

## BAI - Webinar

### Topic:

Unlocking Private Debt:  
Opportunities in Infrastructure Debt

### Date:

March 11, 2025  
11:00 a.m. – 12:00 p.m. (CET)

## AGENDA

### Opening words

Dr. Philipp Bunnenberg, Head of Alternative Markets, BAI

### Unlocking Private Debt: Opportunities in Infrastructure Debt

- Yields remain elevated across fixed income, but credit spreads are increasingly tight—challenging institutional investors including pension funds and insurance companies to find attractive returns elsewhere.
- As a result, private credit asset classes such as Infrastructure Debt, which offer opportunities to enhance fixed income returns, are becoming an increasingly important market for institutional investors.
- Demand for the asset class is also driven by structural themes including the energy transition and digitalisation. While significant investment in new infrastructure is essential, government entities alone cannot meet the expected growth in demand. This means private investment in this sector is crucial—which presents a compelling opportunity for institutional investors.
- In this webinar, Barings' Patrick O'Sullivan, Head of International Insurance Solutions, and Richard Parker, Head of EMEA Infrastructure, discuss what's shaping the investment opportunity in Infrastructure Debt—from regulations to structural trends—and how investors can access this evolving asset class.

Patrick O'Sullivan, PhD, Managing Director, Head of International Insurance Solutions, Barings  
Richard Paker, Managing Director, Head of Barings' EMEA Infrastructure Group and a  
member of the Barings' Global Infrastructure Committee

## Q&A

---

### **Remarks:**

Participation in the BAI Webinar is free of charge. The personal data entered by you will be processed exclusively for the purpose of participation. By registering for the webinar, you agree that BAI may forward your name and the e-mail address used for registration to the cooperation partners of said webinar. This consent can be revoked at any time, with effect for the future. Please use the registration link for registration.

Please register

After registration you will receive a confirmation e-mail with information regarding your participation in the webinar.

## MODERATION



**Dr. Philipp Bunnenberg,**  
**Head of Alternative Markets, BAI**

Dr. Philipp Bunnenberg is Head of Alternative Markets at Bundesverband Alternative Investments e.V. and responsible for the association's activities in the areas of Private & Liquid Alternative Markets, Research & Science and Public Relations. After studying economics and business administration at the Universities of Potsdam, Münster and Vigo (Spain), he initially worked as a research assistant at the Chair of Finance and Banking at the University of Potsdam. During this time, he completed his dissertation on Closet Indexing and risks in the ETF market.

## SPEAKER



**Patrick O'Sullivan,  
PhD, Managing Director**

Patrick O'Sullivan is Head of International Insurance Solutions, responsible for the design and implementation of insurance solutions for global insurance companies. Patrick has worked in the asset management industry since 2016 following a period in academia. Patrick joined Barings in London in 2024 from Schroders where he was Head of Insurance Solutions. Before that, Patrick was a senior associate at JP Morgan Asset Management in London following two years as a lecturer at the University of Southampton. He holds a PhD in financial economics from University College Dublin and 1st Class BSc. in Financial and Actuarial Mathematics from Dublin City University.



**Richard Parker,  
Managing Director**

Richard Parker is Head of Barings' EMEA Infrastructure Group and a member of the Barings' Global Infrastructure Committee. He is a Managing Director, located in London, and is responsible for originating, structuring, and underwriting non-recourse structured finance transactions in the infrastructure, power and energy sectors. Richard has worked in the industry for 20 years. Prior to joining Barings, Richard was the Head of the London infrastructure team at Credit Agricole Corporate and Investment Bank where he worked for 12 years with a focus on debt advisory and the origination, structuring and underwriting of infrastructure transactions. Prior to that he worked at Bank of Ireland in the project finance team. Richard is ACCA qualified. Richard also has a BA in history from Queen's University in Belfast.