CFOs & COOs Forum
New York 2020
January 22-23 | Grand Hyatt New York

Redefining the private equity
CFO & COO role
As the CFOs & COOs Forum approaches its seventeenth year, the preeminent Forum for finance and operations executives continues to advance the dialogue within the private equity community.

Featuring a breadth of relevant topics and insight from an authoritative speaker faculty, CFOs and COOs are poised to receive key information that will impact processes and practices within the firm.

“Well attended. Solid content. Good networking opportunity.”

– Jay Corrigan
Managing Director & Chief Financial Officer, Global Private Equity Bain Capital

Share best practices with over 600 senior finance and operations executives from leading firms in private equity

Past attendees include:

» ACON Investments
» Adams Street Partners
» Advent International
» Ares Management
» Audax Group
» Bain Capital
» Berkshire Partners
» Berghard Capital Partners
» BlackRock
» Blackstone
» Brookfield Asset Management
» The Carlyle Group
» Centerbridge Partners
» Charlesbank Capital Partners
» Clayton, Dubilier & Rice
» Clearlake Capital Group
» Cornell Capital
» Crestview Partners
» EnCap Investments
» Francisco Partners
» General Atlantic
» Genstar Capital
» GI Partners
» Goldman Sachs Merchant Banking Division
» Great Hill Partners
» GTCR
» Hamilton Lane
» HarbourVest Partners
» HGGC
» IFC Asset Management
» Insight Partners
» JP Morgan Asset Management
» KKR
» L Catterton
» Leonard Green & Partners
» Linden Capital Partners
» Littlejohn & Co
» LLR Partners
» Marlin Equity Partners
» Morgan Stanley Investment Management
» New Mountain Capital
» NGP Energy Capital Management
» Norwest Venture Partners
» Onex
» Patria Investments
» Pine Brook
» Quantum Energy Partners
» Ridgemont Equity Partners
» The Riverside Company
» Roark Capital Group
» Summit Partners
» Sycamore Partners
» Thoma Bravo
» Thomas H. Lee Partners
» TowerBrook Capital Partners
» TPG
» TSG Consumer Partners
» Veritas Capital
» Vista Equity Partners
» Welsh, Carson, Anderson & Stowe
» and many more
Keynote speakers

Brien P. Smith  
Managing Director  
Neuberger Berman  
Chief Operating Officer  
Neuberger Berman Private Equity Division

Carl D. Thoma  
Founder and Managing Partner  
Thoma Bravo

Speakers include

Les Brown  
Partner  
HGGC

Kate de Mul  
Director, Private Markets Operations  
KKR

Shant Mardirossian  
Partner, Chief Operating Officer  
Kohlberg & Company

Thomas Mayrhofer  
CFO and COO  
EJF Capital, LLC

Stephanie Paine  
Chief Financial Officer  
Pritzker Private Capital

Abrielle Rosenthal  
Managing Director, Chief Compliance Officer and Chief Human Resources Officer  
TowerBrook Capital Partners LP

Sarah G. Roth  
COO and CFO  
Argosy Capital

Kevin Slaton  
Chief Financial Officer and Chief Compliance Officer  
Insight Equity

>>> For the full speaker list, visit: www.privateequityinternational.com/cfo-coo
## DAY 1 | Wednesday, January 22, 2020

