

**Private Equity
International**

CFOs & COOs Forum

New York 2020

January 22-23 | Grand Hyatt New York

**Redefining the private equity
CFO & COO role**

PEI

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
- » Bernhard 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

7:45 Registration & welcome remarks

8:45 Keynote interview

9:30 Plenary session | 7th annual global CFO and COO benchmarking survey results

10:30 Morning networking break

11:00 Think tanks

Taking a deep dive on fundraising strategies (GPs only)	Cash management strategies and the use of LOCs (GPs only)	Attracting and retaining finance professionals (GPs only)	CFO contribution to the strategic growth of the PE firm (GPs only)	GP perspectives: ensuring third-party due diligence (Service providers only)
--	--	--	---	---

12:00 Networking luncheon

1:30 Breakout session I

Staying ahead of investor reporting	Revamping ESG policies	PEI 300: views from the top	COO role in building an investment process	Technology spotlight
-------------------------------------	------------------------	-----------------------------	--	----------------------

2:25 Breakout session II

Exploring opportunities in a maturing secondary market	Embarking on diversity and inclusion across the spectrum	Examining the macro tax environment	COO toolkit for operational efficiency	Technology spotlight
--	--	-------------------------------------	--	----------------------

3:15 Afternoon networking break

3:45 Plenary session | The 2020 rundown: an interactive analysis of hot topics in private equity

4:35 Keynote interview

5:20 Cocktail reception and end of day one

Day 1 highlights

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.

DAY 2 | Thursday, January 23, 2020

7:45 Think tanks *(invite only)*

CFOs and COOs think tank

CCOs think tank

Senior Finance Executive think tank

9:10 Registration & welcome remarks

9:15 Keynote interview

10:00 Plenary session | LP perspectives: driving value for investors

11:00 Morning networking break

11:30 Breakouts

Reexamining data management strategy and implementation

Global PE: operating issues and management implications

The future firm: founder carry, retirement and succession planning

Adopting a compliance culture across the firm

11:30 Roundups

PEI 100 roundup

Controller roundup

12:20 Working groups

Technology integration of the front, middle and back office

Valuation strategy and guidelines

Waterfall calculations and carried interest allocations

1:10 Networking luncheon

2:10 Plenary session | How the CFO and COO functions are moving the firm forward

3:00 Plenary session | Election year impact on PE

3:30 Keynote fireside chat

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

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.

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.

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

PEI Media

130 West 42nd Street
Suite 450
New York, NY 10036