

Creating growth through diversity

Private Equity
International

**Women in Private
Equity Forum**

Private Debt
Investor

**Women in Private
Debt Forum**

PERE

**Women in Real
Estate Forum**

Infrastructure
Investor

**Women in
Infrastructure Forum**

Highlights from the 2019 Summit

PEI



The Women in Private Markets Summit

The Summit is the largest diversity event in Europe for private markets, focused on bringing together attendees to expand their network across alternative asset classes, attend sessions devoted to career advancement and gain invaluable industry insights across two days.

This year's event brought 650 attendees together across four asset classes, covering private equity, infrastructure, private debt and real estate.

Across two days, we heard from over 160 speakers who shared their insights and experiences within the industry. The summit plays an important role in showcasing talent and bringing together men and women across private market.



Keynote speaker

Brenda Trenowden CBE

Partner, **PwC**

Global co-chair, **30% Club**

Chairpersons at the Women in Private Markets Summit



Audrey Klein

Head of Investor Relations (Funds)

Kennedy Wilson Europe



Laurie Mahon

Vice-Chair, US & Global Investment Banking

CIBC World Markets



Dalit Nuttall

Principal

West Valley Capital



Ishita Shah

Managing Director

Citco Fund Services (USA) Inc



Sofia Ahuja
Director
EQT



Anamica Broetz
Head of Investor Relations
DWS Private Equity



Sweta Chattopadhyay
Director
bfinance



Gila Cohen
Managing Director, Real Estate and
Private Equity
MUFG



Sophia Damianou
Managing Director, Business
Development (EMEA)
Northleaf Capital Partners



Gillian de Candole
Investment Principal Private Markets
Brunel Pension Partnership



Martha Heitmann
Partner
LGT CP



Nina Kraus
Vice-President
Hamilton Lane



Simona Maellare
Managing Director, Global Head of
Financial Sponsors
UBS Investment Bank



Lindsey McMurray
Managing Partner
Pollen Street Capital



Christopher Priebe
Principal
Cebile Capital



Imogen Richards
Partner and Global Head of
Investment Structuring and Strategy
Pantheon



Vjerana Spajic
Vice President
AlpInvest Partners



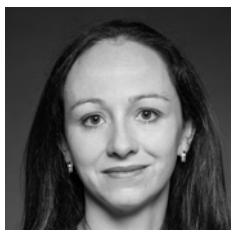
Rebekah Tobias
Head of Business Development
Marcol



Rebecca Zimmerman
Investor Relations - Senior Director
Permira



Margarita Aleksieva
Head of Asset Management
IST Investment Foundation



Céline Billant
Director - Infrastructure Investment
CDPQ



Andrew Blincoe
Head of Structured Finance
NatWest



Olivia Breese
Senior Director - Head of Market
Development
Ørsted



Tara Davies
Member and Head of European
Infrastructure
KKR



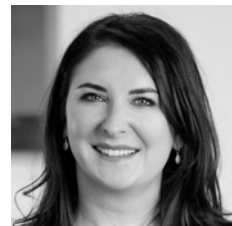
Irina Frolova
Head of Asset Management
PGGM



Manjari Govada
Vice President
Digital Bridge Holdings



Lucy Heintz
Partner - Energy
Actis



Marie Joyce
Chief Financial Officer
NTR



Margarida Leal
Senior Associate - Infrastructure Equity
Aviva Investors



Christine Leung
Associate Director - Infrastructure
Equity
AMP Capital



Rohini Pahwa
Director - Infrastructure and Project
Finance
RBS



Matina Papathanasiou
Deputy Head of Global Infrastructure
QIC



Esther Peiner
Managing Director, Private
Infrastructure Europe
Partners Group



Phoebe Smith,
Investment Director
Whitehelm Capital



Lesley Chen Davison
Chief Investment Officer
Seaforth Land



Amal Del Monaco
Head of Sector Specialists
AXA IM - Real Assets



Anne Gales
Partner
Threadmark



Jessica Hardman
Managing Director - Head of Real Estate Group UK & Ireland
DWS



Stuart Jackson
Chief Executive Officer
InfraRed



Audrey Klein
Head of Fundraising
Kennedy Wilson Europe



Martina Malone
Managing Director, Global Head of Capital Raising
Prologis



Karen Martinus
Global Research Associate
USAA Real Estate



Laia Massague
Principal
StepStone Group



Heather Mulahasani
Managing Director - Real Estate
Goldman Sachs



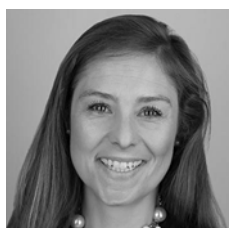
Cynthia Parpa
Director - Real Assets European Research
BlackRock



