

15th Annual

SuperInvestor 2015

Fundraising Summit: 17 November 2015
Private Debt Summit: 17 November 2015
Secondaries Summit: 17 November 2015
Main Conference: 18 – 20 November 2015

Hotel Okura, Amsterdam
www.icbi-superinvestor.com

- 900+ **Key Private Equity Professionals**
- 300+ **Powerful Global LPs**
- 3 **Invaluable Summits**

The World's Largest Private Equity LP/GP Networking Event



David Rubenstein
THE CARLYLE
GROUP



Jim Fasano
CANADA PENSION
PLAN INVESTMENT
BOARD



Allen MacDonell
TEACHER
RETIREMENT
SYSTEM OF TEXAS



Jan Janshen
ADVENT
INTERNATIONAL



Tim Jenkinson
SAID BUSINESS
SCHOOL, OXFORD
UNIVERSITY



Josh Lerner
HARVARD BUSINESS
SCHOOL



Jim Coulter
TPG



John Hulsman
US COUNCIL
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Co-Sponsors:

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RAISE YOUR PROFILE



Opportunities remain to become an event supporter. Whether you are looking to network with key prospects, raise your brand awareness or promote your expertise in front of the 900+ SuperInvestor audience we can tailor a package to suit your goals.

For more information, and a bespoke proposal, do not hesitate to reach out.

Contact me on: Brenda.cunningham@informa.com
+44 (0) 20 7017 7219

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EVENT SCHEDULE

Tuesday 17 November 2015

- The Private Debt Summit
- The Fundraising Summit
- The Secondaries Summit

Wednesday 18 November - Friday 20 November 2015

- SuperInvestor Main 3 Day Conference

Hotel Okura, Amsterdam

Free for pension funds, endowments, foundations, SWFs & ILPA members.
Email laura.griffin@informa.com to apply

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[SuperInvestor LinkedIn Group](https://www.linkedin.com/groups/SuperInvestor-LinkedIn-Group)



[SuperReturn Global Series](https://www.facebook.com/SuperReturnGlobalSeries)

MEET 300+ LPS



Alternative Asset Investment Platform For Allianz Group

Michael Lindauer, MD, Global Head of Fund Investments
ALLIANZ CAPITAL PARTNERS

Day 2, 19 November, 10.20

ACP comprises primary, co-investment and secondary activities with a total AUM of Eur6bn, focusing on investments in Europe and North America. From this powerful vantage-point, Michael shares his experience and insights into the crucial challenges LPs face today, the behind the camera discussions they are having and how such issues are being overcome.



Powerful Canadian Pension Plan

Jim Fasano, Managing Director, Head of Funds, Secondaries & Co-Investments

CANADA PENSION PLAN INVESTMENT BOARD

Day 3, 20 November, 11.25

Canada Pension Plan Investment Board, with AUM of \$265 billion and representing the retirement interests of 18 million Canadians, is one of the world's largest investors. With a pioneering private markets investment strategy, their authority is unique. Jim Fasano joins Josh Lerner, Harvard PE guru to discuss the changes from funds to directs and co-investments and the structuring industry changes which are revolutionary.



Leading International Fund of Funds Manager

Kevin Albert, Partner, **PANTHEON**

Day 2, 19 November, 9.15

Kevin will bring his 30 years of pioneering private equity experience to address the \$trillion question facing the industry. Where will funds come from in future and what are the new capital sources? He will also turn his incisive thinking to uncertain future of the blind pool model.

Trailblazing UK Charitable Trust

Robert Coke

Head of Absolute Return & Buy-Out Investing
THE WELLCOME TRUST

Day 3, 20 November, 11.25

Robert will bring the perspective of a \$23bn endowment, with a very different approach to private investments, to the issue of disintermediation. Who better to offer a different perspective and valuable insights into the newest approaches for investing in private markets?



Pioneering US Pension Plan

Allen MacDonell, Senior Director, Private Equity
TEACHER RETIREMENT SYSTEM OF TEXAS

Day 2, 19 November, 11.20 & Day 3, 20 November, 11.25

Allen is responsible for assisting the management of TRS' \$25+ billion portfolio of private equity fund commitments. He will provide invaluable perspectives from one of the world's largest private equity investors into two key questions – the impact of a potential flood of new money and the size of the industry's opportunity set, as well as the seismic shift into directs and co-investments.



Principal University Pension Scheme

Mike Powell, Head of Private Markets Group
USS INVESTMENT MANAGEMENT

Day 2, 19 November, 16.20

Mike shares wisdom and experience from the principal pension fund for the UK university sector with around £8 billion invested across private markets. He will share his approach to investing in real assets, their definition and the type and level of returns sought.



MEET 300+ LPS



Leading International Fund Of Funds Manager

Helen Steers, Partner, **PANTHEON**

Day 2, 19 November, 10.20 & 11.10

Helen is an outstanding authority with 26 years of private equity experience. She leads Pantheon's European primary investment activity and will lead a keynote discussion "LPs Behind The Camera" to look at what issues investors are facing today and how they are being resolved - such as conflicts of interest, longer dated funds, fund extensions, succession, turnover and true fundraising prospects for GPs. Plus Helen will lead an engaged conversation, exclusive to LPs, not to be missed.



Energy Giant's Pension Fund

Vicky Williams, Portfolio Manager
BP INVESTMENT MANAGEMENT

Fundraising Summit, 17 November, 12.10

BP Investment Management is the asset management arm of oil and energy giant BP. Vicky Williams manages the private equity assets for the BP Pension Fund, whose assets are worth a total of £20billion. Vicky brings her authority and experience to discuss the challenge of how LPs can access top tier funds and managers, and how to differentiate your capital from that of other LPs to maximise an allocation to oversubscribed funds.



Institutional Asset Manager

Howard Searing, Director Private Markets Group
DUPONT CAPITAL MANAGEMENT

Fundraising Summit, 17 November, 15.10

Howard will be sharing his insights on the key issue of how GPs can successfully differentiate their fund from other comparable funds - as LPs rationalise their relationships - to ensure their fund is chosen not forgotten.

One Of The World's Largest Managers Of Endowment Assets

Mark Hoeing, Managing Director & Head of Europe
COMMONFUND CAPITAL

Day 1, 18 November, 11.40

Mark Hoeing, who has led Commonfund Capital's London office since 2009 and is Head of Europe, will be addressing the key challenge of evolving a framework for what now matters in fund selection - alongside Jim Strang of Hamilton Lane, Neil Harper of Morgan Stanley, Andrew Brown of Towers Watson and John Gripton of Capital Dynamics.



Major Bank's Alternative Investment Division

Neil Harper, Chief Investment Officer
MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS

Day 1, 18 November, 11.40

Neil is CIO for the Private Equity Team, and lends his 25 years of relevant industry experience to the issue of fund selection - evolving a framework for what matters in fund selection today and how to make better decisions when deciding the right people to back.



Dutch Pensions Giant

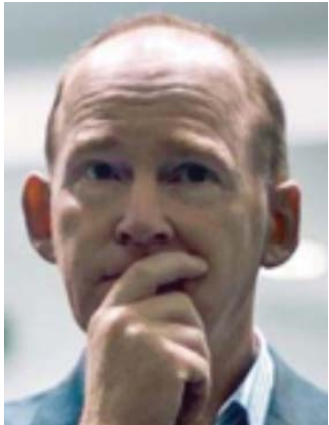
Ruulke Bagijn, Chief Investment Officer, Private Markets
PGGM

Day 3, 20 November, 11.25

PGGM represents the pension needs of 2.5million people and with assets under management of Euros189billion, is a giant amongst pension funds. Ruulke will address the tectonic changes under way in private equity and the potential impact of the shift from funds to direct investing. She will also address the issue of diversity in teams, as a potential means of producing outperformance.



GUEST KEYNOTE SPEAKERS



The Behavioural Neuroscientist

John Coates, Former Research Fellow in Neuroscience & Finance

UNIVERSITY OF CAMBRIDGE

Dr John Coates will deliver his fascinating research on

Can Neuroscience Now Predict Your Profitability?

Formerly a Research Fellow in Neuroscience and Finance at the University of Cambridge, Dr Coates previously traded derivatives for Goldman Sachs and ran a trading desk for Deutsche Bank. He now researches the biology of risk taking and stress. His book, *The Hour Between Dog and Wolf*, was short listed for the Financial Times/Goldman Sachs Business Book of the Year.

