and stability, OCBC Bank is consistently ranked among the World's Top 50 Safest Banks by Global Finance and has been named Best Managed Bank in Singapore by The Asian Banker.

OCBC Bank and its subsidiaries offer a broad array of commercial banking, specialist financial and wealth management services, ranging from consumer, corporate, investment, private and transaction banking to treasury, insurance, asset management and stockbroking services.

OCBC Bank's key markets are Singapore, Malaysia, Indonesia and Greater China. It has more than 430 branches and representative offices in 19 countries and regions. These include over 200 branches and offices in Indonesia under subsidiary Bank OCBC NISP, and over 60 branches and offices in Mainland China, Hong Kong SAR and Macau SAR under OCBC Wing Hang.



SILICON VALLEY BANK

Silicon Valley Bank, the bank of the world's most innovative companies and investors, provides commercial banking services, expertise and insights to the technology, life science and healthcare, private equity, venture capital and premium wine industries. Silicon Valley Bank operates in centers of innovation around the world and is one of SVB's core businesses with SVB Capital, SVB Private and SVB Securities. With global commercial banking services, Silicon Valley Bank helps address the unique needs of its dynamic, fast-growing, innovative clients. Learn more at svb.com.

Neither Silicon Valley Bank nor SVB Financial Group is licensed to undertake banking business in Singapore or to undertake any other regulated activity in Singapore. Silicon Valley Bank is a member of the FDIC and the Federal Reserve System. Silicon Valley Bank is the California bank subsidiary of SVB Financial Group (SVB) (Nasdaq: SIVB). SVB Financial Group is the holding company for all business units and groups. © 2022 SVB Financial Group. All rights reserved. SVB, SVB FINANCIAL GROUP, SILICON VALLEY BANK, SVB SECURITIES, SVB PRIVATE, SVB CAPITAL and the chevron device are trademarks of SVB Financial Group, used under license. [SIVB-C]



SIMMONS & SIMMONS LLP

The smartest business solutions come when we work together – international, but operating as one integrated team.

Collaborative, agile and partner-led: that's Simmons & Simmons. A law firm that challenges, creates new possibilities and offers opinion not just option. A law firm that acts as your business partner and works with you, not for you.

We focus on four highly regulated sectors – using our specialist skills to understand your business, and the forces at play around it. All grounded in exceptional knowledge of the legal detail.

This is how we consistently deliver smarter, more efficient ways to tackle our clients' most complex challenges.



SOCIETE GENERALE

Societe Generale is one of the leading European financial services groups. Based on a diversified and integrated banking model, the Group combines financial strength and proven expertise in innovation with a strategy of sustainable growth. Committed to the positive transformations of the world's societies and economies, Societe Generale and its teams seek to build, day after day, together with its clients, a better and sustainable future through responsible and innovative financial solutions.

Active in the real economy for over 150 years, with a solid position in Europe and connected to the rest of the world, Societe Generale has over 131,000 members of staff in 66 countries and supports on a daily basis 26 million individual clients, businesses and institutional investors around the world by offering a wide range of advisory services and tailored financial solutions.

At the heart of linking issuers and investors, Asset Backed Products offering is the centre of expertise and single entry point for engineering, distribution and trading of securitised products, trade receivables and structured loans. Our activity is exclusively focusing on clients within financial institutions and corporates, as well as private equity firms.

Our capability to embrace in an orderly and disciplined manner all structured credit activities on a global scale allows us to deliver tailor-made credit backed solutions for our clients

For more information, you can follow us on Twitter @societegenerale or visit our website www.societegenerale.com.

MEDIA SPONSORS



GLOBAL LEGAL GROUP



PEI MEDIA

PEI is the specialist information group that focuses only on alternative asset classes. These have become essential components of institutional investors' allocation strategies globally and we major in private equity, real estate, private debt and infrastructure whilst also engaging with emerging new asset classes too.



PREQIN

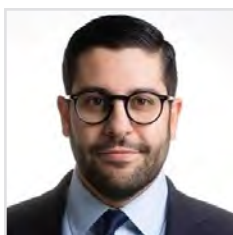
Preqin is the Home of Alternatives®, the foremost provider of data, analytics and insights to the alternative assets community. From pioneering rigorous methods of data collection to developing a revolutionary platform, we have committed ourselves to furthering the understanding of alternatives for over 18 years. Through close partnership with our clients, our 300 researchers based in key financial centers worldwide combine with cutting-edge technology to make sure our data and research is unique, timely, accurate and insightful.

Today, over 120,000 fund managers, investors, placement agents, service providers, advisors and other industry professionals from more than 38,000 firms worldwide are empowered with information that underpins their daily workflow including fundraising, asset allocation, investor relations, origination and business development.

- Private Equity & Venture Capital • Private Debt • Hedge Funds
- Real Estate • Infrastructure • Natural Resources

Preqin is an independent business with staff based in London, Dubai, Frankfurt, New York Chicago, Singapore, San Francisco, Sydney, Tokyo, Hong Kong, Guangzhou, Bangalore and Manila.

MEET OUR SPEAKERS



SAMMY ASOLI

SMBC

Sammy Asoli joined SMBC in August of 2020 as Global Head of Fund Finance Solutions. Prior to SMBC Sammy served as the Global Co-Head of Sponsor Finance and Deputy Head of FIG, North America at Lloyds Banking Group. Before his time at Lloyds, Sammy held positions at J.P. Morgan, The Blackstone Group, and Goldman Sachs & Co where he built up his extensive background in various aspects of Private Equity. Sammy earned his Bachelor of Science from Manhattan College where he studied economics, and later when on to Columbia University to obtain a Master of Public Administration (MPA) of Economic Policy & Management.



