

Refinitiv LPC's 8th Annual Middle Market Loans Conference

Wednesday April 29, 2020 | The Roosevelt Hotel, New York City

Join Refinitiv LPC for our 8th Annual Middle Market Loans Conference!

This unique one-day event is dedicated specifically to Middle Market lending and will help attendees frame and understand the history of — and potential for — this sector and its components, with discussion panels featuring industry experts.

Join hundreds of bankers, investors and borrowers for a day of in-depth discussion and unique networking opportunities.

General Admission: \$490.00 (includes attendance at all sessions, continental breakfast, luncheon, refreshments and cocktail reception and conference materials)

Cocktail-only passes: \$125.00

Space for this event is extremely limited. Don't miss out — register today.

Sponsored by:

BARINGS



KeyBanc
Capital Markets


KIRKLAND & ELLIS

DebtX
THE DEBT EXCHANGE

GOLUB CAPITAL



[Agenda](#)

[Speakers](#)

[Sponsors](#)

[FAQ](#)

[About us](#)

[Contact us](#)



REFINITIV™
DATA IS JUST
THE BEGINNING 

AGENDA (all agenda items are subject to change)

Opening Remarks

Ioana Barza, *Head of Analysis* – **Refinitiv LPC**

PANEL 1

The Evolution of Private Equity: From Execution of Mega Deals to Direct Lending

Presentation by Refinitiv LPC

- Discussion with Blackstone as to how the Refinitiv LBO deal came together, including their analysis of the opportunity, the required due diligence, and securing the financing
- Blackstone's investments into Refinitiv and announced \$27bn merger with the London Stock Exchange
- GSO discusses the evolution of a market footprint from private equity into debt financing and private credit
- What are the motivations, risks and rewards? And what does it take to successfully raise a \$12bn direct lending platform?

MODERATOR: Ioana Barza, *Head of Analysis* – **Refinitiv LPC**
Eli Nagler, *Managing Director* – **Blackstone Private Equity Group**
Brad Marshall, *Senior Managing Director* – **GSO Capital Partners**

PANEL 2

The convergence of banks and direct lenders in middle market finance

Sponsored by KeyBanc Capital Markets

Speakers coming soon

Morning break

PANEL 3

Go Big or Go Home: Direct Lenders take on the Syndicated Loan Market

Presentation by Refinitiv LPC

- What types of deals are direct lenders stepping into that bigger investors are shying away from?
- How are direct lenders viewing risk differently compared to institutional investors?
- Liquid terms on illiquid deals? How to best structure large scale unitranche to win deals yet stay protected
- How big is too big? As more direct lenders amass scale, how large can these financings get?

MODERATOR: Fran Beyers, *Head of Market Analysis, Middle Market Loans* – **Refinitiv LPC**
Jim Miller, *Partner & Co-Head of U.S. Direct Lending* – **Ares Management**
Craig Packer, *Co-Founder and CEO* – **Owl Rock Capital Corporation**
Kirsten Hagen, *Managing Director, Head of America's Senior Credit, Private Credit Group* – **Goldman Sachs**
Jason Van Dussen, *Managing Director & Head of Capital Markets* – **Golub Capital**

PANEL 4

The Airing of the "Grievances"—LPs unabashed views on private credit and the shortfalls of so many managers

Sponsored by Barings

- Explain to me why you're Sharpe ratio is even a relevant discussion when you control your own mark?
- Do you work for the sponsor (who shows you more deal flow) or your end LPs?
- What are the hallmark signs of a below average credit manager masquerading as a good one?

MODERATOR: Jonathan Bock, *Chief Financial Officer* – **Barings BDC**
Cassie Boll, *Investment Officer* - **Minnesota State Board of Investment**
Ian Fowler, *Co-Head of Global Private Finance Group, President* – **Barings BDC**

More speakers coming soon

Panel 5

The Private Equity View

Sponsored by Kirkland & Ellis

- What is the outlook for deal flow opportunities in 2H2020?
- How is PE balancing strong returns with the need to put money to work amid record high purchase price multiples?
- Are the synergies really materializing? How is PE making roll-up acquisition strategies work so late in the cycle?
- How are PE shops weighing a syndicated/rated bank execution vs. a direct lending execution?