18 November, 17.15



Global Geopolitics Guru

John Hulsman, Life Member, **US COUNCIL ON FOREIGN RELATIONS**

Acclaimed geopolitical expert and unmissable speaker, John Hulsman brings his timely wisdom and unique insights to SuperInvestor – both as a superb keynote speaker and as host to a special Washington-inspired war-games simulation, dedicated to looking at the possible challenges and outcomes to the geopolitics today.

His interactive simulation was designed in Washington DC to help government and decision-makers determine when and how to adapt to changing realities.

The objective: is to provide the game's players and the audience with a uniquely interactive, insightful and enjoyable framework through which to explore likely outcomes of various possible scenarios.

How?

1) The game allows corporate leaders to spot and understand the current strategic trend-lines, enabling them to rise above the myopia of day-to-day tactics and concerns.

2) The game allows for free-thinking. Most decision-makers take account of only a narrow variation of possible outcomes. But to be truly effective, it is the contextual disruptors that are in reality the key events.

19 November 14.30 & 17.30

UNMISSABLE INSIGHTS FROM GLOBAL THOUGHT-LEADERS



Leading Private Equity Academic

Tim Jenkinson, Professor of Finance, Private Equity Institute, **SAID BUSINESS SCHOOL, OXFORD UNIVERSITY**

One of the leading authorities worldwide on private equity, Tim is Director of the Oxford Private Equity Institute and one of the founders of the Private Equity Research Consortium. Tim will be presenting his latest research on returns and performance in private equity, utilising his up-to-the minute research and extensive data on returns. He also joins Henny Sender, Josh Lerner and Oliver Gottschalg on Day 3 for an unmissable debate addressing what is new and crucial for private equity LPs in international academic research entitled: Overhauling Received Wisdom.

19 November, 12.30 & 20 November, 12.10



Global Industry Thought-Leader

Henny Sender, Chief Correspondent, International Finance **FINANCIAL TIMES**

Henny Sender is an industry thought-leader, currently serving as the FT's chief correspondent for international finance, based in New York. At the Wall Street Journal, where she covered private equity and hedge funds, she was part of a team that won a Loeb award for coverage of the mel down of Amaranth, a hedge fund. She is also a member of the Council on Foreign Relations. She will lead the debate on Overhauling Received Wisdom, a unique SuperInvestor highlight - bringing together these global gurus to challenge current thinking and examine what has turned such ideas on their head.

20 November, 12.10

Global Industry Guru

Josh Lerner, Jacob H Schiff Professor of Investment Banking, **HARVARD BUSINESS SCHOOL**

This brilliant academic will bring his brand new research on compensation within partnerships and the interaction with stability and the ultimate success of those teams, plus his insights into disintermediation and co-investments, and so much more! Bringing brand new data, and looking beyond the numbers Josh highlights what is crucial for the whole industry today. And don't miss Josh joining Henny Sender and these other great academics for the unmissable session and the update on what LPs need to know today: Overhauling Received Wisdom.

20 November 10.05, 11.25 & 12.10



Cutting Edge Academic

Oliver Gottschalg, Professor, Strategy Department HEC & Head of Research, **PERACS**

Oliver's research focuses on detailed analyses of manager track records, strategic differentiation, and performance measures which are insightful predictors of future performance of PE managers. He will be sharing his latest research into risk measurement and performance to reveal which measures really matter and how they can be applied to improve investment allocation and performance.

20 November 9.10, 9.40 & 12.10



WHO WILL YOU MEET?

900+ Senior-Level Event Attendees

300+ LPs

Delegates By Company Type

GPs 47%



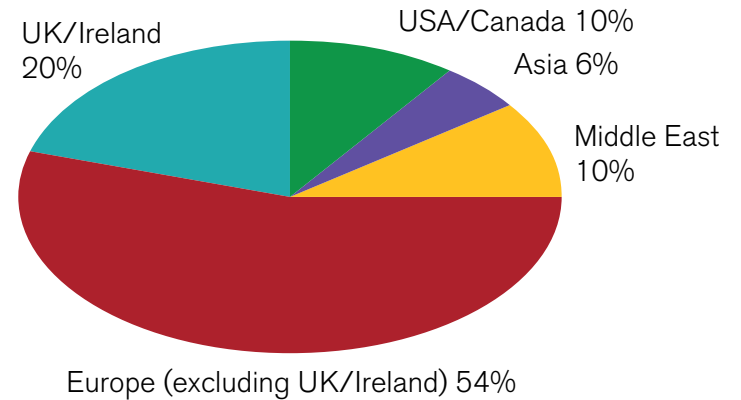
LPs 31%



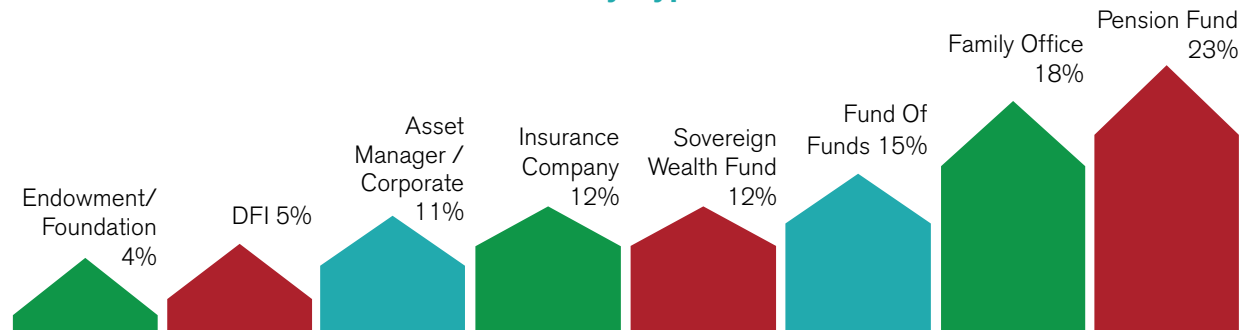
Others 22%



LP By Geography



LP By Type Of Firm



INTRODUCTION TO MYSUPERINVESTOR

MySuperInvestor is the online networking tool designed to help you maximise your time at SuperInvestor, allowing you to decide who you want to meet, and when.

- Exclusive access to full delegate list online
- Personalise your profile before the event, highlighting who you are, and who you want to meet
- Search for other attendees, and filter by LP, GP, and Service Provider
- View firm profiles powered by Preqin
- Schedule meetings and send messages to other attendees
- View and personalise the agenda
- Give feedback on individual sessions and speakers



MySuperInvestor goes live two weeks prior to the event and stays live until one week after. That means four complete weeks of networking.

Access is exclusive to paid-up attendees of the main conference only. Login details are sent automatically by email.

LPS WANT TO MEET YOU

Conduct Pre-Arranged Meetings With LPs With Our Unique One-To-One Meeting Service



Arrive at SuperInvestor with a full schedule of meetings with LPs organised for you by our VIP team. We leverage our excellent relationships with LPs globally to ensure you get time in their diaries, and we will only broker a meeting if it is of mutual interest.

View the list of attending LPs in advance, and pre-select those you would most like to meet with. Then let us do the rest!

For more details on **onetcone** contact Brenda Cunningham

T: +44 (0) 20 7017 7219 E: brenda.cunningham@informa.com Open to GPs & fund of funds only

UPGRADE TO A MEETING PACKAGE

Meet Business Prospects At Your Own Private Table With The Meeting Package

Reserve your own exclusive table within the networking lounge to conduct your meetings throughout the 3 day main conference. There will be no need to hunt for space to sit down, thus making it easier to fit in more meetings in a comfortable setting. Additional benefits include:

- A dedicated table with chairs in a quiet area to host meetings, yours for the 3 day main conference
- Advance access to the MySuperInvestor Networking App allowing you to see who's attending and get a head start on arranging your meetings before you arrive

Open to GPs & fund of funds only

Please note there are a limited number of packages available owing to space restrictions at the venue.

For more details, contact Victoria Burke now on: Victoria.Burke@informa.com

SUPERB NETWORKING EXPERIENCE



Unrivalled networking - this is what SuperInvestor is famous for. And there truly is none better. From incidental conversations, to great cocktail receptions to numerous formal meetings, SuperInvestor is an invaluable way to forge exceptional business links and exploit so many potential contacts. Saving you so much time and so many air-miles.

