



Operating Partners Forum: Europe 2019

DRIVING VALUE IN ALTERNATIVE ASSETS

21-22 MAY 2019 | JUMEIRAH CARLTON TOWER, LONDON

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Alternative
Insight

**PRIVATE EQUITY
INTERNATIONAL**

Europe's only meeting place to connect with Operating Partners & C-Level executives to discuss value creation strategies

1

BUILD VALUABLE CONNECTIONS WITH THE BIGGEST NAMES IN VALUE CREATION

Meet with over 300 value creation experts to share your experiences and hear how others have implemented successful growth strategies. The event offers the perfect opportunity to meet other operating partners and expert service providers to help you in your current role. Attendees will have more opportunities to connect than ever before with drinks receptions, breakfasts, lunches, dinners and networking breaks.

2

DEVELOP NEW STRATEGIES TO ACCELERATE GROWTH IN YOUR PORTFOLIO BUSINESSES

Join interactive panel discussions, keynote interviews, networking roundtables, operating partners only think tank and an Oxford style debate which will expose the toughest challenges operating partners face and provides you with solutions of how to deal with them.

3

DISCOVER THE LATEST INDUSTRY TRENDS IMPACTING YOUR ROLE

The broadened agenda for 2019 reflects the increasingly diverse role of operating partners within portfolio companies. Hear from the industry's leading participants as they share their knowledge on developing issues such as; utilising data science, making customer experience a competitive differentiator, utilising strategic nearshore options, driving revenue growth and much more.

WHO YOU WILL MEET



300

ATTENDEES



170

OPERATING PARTNERS



150

ORGANISATIONS



12+

HOURS OF NETWORKING

Previous attendees include:

- › Actis
- › Advent International
- › ANSA Interim Management & Consulting
- › Apax Partners
- › Arcus Infrastructure Partners
- › August Equity
- › Avel Capital Advisory
- › Baird Capital
- › Borealis Infrastructure
- › Bowmark Capital
- › Bridgepoint
- › Capital Generation Partners
- › Capvis Equity Partners
- › Carlyle Group
- › Civen Partners
- › ClearSight Investments
- › Coast2Coast Capital
- › Collective Content
- › CVC Capital Partners
- › CVI Dom Maklerski
- › Development Partners International
- › EBRD
- › ECI Partners
- › EDHEC Infrastructure Institute
- › EmergeVest
- › EQT Partners
- › Ethos Private Equity
- › Falco Enterprises
- › Fontenay Operating Partners
- › Freshstream
- › Generation IM
- › Georgia Capital
- › Glide Buy Out Partners
- › Graphite Capital
- › Hamilton Lane
- › Hayfin Capital Management
- › Hg
- › HGGC
- › iCON Infrastructure
- › ILAB Ventures
- › Infracapital
- › InfraVia Capital Partners
- › Investcorp
- › Jacobs Douwe Egberts
- › LDC
- › Lyceum Capital
- › MAC Asset Management
- › Mayfair Equity Partners
- › Metric Capital Partners
- › Montague Private Equity
- › McKinsey & Company
- › Nordic Capital
- › Nyamezela Group
- › OMERS Private Equity Europe
- › Ontario Teachers' Pension Plan
- › Palatine Private Equity
- › PSP Investments
- › RPG Belgium
- › SVPGlobal
- › Terra Firma Capital
- › Triton Partners
- › Turnaround Management Association
- › Vallis Capital Partners
- › TPG

KEYNOTE SPEAKER



Georgette Kiser
Managing Director and Chief Information Officer | Carlyle Group

Georgette Kiser is the Managing Director and Chief Information Officer at the Carlyle Group where she is responsible for leading the firm's global technology and solution organisation. She develops and drives information technology strategies across the global enterprise, which includes the firm's application

development, data, digital infrastructure, cyber-security, program management and outsourcing activities.

Georgette will share her experiences and provide actionable insight on how to implement digital transformations at your organisation.