Speakers coming soon

Panel 6

"We Built This City on Rock & Roll" – BDC Managers / Investors Talk Industry Successes and Future Challenges

- As permanent capital increases in both size / importance in the private credit landscape, it's safe to say the industry continues to evolve.
- At the forefront of that evolution are two well respected managers and top BDC investors who've been a part of the BDC space since "the beginning".
- This panel hits the evolution of where the space was, is, and will be headed—and how many managers (and investors) are likely in for a very big surprise in the next recession.

MODERATOR: Finian O'Shea, *Lead BDC Equity Research Analyst*, **Wells Fargo**
Joshua Easterly, *Chief Executive Officer* – **TPG Specialty Lending**
Jonathan Bock, *Chief Financial Officer* – **Barings BDC**
David Miyazaki, *Portfolio Manager* – **Confluence Investment Management**
Peter Vanderlee, *Managing Director and Portfolio Manager* – **ClearBridge Investments**

Afternoon Break

Panel 7

Workout Remix: Strategies to prepare direct lenders for a new workout environment amid loose docs

Sponsored by DLA Piper

- What nuanced terms are sponsors putting in the documents now to protect themselves that we may not have seen 12 or 24 months ago?
- Amid the loosest credit agreements on record, what tools do direct lenders have to preserve recoveries in a default situation?
- Are direct lenders prepared for a potential wave of defaults coming down the road?
- What new situations are arising in workouts today that the market has not seen in the past?
- Are there consequences to sponsors using trap-doors or will it be business as usual?

MODERATOR: Jamie Knox, *Partner & Chair of NY Finance Practice Group* – **DLA Piper**

Speakers coming soon

Panel 8

Brexit, Tariffs, and Coronavirus, Oh My! Geopolitical risk advisor David Chmiel discusses the uncertainties and potential global windfalls which could bleed into the US credit markets in 2020 and beyond.

David Chmiel, *Managing Director* – **Global Torchlight**

Closing Remarks

Cocktail reception

SPEAKERS

Ioana Barza Head of Analysis Refinitiv LPC

As a Director of Analysis at Refinitiv LPC, Ioana Barza writes and presents frequently on corporate credit markets with a special focus on loan capital markets to the banking, regulatory, corporate borrower, institutional investor, and private equity communities. In addition, Ms. Barza conducts interviews with market leaders for Reuters Insider.

Ms. Barza has been with Refinitiv LPC since 1999. She provides insight and analysis related to the global credit markets and co-moderates roundtable discussions among leading buy-side and sell-side representatives focused in the U.S. on investment grade lending, leveraged finance, CLOs, middle market lending, and the broader European loan market.

Prior to joining Refinitiv LPC, Ms. Barza focused on environmental finance initiatives with the Environmental Protection Agency's (EPA) Office of International Activities. She has also worked at the Overseas Private Investment Corporation (OPIC) in Washington, DC, evaluating the economic and environmental impacts of proposed overseas investments. Ms. Barza has a BA in environmental sciences and international relations from Northwestern University and a graduate degree in economics from the George Washington University.

Fran Beyers Head of Market Analysis, Middle Market Loans Refinitiv LPC

Frances Beyers, Head of Market Analysis, Middle Market Loans, has been with Refinitiv LPC since 2009. Fran writes and presents frequently on the state of the loan market with a special focus on middle market and leveraged lending. Fran creates new analysis for Loan Connector and Gold Sheets Weekly and is the lead analyst for publications such as Gold Sheets Middle Market and LPC's MM Weekly. Fran is also responsible for business development initiatives including building out LPC's product offerings and analyzing potential strategic opportunities.

Prior to joining LPC, Fran worked at Churchill Financial where she focused on middle market leveraged financings for private equity portfolio companies. Fran began her career at J.P. Morgan Securities, Inc. where she held various roles including Ratings and Capital Structure Advisory and Credit Portfolio Management. Within Ratings Advisory, Fran advised both investment grade and leveraged issuers with regards to their ratings for strategic transactions such as LBO and M&A financings. In Credit Portfolio Management, Fran managed exposure to a portfolio of investment grade and high yield companies within the oil and gas sector.