DAVID AZCUE

Simpson Thacher & Bartlett LLP

David Azcue is a Partner in Simpson Thacher's Tokyo office, where he co-heads our Private Funds Practice in Japan. Fluent in Japanese and having spent over 30 years in Japan, David advises clients on all aspects of fundraising, investments, financing and operations across a broad range of asset classes and strategies.

David has been recognized as a leading private funds lawyer by authorities including Chambers Asia-Pacific and Who's Who Legal, and brings to his practice a deep understanding of Japan and broad experience in global fundraisings for private investment funds. Simpson Thacher's Asia Investment Funds Practice has won numerous awards, including "Investment Funds Firm of the Year" at the 2017 and 2019 Asia Legal Awards and 2019 Asia Legal Business Japan Awards and "Asia Fund Formation Firm of the Year 2018" by Private Equity International.



SOMDATTA BASU

ING Bank N.V.

Somdatta is a Director within ING's APAC Fund Finance team with teams located in NYC, London, Luxembourg and Singapore. The team is part of the ING's Financial Institutions Group and is responsible for the origination, execution and portfolio management of subscription facilities to funds managed by Financial Sponsors and Alternative Asset Managers based in the APAC region.

Somdatta has been with ING for over four years and was previously part of ING's TMT & Healthcare sector team. Prior to joining ING, Somdatta worked with Siemens Financial Services in their Corporate Lending team across India, US and Singapore, focusing on leveraged and structured financing solutions for mid-sized corporate clients and sponsors.



MICHELLE BOLINGBROKE

Fund Finance Association

Michelle Bolingbroke is Director of the Fund Finance Association. Michelle has over 14 years' experience in marketing and business development in the financial services industry and has served on the marketing committee of the FFA since inception. She supports the Board, Women in Fund Finance, FFA NextGen, FFA University, FFA Mentor Program, and FFAs new initiatives.



JOHN BONA

Milbank LLP

John Bona is a partner in Milbank's Global Leveraged Finance Group based in Hong Kong. He has 20 years of experience advising international banks, funds and private equity sponsors on complex, high profile finance transactions in Asia and Europe. John's practice is primarily focused on advising credit providers and borrowers on sponsor-backed, private and public, leveraged, acquisition and structured finance transactions, including bridge-to-bond, debt/bond hybrid, super-senior revolving credit facilities and mezzanine and holdco financings. John also has experience in real estate finance. He has advised credit providers of fund finance facilities and sponsors in Europe and Asia, including cutting-edge net asset value (NAV) facilities and hybrid products.



ANDREW BRERETON

King & Spalding

Andrew Brereton is the Managing Partner of the King & Spalding Singapore office and specialises in debt financing in both the banking and private credit markets throughout Asia. Andrew has been based in the region for over 20 years and has extensive experience of fund financing, acquisition finance, structured lending, project finance and trade finance. He also has extensive experience of restructurings, workouts and special situations.

Andrew is recognized by the main legal directories as one of the leading lawyers in the region, and is ranked Band 1 for both Banking & Finance and Restructuring & Insolvency by Chambers. He was named 'Banking Lawyer of the Year' in Singapore two years in a row by Best Lawyers, and included in the Legal 500 'Hall of Fame' as one of only two international banking lawyers in Singapore.



NATALIE CARTER

Walkers

Natalie Carter is a senior associate in the Finance and Corporate Group at Walkers Singapore. Natalie has a general debt finance background with particular experience in secured and unsecured commercial lending and funds financing. She regularly acts for financial institutions, private equity sponsors, investors and corporates, and advises in relation to the laws of the Cayman Islands, British Virgin Islands and Bermuda. Natalie has experience working on fund financing matters in Asia for regional and global lender and sponsor clients, and has been involved in some of the largest and most innovative fund financing transactions in the region.

Natalie joined the Walkers Hong Kong office in 2017 and relocated to the Singapore office in 2022. Prior to joining Walkers Natalie trained and worked at SJ Berwin / King and Wood Mallesons in their London and Hong Kong offices.



CHRISTOPHE CERISIER

BNP Paribas

Based in Hong Kong, Christophe is Managing Director, Co-Head of Loans & Specialized Finance Asia-Pacific.

Christophe has over 25 years of experience in financing in Asia Pacific across multiple business lines including leveraged finance, fund financing, corporate acquisitions, corporate loans, syndications, debt advisory, fixed assets financing, asset based lending, project finance, leasing, supply chain finance.

Christophe joined BNP in 2014 and is currently Co-Head of Loans & Specialized Finance APAC, overseeing most financings for BNP in APAC, serving private equity, corporates and promoters across situations, industries and the capital structure. This includes leveraged finance in control or minority and hybrid situations and various fund-level financing solutions including subscription lines and NAV financings.

Before joining BNP, Christophe spent 8 years with GE Capital and 11 years with CACIB in Singapore and Hong Kong, in project and infrastructure finance and as head of their leveraged finance practices in Asia.



CALVIN CHENG

Evolution X

Calvin is the Partner and Co-Head at EvolutionX with 25 years of experience in venture growth debt, venture capital, investment banking, and corporate banking in the United States and China. At EvolutionX, he leads investments in Greater China, and is also a member of the investment committee.