Bella Peacock
Managing Director, Investment Management & Operations
Greystar Europe



Kari Pitkin
Head of Business Development for Europe
Allianz



Carolyn Porretta
Managing Director
Macquarie



Sylvia Slaughter
Portfolio Manager - Fund Management
Gazeley



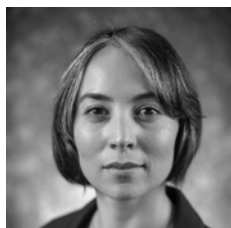
Faten Bizzari
Head of Investment Research
IANUA Market Limited



Jeff Davis
Partner, Co-Head of Credit
Eaton Partners



Lauren Fradgley
Officer of the Debt Products
Department
European Investment Fund



Aurelie Hariton-Fardad
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MetLife Investment Management



Daniela Jönsson
Principal
Ares Management



Mirja Lehmler-Brown
Partner and Managing Director
Hayfin Capital Management



Kristina Matthews
Managing Director
Brightwood Capital Advisors



Oyin Oduya
Head of Impact & Investor Relations
Director
Golding Capital Partners



Adriana Oller
Founder & Partner
Resilience Partners



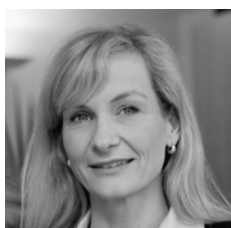
Sandrine Richard
Head of Private Debt - France
Muzinich & Co



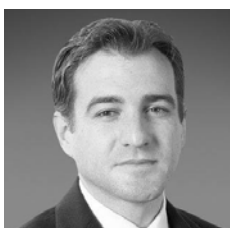
Magdalena Sniegocka
Investment Director
CVI



Carina Spitzkopf
Director - Private Debt & CLO's
Hermes Investment Management



Nicole Waibel
Managing Director
Crescent Credit Europe



Scott Wilkinson
Principal- Alternatives
Mercer



Michelle Winters
Vice President
Northleaf Capital Partners

Testimonials from the 2019 Summit



Excellent networking opportunity. I have been attending since a few years and observing the conference grow in scale and relevance. Looking forward to next year!

Anamica Broetz, Head of Investor Relations, DWS



Genuine proof that diversifying audiences diversifies opinion. Insights to a range of market that were unique, honest, measured. A must-attend for male counterparts and those in senior positions if they genuinely want to create an institutional culture of inclusivity.

Faten Bizzari, Head of Investment Research, IANUA



It has been a long time since I have attended such a vibrant energised event where speakers, panellists and attendees were all so keen to share knowledge, thoughts and ideas. I am sure great things will come from the connections made at this Forum.

Lisa Walker, Head of Market Regulation, IPSX



Great conference, excellent speakers and refreshing focus.

Hannah Logan, Executive Director, JP Morgan



An incredibly inspirational day that would be a real benefit to any woman or man, in the industry to attend. Many thanks!

Julie Dunne, Investment Operations Manager, Church of England



Enjoyable and very informative conference, learnt a lot from some very knowledgeable women (and men!)

Lucinda Hearth, Vice President - Portfolio and Asset Management, DWS



FIVE TAKEAWAYS

from the Women in Private Markets Summit

Over 650 industry professionals gathered in London for the Women in Private Markets Summit. Here are five takeaways.

By Bruno Alves & Kalliope Gourtis

1. Diversity starts at the top, but it doesn't stop there

"Everyone can play a part in creating a more inclusive culture," said Brenda Trenowden, a partner at PwC and global co-chair of the 30% Club, during the keynote speech that kicked off the two-day event. "It doesn't just come from the top."

She added that although creating a sense of belonging in the workplace starts from the top, implementation happens at the team level. In that sense, the conversations she is having with chief executives nowadays are not about why gender diversity should be promoted but how it can be achieved.

"I'm fed up with people wanting evidence of how having more women makes my business better," one of those chief executives said. "Who's ever asking for evidence of how many men will make my business better?"