Fran received her B.S.B.A. from the Olin School of Business at Washington University in St. Louis.

Jonathan Bock Chief Financial Officer Barings BDC

Mr. Bock is Chief Financial Officer of Barings BDC, Inc. and a Managing Director in Barings Global Private Finance Group. Prior to joining Barings in July 2018, Mr. Bock was a Managing Director and Senior Equity Analyst at Wells Fargo Securities specializing in Business Development Companies (BDCs). He has actively followed the BDC space since 2006 and was the chief author of a leading BDC quarterly research publication: the BDC Scorecard. His research is often cited by The Wall Street Journal, Barron's, and other prominent financial publications.

Prior to Wells Fargo, Jonathan followed the specialty finance space at Stifel Nicolaus & Company and A.G. Edwards Inc. Prior to entering sell-side research in 2006, Jonathan was an equity portfolio manager/analyst at Busey Wealth Management in Champaign, Illinois.

Jonathan holds a BS in finance from the University of Illinois College of Business and is a CFA charterholder.

Cassie Boll Investment Officer Minnesota State Board of Investment

Cassie Boll, CFA, is a distinguished portfolio manager at the Minnesota State Board of Investment, where she works on the institution's due diligence for alternative assets, including private equity, private debt, natural resources, and

real estate. She has over 10 years of experience building and maintaining a wealth of strong relationships that have proved fruitful for the investment manager.

Prior to working with Minnesota, she worked as a fixed income trader at Wells Fargo for over 10 years, and her position at Minnesota evolved over time as she proved herself and gained new responsibilities.

David Chmiel
Managing Director
Global Torchlight

David Chmiel is the Managing Director of Global Torchlight, a geopolitical risk research and analysis firm. He draws on experience as both an international affairs analyst and a former lawyer to look beyond day-to-day news and advise on broad trends in world events with the potential to affect the strategic direction and risk profile of multinational companies. He has advised on events throughout the world, most particularly in East and South Asia, Europe, Russia, and the post-Soviet space. He has a deep interest in the “weaponization of capital” – the leveraging by governments of private trade and investment flows to achieve broader national security and foreign policy objectives.

David works primarily with C-suite executives and boards of directors of companies in a wide range of industries including banking, financial services, healthcare, infrastructure, manufacturing, private equity and professional services. He speaks frequently on these topics at conferences and seminars around the world and provides commentary for media in Canada, the United Kingdom and the United States.

Prior to co-founding Global Torchlight, David practiced as a cross-border mergers & acquisitions lawyer in the London and Chicago offices of a major global law firm, where his clients were primarily drawn from the Fortune 500.

He holds an MA in Intelligence and International Security from the War Studies Department of King’s College London, an LL.B (Hons) degree from University College London and a BA in Economics and History from the University of Victoria, British Columbia.

Joshua Easterly
Chief Executive Officer
TPG Specialty Lending

Joshua Easterly was elected as a Director and the Chairman of the TSLX Board at inception in March 2011, and served as the Co-Chief Executive Officer of TSLX from December 2013 (prior to TSLX’s initial public offering in March 2014), along with Michael Fishman. Joshua Easterly was appointed the sole Chief Executive Officer of TSLX in January 2018.

Mr. Easterly is a TPG and TSSP Partner and the Co-Chief Investment Officer of the Adviser. Between 2008 and 2010, he was a Managing Director at Goldman, Sachs & Co. in the Americas Special Situations Group, which invested Goldman’s capital in both the public markets and private transactions in distressed and special situations. Between 2006 and 2008, he served as a Director, Management Committee Member and Co-Head of the Goldman Sachs Specialty Lending Group. Prior to joining Goldman, Sachs & Co. in March 2006, Mr. Easterly was Senior Vice President, Northeast Regional Originations Manager at Wells Fargo Foothill, the \$8 billion commercial finance company of Wells Fargo and Company.

Mr. Easterly graduated from California State University, Fresno with a Bachelor of Science degree in Business Administration, magna cum laude. Mr. Easterly’s depth of experience investing in a variety of distressed and special situations transactions as well as his extensive knowledge of the business and operations of TSSP provides the Board with valuable insight and expertise.

