

PARTNER CONNECT EAST 2020



Agenda

October, 21-23 | Hyatt Regency Boston, MA

Opening night

- 5:00pm Pre-event Workshop: Capturing investor relations alpha
Location: Adrienne Salon on the 4th Floor (Hyatt Regency)
- 7:00pm Ice breaker reception sponsored by **AlixPartners**

Day 1

- 7:30am Registration & networking breakfast
- 8:25am PEI welcome remarks
Seth Kerker, Director Events - Americas, PEI
- 8:30am Featured presentation | **AlixPartners**
- 5th Annual PE leadership Survey Results
Ted Billies, Managing Director and Chief Talent Officer, AlixPartners
- 8:50am Chief Investment Officer roundtable
Brendan MacMillan, Chief Investment Officer, (qp) global family offices
Kashif Siddiqui, Chief Investment Officer,
Risk Management Foundation of Harvard Medical Institutions/CRICO
Jae Yoon, Chief Investment Officer, New York Life Investment Management
Moderator: Jim Snyder, Partner, Hammond, Kennedy, Whitney & Company
- 9:30am Morning keynote
- 10:15am Networking break
Morning sessions
- 10:45am LPs discuss Their Private Equity allocations in an unprecedented market
Nirav Desai, Director of Investments, Boston Children's Hospital
Kaitie Gannett, Director - Private Debt & Equity, Northwestern Mutual Capital
Udayan Mitra, Head of Investments, Altera Investments
- 11:15am Operating Partners Tell-All: How GPs are building and maintaining value in their portfolio companies
David W. Averett, Managing Director, Peak Performance Group
Michael J. Magliochetti, Operating Partner, Riverside Partners
Marco Mendes, Head of Portfolio Support Group, North America, Advent International



2019 Keynote speaker Deval Patrick



Register today!

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- 11:45am The 2021 Exit Market: What are the options for GPs?
Keirsten Lawton, Managing Director, Co-Head of US Private Equity Research, Cambridge Associates
Stephen Master, Principal, GTCR
Matthew Witheiler, Managing Director - Private Equity, Wellington Management
Moderator: Chris Lawrence, Managing Partner, Founder, Labyrinth Capital Partners
- 12:15pm RCP Advisors Research Presentation: Middle Market PE post covid-19
Ross Koenig, Principal, Head of Research, RCP Advisors
- 12:45pm [Luncheon](#)

[Fundraising breakout sessions](#)
- 2:00pm Instructional: Building an LP base from start to funded
Maurice Gordon, Managing Director-Head of Private Equity, Guardian Life Insurance Company
Diane Mulcahy, Advisor, Senior Fellow, Director of Private Equity, Kauffman Foundation
Tarek Saghir, Principal, Grove Street
- 2:30pm How newer and smaller Managers can access capital amid the coronavirus
- 3:00pm The institutionalization of the independent sponsor market
Scott Johnson, Founder and CEO, SJ Partners
Scott Reed, Co-Head of U.S. Private Equity, Aberdeen Standard Investments
Douglas Song, Co-Founder & Managing Director, Prodos Capital
Moderator: David Acharya, Partner, AGI Partners
- 3:30pm Family Offices as fund investing LPs
Mehmet Budak, Founder and Chief Investment Officer, Bessley Capital
Shuvam Bhaumik, Managing Partner, SB Investment Partners
Mitra Sen, Senior Director, Sen Family Office

[Deal sourcing breakout sessions](#)
- 2:00pm The (R)Evolution of deal sourcing
Chris Cathcart, Managing Partner, The Halifax Group
Sujit John, Senior Vice President, Partners Group
William Gonzalez, Senior Vice President, Business Development, Audax Private Equity
- 2:30pm Opportunities in health care
Stephen Cella, Principal, Sun Capital
Sean McDonell, Director - Alternative Investments, Barings
Moderator: Whit Matthews, Senior Investment Director - Private Equity, Aberdeen Standard Investments



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- 3:00pm Co-Investment access
in a post covid-19 private market
- 3:30pm Competitive capital structures
to win the deal
Pietro Cinquegrana, Managing Director,
CDIB Capital
David Clark, Managing Director, Head of
Financial Sponsors, Raymond James
Salil Patel, Managing Partner, Virtuosity,
Investment Director, Five Birds (SFO)
Moderator: Michael Oates, Partner,
Withum
- 4:00pm Afternoon networking break
- 4:30pm Fireside chat
- 5:15pm Cocktail reception
- 7:00pm LP dinner (*invitation only*)

Day 2

- 7:30am Networking breakfast
- 8:30am **LP Think Tank**
GP Think Tank
- 9:35am Opening remarks
Daniel Weinstein, Program Director,
Buyouts Insider
- 9:40am Fireside chat
- 10:10am Networking break



2019 Venture Capital Panel

Main tracks

- 10:30am Investor Outlook: Mega Institutional Investors
William Chu, Executive Director - Private Equity,
Zurich Alternative Asset Management
Matt Curtolo, Director, Private Equity, MetLife
Investments
Eric Simas, Principal, HarbourVest
- 11:00am Emerging Managers: The Economics of
Seeding and Anchoring New GPs
Ryan Bailey, Managing Partner, Pacenote Capital
Ami Samuels, Partner, Gatewood Capital
Jared S. Weiner, Partner, Archean Capital
Partners
Moderator: Steve Yardumian, Partner, Withum
- 12:00pm LP Corner: How are GP's valuing their
portfolio companies?
Jared Barlow, Managing Partner, Kline Hill
Partners
Chase Paxton, Director of Finance & Valuation,
NGP
Moderator: Tom Angell, Partner, Withum
- 12:05pm Closing remarks
Daniel Weinstein, Program Director,
Buyouts Insider



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