Throughout SuperInvestor there is a wealth of great opportunities. These icons are placed throughout the agenda, so you can plan your own great networking agenda.



Delegate Quickfire Showcase

Delegates have exactly 90 seconds to pitch their fund to the SuperInvestor 2015 audience without using financial or performance data. Feedback is given by our experts, with a fantastic prize for the winner.



Networking Champagne Roundtables

In small groups, you enjoy great conversation on your choice of topic, hosted by key speakers. An ideal place to meet face-to-face with leading authorities and fellow attendees. Interactive, sociable and fun—brilliant networking over a glass of chilled champagne.



Parallel Agenda of Engaged Conversations

Enjoy face-to-face discussion with speakers and your peers. Understand controversial issues and what others truly believe. Under strict Chatham House reporting restrictions, in smaller boardroom-style groups, conversation gets frank, fruitful and fascinating.



MySuperInvestor Networking Platform

Create an invaluable agenda of meetings. Search who is attending the event and message them up to 2 weeks in advance. See page 9 for full details.



Private Meeting Rooms

Reserve a private meeting room to meet with existing and future clients during the conference. How often are 900 industry members in one place? Contact Brenda Cunningham for more information: bcunningham@icbi.co.uk



3 Splendid Gala Drinks Receptions!

Wind down and enjoy unrivalled networking in a relaxed and informal environment during our fabulous gala drinks receptions. Three to enjoy, with one at a special external venue – to be announced – and an unmissable Amsterdam experience.



SuperInvestor One-To-One Meeting Service

View the list of attending LPs in advance and cherry-pick those you most wish to meet. Then let us do the rest! To find out more, contact Brenda Cunningham, bcunningham@icbi.co.uk



Brand New Networking Zones

Superb on-site networking spaces. For those great new contacts, sit down, enjoy informal conversation in our brilliant new central meeting and networking zone.

09.20 **Coffee & Registration**

09.25 Chairman's Introduction

09.30 **THE DEBT MARKET OPPORTUNITY**

How Is The Lending Market Evolving? Given The Perceived Opportunity, What Is The Optimal Size Of The Sector? Where Is Capital Being Effectively Deployed, How Are Products Changing And Where Are The Next Opportunities Going To Come From?

Moderator: **Paolo Simonato**, Chief Strategy Officer

GE CORPORATE FINANCE BANK

Louis Lavoie, Managing Director, **CRESCENT CREDIT EUROPE**

David Wilmot, Joint Head of Private Finance

BABSON CAPITAL MANAGEMENT

Olivier Berment, Managing Director, Head of Private Debt, **ARDIAN**

Tristan Parisot, Managing Director, Head of France

EUROPEAN CAPITAL



Olivier Berment
ARDIAN

10.10 **Keynote**

Topic and speaker to be confirmed

10.35 **US VS EUROPE COMPARISON**

Are Premium Returns Available In Europe? Where Are The Best Returns Achievable?

Blair Jacobson, Managing Director, **ARES MANAGEMENT**

Benoît Durteste, Executive Director, Head Of European Investments

ICG

David Allen, Managing Director, **CPPIB**



David Wilmot
BABSON CAPITAL
MANAGEMENT

11.10 **Morning Coffee**

11.30 **PRODUCT OVERVIEW**

An Analysis Of The Lending Space And The Risks And Merits Of The Different Debt Strategies

Senior Debt (With Leverage?) - Unitranché - Mezzanine - High Yield - Non-Performing Loans / Credit Opportunities

Moderator: **Michael Elio**, Partner, **STEPSTONE GROUP**

Daniel Sachs, CEO, **PROVENTUS CAPITAL MANAGEMENT**

Andrew Bellis, Managing Director & Partner, **3i DEBT MANAGEMENT**

Neale Broadhead, Managing Director & Portfolio Manager

CVC CREDIT PARTNERS

Greg Taylor, Portfolio Manager

SEQUOIA INVESTMENT MANAGEMENT



Anthony Fobel
BLUEBAY ASSET
MANAGEMENT

12.05 **THE ROLE OF BANKS**

Are Banks Really In Retreat From The Direct Lending Space? How Are Credit Markets Being Transformed And Where Are The Opportunities Going To Come From? How Far Can Central Banks Push Banks To Shed Their Debt Assets?

Symon Drake-Brockman, Managing Partner & CEO

PEMBERTON CAPITAL ADVISORS

PRIVATE DEBT SUMMIT

17th November 2015

12.30

DIRECT LENDING

What Is Mid-Market Direct Lending And What Are The Terms Being Used? What Are The Risk Return Profiles Of The Different Offerings And Why Is This Perceived As Such An Opportunity In Europe?

Moderator: **Anthony Fobel**, Partner, Head of Private Lending
BLUEBAY ASSET MANAGEMENT
Graeme Delaney-Smith, Head of European Direct Lending & Mezzanine Investments, **ALCENTRA**
Paul Shea, Partner, **BEECHBROOK CAPITAL**
Jakob Lindquist, Co-CEO & Co-Founder, **CORDET**
Ajay Pathak, Partner, **KING & WOOD MALLESONS**



Sanjay Mistry
MERCER

13.00

Networking Lunch

14.30

DEBT FUNDS VS BANK DEBT

What Is The True Advantage Of Private Debt Over Bank Debt? When And Why Should A GP Choose To Use A Debt Fund? What Do PE Firms Look For When Sourcing Finance To Do Deals?

Richard Howell, Partner, **PAI PARTNERS**
Brian Schneider, Managing Partner, **NORTHSTAR CAPITAL**

14.55

LPS' APPROACH

How Do LPs Approach Debt Strategies And What Are They Looking For? Understanding Investors' Risk Return Appetite And Their Approach To Fees And Leverage, Uncovering Best Relative Value To Build A Diversified Portfolio Within The Credit Space

Moderator: **Mark Brenke**, Managing Director, Private Debt, **ARDIAN**
Ingrid Neitsch, Managing Director, Private Credit Strategies
SL CAPITAL
Sanjay Mistry, Director, Private Debt, **MERCER**
Geoffrey Geiger, Head of Private Equity, **USSIM**



David Allen
CPPIB

15.40

Afternoon Tea

16.10

STRUCTURING

Structuring Private Debt Funds And Analysing The Fees Charged – What Is The Right Fund Structure, How Much Leverage Do Investors Want And Why Is This Space Different And How?

Matthew Keogh, Partner, **LINKLATERS**
Brendan Carroll, Senior Partner
VICTORY PARK CAPITAL ADVISORS

16.40

TRACK RECORD & PRODUCT SELECTION

How To Determine The Best Product When Few Firms Have Full-Cycle Track Record And Teams Lack Tenure/ People Move Around? Who Secures Real Deal Flow And Knows How To Price Assets?

Moderator: **Peter Schwanitz**, Managing Director
PORTFOLIO ADVISORS
Dagmar Kent Kershaw, Head of Credit Fund Management
INTERMEDIATE CAPITAL GROUP
Ingrid Neitsch, Managing Director, Private Credit Strategies
SL CAPITAL
Matthias Unser, Managing Partner, **YIELCO INVESTMENTS**
Daniel Schmidt, Managing Partner, **CEPRES**



Geoffrey Geiger
USS IM

17.20 End Of Private Debt Summit

FUNDRAISING SUMMIT

17th November 2015

08.50 Coffee & Registration

09.20 Chairman's Introduction

Gail Guerin, Founder, **THE GUERIN GROUP**

09.25 TODAY'S INVESTORS

Analysing Today's LP Community And What They Are Looking For

Kelly Deponte, Managing Director
PROBITAS PARTNERS

09.55 BUILDING MOMENTUM

Building Momentum To Get To First Close – Co-Investments, Economic Incentives, Proven Investment Pipeline etc: How To Achieve Traction By Persuading LPs To Invest Earlier Rather Than Later

Morten Welø, COO, **FSN CAPITAL**
Bob Brown, Co-Founder, **BEARTOOTH**
Jesper Knutsson, Principal, **DANSKE PRIVATE EQUITY**
Anne Fossemalle, Equity Funds Director, **EBRD**
Mark Nicolson, Partner, **SL CAPITAL**
Nigel Hammond, Partner, **VESPA CAPITAL**

10.30 Morning Coffee

11.00 FUNDRAISING NEWEST DATA

Analysing The Latest Data On Today's Fundraising Market

Mark O'Hare, Founder & Chief Executive
PREQIN

11.25 CURRENT FUNDRAISING MARKET

Large Fund Sizes, Hard Caps And High Asset Prices - How Long Will Such A Good Fundraising Environment Last?
How Far Will The Demand For Co-Investments And Control Investments Go? How Will LPs Doing Such Deals Impact On Fundraising?