Ian Fowler
Co-Head of Global Private Finance Group, President
Barings BDC

Ian Fowler is Co-Head of Barings’ Global Private Finance Group, a member of the group’s North American Private Finance Investment Committee and President of Barings BDC, Inc. (NYSE: BBDC). He is responsible for leading a team that originates, underwrites and manages global private finance investments. Ian has worked in the industry since 1988 and his experience has encompassed middle market commercial finance, including originating, underwriting and managing senior secured loans, mezzanine and co-investment transactions.

Prior to joining the firm in 2012, he was a Senior Managing Director with Harbour Group and co-founded Freeport Financial LLC where he was a member of the Executive Credit Committee and responsible for all business development and capital market initiatives. While at Freeport, he helped build the company into one of the top 5 non-bank affiliated middle market Sponsor finance companies in the U.S. Before Freeport, Ian was Managing Director and Global Group Leader for GE Capital's Global Sponsor Finance Group. Prior to GE Capital, Ian held various leveraged finance and investment positions with NationsBank and Mellon Bank.

Ian holds a B.A. (Honors) from the University of Western Ontario and is a member of the CFA Institute.

Kirsten Hagen
Managing Director, Head of America's Senior Credit, Private Credit Group
Goldman Sachs

Kirsten is a managing director in the Private Credit Group within the Merchant Banking Division (MBD). She oversees the leveraged loan investing strategy in North America, including the GS Loan Partners and the Broad Street Senior Credit Partners family of funds. Kirsten is also closely involved in MBD's mezzanine debt and preferred equity investing businesses. She serves as a member on the Goldman Sachs Bank USA Management Committee.

Prior to joining MBD in 2008, Kirsten spent four years in the Leveraged Finance Group. Earlier in her career, she was in the Investment Banking Division in the New York and Chicago offices. Kirsten joined Goldman Sachs in 2002 and was named managing director in 2013.

Kirsten oversees a portfolio of investments and has served on the boards, or as an observer on the boards, of several MBD portfolio companies, including American Tire Distributors, Avantor Inc., Aspen Dental Management Inc., CHG Healthcare Services, Full Beauty Brands, Option Care Enterprises, Inc., Pregis Corporation, Pro Mach, Inc., SolarWinds Inc. and Solera Holdings, Inc.

Kirsten serves on the Board of Trustees of the Lehigh Valley Health Network and the Executive Board of the PS/IS 276 Parent Teacher Association. She has also supported ArtsQuest, Big Brothers Big Sisters of New York City, DePauw University and Student Sponsor Partners through various roles.

Kirsten earned a BA in Economics, with a minor in Spanish, from DePauw University in 2002.

Jamie Knox
Partner & Chair of NY Finance Practice Group
DLA Piper

Jamie Knox's finance practice assists borrowers and lenders in the structuring of acquisition financings and refinancings of existing indebtedness, and encompasses the full range of corporate finance alternatives for both investment-grade and below-investment-grade borrowers, including syndicated credit facilities, high yield and investment grade bond offerings, asset-based financings, mezzanine financings, debtor-in-possession financings and debt private placements.

Jamie, in his corporate practice, has represented NYSE-listed public companies on an ongoing basis, providing advice concerning acquisitions, securities offerings, corporate governance, disclosure and securities regulations.

Jamie's clients have included many of the largest investment banks, public and private companies, private equity funds and hedge funds. He has worked with companies in many industries, among them consumer products, REITs, health care and life sciences, technology and industrial chemicals.

Jamie is chair of DLA Piper's New York Finance group.

Brad Marshall
Senior Managing Director
GSO Capital Partners

Brad Marshall is a Senior Managing Director with GSO Capital Partners. He is a portfolio manager in GSO's Performing Credit Group and focuses on GSO's Direct Lending effort. Mr. Marshall is a member of GSO's Investment Committee.

Before joining GSO Capital Partners in 2005, Mr. Marshall worked in various roles at RBC, including fixed income

research and business development within RBC's private equity funds effort. Prior to RBC, Mr. Marshall helped develop a private equity funds business for TAL Global, a Canadian asset management division of CIBC, and prior to that, he co-founded a microchip verification software company where he served as chief financial officer.