2. 'Definitely' in a late-cycle market

From KKR's perspective, the market is "definitely" in the late cycle, according to the firm's head of European infrastructure, Tara Davies. An indication of that is when a high-quality asset comes to market but few buyers show any interest.

Esther Peiner, managing director of private infrastructure Europe at Partners Group, agreed.

"You get a lot of investor interest and excitement," she said. "But at the same time, people get scared incredibly easily."

So, should the market be preparing for a correction?

The answer to that question is not easily forthcoming.

Although leverage in the infrastructure sector has increased in the past decade, it has not reached 2007 levels. "That is something we definitely don't see today," said Davies.

3. Get ready for technology risk

You can't have a good conference without a bit of crystal-ball gazing. So, kudos to KKR's Davies who did a good job of tackling an audience question about what infrastructure will look like in 2040.

"The vast majority of the infrastructure market is energy-

related, and that space will look completely different in 25 years," she said. "There will be more technological risk associated with those assets."

"Will that risk ever be an infrastructure risk, or will it be more of a venture-capital risk? That'll change infrastructure [investing]."

4. Regulatory risk

Another topic you can't not address at an infrastructure event is regulatory risk and how it's evolving.

"In my experience, changes to regulation are generally seen by investors as increasing risk - whether they are good or bad changes," said Regina Finn, a director at London-based consultancy Lucerna Partners and former chief executive of UK water regulator Ofwat. So is the risk increasing? "By virtue of the fact that change is happening at all - the answer is yes."

To mitigate that risk, Finn advises investors to engage with regulators at an early stage - when frameworks or policies are being designed or existing frameworks are being revised.

The stage when individual decisions affecting specific firms are being made is too late: "Complaining at this stage is wasted effort."

5. ESG: Asking the right questions

"There are very few investors who don't ask about ESG but, over time, more and more investors will ask the right questions." That comment from Sandra Lowe, investor relations director at InfraRed Capital Partners, elegantly sums up the state of play when it comes to environmental, social and governance issues - which is to say, they are high on everyone's agenda, with LPs ranking managers on their ESG prowess. But challenges remain on everything from benchmarking to data collection.

Unfortunately, that also means, as Catherine Lloyd, principal at management consultancy Mercer, put it, that there is "still a lot of box ticking and self-certification" going on.

With 78 percent of our audience saying ESG is now core to their investment decisions, expect these issues to be ironed out sooner rather than later.

Information source: infrastructureinvestor.com/five-takeaways-women-infrastructure-event

Learn more at: privateequityinternational.com/womenforum

Companies in attendance included

- 3i Group
- Aberdeen Standard Investments
- ADB
- Allianz Real Estate
- Alpinvest Partners
- AMP Capital
- Ardian
- AXA Investment Managers
- bfinance
- Bridges Fund Management
- British Airways Pension
- Brunel Pension Partnership
- Capstone
- CBRE
- CDPQ
- Cebile Capital
- CIBC Capital Markets
- Citco Fund Services
- CPPIB
- Credit Agricole
- Crestbridge
- Denham Capital
- Dentons
- DWS
- EBRD
- EIB
- EIF
- EQT
- First State Investments
- GIC
- Goldman Sachs
- Greystar
- Hamilton Lane
- HarbourVest Partners
- Harrison Street
- IFM Investors
- InfraRed Capital Partners
- Irish Strategic Investment Fund
- IST Investment Foundation
- JP Morgan Asset Management
- KKR
- LaSalle Investment Management
- LDC
- Link Group
- Local Pensions Partnership
- Marcol
- Marwitz Family Office
- Mercer
- National Australian Bank
- National Grid Pension Scheme
- NatWest
- Northleaf Capital Partners
- Nova Infrastructure
- Ofcom
- One Search
- Pantheon
- Partners Group
- Permira Debt Managers
- PGGM
- Pollen Street Capital
- PSP Investments
- QIC
- Riverhouse Partners
- Rothschild & Co
- Schulte Roth & Zabel
- Simpson Thacher
- The Andrew W. Mellon Foundation
- The Church Of England
- USS Investment Management
- Wellcome Trust
- Wimmer Family Office

Download a sample list of attending companies from the 2019 Summit

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For more information on the available sponsorship opportunities in 2020 contact:

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