Moderator: **Mark O'Hare**, Founder & Chief Executive, **PREQIN**
Martin Dunnett, Managing Director, **WARBURG PINCUS**
Mirja Lehmler-Brown, Senior Investment Manager, Alternatives Division, **ABERDEEN PRIVATE EQUITY**
Guy Semmens, Managing Partner, **ARGOS SODITIC**
Nigel van Zyl, Partner, **PROSKAUER**
Craig Donaldson, Investor Relations Partner, **HG CAPITAL**

12.10 ACCESSING TOP TIER FUNDS & MANAGERS

Accessing Top Tier Managers In A Bifurcated Fundraising Environment – How Can LPs Differentiate Their Capital From Other LPs' To Maximise Their Allocation To Oversubscribed Funds?
Are Access-Constrained Funds Actually The Best When Track Record Is No Guarantee Of Future Returns?

Moderator: **Mirja Lehmler-Brown**, Senior Investment Manager, Alternatives Division, **ABERDEEN PRIVATE EQUITY**
Kaarina Suikkonen, Partner, **LYRIQUE**
Bob Brown, Co-Founder, **BEARTOOTH**
Jim Strang, Managing Director & Head of EMEA, **HAMILTON LANE**
Vicky Williams, Portfolio Manager
BP INVESTMENT MANAGEMENT
Marc St John, Partner, Head of Investor Relations, **CVC PARTNERS**

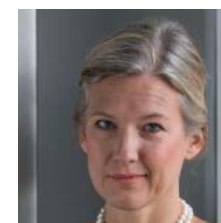
13.00 Lunch



Howard Searing
DUPONT CAPITAL MANAGEMENT



Vicky Williams
BP INVESTMENT MANAGEMENT



Mirja Lehmler-Brown
ABERDEEN PRIVATE EQUITY

14.30

THE FUTURE OF THE BLIND POOL

Examining The Future Of Blind Pool Fundraising – To What Extent Will The Two And Twenty Model, With A Ten Year Fund Life Be The Means Of Capital Gathering, Going Forward?

Moderator: **Philippe Roesch**, Managing Partner

RIAM ALTERNATIVE INVESTMENTS

William van Eesteren, Managing Director

WILSHIRE ASSOCIATES EUROPE

Narcisa Sehovic, Senior Investment Manager, Alternatives Division

ABERDEEN PRIVATE EQUITY

Spencer Miller, Former Managing Director

OPTRUST PRIVATE MARKETS GROUP

Nicolas von der Schulenburg, Managing Director

PORTFOLIO ADVISORS



Jim Strang
HAMILTON LANE

15.10

DIFFERENTIATION

How To Stand Out From The Crowd To Secure Stable Sources Of Funding As LPs Rationalise Their GP Relationships – Genuine Differentiation To Ensure Your Fund Is Chosen, Not Forgotten

Moderator: **Scott Church**, Founding Partner, **REDE & PARTNERS**

Matthew Craig-Greene, Founder, **CRAIG-GREENE & CO**

Howard Searing, Director Private Markets Group

DUPONT CAPITAL MANAGEMENT

Pierre-Antoine de Selancy, Co-Founder, **17CAPITAL**

Jeffrey Orenstein, Senior Advisor, Head of Client Relations

ASTORG PARTNERS

Jérôme Delmas, CEO, **SWEN CAPITAL PARTNERS**



Kaarina Suikkonen
LYRIQUE

15.55

Afternoon Refreshments

16.20

MINI WORKSHOP

Led by

Benjamin Ball, Founder, **BENJAMIN BALL ASSOCIATES**

16.25

FUNDRAISING SUCCESSES & HORROR STORIES

Stellar Fundraisings – Beyond Simple Track Record, What Did Successful Individual Fundraisers Do Which Made All The Difference? Fundraising Horror Stories And Best Practice – What Makes LPs Sit Up And Listen, What Turns Them Off And What Have Been The Worst Experiences And Mistakes Seen?

Moderator: **Benjamin Ball**, Founder

BENJAMIN BALL ASSOCIATES

Catherine Lewis La Torre, Head Of Private Equity, **CARDANO**

Anna Dayn, CEO, **DAYN ADVISORS**

Marc der Kinderen, Managing Partner, **747 CAPITAL**

Spencer Miller, Former Managing Director

OPTRUST PRIVATE MARKETS GROUP



Marc St John
CVC PARTNERS

17.00

PITCHING SUCCESS

Understanding The Most Effective Way To Pitch Your Fund – What Are The Critical Differentiators In Every Proposal?

Benjamin Ball, Founder, **BENJAMIN BALL ASSOCIATES**

17.30

End Of Fundraising Summit

SECONDARIES SUMMIT

17th November 2015

09.10 Coffee & Registration

09.45 Chairman's Introduction

09.50 DEALS & PRICES

Record Pricing And Too Much Capital In A Commoditised Secondaries Market - Analysing Current Sales Volumes And Pricing In The Secondaries Market Today

Moderator: **Bernhard Engelién**, Managing Director

GREENHILL COGENT

Verdun Perry, Senior Managing Director & Co-Head

STRATEGIC PARTNERS FUND SOLUTIONS

Richard Lichter, Managing Partner, **NEWBURY PARTNERS**

Gabriel Mollerberg, Managing Director, **GOLDMAN SACHS** tbc

10.30 FINDING RETURNS

Price Levels At NAV? Where Do You Go To Make Returns In A Frothy Market And What Type Of Transactions, Niches And Strategies Will Ensure Quality Deal Flow? Complex Deals, Carve-Outs, Spin-Outs And GP Solutions

Moderator: **Thomas Liaudet**, Partner, **CAMPBELL LUTYENS**

Carlo Pirzio-Biroli, Managing Director, Global Head Illiquid Alternatives

DB PRIVATE EQUITY & PRIVATE MARKETS

Valérie Handal, Principal, **HARBOURVEST**

André Aubert, Partner, Private Equity Secondaries

LGT CAPITAL PARTNERS

11.10 Morning Coffee

11.40 MACRO-ECONOMIC OVERVIEW

Analysing The Macroeconomic Environment And Changes To The Private Equity Industry – How Will This Impact On The Secondaries Market?

Ian Charles, Partner, **LANDMARK PARTNERS**

12.20 LEVERAGE

"Leverage On Leverage" To Boost Returns? How Does The Secondaries Market Apply Leverage To Transactions? What Of Risk-Adjusted Returns?

Moderator:

Simon Hamilton, Global Head of Fund Finance, **INVESTEC**

Christophe Nicolas, Managing Director, Secondaries Investment Team

ALPINVEST PARTNERS

Thomas Doyle, Managing Director,

Head of Fund Linked Products EMEA, **JP MORGAN**

Oliver Gardey, Partner, **POMONA CAPITAL**

12.50 Lunch



Ian Charles
LANDMARK PARTNERS



Carlo Pirzio-Biroli
DB PRIVATE EQUITY



Nik Morandi
PANTHEON

SECONDARIES SUMMIT

17th November 2015

15.00

REAL ESTATE

Real Estate Secondaries – Do The Returns Justify The Current Level Of Interest?

Moderator: **Brenlen Jinkens**, Managing Director
GREENHILL COGENT
Paul Parker, Managing Director, Real Estate Europe & Asia
LANDMARK PARTNERS
Mark Burton, Principal, **STRATEGIC PARTNERS**
William Bowman, Managing Director
NORTHSTAR ASSET MANAGEMENT GROUP



Richard Hope
HAMILTON LANE

15.30

INFRASTRUCTURE

Infrastructure Secondaries – How Can Investors Achieve Returns In Such A Long-Term Asset Class?