Mr. Marshall received an MBA from McGill University in Montreal and a BA (Honors) in Economics from Queen's University in Kingston, Canada.

Jim Miller
Partner & Co-Head of U.S. Direct Lending
Ares Management

Mr. Miller is a Partner, Co-Head of U.S. Direct Lending and Portfolio Manager in the Ares Credit Group. He is also a member of the Management Committee of Ares Management. Additionally, he serves on the Ares Credit Group's U.S. Direct Lending and Commercial Finance Investment Committees.

Prior to joining Ares in 2006, Mr. Miller was a Vice President at Silver Point Capital, where he focused on building its sponsor finance business, which led the firm's middle market financing and principal investing. Previously, Mr. Miller was a Vice President at GE Capital, where he was responsible for a variety of investing and investment banking services to private equity funds including high yield, bank debt, mezzanine debt and rescue financing.

Mr. Miller holds a B.A. from Fairfield University in Economics and an M.B.A. from Columbia University's Graduate School of Business.

David Miyazaki
Portfolio Manager
Confluence Investment Management

David Miyazaki is a portfolio manager at Confluence and manages the specialty finance portfolios with an emphasis on business development companies (BDCs). This work includes co-managing the First Trust Specialty Finance and Financial Opportunities Fund (NYSE: FGB). David is also a member of the Asset Allocation Investment Committee. In addition, he works with the firm's balanced portfolios, with a particular focus on the fixed income investments.

Prior to joining Confluence, David served as a portfolio manager and analyst with Gallatin Asset Management, the investment management arm of A.G. Edwards, Inc. David was responsible for separately managed accounts invested in individual stocks with a value discipline and co-managed the aforementioned FGB closed-end fund, then known as the First Trust/Gallatin Specialty Finance and Financial Opportunities Fund, as well as the A.G. Edwards ETF-based asset allocation program. In addition to portfolio management, David served as a member of the A.G. Edwards Investment Strategy Committee. As a strategist, he was responsible for the firm's quantitative asset allocation models, including its Cyclical Asset Allocation Program.

Before joining A.G. Edwards, David was a portfolio manager at Koch Industries, where he managed a short-term interest rate arbitrage portfolio. Previously, he was a private placement debt analyst at Prudential Capital Group and worked as a mortgage bond trader for Barre & Company. David has over 25 years of financial experience, starting in the industry in 1991.

David earned a Bachelor of Arts in business administration from Texas Christian University and is a CFA charter holder.

Eli Nagler
Managing Director
Blackstone Private Equity Group

Eli Nagler is a Managing Director in the Private Equity Group, where he focuses primarily on investments across the Technology, Media & Telecom and Financial Services industries. Since initially joining Blackstone in 2007, Mr. Nagler has been involved in the execution of the firm's investments in Alight Solutions, BankUnited, Bayview Asset Management, Exeter Finance, Lendmark Financial Services, MB Aerospace, Paysafe, Promontory Interfinancial Network, Refinitiv, Tradeweb, Viva Capital, Vivint, and Vivint Solar. He currently serves as a Director of Paysafe, Promontory Interfinancial Network, and Refinitiv .

Before rejoining Blackstone after the completion of an MBA, Mr. Nagler worked at the United States Treasury Department in the Office of Capital Markets.

Mr. Nagler received an AB magna cum laude from Harvard College and an MBA with distinction from Harvard Business School, where he graduated as a John L. Loeb Fellow. He is also a Term Member of the Council on Foreign Relations.

Finian O'Shea
Lead BDC Equity Research Analyst
Wells Fargo

Finian O'Shea is a Vice President and Senior Equity Analyst at Wells Fargo Securities covering Private Credit and the Business Development Company (BDC) sector. Finian joined the firm in 2014 as a financial services associate analyst on the BDC team.

Prior to joining the firm, Finian worked as a research associate in specialty finance, specializing in BDCs, and consumer finance at Raymond James Financial. He began his career in research in 2007 covering U.S. equities at Paris-based Philippe Group.

Finian holds a BS in economics and a BA in Spanish from the University of Massachusetts at Amherst. He is a member of the CFA Society of Charlotte and is a CFA charterholder.