He joined EvolutionX from East West Bank (China) where he was Managing Director and Head of Technology and Growth Banking Group, financing Private Equity/Venture Capital-backed companies in the Greater China region. He also provided loans to PE/VC funds & GPs. Prior to that, Calvin worked at East West Bank (Silicon Valley), Comerica Bank, Citibank, and Silicon Valley Bank where he focused on providing venture growth and leverage buyout financing to technology, healthcare & life science, and Internet/Social Media companies in Silicon Valley and other markets in the US. He also worked on capital raising, Mergers & Acquisitions advisory, and venture capital investments during his career. Calvin holds an MBA from Pittsburgh State University. He also holds a Bachelor of Science in Material Science and Engineering from Fung Chia University.



ELAINE J CHEUNG

Nurasa

Elaine is the Treasurer and Board Trustee of WWF International, the governing body of the entire WWF panda network operating in more than 100 countries. She is an INED and Audit Committee Chair at Novotech Health, a CRO majority-owned by TPG Capital Asia funds.

At the UN World Food Programme, 2020 Nobel Peace Laureate, Elaine advised the Executive Board and was a member of the Independent Oversight Committee. Other past board experiences include INED and the Audit Committee Chair for Pacific Legend Group (Indigo Living), a furniture & lifestyle retailer listed on the Hong Kong Stock Exchange; Asian Development Bank Nominated Director at Mountain Hazelnut Group in Bhutan; Board of Governors of the American Chamber of Commerce in Hong Kong and NED for Guangzhou Pharmaceutical Corporation.; Advisory Board for The Good Food Institute APAC and Nineby9.

She holds the Financial Times Non-Executive Director diploma and is a member of 30% Club Women to Watch and Global Board Ready Women.



ALVIN CHIA

Wong Partnership

Alvin Chia is a Partner in the Banking & Finance Practice at WongPartnership LLP.

His main practice areas are project finance, property development loans, subscription financing, trade financing, debt restructuring, private banking transactions, standard forms for consumer credit transactions and sales and participations of credit receivables.

Alvin graduated from the National University of Singapore. He is admitted to the Singapore Bar and to the Roll of Solicitors of England & Wales.

Alvin has been recognised as a leading Banking lawyer by Who's Who Legal: Banking since 2016 and IFLR1000 – The Guide to the World's Leading Financial Law Firms since 2010. He has also been consistently recommended as a leading lawyer for Banking and Finance work by The Legal 500: Asia Pacific – The Client's Guide to the Asia Pacific Legal Profession since 2008; Chambers Global – The World's Leading Lawyers for Business since 2009; Chambers Asia-Pacific – Asia-Pacific's Leading Lawyers for Business since 2009; and Best Lawyers since 2009. Alvin has also been listed as a leading practitioner in Asialaw Leading Lawyers – The Guide to Asia-Pacific's Leading Lawyers.



DEAN COLLINS

Dechert LLP

Dean Collins, the Managing Partner of Dechert's Singapore office, is recognized as one of the foremost private equity lawyers in Asia and worldwide, having been ranked in Band 1 for Fund Formation for the past thirteen years by Chambers Asia and being named in the most recent "The Legal Power 30," Private Equity International's list of the thirty most influential private equity lawyers in the world. He is the only lawyer based in Southeast Asia and one of only two fund formation experts in Asia named to the list. Mr. Collins counsels clients on the structuring and establishment of private equity investment funds, secondary transactions, carried interest and co-investment plans, team spin-outs, co-investments and other private equity related transactions. Mr. Collins also acts on the establishment of other types of alternative investment funds as well as providing advice to major institutional investors on their investments into funds both in Asia and elsewhere. Mr. Collins has led some of the highest-profile and ground-breaking transactions in the market including advising an Asian financial institution on the disposal of a 'mega-portfolio' of 95 Limited Partnership interests to a secondaries fund, in the largest ever secondaries transaction globally, Primavera Capital on the establishment of several private equity funds, including their third fund which raised US\$3.4bn and was at that time the second ever largest China-focused private equity fund, Dymon Asia on the recent establishment of their third private equity fund which achieved its hard cap of US\$650m and Genesis Alternatives on the establishment of Southeast Asia's first ever venture debt fund. Prior to joining Dechert, Mr. Collins worked at Actis, the leading pan-emerging markets private equity firm, as an in-house lawyer and then as a Director in its highly regarded fundraising team.



TOMMY CONSTANTINOU

Sumitomo Mitsui Trust Bank

Tommy Constantinou is Co-Head of Fund Finance at Sumitomo Mitsui Trust Bank, Ltd. (SuMi TRUST) within the New York Branch Fund Finance Department. Tommy has led the expansion of the Fund Finance business within SuMi TRUST and is responsible for originating and executing fund finance related credit facilities. Tommy has extensive knowledge in various asset classes including Collateralized Loan Obligations, Subscription Finance, Middle Market Senior Leverage Facilities and Private ABS. Given SuMi TRUST's unique position as investor, lender and asset manager within alternative investment universe, Mr. Constantinou acts as liaison between Asia and North America by leveraging relationships and knowledge within the SuMi TRUST global network. Prior to joining SuMi TRUST in 2011, Tommy was with Morgan Stanley Smith Barney (formerly Citi Smith Barney) for four years within the Private Wealth Management Division. Mr. Constantinou is a graduate of Iona College and received his MBA from the Binghamton University School of Management.



ALEXANDRE DESCHATRES

Standard Chartered Bank

Based in Hong Kong, Alexandre Deschâtres acts as Regional Head of Sponsors Coverage for Asia and heads a team of Senior Bankers across India, Greater China North Asia and South East Asia. Alexandre is a seasoned professional with more than 20 years of experience in Coverage & Capital markets.