SPEAKERS



Hazem Abolrous
Managing Director
Crosslake



Alejandro Alcalde Rasch
Senior Director - Portfolio
Support
APS Advisory



Mark Billige
Managing Partner, UK
Simon Kucher



Conor Boden
Head of Portfolio Board
Development
Advent International



Daniel Broadhurst
Operations Finance
Director
Marlin Equity Partners



Fred Burger

Partner - UK&I Transactions
Advisory Services
EY



Etienne Colas

Senior Managing Director
LBO France



John Declerck

Operating Partner
Cairngorm Capital



Sandeep Dhillon

CEO
Talmix



Declan Feeney

Private Equity Advisor
Efficio



Dean Hill

Executive Director
Eze Castle Integration



Rob Hornby

Managing Director,
New York
Alix Partners



Nick Hulse

Managing Director, Europe
Sales Benchmark Index



Mirco Iwan

Operating Partner
Avedon Capital Partners



Christopher Kindt

Principal - Head of Data
Analytics team
Hg Capital



David Kirby

Value Strategy Team
Livingbridge



Robert Le Bourdais

Senior Director - Human
Capital
PSP Investments



Orla Leonard

Partner, Practice Leader
Senior Team Effectiveness
RHR International



Alice Mann

Human Capital Operating
Partner
Blue Wolf Capital Partners



Richard McIntosh

Managing Partner
Procura Consulting



Gregg Meheriuk
Senior Principal,
Private Capital
OTPP



Adrian Mitri
Value Add Advisor -
Operations
Vitruvian Partners



Melissa Mounce
Principle - Global Portfolio
Operations
Baird Capital



Tony O'Carroll
Managing Director
Strategic Value Partners



Megan Pantelides
Head of Private Equity
Board Intelligence



Andros Payne
Managing Partner
and Founder
Humatica



Gabriele Questa
Director
KKR Capstone



Jamie Riley
Director
The Alexander Group



Andrew Russ
Senior Manager, Business
Development, EMEA
Amazon Web Services



Moti Shahani
Managing Director
Blue Ridge Partners



Rob Southern
Managing Director
Alvarez & Marsal



Lisa Telford
Portfolio Talent Director
Montagu Private Equity



Franck Temam
Portfolio Performance
Group
PAI Partners



Christian Unger
Managing Director,
Co-Head Industry Value
Creation
Partners Group



Susanne Vanner
Director - Operational
Transaction Services
EY

MEET OUR ADVISORY BOARD

Ensuring this year's agenda addresses the biggest issues affecting your role



Jim Corey
Managing Partner
Blue Ridge Partners



Amanda Good
Partner
Hg



Miles Graham
Operating Partner
Metro AG



Andrew Pepper
President
Turnaround Management
Association



Immo Rupf
Partner, Operations
Cinven

“

I am delighted to chair the operating partners forum, the event provides a great opportunity to discuss business strategies with value creation experts in European private equity.

Andrew Pepper
President
Turnaround Management Association

This Forum provides the largest opportunity in Europe for the substantive exchange of ideas and thoughts among operating partners. We are delighted to be knowledge partners of the Forum and see its growth in recent years.

Jim Corey
Managing Partner
Blue Ridge Partners

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AGENDA HIGHLIGHTS

01/ **INVITATION ONLY THINK TANK**

The annual closed-door session is a highlight in the calendar for operating partners. The discussion will once again be led by Miles Graham & Tony O'Carroll, providing a rare opportunity to share first-hand experiences on how to develop your career as an operating partner. Not to be missed.

02/ **HOW DRIVING REVENUE GROWTH IN YEAR ONE STRONGLY CORRELATES TO SUCCESSFUL EXITS**

The session led by Jim Corey, the events knowledge partner, Blue Ridge Partners will consider the views of operating partners and CEOs on the importance of driving revenue growth from day one.

03/ **EVOLUTION OF THE OPERATING PARTNER ROLE**

Keynote discussion on how operating partners are increasingly working together with deal partners throughout the deal process. Hear how the largest firms are structuring their value creation teams and how things have changed in recent years.

04/ **KEYNOTE INTERVIEW GEORGETTE**

Georgette Kiser will share her experiences and provide actionable insights on how to implement digital transformations at your organisation.

05/ **DIGITAL**

The continued increase in importance of all things digital including managing digital bolt-ons to traditional businesses, customer experience in a digital world, utilising data science and much more.

AGENDA HIGHLIGHTS

06/ MEET THE EXPERT SESSION

This session will create the perfect opportunity to grow your contacts in an informal networking environment. The room will be split into roundtables each led by an expert moderator on topics of importance to operating partners.

07/ DEAL MECHANIC CASE STUDIES

Operational excellence stories explained by the participants. Carlyle: Itoconic & SVP, Cory Riverside Partners present their story.

08/ DETERMINING THE RIGHT PRICING STRATEGY WITHIN PORTFOLIO COMPANIES

Ensuring price rises are sustainable. Who owns pricing within a portfolio? Does every company need a pricing tsar? Leveraging the portfolio to develop pricing policy and pricing case studies as told by participants.

09/ FEATURING REPRESENTATIVES FROM KKR, LBO FRANCE & ALVAREZ & MARSAL

This session will highlight how to uncover weaknesses in how you conduct business and restructuring operating models to achieve double digit impact on EBITDA.

10/ AFTERNOON BREAKOUT SESSIONS

With three streams allowing you to create your own agenda. Topics to include board effectiveness, the HR operating partner role, cybersecurity, moving to the cloud, accelerating management teams post-deal and much more.

View the full agenda online:
www.privateequityinternational.com/opecurope

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