Moderator: **Nicolas Lanel**, Managing Director, Private Capital Advisory
EVERCORE
Andrea Echberg, Partner, **PANTHEON**
Roger Ammoun, Partner, **GCM PRIVATE MARKETS**
Dmitriy Antropov, Vice President, **PARTNERS GROUP**

16.00

Afternoon Refreshments

16.30

GP LEAD DEALS & RESTRUCTURINGS

GP-Led Deals And Restructuring – First Hand Experience Of Utilising A Secondaries Player To Secure A Firm's Future Success

Lindsey McMurray, Managing Partner
POLLEN STREET CAPITAL



Michael Woolhouse
CPPIB

16.50

GP-LED DEALS

GP-Led Deals And Restructurings – Are Secondaries Firms' Rewards Sufficient For The Challenges Of Such Transactions And How Many More Will Get Done?

Moderator: tbc
Michael Woolhouse, Managing Director, Head of Secondaries & Co-Investments, Investment Partnerships, **CPPIB**
Lindsey McMurray, Managing Partner, **POLLEN STREET CAPITAL**
Greg Holden, Partner, **ADAMS STREET PARTNERS**
Bruno Bertrand-Delfau, Partner, **PROSKAUER**
Mark McDonald, Head of EMEA & Asia Secondaries
CREDIT SUISSE



Lindsey McMurray
POLLEN STREET CAPITAL

17.00

TOO-HOT TO TOUCH

Too Hot To Touch – The Thorniest Issues And Trickest Questions Will Be Put To Our Panel Under Strict Chatham House Rules. Whatever Is Said Cannot Be Attributed To Anyone, Ensuring A Candid Exchange Of Insights On The Most Current And Critical Themes

Brenlen Jinkens, Partner, **GREENHILL COGENT**



17.40

End Of Secondaries Summit

MAIN CONFERENCE DAY 1

Wednesday 18th November 2015

07.50 Coffee & Registration

08.20 Opening Remarks From The Chair:

Thomas Putter, Chairman & Chief Executive
ANCORA FINANCE GROUP

08.25 MACRO-ECONOMIC CYCLE INVESTING

Investing In A Macro Environment Of High Prices And Modest Growth

Andrew Stillitoe, Co-CEO, **APAX**

08.50 INTERVIEW

Sacha Nauta, Finance Correspondent, **THE ECONOMIST interviews**
Rob Lucas, Managing Partner, **CVC PARTNERS**

09.15 KEYNOTE ADDRESS

Jim Coulter, CEO & Founding Partner, **TPG**

09.45 PREPARING FOR A CORRECTION?

How Should LPs Deploy Their Record Distributions And Excess Capital In Today's Frothy Market? Where Should Capital Be Invested, When Asset Prices Are So High? Where Is The Genuine Primary Deal Flow? How Will Ever Increasing Capital Raised Be Deployed?

Moderator: **Rob Lucas**, Managing Partner, **CVC PARTNERS**
Jane Rowe, Senior Vice President, **TEACHERS' PRIVATE CAPITAL, ONTARIO TEACHERS' PENSION PLAN**
Jan Janshen, Managing Partner, **ADVENT INTERNATIONAL**
Hugh Langmuir, Managing Partner, **CINVEN**
Marc Roijakkers, Senior Fund Manager Alternatives
BLUE SKY GROUP

10.25 KEYNOTE

Michael Halford & Nathalie Duguay, Partners
KING & WOOD MALLESONS

10.50 Morning Coffee

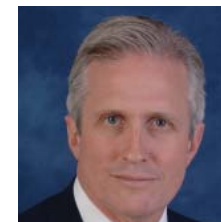
11.15 KEYNOTE ADDRESS

Guy Hands, Chairman & Founder
TERRA FIRMA CAPITAL PARTNERS

11.40 FUND SELECTION

Evolving A Framework For What Matters Today In Fund Selection – How To Make Better Decisions When Choosing The Right People To Back

Moderator: **John Gripton**, Managing Director, **CAPITAL DYNAMICS**
Jim Strang, Managing Director & Head of EMEA, **HAMILTON LANE**
Mark Hoeing, Managing Director & Head of Europe, **COMMONFUND**
Neil Harper, Chief Investment Officer
MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS
Andrew Brown, Senior Investment Consultant, **TOWERS WATSON**



Jim Coulter
TPG



Guy Hands
TERRA FIRMA CAPITAL PARTNERS



Rob Lucas
CVC PARTNERS

- 12.20 INVESTING IN EUROPE VS US**
Why Bother With Europe? How Much Should You Invest In Europe And Its Different Regions Vs The US? And The Rest Of The World?
- Moderator: Alex Barker*, Vice President, **HARBOURVEST PARTNERS**
Alicia Gregory, Head of European Private Equity
MLC WEALTH MANAGEMENT
Thomas von Koch, CEO & Managing Partner, **EQT PARTNERS**
Iain Leigh, Managing Director Global Private Equity
APG ASSET MANAGEMENT
Kurt Björklund, Co-Managing Partner, **PERMIRA**

13.00 Lunch

**STREAM A
PREPARING FOR A CORRECTION**

**STREAM B
CO-INVESTMENTS**

**STREAM C
MID MARKET, VC & GROWTH**

- 14.30 DISTRESSED & TURNAROUNDS**
Why Did The Last Distressed Opportunity Not Come To Fruition And How Were Those Funds Deployed? To What Extent Will There Be A New Distressed Opportunity And How Much Dry Powder Is There Awaiting This? What Size Is The Opportunity Set In Turnarounds? Is The Opportunity Ephemeral Or Is There A Permanent Role For Such Funds Throughout The Economic Cycle?
- Moderator:*
Kelly Deponte, Managing Director
PROBITAS PARTNERS
Dominic Slade, Managing Partner
ALCHEMY PARTNERS
Michael Green, CEO & Managing Director
TENEX CAPITAL MANAGEMENT
CLEARLIGHT
Stefan Lehotkay, Senior Partner
CLEARLIGHT INVESTMENTS

- 14.30 – 14.55*
CO-INVESTING
Co-Investment Returns And Implementation - New Research
Nicolas Schellenberg, Senior Investment Director
CAMBRIDGE ASSOCIATES
- 14.55 - 15.35*
CO-INVESTING
Is The Current Interest In Co-Investments Sustainable? How Many LPs Demanding Them Actually Have The Means To Execute Such Investments Within A Limited Timeframe? And What Of LPs' Different Investment Models?
Moderator: Johanna Barr, Managing Director, Limited Partner Services, **ADVENT INTERNATIONAL**
Rune Jepsen, Principal Global Private Equity, **QIC**
Paul Newsome
Executive Director & Head of Investments
UNIGATION
Tim Creed, Managing Director, **ADVEQ**
Mark Boyle, Director, Private Equity Funds
NORTHWESTERN MUTUAL CAPITAL tbc

- MID MARKET**
What Are Managers Doing To Get Returns In Today's Overheated Market? Where Do They See Opportunities When Asset Prices Are So High? Is There Genuine Primary Deal Flow?
- Moderator:*
Mounir Guen, Founder & CEO, **MVISION**
Ralph Wyss, Partner & Chairman
GILDE BUY OUT PARTNERS
Oliver Haarmann, Founding Partner
SEARCHLIGHT CAPITAL PARTNERS
Alessandro Binello, Chairman, **QUADRIVIO**

15.10

Topic and Speaker
To be confirmed

15.10 - 15.50

GROWTH INVESTING

Is It Necessary To Have Ownership And What Of Exits? How Is The Landscape Developing In European Growth Investing And Where Are The New Opportunities?

Moderator:

Kaarina Suikkonen, Partner, **LYRIQUE**

Nino Tronchetti Provera

Managing Partner & Founder, **AMBIENTA**

Scott Collins, Managing Director

SUMMIT PARTNERS

Michele Semenzato

Co-Founder & Managing Partner

WISE

15.30

DISTRESSED ENERGY

Distressed Energy And The Explosion Of Defensive Product – Assessing The True Opportunity Set And Should LPs Be Investing Now? Is Distressed Energy Cyclical Or Oil Price Dependent?

John Raymond, Managing Partner & CEO
ENERGY & MINERALS GROUP

15.35 – 16.10

CO-INVESTING

Evaluating Adverse Selection Risk In Co-Investments – To What Extent Do Such Investments Equate To Strategy Drift? Why Would GPs Give Away Their Best Deals To Miss Out On Fees And Carry? How Do GPs Allocate Co-Investment Opportunities? What Of Working Alongside Future Competitors, And What Of Best Practice?

MAIN CONFERENCE DAY 1

15.50

OIL AND GAS

How Do You Get Meaningful Exposure To Oil And Gas? Who Gets The Right Deals And Knows How To Price Assets In This Space?