Craig Packer
Co-Founder and CEO
Owl Rock Capital Corporation

Craig W. Packer is a Co-Founder of Owl Rock Capital Partners, the Chief Executive Officer of Owl Rock Capital Corporation, Owl Rock Capital Corporation II and Owl Rock Technology Finance Corp., the Co-Chief Investment Officer of Owl Rock Capital Advisors and is a member of the Owl Rock Investment Committee.

Prior to founding Owl Rock, Craig was a Partner and Co-Head of Leveraged Finance in the Americas at Goldman Sachs & Co., where he served on the firmwide Capital Committee, Investment Banking Division ("IBD") Operating Committee, IBD Client and Business Standards Committee and the IBD Risk Committee. Craig joined Goldman Sachs & Co. as a Managing Director and Head of High Yield Capital Markets in 2006 and was named partner in 2008. Prior to joining Goldman Sachs & Co., Craig was the Global Head of High Yield Capital Markets at Credit Suisse First Boston, and before that he worked at Donaldson, Lufkin & Jenrette.

Mr. Packer serves as Treasurer of the Board of Trustees of Greenwich Academy, as well as the Co-Chair of the Honorary Board of Kids in Crisis, a nonprofit organization that serves children in Connecticut, and on the Advisory Board for the McIntire School of Commerce, University of Virginia.

Mr. Packer earned a B.S. from the University of Virginia and an M.B.A. from Harvard Business School.

Jason Van Dussen
Managing Director & Head of Capital Markets
Golub Capital

Mr. Van Dussen joined Golub Capital in 2010 and is a Managing Director and Head of the Capital Markets business for Middle Market Lending. He is responsible for structuring, pricing, and syndicating transactions for the Firm.

Prior to joining Golub Capital, Mr. Van Dussen was a Managing Director and Head of Loan Sales for CIT Group. Before that, he was a Managing Director and Head of Capital Markets for FirstLight Financial Corporation. Prior to this position, Mr. Van Dussen worked at GE Capital, where he focused on middle market structuring, syndication and loan sales.

Mr. Van Dussen earned his BA degree cum laude in Finance from Michigan State University. He received an MBA from Columbia Business School.

Peter Vanderlee
Managing Director and Portfolio Manager
ClearBridge Investments

Peter is a member of the Income Solutions team that co-manages the Dividend Strategy products. He is also a co-manager of the Tactical Dividend Income strategy, Balanced Income Strategy and the LMP Capital and Income Fund. Peter has 20 years of investment management experience and 11 years of related industry experience.

Peter's investment industry experience includes a senior associate position in the Financial Services and Information Technology Group of Booz & Co. and a senior position as first vice president within the Information Technology Division of Citigroup Inc. Peter transitioned to a ClearBridge Investments predecessor firm in 1999.

Peter received his MS in Math/Computer Science from the University of Technology, Eindhoven, Holland and his MBA from New York University's Leonard N. Stern School of Business. He is a member of the CFA Institute.



SPONSORS

BARINGS

Barings is a global financial services firm dedicated to meeting the evolving investment and capital needs of our clients and customers. Through active asset management and direct origination, we provide innovative solutions and access to differentiated opportunities across public and private capital markets.

A subsidiary of MassMutual, Barings maintains a strong global presence with business and investment professionals located across North America, Europe and Asia Pacific.

<https://www.barings.com/>



DLA Piper's balanced practice, serves both lenders and borrowers, and it focuses on the needs of middle-market clients. We have a core team in New York, with additional capabilities in Chicago, Washington D.C., London and Hong Kong, and finance experience in many other global offices. Our attorneys regularly advise lenders, issuers, investors and borrowers worldwide and are involved in all aspects of the capital structure and the debt financing of public and private company acquisitions, including leveraged buyouts and recapitalization financings.

We provide high-quality legal advice and execution support in structuring, negotiating and executing a multi-solution debt financing based on our deep understanding of legal imperatives, market practice and local and foreign laws. The firm's extensive reach gives us the capacity to execute complex financings in a variety of jurisdictions globally. We offer business-oriented advice that leverages our restructuring, private equity, capital markets, real estate and tax experience to support the most complex transactions.

For additional information, go to www.dlapiper.com.

