

BAI-Webinar

Theme:

**Direct Lending in Times of
Crisis – Market Views and Outlook**

Date:

April 06, 2020

2:30 p.m. – 3:30 p.m.

Middle-market corporate Direct Lending is an established asset class, part of the seasoned investment portfolio. Its relevance for institutional investors continued to increase especially since the Global Financial Crisis. What does the current market situation mean for industries and corporates? What can we do to weather the Covid-19 storm?

From the perspective of one of the leading global direct lending asset managers, we will share our initial market and sector observations and the importance of risk management for the ultimate investment outcome. We will also discuss investment opportunities that will pave the way for a successful vintage 2020/21.

AGENDA

Opening words:

Annette Olschinka-Rettig, Managing Director, BAI e.V.

Speaker:

Blair Jacobson, Partner and Co-Head of European Credit in the Ares Credit Group and a member of the Management Committee of Ares Management

Remarks:

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BAI Webinar – The speakers



Annette Olschinka-Rettig has been Managing Director of the Bundesverband Alternative Investments e.V., Bonn, since 2019. She is responsible for the topics of the market (including cooperation with members and investors) as well as public relations, science and events. She has many years of experience in investment and financing matters. From 2014-2019, she was active in the Mergers & Acquisitions division of BASF SE in Ludwigshafen on both the sell side and the buy side and previously held the position of Head of Asset Management, responsible for the assets of BASF Pensionskasse VVaG and BASF Pensionstreuhand e.V.. Until her transfer to asset management, she was responsible for a variety of financing issues at BASF's Treasury department, as well as providing support for German and international subsidiaries, including project financing. From 2001, Ms. Olschinka-Rettig worked in the Corporate Finance department of Wintershall Holding AG in Kassel, which at the time was a subsidiary of BASF in the oil and gas business. Previously, she was an academic assistant at the Faculty of Economics at the University of Jena for two years until the birth of her children, where she began her doctorate on capital market finance. After completing a banking apprenticeship and studying business administration at the University of Würzburg, she began her career with Deutsche Bank in Berlin.



Blair Jacobson is a Partner and Co-Head of European Credit in the Ares Credit Group and a member of the Management Committee of Ares Management. He also serves on the boards of Ares Management Limited and Ares Management UK Limited. Additionally, Mr. Jacobson serves on the Ares Credit Group's European Direct Lending and European Liquid Credit Investment Committees. Prior to joining Ares in 2012, Mr. Jacobson was a Partner at The StepStone Group, where he focused on building and running European operations, including oversight of private debt and equity investments. Previously, Mr. Jacobson was a Partner at Citigroup Private Equity and Mezzanine Partners in London and New York. In addition, he has held a variety of roles in investment banking and mergers and acquisitions in a broad range of industries, most recently at Lehman Brothers. Mr. Jacobson holds a B.A., magna cum laude, from Williams College in Political Economy and an M.B.A., with honors, from the University of Chicago Booth School of Business in Finance.