



March, 16 - 18, 2020 | Hyatt Regency Boston, MA

Monday, March, 16 Opening night

- 4:00 Pre-event Workshop:
Capturing investor relations alpha
- 6:00 Ice breaker reception

Tuesday, March, 17

- 7:30 Registration & networking breakfast
- 8:30 PEI Welcome Remarks
- 8:35 Featured Presentation | AlixPartners - 5th Annual PE leadership Survey Results
- 8:55 **Keynote Panel: CIO Roundtable**
 - Four Chief Investment Officers giving their high-level take on the private markets
 - Where they see the greatest opportunities
 - How they enact their vision within their organization as CIO
 - Features CIOs from different type of firms
- 9:30 **A Conversation with Donna Brazile**
 - How politics will affect private equity in the coming years
 - The laws and regulations each democratic candidate might enact regarding PE
 - Will any or part of Elizabeth Warren's bill be enforced?
 - What the future holds for PE legislatively
- 10:15 **Networking break**
- 10:45 Featured Content Panel 1 | Does PE have a bad rep on Main Street? If so, how can it be fixed?
 - Private equity's public reputation
 - Is public perception justified?
 - Actions the industry can take to improve reputation



Deval Patrick 2019 Opening Keynote speaker

- 10:45 Focus Panel 1 | The Rise of Growth Investing in SaaS + Cloud Computing
 - Are we in late or early innings? What does penetration / adoption of Cloud Computing look like today?
 - Why is this sector particularly attractive to growth investors?
 - What are next generation SaaS companies going to look like?
 - Slack was the first SaaS company that went public through direct listing. Do we think that's a sign of what's to come, or a one-off example?



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| <p>11:15am Featured Content Panel 2 Family Offices as Fund Investing LPs</p> <ul style="list-style-type: none">• PE and VC fund strategies they are favoring• Specific sectors they are focusing on• Their process when doing GP due diligence• Their most successful fund investments• How to best work with and approach a Family Office | <p>11:15am Focus Panel 2 Opportunities in Health Care Services</p> <ul style="list-style-type: none">• Where the high-level deals are in health care services• Will this sector remain hot?• What investors are most interested in this sector? |
| <p>11:45am Featured Content Panel 3 Instructional - Building an LP Base From Start to Funded</p> <ul style="list-style-type: none">• How to intelligently raise a PE or VC fund• Do's and don'ts for raising capital, including LP "faux pas"• Concrete steps to access institutional capital | <p>11:45am Focus Panel 3 Operating Partners Tell-All: How GPs are Actually Delivering Value in Their Portfolio Companies</p> <p>Value creation at the portfolio company level in the areas of:</p> <ul style="list-style-type: none">• Digitalization, innovation & technology• Human capital• Finance |
| <p>12:15pm Featured Content Panel 4 How are LPs preparing for bumpier times?</p> <ul style="list-style-type: none">• How LPs are thinking about their PE and VC allocations as we approach an historically long bull market• The sectors and strategies LPs are shifting in and out of• LPs view on operational and market risk | <p>12:15pm Focus Panel 4 Creative Capital Structures</p> <ul style="list-style-type: none">• Inventive ways of structuring PE deals• How certain deal structures may fare better than others in a downturn• How to ensure the capital structure benefits all stakeholders |
| <p>12:45pm Lunch</p> | |
| <p>2:00pm Featured Content Panel 5 Finding the Sweet Spot - LPs Dish Out Their Thinking When Investing in VC Funds of Various Sizes</p> <ul style="list-style-type: none">• LP views on how they think about each type of VC fund• Tips for VC funds of various stages to raise capital• What the future holds for seed, early, and growth stage VC funds | <p>2:00pm Focus Panel 5 RCP Advisors Research Launch - A Quantitative Look at ESG Performance in PE: Beyond the Qualitative Benefits</p> <ul style="list-style-type: none">• Research into the quantitative benefits of an ESG policy in a private markets portfolio• Exploration of how ESG was defined by different PE firms• How PE firms enacted their ESG policy |
| <p>2:30pm Featured Content Panel 6 The (R)Evolution of Deal Sourcing</p> <ul style="list-style-type: none">• How seasoned PE firms approach deal sourcing• How, by making deal flow king, PE firms get more deals on their desk and higher returns• Strategies for smaller firms to increase deal flow | <p>2:30pm Focus Panel 6 LP Corner - How are GP's Valuing Their Portfolio Companies?</p> <ul style="list-style-type: none">• How GPs are valuing and reporting their valuations to LPs• How this process should go and how it can be abused• Knowledge for LPs to increase their knowledge of this opaque yet important process |



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3:00 PM Featured Content Panel 7 | The 2020 Exit Market - What Are the Options for GPs?
Exploration of the trends in the exit market for PE and VC firms including:

- Secondaries
- IPOs
- Strategic buyers
- Acquisition by another private fund or venture investor

3:00pm Focus Panel 7 | Emerging Managers: The Economics of Seeding and Anchoring New GPs

- How seeding and anchoring deals are structured
- Benefits for the GP and seeding platform
- What GPs are a good fit and which ones aren't

3:30pm **Afternoon Networking Break**

4:00pm VC Fireside Chat

4:30pm Closing Keynote: Fireside chat with Orlando Bravo
A candid conversation with Orlando Bravo and a CEO of a company Thoma Bravo has acquired discussing:

- How did Thoma Bravo find the company?
- How long was the process from handshake to acquisition?
- What made Thoma Bravo convinced that this company was a good fit?
- How does the relationship work day-to-day?
- What benefits have been realized by the portfolio company since the acquisition?:

5:00pm Cocktail Reception





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Wednesday, March 18

8:00am **Networking Breakfast**

9:00am

LP Think Tank

- How to structure your portfolio in bumpy times
- GPs behaving badly
- Co-investment
- How to best manage a team
- GP stakes and GP led secondaries
- Using data in your manager research
- Most effective ways to conduct due diligence
- Combating fees

PE Think Tank

- High valuations
- Managing LP relationships
- Co-investments
- How to best manage a team
- The economy and how to plan for a downturn
- Fee weary LPs
- Deal sharing amongst your peers

VC Think Thank

- Managing LP relationships
- Dealing with companies staying private longer
- The economy and how to plan for a downturn
- Fee weary LPs
- Deal sharing amongst your peers

10:05am

Opening Remarks

10:10am

Morning Keynote

10:40am

Networking Break

11:00am Featured Content Panel 8 | Investor Outlook: Mega Institutional Investors

- How mega LPs are viewing the private equity and venture capital space
- How their portfolios are allocated and why
- How their investment and due diligence process works and how it differs from smaller LPs

11:30am Featured Content Panel 9 | The Institutionalization of the Independent Sponsor Market

- Exploration of the growth of independent sponsors in the wider landscape
- How independent sponsors are becoming and increasing part of institutional LPs portfolios and the reason for this change
- Tips for independent sponsors to access institutional capital

12:00pm Featured Content Panel 10 | Governance at the Seed Stage - Should Seed Investors Establish Formal Boards? What's Best for LPs, GPs and Founders?

- Tips from seed-stage experts on governance
- Where a formal board makes sense and where it doesn't
- How to align governance with the interests of LPs, GPs and Founders

12:30pm Closing Remarks,

12:35pm Conference concludes