Moderator: **Anna Dayn**, CEO

DAYN ADVISORS

John Raymond, Founder, Managing Partner & CEO, **ENERGY & MINERALS GROUP**

Edward Geiser, CEO & Managing Partner, **JUNIPER CAPITAL**

Albert Huddleston, Partner & Founder

AETHON ENERGY

John Hill, Vice Chairman & Managing Director, **FIRST RESERVE**

15.35 - 16.10 - continued

Moderator: **David Smith**, Managing Director, Co-head of Co-Investments

CAPITAL DYNAMICS

Nicolas Schellenberg

Senior Investment Director

CAMBRIDGE ASSOCIATES

Mark Weston, Head of Investor Relations
TRITON

Peter Hammermann, Managing Director

EQUISTONE

Frank Klaus, CFO, **WAF**

16.10 - 16.35

Topic and Speaker
To be confirmed

VC & TECHNOLOGY

Is European VC Fundamentally Changing? Are We Seeing A New Wave Of Investors? What Is Fundamentally Different And How Does European VC Compare To The US?

Moderator: **Cyril Demaria**, Executive Director, Private Market Analyst, Chief Investment Office,

UBS

Stefan Breban, Director

DEAN WETTON ADVISORY

Nic Brisbane, Managing Partner

FORWARD PARTNERS

Hendrik Brandis, Partner & Co-Founder

EARLYBIRD VENTURE CAPITAL

Brian Caulfield, Partner, **DRAPER ESPRIT**

15.50 - 16.30

Engaged Conversation

Chatham House Rules – reporting restrictions apply

REGULATION

Understanding The Ever Evolving Regulatory Environment For Private Equity – What Are The Implications For European Funds Not Domiciled In Europe And How does it impact European LPs?

Doerte Hoppner

Chief Executive, **EVCA**

Marc der Kinderen

Managing Partner

747 CAPITAL



16.30 Afternoon Tea

16.40

THE NETHERLANDS

Is The Dutch Market The Healthy Part Of Europe? Evaluating The Macro Story And The Export-Driven Opportunities Exploited By GPs In The Netherlands In Contrast To Other Continental Markets

Moderator: **Ralf Gleisberg**, Partner

AKINA PARTNERS

Ilona Brom, Managing Director

WILSHIRE PRIVATE MARKETS

Gert Jan van der Hoeven

Founder & Managing Partner

H2 EQUITY PARTNERS

Herman Kaemingk, Attorney & Partner

LOYENS & LOEFF

TEAMS & DIVERSITY

Can Diversity Drive Outperformance?

Moderator: **Hanneke Smits**

Co-Founder & Chair, **LEVEL 20**

Hugh Langmuir, Managing Partner

CINVEN

Conor Kehoe, Senior Partner

MCKINSEY

Vicky Williams, Portfolio Manager

BP INVESTMENT MANAGEMENT

Menno Antal, Managing Partner,

Co-head of Private Equity, **3i**

CROWD FUNDING

Micro-Finance, Crowd Funding, Business Angels And Accelerator Programmes - Examining New Alternatives In Seeding Entrepreneurship And Their Interplay With Private Equity

Mike Wright, Professor of Entrepreneurship & Director of the Centre for Management Buyout Research

IMPERIAL COLLEGE BUSINESS SCHOOL

17.15

GUEST SPEAKER

CAN NEUROSCIENCE NOW PREDICT YOUR PROFITABILITY?

John Coates, Research Fellow in Neuroscience and Finance

UNIVERSITY OF CAMBRIDGE

18.10 CHAMPAGNE ROUNDTABLE DISCUSSIONS - See page 29 for details

19.10 The SuperInvestor Networking Drinks Reception



MAIN CONFERENCE DAY 2

Thursday 19 November 2015

08.00 Coffee & Registration

08.30 Opening Remarks From The Chair

Jonny Maxwell, Industry Veteran

08.35 CAPITAL DEPLOYMENT

High Valuations, Debt Multiples And So Much Dry Powder – Are There Sufficient Opportunities For The Ever Increasing Capital Raised To Be Deployed And How Will Managers Do So?

Moderator: **Cem Meric**, Partner, **LGT CAPITAL PARTNERS**
Andrea Bonomi, Senior Partner, **INVESTINDUSTRIAL**
John Hartz, Managing Partner, **INFLEXION PRIVATE EQUITY PARTNERS**
Conor Kehoe, Senior Partner, **MCKINSEY**

09.15 FUTURE SOURCES OF CAPITAL

A Point Of Inflection For Private Equity And Its Sources Of Capital – Where Will Funds Come From In Future And What Is The Outlook For The Blind Pool Model?

Kevin Albert, Managing Director
PANTHEON

Engaged Conversation

Chatham House Rules – reporting restrictions apply

08.50 – 09.50

EXPERIENCE SPEAKS

The Older And Wiser Of Private Equity Take An Outspoken Look At The Critical Topics No One Will Talk About

Moderator: **Gordon Hargraves**, Partner
PRIVATE ADVISORS

Hans Albrecht, Managing Partner
NORWIND CAPITAL

Jos van Gisbergen, Senior Portfolio Manager, Manager Selection

SYNTRUS ACHMEA

Stefan Breban, Head of Private Equity, Advisory Board Member

DEAN WETTON ADVISORY

Dana Haimoff, Portfolio Manager, Managing Director

JP MORGAN ASSET MANAGEMENT

09.40 BLIND POOL FUNDS

Is The Current Blind Pool Fund Model The Best For The Industry Today? How Are The Shortcomings Being Addressed In Practice And What Is The Future For Funds, Co-Invests And The Alternatives?
To What Extent Will The Two And Twenty Model, With A Ten Year Fund Life Be The Means Of Capital Gathering, Going Forward?

Moderator: **Hanneke Smits**
Co-Founder & Chair, **LEVEL 20**
Maarten Vervoort, Managing Director
ALPINVEST PARTNERS
John Barber, Partner, Joint Head of Investor Services, **BRIDGEPOINT**
Oliver Holle, CEO, **SPEEDINVEST**
Lori Hall-Kimm, Director
TEACHERS' PRIVATE CAPITAL

10.20 LPS - BEHIND THE CAMERA

What Are LPs Discussing Today And How Are Major Issues Being Resolved? Conflicts Of Interest – Longer Dated Funds – Fund Extensions – Misalignment – Zombie Funds – Succession And Turnover – GPs' Prospects For Fundraising

Moderator: **Helen Steers**, Partner, **PANTHEON**
Michael Lindauer, Managing Director, Global Co-Head Fund Investments
ALLIANZ CAPITAL PARTNERS
Anselm Adams, Director Senior Portfolio Manager, **PECA**
Yolande van den Dungen, Portfolio Manager Alternatives, **SPF BEHEER** tbc
Sebastiaan Ranner, Senior Fund Manager Private Equity & Infrastructure, **MN**

11.05 Morning Coffee PLUS LP/GP Structured Speed Networking

11.20 A FLOOD OF NEW MONEY?

How Big Is The Private Equity Industry's Opportunity Set? How Far Do The Japanese (GPIF) And Norwegian Sovereign Wealth Funds' \$Trillion Entrance Into The Market Move The Needle? To What Extent Does The Industry Have The Capacity For Such A Flood Of New Money And What Are The Consequences?

Moderator:

Georges Sudarskis, Founder & CEO

SUDARSKIS & PARTNERS

Allen MacDonell, Senior Director,
Private Equity, **TEACHER RETIREMENT
SYSTEM OF TEXAS**

Knut Kjaer, Chairman & Partner

FSN CAPITAL PARTNERS

Hans Albrecht, Managing Director

NORWIND CAPITAL

11.10 - 11.50 (Exclusive To LPs)

LPS - BEHIND THE CAMERA

What Are LPs Discussing Today And How Are Major Issues Being Resolved? Conflicts Of Interest – Longer Dated Funds – Fund Extensions – Misalignment – Zombie Funds – Succession And Turnover – GPs' Prospects For Fundraising

Moderator: **Helen Steers**, Partner, **PANTHEON**

Michael Lindauer, Managing Director,

Global Co-Head Fund Investments

ALLIANZ CAPITAL PARTNERS

Anselm Adams, Director Senior,

Portfolio Manager, **PECA**

Yolande van den Dungen, Portfolio

Manager Alternatives, **SPF BEHEER** tbc

Sebastiaan Ranner, Senior Fund Manager Private
Equity & Infrastructure, **MN**

12.00 KEYNOTE ADDRESS

Will The Private Equity World Be Helped Or Hurt When The Correction Finally Comes? And When Is It Coming?