KeyBanc Capital Markets



KeyBanc Capital Markets is a leading corporate and investment bank providing capital markets and advisory solutions to dynamic companies capitalizing on opportunities in changing industries. Our deep industry expertise, broad capabilities and unique ideas are seamlessly delivered to companies across the Consumer & Retail, Diversified Industries, Healthcare, Industrial, Oil & Gas, Real Estate, Utilities, Power & Renewables, and Technology verticals.

KeyBanc Capital Markets is a trade name under which corporate and investment banking products and services of KeyCorp and its subsidiaries, KeyBanc Capital Markets Inc., Member NYSE/FINRA/SIPC ("KBCMI"), and KeyBank National Association ("KeyBank N.A."), are marketed. Securities products and services are offered by KeyBanc Capital Markets Inc. and its licensed securities representatives, who may also be employees of KeyBank N.A. Banking products and services are offered by KeyBank N.A.

KIRKLAND & ELLIS

For more than 100 years, Kirkland has provided exceptional service to clients around the world in complex litigation, corporate and tax, intellectual property, restructuring and counseling matters. The groundwork has been

established for another century of superior legal work and client service.

Kirkland's principal goals are to provide the highest quality legal services available anywhere; to be an instrumental part of each client's success; and to recruit, retain and advance the brightest legal talent. Our Firm seeks long-term, partnering relationships with clients, to the end of providing the best total solution to the client's legal needs. We manage our Firm as an integrated whole. Approximately 2,200 lawyers in varying practice areas work together as multidisciplinary teams to provide the full-service capabilities our clients need for the legal matters they retain Kirkland to handle.



DebtX's core mission is to empower financial institutions with an ability to actively manage their portfolios by rating, valuing, buying and selling loans. DebtX is headquartered in Boston, MA with offices located throughout the United States, Europe, and South America.

DebtX is a pioneer and innovator in the commercial and residential loan industries. Upon inception in 2000, DebtX developed and deployed the first online loan sale platform. This groundbreaking platform enabled millions of imaged documents to be accessed virtually through a secure document sharing application. Subsequently, we enhanced our platform to include multiple online auction capabilities, automated bid optimization, syndicated loan and participated loan tracking, joint book running, covenant compliance, and numerous other innovations. In 2005 we opened the marketplace to direct loan sellers and loan syndicators, and have since grown the marketplace to include more than 600 sellers/syndicators and 100,000 primary and secondary market participants.

In 2005, DebtX began offering analytics services based on actual transaction data. In addition to spread matrices and credit risk scores, DebtX has provided loan level valuations on more than ten trillion dollars in aggregate principal balance per year since 2010.

DebtX's proprietary loan sale and compliance platform as well as its loan valuation and credit scoring processes have been audited for security and are used by many of the world's most sophisticated private and government financial institutions.

DebtX. Meeting institutions' portfolio management and liquidity needs since 2000.
<https://www.debtX.com>

GOLUB CAPITAL

Golub Capital is a nationally recognized credit asset manager. For over 20 years, Golub Capital has provided credit to help medium-sized U.S. businesses grow.

The firm's award-winning Middle Market Lending business provides financing for middle market companies and their private equity sponsors. Golub Capital's credit expertise also forms the foundation of its Late Stage Lending and Broadly Syndicated Loan businesses. Golub Capital has worked hard to build a reputation as a fast, reliable provider of compelling financing solutions, and we believe this has inspired repeat clients and investors.

Today, the firm has over 350 employees with lending offices in Chicago, New York and San Francisco. For more information, please visit golubcapital.com.



CIBC's Loan Syndications Group leverages the Bank's loan origination capabilities and has developed a network of lending institutions that help finance middle market businesses in the Commercial Real Estate and Commercial and Industrial segments.

CIBC specializes in multi-bank credit facilities that fund working capital needs, capital expenditures, acquisition finance and recapitalizations. Through its Loan Syndications group CIBC offers a full suite of products and services that includes:

- Arranger of senior and junior debt
- Full underwriting capabilities
- Debt advisory

cibc.com/US

FREQUENTLY ASKED QUESTIONS

General Information

How can I get more information about the event?

Please e-mail us at lpc.conference@refinitiv.com or call +1-646-223-6803.

Registration and Payments

How do I register & pay?

