Creating growth through diversity

Women in Private Equity Forum
Women in Private Debt Forum
Women in Real Estate Forum
Women in Infrastructure Forum

Highlights from the 2019 Summit
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.
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

Keynote speaker

Brenda Trenowden CBE
Partner, PwC
Global co-chair, 30% Club
Women in Private Markets

Private Equity

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

Learn more at: privateequityinternational.com/womenforum
## Women in Private Markets

### Real Estate

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<tr>
<th>Name</th>
<th>Position</th>
<th>Company</th>
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<tr>
<td>Lesley Chen Davison</td>
<td>Chief Investment Officer</td>
<td>Seaforth Land</td>
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<tr>
<td>Jessica Hardman</td>
<td>Managing Director - Head of Real Estate Group UK &amp; Ireland</td>
<td>DWS</td>
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<tr>
<td>Martina Malone</td>
<td>Managing Director, Global Head of Capital Raising</td>
<td>Prologis</td>
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<tr>
<td>Heather Mulahasani</td>
<td>Managing Director - Real Estate</td>
<td>Goldman Sachs</td>
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<tr>
<td>Kari Pitkin</td>
<td>Head of Business Development for Europe</td>
<td>Allianz</td>
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<tr>
<td>Amal Del Monaco</td>
<td>Head of Sector Specialists</td>
<td>AXA IM - Real Assets</td>
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<tr>
<td>Stuart Jackson</td>
<td>Chief Executive Officer</td>
<td>InfraRed</td>
</tr>
<tr>
<td>Karen Martinus</td>
<td>Global Research Associate</td>
<td>USAA Real Estate</td>
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<tr>
<td>Cynthia Parpa</td>
<td>Director - Real Assets European Research</td>
<td>BlackRock</td>
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<tr>
<td>Carolyn Porretta</td>
<td>Managing Director</td>
<td>Macquarie</td>
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<tr>
<td>Anne Gales</td>
<td>Partner</td>
<td>Threadmark</td>
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<tr>
<td>Audrey Klein</td>
<td>Head of Fundraising</td>
<td>Kennedy Wilson Europe</td>
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<td>Laia Massague</td>
<td>Principal</td>
<td>StepStone Group</td>
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<tr>
<td>Bella Peacock</td>
<td>Managing Director, Investment Management &amp; Operations</td>
<td>Greystar Europe</td>
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<tr>
<td>Sylvia Slaughter</td>
<td>Portfolio Manager - Fund Management</td>
<td>Gazeley</td>
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</table>
Women in Private Markets

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
Director
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

Learn more at: privatedebtinvestor.com/womenforum
Testimonials from the 2019 Summit

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

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

Faten Bizzari, Head of Investment Research, IANUA

“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.”

Lisa Walker, Head of Market Regulation, IPSX

“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.”

Hannah Logan, Executive Director, JP Morgan

“Great conference, excellent speakers and refreshing focus.”

Julie Dunne, Investment Operations Manager, Church of England

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

Anamica Broetz, Head of Investor Relations, DWS

“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!”

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

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

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.
Companies in attendance included

- 3i Group
- Aberdeen Standard Investments
- ADB
- Allianz Real Estate
- Alpinvest Partners
- AMP Capital
- Ardan
- 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
Thank you to our sponsors

For more information on the available sponsorship opportunities in 2020 contact:
Christopher Wagland | Business Development EMEA
T: +44 (0) 207 566 5475
E: chris.w@peimedia.com