David Rubenstein, Co-Founder & Co-CEO, **THE CARLYLE GROUP**

12.30 RETURNS AND OUTPERFORMANCE

Is PE Still Delivering Outperformance Relative To Public Equities? What Are The True Expected Returns From Private Equity In The Longer Term And Are There Sufficient Opportunities For Outperformance Going Forward? What Of Net Net Returns?

Tim Jenkinson, Professor of Finance, Private Equity Institute

SAID BUSINESS SCHOOL, UNIVERSITY OF OXFORD

13.10 Lunch - Plus Delegate QuickFire Showcase

Sign up to present your fund in 90 seconds flat, and compete for a star prize!



14.30 GEOPOLITICS - GUEST SPEAKER

Quantifying Key Geopolitical Risks Across Global Regions In A Period Of Massive Uncertainty – Understanding The Major Threats And Challenges And How They Will Impact Europe

John Hulsman, Geopolitical Expert & Life Member, **US COUNCIL ON FOREIGN RELATIONS**

15.20 ENERGY MARKETS, PRIVATE EQUITY & GEOPOLITICS
 How Do Changes To Global Geopolitics Impact Energy Markets And Private Equity – What Are The Key Challenges And Opportunities?

Speaker to be confirmed

15.20 – 16.00 - EXPERIENCE SPEAKS
 The Older And Wiser Of Private Equity Take An Outspoken Look At The Critical Topics No One Will Talk About
 Moderator: **Gordon Hargraves**, Partner
PRIVATE ADVISORS,
Jonny Maxwell, Industry Veteran
Derek Murphy, Founder, **AQUAFORTE CAPITAL**
Andre Jaeggi, Industry Veteran

15.15 Afternoon Tea

STREAM A - Infrastructure & Real Assets
 Stream Chairman: **KING & WOOD MALLESONS**

STREAM B - Global Buyers & Emerging Markets

STREAM C - Fund Size And Fees

16.20 REAL ASSETS
 How Are LPs Approaching Real Assets – Definition, Returns, Capacity Of Investible Universe, Yield Or Capital Gain?
 Moderator: **Martin Day**, Partner
CALEDON CAPITAL MANAGEMENT
Mike Powell, Head of Private Markets Group, **USSIM**
Uwe Fleischhauer, Founding Partner & Managing Director, **YIELCO**
Richard Clarke-Jervoise, Director, Investment Management
STONEHAGE FLEMING

GLOBAL BUYERS
 How Are Funds Adjusting To Trade Buyers Now Coming From Brazil, China And India, Where Are These Strategics Investing? Who Are The Intermediaries And What Are The Implications Of Such Ownership For The PE Market?
 Moderator: **Sasha van de Water**, Managing Partner
KEYHAVEN CAPITAL PARTNERS
Thomas Schlytter-Henrichsen, Managing Partner
ACAPITAL

FEES
 How Can GPs Defend Themselves Against Attacks On Fee Levels Today And What Of Their Future? As So Much Money Flows Into PE, How Are Current Fee Levels Justified? How Does The Total Expense Ratio Of PE Compare To Real Estate, Infrastructure And Other Assets? And Why Does A Fee Discount Not Replace The Growing Demand For Co-Invests?
 Moderator: **Georges Sudarskis**, Founder & CEO
SUDARSKIS & PARTNERS
Jos van Gisbergen, Senior Portfolio Manager, Manager Selection, **SYNTRUS ACHMEA**
Peter McKellar, Senior Managing Partner & CIO
SL CAPITAL PARTNERS
Horst Güdel, Company Founder & Director
RWB-GROUP

16.55 INFRASTRUCTURE
Defining Infrastructure vs PE? Where Is Value Being Found Today? What Of Capacity, Fees And Track Record? And Contrasting Funds, Directs And Co-Investing
*Moderator: **Martin Day**, Partner*
CALEDON CAPITAL MANAGEMENT
Thierry Déau, Founder & CEO, **MERIDIAM**
Paul Malan, Senior Partner
ICON INFRASTRUCTURE
Vincent Levita, Founder & CEO
INFRAVIA CAPITAL PARTNERS

EMERGING MARKETS
Emerging Markets – Now The Gloss Has Come Off, What Of The Fundamentals? Where Is Political Risk And How Will New Volumes Of Capital Be Deployed And In Which Markets?
*Moderator: **Janucz Heath**, Managing Director*
CAPITAL DYNAMICS
Rainer Ender, Managing Director,
Co-Head of Investment Management, **ADVEQ**
Yvonne Bakkum, Director
FMO INVESTMENT MANAGEMENT
Anne Fossemalle, Equity Funds Director, **EBRD**
Steven Costabile, Managing Director, Head of Global Funds Group, **PINEBRIDGE INVESTMENTS**

FUND SIZE
Do Large Fund Sizes Mean Lower Returns? How Can Investors Ensure That GPs Maintain Discipline To Correctly Balance LPs' Desire To Deploy Capital And The True Potential For Investment? What Of Co-Investments?
*Moderator: **Rhonda Ryan**, Head of EMEA Investments*
ALTIUS ASSOCIATES
Jonas Nyquist, Head of Buy-Outs, **SKANDIA LIFE**
Lauge Sletting, Managing Partner
NORTH SEA CAPITAL
Warren Hibbert, Managing Partner
ASANTE CAPITAL GROUP
Søren Brøndum Andersen, Partner, Investment Team
ATP PEP

17.30 INTERACTIVE GAME OF POLITICAL RISK
Join Our Washington Briefing-Style Scenario Analysis Game To Understand Likely Scenarios For A Geopolitical Event
Play the role of a world leader and decide how you would run the show!

With guest speaker
John Hulsman, Geopolitical Expert & Life Member
US COUNCIL ON FOREIGN RELATIONS

18.15 End of Sessions

19.00 Gala Reception - Venue To Be Announced



Tim Jenkinson
OXFORD
UNIVERSITY



David Rubenstein
THE CARLYLE
GROUP



Allen MacDonell
TEACHER
RETIREMENT
SYSTEM OF
TEXAS

MAIN CONFERENCE DAY 3

Friday 20 November 2015

07.30 LP Only Breakfast

Open to pre-qualified pension funds, foundations, endowments, SWF only.
To see if you qualify for a place please contact laura.griffin@informa.com

09.05 Opening Remarks From The Chair

Derek Murphy, Founder, **AQUAFORTE CAPITAL**

09.10 RISK METRICS IN PRACTICE

How Do You Measure Risk In Private Equity? Putting Theory Into Practice To Assess, Budget For And Mitigate Risk

Oliver Gottschalg, Professor, Strategy Department, **HEC PARIS**

09.40 RISK MEASUREMENT

As An Investor, What Does Risk Mean To You? How Do You Measure Risk And How Do You Apply Risk Metrics Today?

Moderator: **Oliver Gottschalg**, Professor, Strategy Department, **HEC PARIS**

Peter Cornelius, Managing Director, **ALPINVEST PARTNERS**

Cyril Demaria, Executive Director, Private Market Analyst, Chief Investment Office, **UBS**

Juerg Burkhard, Head of Private Equity Portfolio & Risk Management **LGT CAPITAL PARTNERS**

10.05 BRAND NEW RESEARCH

Private Equity Partnerships – Brand New Research On Compensation, Stability And Ultimate Success

Josh Lerner, Jacob H Schiff, Professor of Investment Banking **HARVARD BUSINESS SCHOOL**

10.55 Morning Coffee

11.25 FUND STRUCTURES & DISINTERMEDIATION

What Percentage Of New Private Equity Investing Will Go Through Fund Structures? How Are Direct Investment Programmes Doing, What Are Their Challenges, Who Runs Those Businesses And How Much Money Is Being Made? What Of Separate Accounts And The Way Deals Are Allocated Across Them And Different Funds?