Prior to joining Standard Chartered in March 2016, Alexandre was heading the Financial Institutions Group and Debt Capital Markets for BBVA in Paris. From 2007 to 2011, Alexandre worked at Dexia, where he was Deputy Head of Long-Term Funding.

Alexandre started his career in 2000 at Crédit Lyonnais Americas in New York, as credit analyst for large US Corporates. Back in France in 2003, Alexandre was appointed Relationship Manager for Oil & Gas International Corporates and then joined the Real Estate division and actively contributed to the set-up of the CMBS platform at CACIB, covering Real Estate Funds and CMBS loans origination. He holds a degree in Finance from Edhec Business School.



LISHI FONG

Harney Westwood & Riegels Singapore LLP

Lishi is the managing partner of our Singapore office and the head of our Transactional team in Singapore. She advises both financial institutions and corporations on a wide range of cross border transactions including leveraged finance, fund finance, margin lending, acquisition finance, pre-IPO finance, take-private transactions, note issuances, property finance and syndicated lending. In addition, Lishi also works with fund and asset managers, banks, fund administrators, family offices and investors on offshore fund formation matters.

In recent years, Lishi has been actively involved in the digital asset space and has launched numerous open and close ended crypto funds in the BVI and the Cayman Islands that invest in Web 3.0, cryptocurrencies, blockchain technology and other virtual assets. She also advises investors and founders in connection to the formation of virtual asset platforms and exchanges and the investments into SAFEs, SAFTs and other digital assets.

Before joining us, Lishi was with an international law firm for over a decade and is a specialist in international banking with a wide range of experience in cross border syndicated bank financing with particular emphasis on acquisition finance and structured trade and commodities finance. She was one of the leading lawyers in the Banking and Finance team that won "Trade Finance Law Firm of the Year" for several consecutive years.

Lishi is fluent in English, Mandarin and Cantonese.



EVA FUNG

East West Bank Hong Knog Branch

Eva Fung is the Head of the Private Equity Group at of East West Bank's, Hong Kong Branch, overseeing the fund financing business in Asia. The Group provides capital call facilities, GP financing, management company lines and other bespoke financing solutions to meet the needs of the our clients. Clients include buyout fund, credit fund, fund of funds, real estate fund, and venture capital fund. etc.

Ms. Fung has over 20 years of experience in originating, structuring, syndicating and syndicating and executing debt transactions across all levels of the capital structure, particularly for events of cross border corporate acquisitions and private equity buyout situations in Asia Pacific. Prior to joining East West Bank, she was the Head of Acquisition Finance at Natixis, Asia Pacific.

She holds a Master of Business Administration n MBA from Warwick University.



ALEX GRIFFITHS

MUFG Investor Services

Alex Griffiths is the Head of Structuring in the fund finance team at MUFG Investor Services, working across both the business and legal sides of the firm. He and his team are responsible for building the business out across the globe and his role comprises originating, structuring, executing and covering deals across the book in APAC but also in the Europe and the US. Alex has over 15 years of industry experience.



TOM HIGHNAM

Allens

Tom Highnam is a Partner in the Banking and Finance department at Allens. He is recognised as having a leading position in the Australian subscription finance market. He acts for all of the leading banks operating in the market including NAB, CBA, ANZ, Westpac, Macquarie, MUFG, UOB and Standard Chartered. He also acts for key sponsors in the Australian market, including Aware Super, IFM, ESR and PEP. He is active across the range of fund finance facilities, including subscription finance, hybrids, NAV facilities, single investor and SMA transactions, GP facilities and Trustee facilities. In 2022 he has acted on over 25 facilities with an aggregate value in excess of A\$8bn.

He graduated from Cambridge University in 1996. He is recognised in Chambers Asia Pacific 2015-2022 as a notable practitioner in corporate finance and acquisition finance, and by Best Lawyers 2022 in Banking and Finance Law and Derivatives.



TODD HOOPER

Goldman Sachs

Todd Hooper is an Executive Director in the Global Markets Division (GMD) at Goldman Sachs. Todd sits in the Structured Finance and Lending business, is head of the Alternatives Markets Group in EMEA & Asia and is responsible for providing asset backed facilities and bespoke financing solutions to funds, GPs and LPs across private equity, private credit, infrastructure and secondaries. His experience includes origination, structuring and syndicating transactions globally. Prior to joining the firm, Todd worked in Advisory at KPMG in London where he qualified as an accountant.



ANDREW HUTCHINS

Clifford Chance

Andrew specialises in complex financing and restructuring transactions across a wide range of bank lending areas, including funds financing, syndicated lending, cross border leveraged transactions, acquisition finance and structured finance. In the IFLR 1000 Guide to World's Leading Financial Law Firms, Andrew was named "Leading Lawyer" for bank lending. The guide also stated "Andrew Hutchins maintains his position as a well-regarded adviser, particularly on acquisition financing, and he elicits praise for his syndicated loan expertise."

Andrew was based in our London office (13 years), Hong Kong office (10 years) and is currently in our Singapore office (since May 2016). He brings detailed technical and commercial knowledge from Europe and North Asia to our clients in South East Asia. He continues to work closely with the Hong Kong office, and maintains a strong client base throughout the Asia Pacific Region. Andrew was responsible for our relationship with the APLMA between 2009 to 2016.

Andrew has been a driver in the firm's offering on IBOR/benchmark reform to clients in APAC and on the market developments on this issue in the APAC market generally and he is also a key individual on our APAC ESG offering.