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:45</td>
<td>Registration &amp; welcome remarks</td>
</tr>
<tr>
<td>8:45</td>
<td>Keynote interview</td>
</tr>
<tr>
<td>9:30</td>
<td>Plenary session</td>
</tr>
<tr>
<td>10:30</td>
<td>Morning networking break</td>
</tr>
<tr>
<td>11:00</td>
<td><strong>Think tanks</strong></td>
</tr>
<tr>
<td></td>
<td>Taking a deep dive on fundraising strategies (GPs only)</td>
</tr>
<tr>
<td></td>
<td>Cash management strategies and the use of LOCs (GPs only)</td>
</tr>
<tr>
<td></td>
<td>Attracting and retaining finance professionals (GPs only)</td>
</tr>
<tr>
<td></td>
<td>CFO contribution to the strategic growth of the PE firm (GPs only)</td>
</tr>
<tr>
<td></td>
<td>GP perspectives: ensuring third-party due diligence (Service providers only)</td>
</tr>
<tr>
<td>12:00</td>
<td>Networking luncheon</td>
</tr>
<tr>
<td>1:30</td>
<td><strong>Breakout session I</strong></td>
</tr>
<tr>
<td></td>
<td>Staying ahead of investor reporting</td>
</tr>
<tr>
<td></td>
<td>Revamping ESG policies</td>
</tr>
<tr>
<td></td>
<td>PEI 300: views from the top</td>
</tr>
<tr>
<td></td>
<td>COO role in building an investment process</td>
</tr>
<tr>
<td></td>
<td>Technology spotlight</td>
</tr>
<tr>
<td>2:25</td>
<td><strong>Breakout session II</strong></td>
</tr>
<tr>
<td></td>
<td>Exploring opportunities in a maturing secondary market</td>
</tr>
<tr>
<td></td>
<td>Embarking on diversity and inclusion across the spectrum</td>
</tr>
<tr>
<td></td>
<td>Examining the macro tax environment</td>
</tr>
<tr>
<td></td>
<td>COO toolkit for operational efficiency</td>
</tr>
<tr>
<td></td>
<td>Technology spotlight</td>
</tr>
<tr>
<td>3:15</td>
<td>Afternoon networking break</td>
</tr>
<tr>
<td>3:45</td>
<td>**Plenary session</td>
</tr>
<tr>
<td>4:35</td>
<td>Keynote interview</td>
</tr>
<tr>
<td>5:20</td>
<td>Cocktail reception and end of day one</td>
</tr>
</tbody>
</table>
**Closed-door think tanks**

Our highly regarded think tanks are for private equity CFOs and COOs to meet off the record with their peers to discuss the most pressing challenges that are having an impact on their role and responsibilities. These solution-driven sessions promote open dialogue, best practices and strategies for managing the firm, with an option of selecting the think tank that meets their specific needs.

**COO track**

Managing vast and diverse responsibilities, COOs will have the opportunity to attend specialized COO breakouts focusing on the specific challenges and trends impacting their role, including:

**COO role in building an investment process**
- Key considerations for launching a fund
- Creating an investment pipeline
- Required systems and controls
- Working with the investment team on compensation, direction of the firm and culture

**COO toolkit for operational efficiency**
- Providing investors with custom reporting
- Strategies to meet goals faster and affordably
- Ensuring your infrastructure and technology is set up for efficiency
- Is outsourcing the answer?

**Views from the top**

The PEI 300 are ranked annually to designate the largest private equity firms in the industry. With unique strategies and LP demands, the Forum answers the call for this exclusive group of firms to share collective insight with other PEI 300 members.

- Fundraising challenges, opportunities and future direction of the industry
- Demands from LPs: the latest requests that are becoming common practice
- Providing multiple strategies for diverse investment options

**The 2020 rundown**

An interactive live-polling session, panelists will weigh in on hot topics in private equity as the audience shapes the discussion via their responses.

- Technology innovation and data analytics
- Operational due diligence and best practices to meet investor demands
- Implementing cybersecurity measures to protect investor information
- ILPA guidelines and reporting

