Private Equity International

CFOs & COOs Virtual Roundup

November 5, 2020 | Virtual event

10:00 **Chair's welcome**

- **Joshua Cherry-Seto,** Chief Financial Officer and Chief Compliance Officer, **Blue Wolf Capital Partners**

10:05 **Spotlight discussion**

Positioning diversity and inclusion at the forefront of your firm strategy

- Asking the tough questions—do you have a diverse and inclusive firm?
- Conducting a thorough analysis of areas of opportunity within your firm
- How is your firm making headway on new initiatives with diversity and inclusion?
- Determining how the business community can collaborate to identify deficiencies and rectify D&I issues

Moderator:

- **Isobel Markham,** Senior Editor, Private Equity Group, Americas, **PEI Media**

Panelists

- **April Evans,** Partner, CFO and CCO, **Monitor Clipper Partners**
- **Sanjay Sanghoee,** COO, CFO and CCO, **Delos Capital**
- **Yokasta Segura-Baez,** Managing Director, **Capital Dynamics**

10:45 **The next four years: a first look into the election's impact on private equity**

- What direction will private equity regulation take in the coming term?
- Assessing whether there are any changes in store for carried interest
- Will the election results heighten or diminish the uncertainty in PE?
- Analyzing what's necessary to get the economy in good shape

Moderator

- **Jason Mulvihill,** Chief Operating Officer & General Counsel, **American Investment Council**

Panelists

- **Michael Elio,** Partner, **Stepstone Group**
- **Kevin Slaton,** Chief Financial Officer and Chief Compliance Officer, **Insight Equity**

11:30 **Morning coffee break**

11:45 **Roundup sessions**

Roundup A
Effect of the pandemic on subscription lines and alternative sources of capital

- Examining how the pandemic has changed the terms
- Moving away from uncommitted lines to committed lines only
- Utilizing alternative sources of capital due to the near-term scarcity of capital
- Evaluating the cost of capital and competition over bank assets
- Responding to the uptick in LPA amendments requesting additional access to capital
- Capital struggles: portfolio companies requesting greater recycling provisions for LPs

Facilitator

- **Jeremiah Loeffler,** COO – Credit, **Crestline Investors, Inc.**

Roundup B
Dissecting the virtual fundraising process

- Adapting to the acceleration of virtual fundraising opportunities
- Launching a virtual fundraise: what you need to know
- Evaluating how to do it and make it interactive
- Determining the right platform
- How are firms doing virtual roadshows?
- What are the technology platforms? Is live or streaming the best approach?
- Key considerations: one-on-one meetings vs. mid-sized or large groups?
- How receptive are investors to virtual fundraising?
- Best practices for virtual fundraising and roadshows

Facilitators

- **Thomas Mayrhofer,** CFO and COO, **EJF Capital, LLC**
- **Stephanie Paine,** Chief Financial Officer, **Pritzker Private Capital**

Roundup C
Private equity regulation: update and projections

- What has been the SEC's focus in the midst of the pandemic?
- Examining how reporting is changing as a result of COVID
- Differentiating what the SEC is looking at differently post COVID and what it means for your firm
- SEC views on how your valuations and fundraising were done during the COVID period
- New regulatory changes and the corresponding reporting requirements

Facilitator

- **James V. Gaven,** Senior Counsel and Chief Compliance Officer, **Welsh, Carson, Anderson & Stowe**

Roundup D
Impact of private equity taking advantage of government assistance

- What financing or assistance did PE access: government programs, PPP loans, etc.?
- If PE is keeping the loans, are they taking forgiveness?
- How does assistance impact the whole portfolio, LPs and reputational risks?
- How have firms communicated to their investors
- Retention tax credits
- Are Main Street programs applicable to private equity?