TOM KIRBY

Bank of China

Tom joined Bank of China in Sydney in February 2020 and is a Managing Director heading up their fund finance business.

With more than 20 years' banking experience with HSBC, Commonwealth Bank of Australia and Bank of China, Tom's background includes delivery of subscription and asset-based financing, transactional banking, risk management and global markets products to many of the world largest fund managers.

Tom has built a market-wide reputation for his strengths in relationship management and deal execution with the world's largest financial Institutions.



ANGELA LAI

Research Insights, Preqin

Angela is a senior research analyst in Preqin's Research Insights team and covers the private investments industry in the Asia-Pacific region. She has over 15 years' experience in investment analysis and risk management across asset classes in public and private markets, specializing in the valuation of private equity and private debt assets including distressed and special situations.

Prior to joining Preqin, Angela worked for Deutsche Bank as valuation lead for alternative investments in the APAC region. Before that she was a credit analyst at OCBC Singapore and an equity analyst at Macquarie Capital Japan. Angela holds an MBA from the University of Cambridge as well as a BSc from the Chinese University of Hong Kong. She is also a CFA charterholder.



BENJAMIN MASSON

[Natixis Corporate & Investment Banking](#)

Benjamin Masson joined the Global Structured Credit & Solutions (GSCS) Asia Pacific team in September 2017 to support the development of Natixis' structured credit franchise in the region.

Benjamin has over 15 years' experience in asset and structured finance. He started his career in New York in 2005 as a structurer of project finance transactions (bond and loan), first with CACIB and then with Natixis from 2008. During the summer of 2011, he moved to Paris and joined the newly formed GSCS team where he focused primarily on structuring capital call facilities for infrastructure PE funds but also gained exposure to asset backed securitization. In 2013, Benjamin joined the syndicate team in Paris, where he worked on project, infrastructure and export financings for the EMEA region.

Benjamin is a graduate of EPF, a French engineering school, and of Ecole Polytechnique de Montreal in Canada. He also holds a Master's from Paris Dauphine University.



LILY MIAO

[Mourant Ozannes \(Hong Kong\) LLP](#)

Lily is a Counsel in Mourant Ozannes (Hong Kong) LLP's Banking and Finance team.

She advises on a broad spectrum of transactions, from leveraged and acquisition finance to real estate finance and general corporate lending, with a particularly strong focus on fund finance. Her clients include major international and PRC banks and financial institutions, listed and private corporations and investment funds.

Before joining Mourant, Lily worked at Clifford Chance in Hong Kong, London, and Singapore.



NICK MITRA

[Societe Generale](#)

Nick Mitra is a Managing Director in the Credit & Structured Financing platform at Société Générale. He is part of the team responsible for Capital Call, Hybrid, NAV facilities and PE Secondaries financings. Prior to joining Société Générale, Nick worked at Natixis where he headed the Capital Call financing business. He has also worked at Goldman Sachs and Accenture in different roles and was the CFO of an entrepreneurial start-up – UConnections.com – aimed at the education space. Nick started his career at Lehman Brothers as a trader's assistant in the security lending/repo area. Nick has approximately 18 years of experience in the financial sector. Nick is also a co-founding member of the Fund Finance Association, an industry group dedicated to Fund Finance and related products, where he sits on the Board of the Association.

Nick holds an MBA in Finance from NYU and a BS in Finance from Lehigh University, and is a CFA charter holder. He is also the First Vice Chairman of the Fund Finance Association.



SOUMITRO MUKERJI

[Mayer Brown](#)

Soumitro Mukerji is a partner in the Banking & Finance practice in Mayer Brown's Singapore office. He advises banks, financial institutions, funds, corporates and financial advisors across the credit and geographic spectrum. His practice covers leveraged and acquisition financing, fund-level financing, structured lending and general corporate finance.

Soumitro is particularly strong on highly complex cross-border finance transactions, including senior, TLA/TLB, mezzanine, PIK and super senior/unitranche structures. He also has in-depth knowledge of fund-level finance. He routinely advises financiers and fund managers on a wide range of fund financing transactions across all asset classes, including subscription line financings, umbrella facilities, NAVs, hybrids, GP facilities and other forms of liquidity solutions. Since 2019, he has advised on fund finance matters exceeding US\$8 billion in value.

Soumitro is an active member of the fund finance community and sits on the APAC Advisory Council of the FFA, where he supports the investment funds market within the APAC.



TERRANCE PHILIPS

Citi Private Bank

Terrance Philips is a Managing Director at Citi Private Bank in Hong Kong, acting as the Asia Head of Private Equity Client Coverage. In his role he is responsible for developing relationships with General Partners of Private Equity Firms and their respective Funds across Asia. Philips coordinates with his partners to deliver the Citi Bank platform to the Private Equity asset class to include; Subscription Facilities, Private Banking, Investment Banking and Funds Distribution.

Prior to joining the company, Terrance spent twelve years with Silicon Valley Bank including several increasingly senior positions including cash management advisor, global treasure advisor and Managing Director responsible for the firm's Global Private Equity Service Group. Philips managed relationships with more than 130 international venture capital firms throughout Asia, Europe, Israel and South America.

In addition, he is an advisor to the board of directors of both the China Venture Capital Finance Organization and the Hong Kong Private Equity Finance Association. Terrance is also a board member of the Children's Medical Foundation, a Hong Kong based non-governmental organization focused on saving lives of new born babies in rural China. He is a member to the Hong Kong Select USA Committee focused on generating Direct Foreign Investment to the USA.

