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# BAI-Webinar

Theme:

## US Private Credit

Date:

January 30, 2019

4:00 - 5:00 pm

## AGENDA

Language: English

16:00 - 16:10

### 1. Welcome and regulatory overview of US Private Debt Investments

Frank Dornseifer, Managing Director, BAI

16:10 - 16:25

### 2. Private Debt in the environment of the most important markets - USA and Europe

Marc Dellmann, Head Business Development, Senior Partner, CEPRES

16:25 - 16:40

### 3. US Lower Mid Market Private Credit from an European investor perspective

Jens Ernberg, Co-Head US Private Credit Investments, Capital Dynamics

16:40 - 16:55

#### 4. Investment Opportunities in the US Energy Infrastructure Credit Market

Paul Colatrella, Head of US Energy Infrastructure Credit Investments,  
Capital Dynamics

16:55 - 17:00

#### 5. Closing Remarks

Frank Dornseifer, Managing Director, BAI

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#### Remarks:

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## BAI Webinar – The Speakers



**Frank Dornseifer** is Managing Director of Bundesverband Alternative Investments e.V. (BAI), the German advocacy organization for the Alternative Investment industry. He has been active for more than 18 years in various functions in investment management, capital markets and corporate law. He studied law at the universities of Bonn, Dublin (Trinity College) and Lausanne. After admission to the German Bar in 2000 he practiced various years as attorney in an international law firm in the field of corporate and securities law before joining the German Financial Regulator BaFin as deputy head of the policy unit within the investment management department. In this function he also represented BaFin in the Investment Management Committee of IOSCO. Mr. Dornseifer frequently publishes articles both on investment and corporate law and he is co-editor of legal commentaries on the German Investment Act and on the AIFM Directive. The finance committee of the German Bundestag, the EU commission and the European Parliament denominated him several times as expert on capital market law. Mr. Dornseifer gives frequently speeches at national and international conferences on investment and regulatory topics.



**Marc Dellmann** is Head of Sales & Business Development and Senior Partner at CEPRES. Marc brings more than 25 years of experience in private equity and infrastructure investing, M&A and structured finance. Prior to his current role, Marc was the Head Alternative Funds Advisory, Private Equity & Infrastructure at UBS Asset Management, where he was responsible for business development, management of the global team and the institutional investment portfolio. He started his career at UBS, with subsequent positions at Apax Partners and Allianz Risk Transfer. Marc has a master's degree in business administration from University of Zürich.



**Jens Ernberg** is a Managing Director and Co-head of Private Credit. Jens has over 20 years' industry experience and is a member of the Private Credit Investment Committee as well as the Executive Committee. Previously, Jens was the portfolio manager and co-chief investment officer of the Credit Suisse Park View BDC and served in various capacities at Credit Suisse, including Managing Director, Co-Head of Credit Special Situations and Managing Director, Research Analysts, Distressed Loan Sales & Trading. Jens was a founding member of Legacy Partners Group, a middle-market M&A advisory firm, where he served as a senior vice president. Jens graduated with a master's degree in Mechanical Engineering from the Royal Institute of Technology, Stockholm and holds an MBA from the Wharton School of Business at the University of Pennsylvania.



**Paul Colatrella** is a Managing Director and Head of Energy Infrastructure Credit. He has over 25 years experience in project finance banking and energy and infrastructure investment management. Prior to joining Capital Dynamics, Paul was a managing director and co-head of Ares Management's Power Generation Credit Team. He held previous positions at TCW, EIG Global Energy Partners and HypoVereinsbank AG. Paul has a bachelor's degree in European History from the University of Rochester and a master's degree in Business Administration (MBA Finance) from Fordham University.