

BAI - Webinar

Topic:

Developed APAC Direct Lending:
The Third Pillar in a Global Portfolio

Date:

December 08, 2026
10:00 a.m. – 11:00 a.m. (CET)

As private credit markets mature globally, Developed Market Asia Pacific is emerging as a compelling source of attractive risk-adjusted returns, supported by limited financing alternatives, strong lender protections and growing private equity activity. In this webinar, we will discuss the key drivers behind the region's direct lending opportunity set, compare Developed Asia with US and European markets, and explore how investors can access structural yield, portfolio diversification and downside protection through a disciplined lending approach.

Developed Market Asia Pacific is emerging as one of the most compelling opportunities in global private credit, combining developed-market legal frameworks with a large and growing private equity ecosystem, yet a significantly underpenetrated direct lending market. While private equity assets in the region now exceed US\$1 trillion, private credit capital remains comparatively scarce, creating a structural financing gap with increasing demand for private capital to provide acquisition financing, refinancing and bespoke capital solutions for sponsors.

The region benefits from several long-term tailwinds, including bank retrenchment, rising sponsor-backed transaction activity, corporate carve-outs, take-private transactions and succession-driven ownership transitions. At the same time, countries such as Australia, New Zealand, Hong Kong, Singapore, Japan and South Korea offer strong rule of law, creditor-friendly legal systems and established restructuring frameworks, creating an attractive backdrop for disciplined direct lending strategies.



In addition, Developed Asia Pacific has historically offered attractive lender economics relative to the US and Europe, supported by stronger documentation standards, lower leverage levels, meaningful equity cushions and limited financing alternatives. For investors, the asset class can provide structural yield, downside protection and potential diversification benefits through differentiated economic drivers and low correlation to Western credit markets.

During this webinar, we will discuss the evolution of the Developed Asia Pacific Direct Lending market, the factors driving current opportunities across the region, and why institutional investors are increasingly looking at the region as a complementary allocation alongside US and European direct lending. The session will also explore portfolio construction considerations, downside protection mechanisms and selected transaction case studies that illustrate how experienced lenders can source, structure and manage investments in one of the most dynamic credit markets globally.

AGENDA

Opening & Moderation

Dr. Philipp Bunnenberg, Head of Alternative Markets, BAI

Introduction and Session Overview

Daniela Jönsson, Partner, Relationship Manager, Europe, Ares Management

Developed APAC Direct Lending: The Third Pillar in a Global Portfolio

- Why Developed Asia Direct Lending and why now
- Structural drivers behind the region's private credit opportunity set
- How Asia Direct Lending complements U.S. and European credit portfolios
- Portfolio construction, downside protection and lender control
- Current market opportunities across Developed Asia
- Transaction case study

Peter Graf, Partner, Head of Asia Direct Lending, Ares Management

Q&A + Closing Remarks

Remarks:

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Please register

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

MODERATION



Dr. Philipp Bunnenberg

Dr. Philipp Bunnenberg, Head of Alternative Markets, Bundesverband Alternative Investments e.V. (BAI) is responsible for the association's activities in the areas of private & liquid alternative markets and public relations. After studying economics and business administration at the Universities of Potsdam, Münster, and Vigo, 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. Dr. Bunnenberg is the host of multiple private markets conferences in Germany, a speaker on alternative investment-related topics at conferences throughout Europe, and the author of numerous publications.

SPEAKER



**Peter Graf,
Partner, Head of Asia Direct Lending,
Ares Management**

Mr. Graf is a Partner and Head of Asia Direct Lending in the Ares Credit Group. He is a member of the Ares Asia Direct Lending (ADL) Investment Committee. Prior to joining Ares in 2021, Mr. Graf was Head of Leveraged Finance at Credit Suisse in Australia, where he focused on the origination, structuring and underwriting of leveraged finance transactions, as well as managing a large, diversified debt portfolio. Previously, Mr. Graf worked for Lazard, Deloitte and Bank of America in corporate finance roles. Mr. Graf holds a B.S. from Cornell University in Operations Research and Industrial Engineering and an M.Eng. from Cornell University SC Johnson College of Business in Finance and Strategic Operations.



**Daniela Jönsson,
Partner, Head of Relationship Management DACH – UK,
Ares Management**

Ms. Jönsson is a Partner and Head of DACH - UK Region, EMEA Relationship Management in the Ares Global Client Solutions Group, where she leads the team focused on institutional client management in the DACH and UK region within Europe. Prior to joining Ares in 2016, Ms. Jönsson worked at Oak Hill Advisors, Nomura Bank and Lehman Brothers as a marketer and structurer. Ms. Jönsson holds an M.S. from Goethe University Frankfurt in Business Administration. Ms. Jönsson is a CFA® charterholder.