Philips holds a bachelor's degree in international business from Pepperdine University, and a MBA from Pepperdine University's Graziadio School of Business. Prior to Business School, Terrance was also a mentor for BUILD, a nonprofit organization committed to motivating under-resourced high school students to succeed in school and go to higher education by helping them start and run their own businesses.



CRYSTAL REECE

TPG

Crystal Reece - Ms. Reece is a Senior Director in Treasury Capital Markets at TPG, where she is responsible for financing activities for its funds. Prior to joining TPG in 2018, Crystal was a Vice President at Wells Fargo where she served in a variety of roles over her twelve-year tenure, including institutional asset management, corporate banking and subscription finance. Ms. Reece earned her Bachelor of Science in Business Administration from the University of North Carolina at Charlotte and her MBA from Queens University of Charlotte.



DANIELLE ROMAN

Mourant

Danielle is a Partner in Mourant's Banking and Finance team in Hong Kong, having practiced in Asia for over 15 years. She advises on a broad spectrum of cross-border transactions, including asset finance (with particular expertise in aviation and shipping finance), fund financing, acquisition and leveraged finance, debt restructurings, project finance, FinTech and general corporate lending.

In fund financing, she regularly represents investment and commercial banks on subscription credit facilities. She is also Co-Head of the Asia-Pacific Executive Committee for the Fund Finance Association, and is on the board of directors of Women in Fund Finance Asia. Danielle has been recognised for her work in fund finance through awards such as the Dee Dee Skylar Women in Fund Finance Award 2020.

Prior to joining Mourant in 2012, she worked at Clifford Chance in Hong Kong and Dentons in London.



ERIC SCHWITZER

Paul Hastings

Eric Schwitzer is a partner in the Real Estate practice of Paul Hastings and is based in the firm's New York office. He practices in all areas of commercial real estate transactions, with a primary focus on real estate and real estate related corporate finance. Mr. Schwitzer represents major financial institutions, developers, and private equity funds in connection with complex domestic and international commercial matters, including cross-border investment platforms, corporate credit facilities, capital commitment-backed subscription credit facilities, commercial loans, restructurings, bankruptcy, loan sales, loan workouts, acquisitions, and dispositions.



ALBERT C. TAN

Haynes and Boone LLP

Albert Tan is a Partner and Co-Head of the Global Fund Finance Group with Haynes and Boone, LLP. Albert has represented investment and commercial banks, as agents and arrangers in more than 600 subscription secured credit facilities with total value of over \$150 billion to Asia, US, Europe, Latin America and global real estate, infrastructure, debt, buyout and energy private equity funds, including structuring and documenting some of the first subscription financing to real estate private equity funds in Japan, Greater China, Singapore and Korea and to some of the largest global infrastructure funds and Asia-focused buyout funds; and during the global financial crises of 2007-2008, Albert was one of few fund finance attorneys who represented lenders in the successful enforcement of subscription financing defaults against PE funds and their investors.

The National Law Journal selected Albert to its inaugural list of Finance, Banking and Capital Markets Trailblazers in 2019, Euromoney Expert Guides, Euromoney Institutional Investor 2012, listed him as a "Leading Practitioner" in its Guide to Leading Practitioners: International Private Equity, U.S., and the Minority Corporate Counsel Association recognized Albert as a 2021 MCCA Rainmaker for his outstanding leadership, business acumen, passion and dedication to proactive client development.

Albert serves as a member of the US Advisory Committee and Asia Pacific Executive Committee of the Fund Finance Association.

Albert received his BA from San Diego State University and his JD and LLM from Southern Methodist University and Georgetown University; and speaks Chinese (Mandarin).



NIAMH TARGETT

ANZ

Niamh Targett is a Director at Australia and New Zealand Banking Group Ltd (ANZ) based in Hong Kong, where she heads the Institutional Funds Coverage team for Asia. Niamh and her team cover private capital firms providing subscription facilities and real estate financing, hedging support and cash management solutions, as well as acting as the primary co-ordination point for such funds' engagement with structured and leverage finance teams across the bank.

Niamh has over 20 years of banking experience, having worked in London and Hong Kong, covering financial institutions, with a particular focus in the Funds segments across markets and financing products.

Niamh holds a Bachelor's degree in commerce, and has her CFA Level 2.



ANDREA THOMAS

Debevoise & Plimpton LLP

Andrea Thomas is an English-qualified associate based in the London office of Debevoise & Plimpton, where she is a member of the firm's Finance Group.

Ms. Thomas advises an international client base of borrowers, sponsors, funds and financial institutions on the full spectrum of fund-level financing transactions, with extensive experience in subscription credit facilities, NAV facilities, hybrid facilities, single investor facilities, secondary funds facilities, and co-investment facilities across various fund and asset classes (including private equity funds, credit funds, infrastructure funds, secondary funds, real estate funds and emerging market funds).

Ms. Thomas was admitted as a solicitor of the Senior Courts of England & Wales in 2011. She received an LL.B. from the University of Wales, Aberystwyth with honors in 2007 and subsequently completed the LPC at the College of Law (Bloomsbury) in 2008. She received a B.A. from the University of Calgary in 2003.



JAMES WEBB

Carey Olsen

James is a partner in Carey Olsen's Corporate and Finance groups, based in Hong Kong. James specialises in Cayman Islands, Bermuda and British Virgin Islands (BVI) law and advises on a broad range of debt transactions, including acquisition and leveraged finance, fund finance real estate finance, margin loans, structured finance, bond issuances, distressed debt, security enforcements, work-outs and debt restructurings. In addition, he acts on corporate transactions, including on all downstream private equity deals, investments, mergers and acquisitions, joint ventures, shareholder arrangements and corporate restructurings.