ONLINE – Click here to register online:

<https://refinitivlpc.ticketleap.com/refinitiv-lpc-2020-mm-loans-conference/>

What does the registration fee include?

Attendance at all sessions (continental breakfast, luncheon, refreshments and cocktail reception) and conference materials. Final payment must be received prior to obtaining conference package and seating.

The price does not include hotel accommodations.

What happens if I want to cancel my registration?

Should you be unable to attend, a prompt refund less a cancellation fee of \$200 will be made for e-mailed cancellations sent to Refinitiv LPC by **March 13, 2020**. Please e-mail cancellations to david.cordero@refinitiv.com.

No refunds can be issued after March 13, 2020.

Substitutions may be made up to 24 hours in advance of the conference by contacting Refinitiv LPC at +1-646-223-6803.

Exclusions

Members of the press are not permitted to attend LPC's Middle Market Loans Conference.

Refinitiv LPC reserves the right to deny admission to potential registrants where conflicts of interest may take place.

At the Event

When is the conference being held?

Wednesday April 29, 2020 from 8:00 a.m. – 5:00 p.m. with an on-site cocktail reception immediately following.

Note: This conference is a one-day event.

Where is the conference being held?

This year's conference will be held at:

The Roosevelt Hotel

45 E 45th St,

New York, NY 10017

(212) 661-9600

www.theroosevelthotel.com/

What happens when I get to the Conference?

When you arrive at the conference please go to the conference registration desk to sign in and collect your materials. The conference materials will include a bag with the conference binder as well as promotional items supplied by our sponsors.

Refreshments

A continental breakfast is available before the conference, a lunch is served around midday and there will be mid-morning and mid-afternoon refreshment breaks. A cocktail reception follows. See agenda for complete schedule of events.

Dress Code

Business attire is suggested.

After the Event

Where can I provide feedback?

Please email us at ipc.conference@refinitiv.com or call +1-646-223-6803.

ABOUT US

Refinitiv LPC and our global capabilities

Refinitiv LPC enables loan market participants to make more informed business decisions. We offer first-to-the-market news, access to comprehensive historical and real-time data and industry-leading analytics on the commercial loan markets worldwide.

Behind Refinitiv LPC is the strength and capabilities of a team with a proven track record - over thirty years - of successfully providing solutions to the loan market.

Our global delivery capability is made possible by Refinitiv LPC's presence in New York, London, Hong Kong and Tokyo. Refinitiv LPC's extensive news and information solutions help users determine market trends so they can capitalize on market opportunities.

With a total focus and commitment to the loan market, Refinitiv LPC generates state-of-the-art products and services tailored to the loan market's information needs.

Conference background

This is Refinitiv LPC's eighth Middle Market Loans Conference. The event was conceived based on demand from many bankers, investors and borrowers who have attended other Refinitiv LPC events over the years. Many of these market players feel the current level of interest in the Middle Market — resulting from recent growth and opportunity — warrants a dedicated, full-day event to help frame and understand the history and future potential for this sector and its components.

In addition, a majority of LPC clients who completed a readership survey voiced an interest in attending a conference focused on the middle market.

Program themes and structure

The comprehensive one-day program is devoted exclusively to the latest trends in middle market lending. The program includes keynote speakers and panels spotlighting the latest trends in deal pricing and structure as well as updates on where the market is heading from key market leaders, industry analysts and participants in the commercial loan and high-yield markets.

LPC conference survey results have indicated that our event attendees consistently find our conferences to be of great value since they are structured around key topics identified by our Gold Sheets publication readers.

The conference program also includes an opening breakfast with morning and afternoon refreshment breaks as well as a full luncheon. It is followed immediately by an on-site cocktail reception.

CONTACT US

General information:

E-mail ipc.conference@refinitiv.com

David Cordero
Refinitiv LPC
3 Times Square
New York, NY 10036
USA

Tel: 1 (646) 223-6803
E-mail: david.cordero@refinitiv.com

Sponsorship contact:

Leonie Welss
Refinitiv LPC
30 South Colonnade
Canary Wharf
London
E145EP
United Kingdom

Tel: +44(20) 75427752
E-mail: leonie.welss@refinitiv.com

