



PARTNER CONNECT WEST 2020

September, 22 - 23 | The Park Central San Francisco Hotel

2020 Agenda

Day One (Half Day) - September 22nd, 2020

1:50pm **PEI Welcome remarks**

1:53pm **Advisory board chair remarks**

2:00pm **Plenary session - LP perspectives:** Lessons learned and sentiment looking forward
Institutional investors have never been through a time quite like this. A group of allocators will kick-off the conference to discuss:

- Sentiment towards the VC and Growth space
- What strategies they will be favoring and which they feel are too risky
- Does a flee to safety mean abandoning smaller managers?
- Lessons learned and advice for LPs

Panelist:

Jefferson Weston, Senior Investment Analyst, Arizona PSPRS

2:30pm **Where will the next big winners be found in early-stage VC?**

Many of the largest companies in the world come out crises. While everyone will be looking at the more "obvious" sectors for rapid growth (healthcare, connectivity, etc.), the next winners will come from many unexpected places.

A group of LPs and GPs will discuss:

- What sectors are poised for the most growth
- Will the companies producing products and servicing that got us through Covid be overvalued?
- Where will be the source of innovation come from
- Potential unicorns that may come from an unexpected place

3:00pm **Networking break**

3:30pm **Venture Secondaries: Advice for LPs and GPs**

The secondaries market helps to keep the private markets running smooth. Never before has the need for complex solutions been need than now. This panel will bring together a diverse mix of firms including a secondaries GP, a VC and an LP to discuss:

- How a secondaries firm can provide support
- When an LP should consider a secondaries sale
- When a GP should consider a secondaries sale

Panelist:

Joseph Marks, Managing Director, Global Head of Secondaries, Capital Dynamics

4:00pm **Defining growth equity after Covid-19**

Minority investment? Tech investment? Investment in a growing company? The space between Venture and Private Equity is most certainly gray. As we come through perhaps the largest economic event in US history, the classic definition for Growth Equity becomes even grayer. This conversation will be a theoretical discussion on how to define Growth Equity post Covid-19 and will provide interesting insight for GPs and LPs alike.

4:30pm **Fireside chat with CPP Investments' Head of Venture Capital Funds, Monica Adractas**

Keynote Speaker:

Monica Adractas, Head of Venture Capital Funds, CPP Investments

Moderator:

Alastair Goldfisher, Editor, Venture Capital Journal

5:15pm **Closing remarks**

5:20pm **Networking cocktail reception**

7:00pm **LP dinner (Invite only)**



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Day Two (Full Day) - September 23rd, 2020

7:30am **Registration and networking breakfast**

8:30am **LP think thank**

- How to structure your portfolio in turbulent times
- GPs requests for portco management
- Co-investment
- Exploring secondaries
- Most effective ways to conduct due diligence
- Managing Liquidity

GP think thank

- Making sense of valuations
- Liquidity management
- Managing LP relationships
- Co-investments
- How to best manage a team
- Exploring secondaries
- Deal sharing amongst your peers

9:40am **PEI opening remarks**

9:45am **Cambridge Associates Keynote
Presentation: Where from here?**

Keynote Speaker:
Andrea Auerbach, Global Head of Private Investments, Cambridge Associates

10:15am **Morning keynote**

10:45am **Morning networking break**

11:15am **How newer and smaller managers can access capital amid the coronavirus**

There is widespread concern for newer and smaller managers, with larger buy-side firms expected to soak up a larger percentage of capital than ever before. A mix of allocators and managers will discuss concrete strategies for emerging managers to access capital in a fearful and cash-stricken market.

11:45am **Crisis management: Maintaining value in your portfolio companies**

- How to improve operations to shore up cash
- Programs and solutions available to keep your PortCo's above water
- Working with LPs to maintain flexibility
- Pivoting from defense to offense

12:15pm **How CVCs are thinking about their fund investments**

While CVCs largely invest alongside GPs, they still invest a large amount of capital into funds. This is often to augment their in-house expertise and is a misunderstood group of allocators. A group of CVCs will discuss how they use fund investments as a part of their strategy and how managers can best partner with CVCs.

Panelist:
Dennis Clark, Senior Managing Director, Strategic Venture Partnerships, Honda Innovations

12:45pm **Luncheon**

Interactive roundtable sessions

2:00pm **Roundtable session 1 - Selected sectors**

- Transportation and Mobility
- Connected Health Care
- Enterprise Software
- Consumer



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2:20pm **Roundtable session 2 - Problems solved**

- Cash Management: Venture debt and revenue-based lending
- Platforms: CRM, deal sourcing and more
- Liquidity Management for LPs
- Outsourced Fundraising

2:40pm **Roundtable session 3 - Ask an LP**

- Ask an LP: Venture backed co-investing
- Ask an LP: Seed/Micro fund investing
- Ask an LP: How institutional investors can build out a VC portfolio
- Ask an LP: Global and non-coastal venture investing

3:00pm **Afternoon networking break**

3:30pm **Exit Market Outlook: What are the current options for GPs?**

The exit market has undoubtedly seen a shock like never before. Nevertheless, exits will come. A group of LPs and GPs will explore the trends in the exit market including:

- IPOs
- Strategic buyers
- How early and late-stage VCs are working together
- Secondaries
- Add-ons and carve-outs

4:00pm **Closing keynote**

4:30pm **Closing remarks and end of conference**

Keynote speakers

- » **Monica Adractas**, Head of Venture Capital Funds, CPP Investments
- » **Andrea Auerbach**, Global Head of Private Investments, Cambridge Associates

Confirmed speakers

- » **Monica Adractas**, Head of Venture Capital Funds, CPP Investments
- » **Andrea Auerbach**, Global Head of Private Investments, Cambridge Associates
- » **Dennis Clark**, Senior Managing Director, Strategic Venture Partnerships, Honda Innovation
- » **Matt Diestel**, Principal & Head of US, QIC Global Private Capital
- » **Cathy Gao**, Vice President, Sapphire Ventures
- » **Alastair Goldfisher**, Venture Capital Editor, Venture Capital Journal
- » **Joseph Marks**, Managing Director, Global Head of Secondaries, Capital Dynamics
- » **Karan Mehandru**, General Partner, Trinity Ventures
- » **Brian Smiga**, Co-Founding Partner, Alpha Venture Partners
- » **Jeff Weston**, Senior Investment Analyst, Arizona PSPRS



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