James has previously lived and worked in both the Cayman Islands and BVI. Before moving offshore in January 2012, James started his legal career with Allen & Overy, and spent nearly a decade working in its London and Singapore offices.



PATRICK WONG

Allen & Overy

Patrick is a partner based in Allen & Overy's Hong Kong office. He has experience in a wide range of banking and finance transactions, including fund financings, bilateral and syndicated corporate lending, acquisition financings, equity margin financings, pre-IPO investments and other event-driven financings. Patrick regularly represents banks and non-bank financial institutions in structured cross-border financings in the Asia-Pacific region with a particular focus in Mainland China and Hong Kong. From 2010 to 2014, Patrick was legal counsel at Deutsche Bank partnering with the business to manage risks and produce tangible solutions on a range of debt products offered by the Structured Finance team.



JEAN WOO

Ashurst

Jean Woo is a partner in the international finance department in the Ashurst Singapore office, specialising in international banking and finance transactions. Jean has nearly 15 years of experience in the financing space and covers a wide range of bank lending areas, including syndicated lending, cross-border leveraged transactions, acquisition finance, funds financing, structured lending and financing the acquisition of non-performing loan portfolios. Jean has a broad exposure to a number of jurisdictions in Asia with a particular focus on jurisdictions in South and Southeast Asia.



FRANK WU

DBS Bank

Frank Wu is a Senior Vice President in the Funds & Asset Managers sector of DBS Bank in Singapore.

He and the Funds & Asset Managers team provide a comprehensive suite of financial solutions across cash management, fund administration & custody service, hedging, capital market and financing to a wide spectrum of asset managers covering global/traditional funds, boutique, pension and alternative investments funds (private equity and hedge funds) and family offices.

As a founding member of the team, he is instrumental in building up DBS' fund finance business and has partnered with GPs and investors to provide bespoke fund finance solutions throughout the fund lifecycle. He joined DBS as a Management Associate in 2011 and had previous roles in finance, internal audit and financial institutions group of DBS in Asia. He also serves as a Council Member for the Graduate Associate Program of DBS Institutional Banking Group.

He holds an MBA from Chicago Booth School of Business and BSc (Hons) in Statistics from National University of Singapore.



WEI XIN

KKR

Wei Xin (Hong Kong) joined KKR Capital Markets in 2014 and has led a broad spectrum of debt and equity financings for KKR portfolio companies in the Asia Pacific region. Since joining KKR Capital Markets, Mr. Xin has worked on a variety of financings for companies including Asia Dairy, Calsonic Kansei, Eurokids, GenesisCare, Gland Pharma, Haier, Hitachi Koki, PHC Holdings (formerly Panasonic Healthcare), Pioneer DJ, Hitachi Kokusai Electric and ADNOC Oil Pipelines, among others. Prior to joining KKR, Mr. Xin was with J.P. Morgan Securities Asia Pacific (Hong Kong), where he was responsible for illiquid credit trading and private financing in the Asia Pacific region. He was previously on the principal investment team of Daiwa Securities Group. He holds a B.A. from Waseda University in Japan and is a CFA Charterholder.



ROGER ZHANG

Blackstone Credit

Roger Zhang is a Managing Director in Blackstone Credit, involved in origination and execution of credit investments across capital structure in Asia.

Before joining Blackstone, Mr. Zhang was the Head of Private Debt Asia at Partners Group, responsible for senior and mezzanine debt investments in private equity sponsor-backed companies across Asia-Pacific. Prior to Partners Group, Mr. Zhang worked for Goldman Sachs, Ashland Partners and Ernst & Young.

Mr. Zhang holds a MBA from New York University Stern School of Business and is a CFA charter Holder.

FFA LEADERSHIP

Board Members

Jeff Johnston

Chairman
Fund Finance Association
jeff.johnston@
fundfinanceassociation.com
+1 704 410 2452

Mike Mascia

Secretary
Fund Finance Association
+1 704 348 5160

Nick Mitra

First Vice Chairman
Managing Director, Credit &
Structured Finance
Societe Generale
nick.mitra@sgcib.com
+1 212 278-5530

Jeff Maier

Vice Chairman
Managing Director
First Republic Bank
jmaier@firstrepublic.com
+1 212 259 5042

Tina Meigh

Vice Chairman
Partner and Head of Fund
Finance Practice
Maples Group
Tina.Meigh@maples.com
+1 345 814 5242

Danielle Roman

Vice Chairman
Partner
Mourant
Danielle.Roman@mourant.com
+852 6577 7916

Emma Russell

Vice Chairman
Partner
Haynes & Boone
Emma.russell@haynesboone.com
+44 20 8734 2807

Mary Touchstone

Vice Chairman
Partner and Head of Fund
Finance Practice
Simpson Thacher & Bartlett LLP
mtouchstone@stblaw.com
+1 212 455 2549

Terry Hatton

Treasurer
Managing Director and
Group Head,
Fund Finance GroupMUG
thatton@mufgamericas.com
+1 646-767-1561