**Technology spotlights**

Discover new automated solutions firms are implementing to address challenges with accounting, transparency, reporting and more.
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:45</td>
<td><strong>Think tanks</strong> <em>(invite only)</em></td>
</tr>
<tr>
<td></td>
<td>CFOs and COOs think tank</td>
</tr>
<tr>
<td></td>
<td>CCOs think tank</td>
</tr>
<tr>
<td></td>
<td>Senior Finance Executive think tank</td>
</tr>
<tr>
<td>9:10</td>
<td>Registration &amp; welcome remarks</td>
</tr>
<tr>
<td>9:15</td>
<td>Keynote interview</td>
</tr>
<tr>
<td>10:00</td>
<td><strong>Plenary session</strong></td>
</tr>
<tr>
<td>11:00</td>
<td>Morning networking break</td>
</tr>
<tr>
<td>11:30</td>
<td><strong>Breakouts</strong></td>
</tr>
<tr>
<td></td>
<td>Reexamining data management strategy and implementation</td>
</tr>
<tr>
<td></td>
<td>Global PE: operating issues and management implications</td>
</tr>
<tr>
<td></td>
<td>The future firm: founder carry, retirement and succession planning</td>
</tr>
<tr>
<td></td>
<td>Adopting a compliance culture across the firm</td>
</tr>
<tr>
<td></td>
<td><strong>Roundups</strong></td>
</tr>
<tr>
<td></td>
<td>PEI 100 roundup</td>
</tr>
<tr>
<td></td>
<td>Controller roundup</td>
</tr>
<tr>
<td>12:20</td>
<td><strong>Working groups</strong></td>
</tr>
<tr>
<td></td>
<td>Technology integration of the front, middle and back office</td>
</tr>
<tr>
<td></td>
<td>Valuation strategy and guidelines</td>
</tr>
<tr>
<td></td>
<td>Waterfall calculations and carried interest allocations</td>
</tr>
<tr>
<td>1:10</td>
<td>Networking luncheon</td>
</tr>
<tr>
<td>2:10</td>
<td><strong>Plenary session</strong></td>
</tr>
<tr>
<td>3:00</td>
<td><strong>Plenary session</strong></td>
</tr>
<tr>
<td>3:30</td>
<td><strong>Keynote fireside chat</strong></td>
</tr>
</tbody>
</table>
Day 2 highlights

LP perspectives
Hear directly from a panel of private equity LPs as they share their thoughts on how GPs should be driving value for investors.

- What LPs look for when evaluating fund managers
- How LPs are investing capital
- What type of performance are LPs seeking?
- What LPs do with all the data received from GPs
- Practices LPs use to harness data and analytics
- LP viewpoint on lines of credit and the impact on IRRs

Roundups
This year’s Forum provides two new focused sessions to expand peer-to-peer engagement at the event. Panelists will dissect the critical elements followed by roundtable discussions with attendees to uncover optimal solutions and best practices.

The PEI 100 Roundup, designed for PEI 100 CFOs and COOs, will engage leading finance and operations executives in an interactive dialogue on the issues specifically affecting the largest PE firms.

The Controller Roundup, designed for PE Controllers, will advance strategic discussion and provide insightful financial tools beneficial for the next generation of CFOs.

Custom breakouts
The annual Forum features a multitude of breakout sessions for attendees to craft a personalized event agenda. Breakout sessions boast informed panelists delving into critical discussions relevant to today’s finance and operations executives.

Instructor-led working groups
Working groups are instructor led sessions designed to provide in-depth coverage and best practices for improving operations and procedures within private equity firms. These sessions are instructional, yet interactive, to provide attendees with implementable tools and solutions to address the challenges they are currently facing.

What’s next?
Look to the future of private equity and how the CFO and COO functions are moving the firm forward, including:

- Changing role of the CFO/COO function
- Effectively managing dual-hatted roles
- Methods CFOs have employed to scale the enterprise
- What are the systems you have in place to grow operations?
- How does a firm with a successful fundraising trajectory keep up with growth for new funds?

>>> For the detailed agenda, visit: www.privateequityinternational.com/cfo-coo
“Very robust agenda spanning tax, accounting, compliance, LP relations and great networking with industry peers.”

– Ed Balogh
Chief Operating Officer
Ridgemont Equity Partners

Earn up to 15 CPE credits
Work towards your Continuing Professional Education requirements at the annual meeting place for CFOs and COOs.

Discounts available until December 6
Book your place for the forum before registration rates increase to full price.

Learn more online:
privateequityinternational.com/cfo-coo