Moderator: **Josh Lerner**, Jacob H Schiff Professor of Investment Banking **HARVARD BUSINESS SCHOOL**

Allen MacDonell, Senior Director, Private Equity **TEACHER RETIREMENT SYSTEM OF TEXAS**

Jim Fasano, Managing Director, Head of Funds, Secondaries & Co-Investments, **CANADA PENSION PLAN INVESTMENT BOARD**

Robert Coke, Head of Absolute Return & Buy-Out Investing **THE WELLCOME TRUST**

Ruulke Bagijn, Chief Investment Officer, Private Markets, **PGGM**



Jim Fasano
CPPIB



Josh Lerner
HARVARD
BUSINESS
SCHOOL

MAIN CONFERENCE DAY 3

Friday 20 November 2015

12.10 OVERHAULING RECEIVED WISDOM
What Do LPs Need To Be Aware Of Now? Overhauling Current Received Wisdom With An Objective Survey Of The International Academy's Latest Research: Portfolio Company Fees, IPO Portfolio Management, Returns, Co-Investments And More

Moderator: **Henny Sender**, Chief Correspondent, International Finance
THE FINANCIAL TIMES
Tim Jenkinson, Professor of Finance, Private Equity Institute
SAID BUSINESS SCHOOL, UNIVERSITY OF OXFORD
Josh Lerner, Jacob H Schiff, Professor of Investment Banking
HARVARD BUSINESS SCHOOL
Oliver Gottschalg, Professor, Strategy Department, **HEC PARIS**

Engaged Conversation
Chatham House Rules – reporting restrictions apply
11.25 - 12.10
RESPONSIBLE INVESTING/IMPACT INVESTING
(Chatham House Reporting Restrictions)
Moderator: **Marta Jankovic**
Senior Sustainability Specialist, Head of ESG Integration Alternatives
APG ASSET MANAGEMENT
Blaise Duault, Head of Compliance and Public Affairs
PAI PARTNERS
Graeme Ardus, Head of ESG
TRITON PARTNERS
Narina Mnatsakanian, Senior Advisor Responsible Investment & Governance, **MN**

13.00 Lunch

14.00 TRANSPARENCY & ESG
How Can Investors Hold GPs Accountable With Regard To ESG?
How Do Institutions See “Transparency” And Oversight Of Their Investments? Is It A Crucial Differentiating Factor And How Are Social Factors Incorporated? How Far Do They Monitor This And What Of Best Practice?

Moderator: **Marta Jankovic**, Senior Sustainability Specialist, Head of ESG Integration Alternatives, **APG ASSET MANAGEMENT**
Jesse de Klerk, Vice President, Investment Director, Private Equity
ROBECO
Blaise Duault, Head of Compliance and Public Affairs
PAI PARTNERS
Graeme Ardus, Head of ESG, **TRITON PARTNERS**
Maaïke van der Schoot, Corporate Social Responsibility Officer
ALPINVEST PARTNERS
Yvonne Bakkum, Director, **FMO INVESTMENT MANAGEMENT**

14.40 Close of Conference

BRILLIANT ENGAGED CONVERSATIONS



Engaged Conversations are small-group facilitated discussions, designed to be dynamic and interactive. Turn up on the day for brilliant informal, intimate discussions with great industry authorities all run under the Chatham House Rule. Don't be late! Places are strictly limited on a first-come-first-served basis.

REGULATION

Understanding The Ever Evolving Regulatory Environment For Private Equity – What Are The Implications For European Funds Not Domiciled In Europe And How does it impact European LPs And Foreign GPs?

Doerte Hoppner, Chief Executive, **EVCA**

EXPERIENCE SPEAKS

The Older And Wiser Of Private Equity Take An Outspoken Look At The Critical Topics No One Will Talk About.

Moderator: **Gordon Hargraves**, Partner, **PRIVATE ADVISORS**

Hans Albrecht, Member of Supervisory Board, **MEC HOLDING**

Jos van Gisbergen, Senior Portfolio Manager, Manager Selection

SYNTRUS ACHMEA

Stefan Breban, Head of Private Equity, Advisory Board Member

DEAN WETTON ADVISORY

Dana Haimoff, Portfolio Manager, Managing Director

JP MORGAN ASSET MANAGEMENT

LPS - BEHIND THE CAMERA

(Exclusive to LPs – Contact laura.griffin@informa.com to apply Behind The Camera – What Are LPs

Discussing Today And How Are Major Issues Being Resolved? Conflicts Of Interest – Longer Dated Funds – Fund Extensions – Misalignment – Zombie Funds – Succession And Turnover – GPs' Prospects For Fundraising.

Moderator: **Helen Steers**, Partner **PANTHEON**

Michael Lindauer, Managing Director, Global Co-Head Fund Investments

ALLIANZ CAPITAL PARTNERS

Anselm Adams, Director Senior Portfolio Manager, **PECA**

Yolande van den Dungen, Portfolio

Manager Alternatives, **SPF BEHEER** stc

Sebastian Ranner, Senior Fund Manager Private Equity & Infrastructure, **MN**

EXPERIENCE SPEAKS

The Older And Wiser Of Private Equity Take An Outspoken Look At The Critical Topics No One Will Talk About.

Moderator: **Gordon Hargraves**, Partner **PRIVATE ADVISORS**

Jonny Maxwell, **INDUSTRY VETERAN**

Derek Murphy, Investor & Former Head of Private Equity, **PSP INVESTMENTS**

Andre Jaeggi, Industry Veteran

RESPONSIBLE INVESTING / IMPACT INVESTING

Is Reputation More Important Than Integrity In Responsible Investing? When Is Something Contributing To A Better World? Moderator: **Marta Jankovic** Senior Sustainability Specialist, Head of ESG Integration Alternatives

APG ASSET MANAGEMENT

Blaise Duault, Head of Compliance and Public Affairs, **PAI PARTNERS**

Graeme Arduis, Head of ESG, **TRITON**

Narina Mnatsakanian, Senior Advisor

Responsible Investment & Governance, **MN**

CHAMPAGNE ROUNDTABLE DISCUSSIONS



18 November, 18.10 – 19.10

An ideal place to meet face-to-face with leading authorities and fellow attendees. Interactive, sociable and fun—brilliant networking over a glass of chilled champagne.

1. Teams & Value Creation; Teams & Diversity
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Guy Semmens, ARGOS SODITIC
3. Fees & Alignment of Interest
Jos van Gisbergen, SYNTRUS ACHMEA
4. Fundraising – **Mounir Guen, MVISION**
5. Title to be confirmed – **KWM**
6. Fundraising – **Kelly Deponte, PROBITAS PARTNERS**
7. Killer Pitchbooks: Presenting Your Fund Right
Matthew Craig-Greene, CRAIG-GREENE & CO
8. Co-Investing – **Neil Harper, MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS**
9. How Can LPs Reduce Their Total Expense Ratio in Private Equity? Why Have Management Fees Not Come Down for the Mega-Funds?
**Nicolas von der Schulenburg
PORTFOLIO ADVISORS**
10. Teams & Value Creation
Jim Strang, HAMILTON LANE
11. Co-Investing – **Cem Meric, LGT PARTNERS**
12. VC – **Cyril Demaria, UBS**
13. Crowd-funding
Mike Wright, IMPERIAL COLLEGE LONDON
14. Private Debt – **Sanjay Mistry, MERCER**
15. Private Equity: Higher Performance At Lower Risk?
Ralf Gleisberg, AKINA PARTNERS
16. Investment Strategies And Considerations For Family Office Investors – **Anna Dayn, DAYN ADVISORS**
17. Co-Investments
Johanna Barr, ADVENT INTERNATIONAL
18. Real Assets – **Martin Day, CALEDON CAPITAL**
19. Investing In Emerging Markets Or Going Back To Basics In The West?
Jesper Knutsson, DANSKE PRIVATE EQUITY
20. Secondaries - **Richard Hope, HAMILTON LANE**

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Dutch VAT at 21% is payable by all delegates unless a Dutch VAT number and address can be provided. The VAT rate is subject to change and may differ from the advertised rate. The amount you are charged will be determined when your invoice is raised. Savings include Multiple Package & Early Booking Discounts. All discounts can only be applied at the time of registration and discounts cannot be combined (apart from Early booking discounts which apply to everyone). All discounts are subject to approval. Please note the conference fee does not include travel or hotel accommodation costs. £200 discount for third and subsequently registered delegate fee for any packages that include the main conference. We are happy to accept a replacement delegate for the whole event, however delegate passes cannot be split or shared between delegates under any circumstances.

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