APAC Executive Committee

Danielle Roman

Chair
Mourant

Paul Aherne

Walkers

Tom Kirby

Bank of China

Albert Tan

Haynes and Boone, LLP

Makiko Harunari

Deputy Chair
Simpson, Thacher & Bartlett LLP

Darren Choy

ANZ Bank

Sally Little

ING

Emma Wang

TR Capital Group

James Abbott

Corrs Chambers Westgarth

Victoria Eriksson

Allen & Overly LLP

Terrance Philips

Citi Private Bank

James Webb

Carey Olsen

APAC Advisory Council

Fabrice Guesde

Natixis

Lucas Huang

OCBC Bank

Soumitro Mukerji

Mayer Brown LLP

Henry Wong

J.P. Morgan Private Bank

Bo Hanson

Silicon Valley Bank

Steven Mansy

Macquarie Group

Mathieu Rabiller

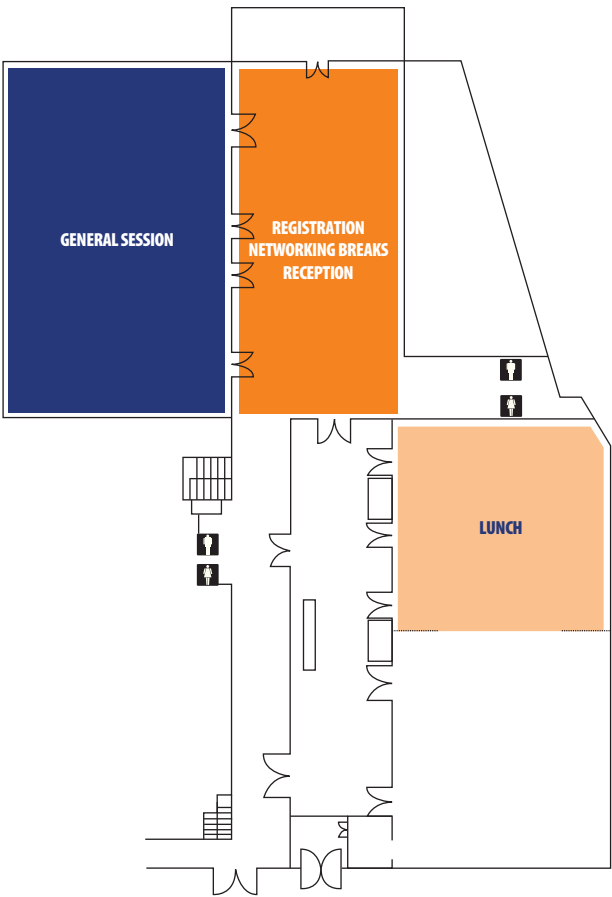
HSBC

Jean Woo

Ashurst

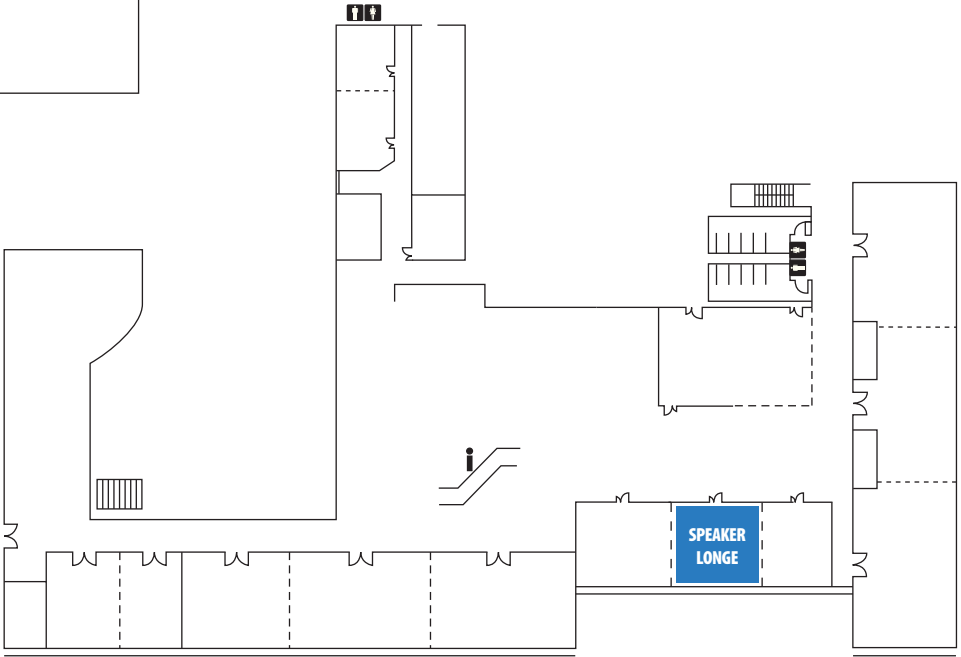
CONFERENCE FLOORPLAN

Island / Tower Ballroom



- GENERAL SESSION**
Tower Ballroom
- REGISTRATION, NETWORKING BREAKS, RECEPTION**
Foyer
- LUNCH**
Island Ballroom B
- SPEAKER LONGE**
Orchid II

Mezzanine Floor





The Fund Finance Association (FFA) is a non-profit industry association in the fund finance market, co-located in New York, New York and Charlotte, North Carolina.

Our core mission is to;

- Educate members, legislators, regulators, and other constituencies about the fund finance market and related capital markets through conferences and other events.
- Build the broadest consensus among members on policy, legal, regulatory and other matters affecting or potentially affecting the fund finance market and related capital markets.
- Advocate on behalf of the fund finance industry with respect to policy, legal, regulatory and other matters affecting or potentially affecting the fund finance market and related capital markets.

www.fundfinanceassociation.com

info@fundfinanceassociation.com