Facilitator

- **Pamela Hendrickson,** COO & Vice Chairman, Strategic Initiatives, **The Riverside Company**

12:45 **Lunch –** take a break on your own or grab a bite and join one of the interactive lunch & chat sessions

12:50 Optional lunch & chat

Lunch chat A

Establishing a return to work profile for your firm and portfolio companies

- Return to work considerations and employee sentiments your firm should be focusing on
- Unraveling the risks of resuming operations within the office
- Assisting portfolio companies with their return to work criteria and process
- Update on vaccine progress and how it impacts return to work decision-making
- Inventive methods employed by private equity to redefine how and where employees work
- Peer perspectives for maintaining firm culture in a remote environment

Facilitator

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

Lunch chat B

Onboarding systems: adopting a transparent and seamless process

- Allocating resources to identify and implement optimal onboarding systems
- Gauging how data flows through systems and the insights you get once it's clean
- Combining onboarding data, PPM, distributions, communications and client insight to share with the deal team
- Managing the increased volume of onboarding and rise of retail investors in your funds
- Methods for onboarding new employees remotely

Facilitator

- **Kate de Mul,** Director, Client Services, **KKR**

1:30 Breakout series I

Track A

How will firms approach valuations in the year ahead?

- Considering different ways to look at valuations: calculations, forward looking, adjustments for COVID, etc.
- Approaches for companies that experienced a short-term impact but not a long-term one
- How are firms handling companies that won't get back to pre-COVID levels right away?
- Potential challenges with valuations if the economy fails to bounce back in 2021
- EBITDAC: examining the COVID aspects to EBITDA and methods for doing valuations
- How to come up with the right valuations for portfolios given recent unknowns impacting the industry

Moderator

- **Joshua Weiner,** Director, **GP Fund Solutions**

Panelists

- **Andrew Petri,** Chief Financial Officer, **Pfingsten Partners, L.L.C.**
- **Béla Schwartz,** Chief Financial Officer, **The Riverside Company**
- **John Yantsulis,** CFO & Partner, **Searchlight Capital Partners**

Track B

Technology in the age of COVID: long-term planning for future situations and needs

- Tech tools, platforms and perspectives firms have been adopting in response to COVID
- Assessing the infrastructure your firm already has in place
- Using your existing technology to its fullest and ensuring teams are implementing all the functionality of the software
- LP communications: emerging approaches and new templates
- Advancements on the radar: employee tracing to ensure staff safety, privacy and mitigate liability

Moderator

- **Yuriy Shterk,** Chief Product Officer, **Allvue**

Panelists

- **Sandra Kim-Suk,** Chief Financial Officer, **Norwest Equity Partners | Norwest Mezzanine Partners**
- **John W. Polis,** Chief Operating & Technology Officer, **Star Mountain Capital**
- **Louis Sciarretta,** Chief Operating Officer, **Kline Hill Partners**
- **Tina St. Pierre,** CPA, Partner and Chief Administrative Officer, **Landmark Partners**

2:20 **Breakout series II**

Track A
Passing the test–crisis management and risk management across firms and portfolios

- Handling crisis and risk management with an efficient analysis of the level of threat
- Instituting robust risk management and communication strategies
- Managing crisis and risk given different market dynamics
- Are firms drawing fully on revolvers to ensure cash is readily available to run the business if credit markets go south?

Moderator
- **John McGuinness,** Chief Compliance Officer and Corporate Counsel, **StepStone Group**

Panelists
- **Melissa Gliatta,** COO, **Thor Equities, LLC**
- **Isaiah Massey,** Managing Director - Chief Financial Officer, **CAZ Investments LP**
- **Todd C. Schneider,** Chief Financial Officer, **Shorehill Capital**

Track B
Emerging processes and technologies making advances in data management

- Shedding light on data management and the systems available
- How technology is changing the way portfolio monitoring is conducted
- Data technology and what protection requirements to expect from third-party service providers
- Threats on the horizon: putting cyber measures in place to prepare your firm to meet risks
- Enhancing transparency through real time data and LP reporting
- Emerging technologies advancing data management, cyber risk, ESG and HR

Moderator
- **Drake Paulson,** Senior Director, **eVestment Private Markets**

Panelists
- **Jeffrey Gilbert,** Chief Operating Officer and General Counsel, **Carnelian Energy Capital**
- **Daren Schneider,** CFO & CCO, **JLL Partners, LLC**
- **James Stevenson,** Chief Financial Officer, **ABS Capital Partners**

3:05 **Afternoon break**

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3:15 **Think tank sessions –** GPs only

Think tank A
Comparing and contrasting what CFOs are doing to their firms' bottom line during the pandemic

- Surveying what kinds of cost cutting measures firms have employed
- Measuring the type of impact cost cutting has made to firm
- Compensation levels-what's different now and have bonuses been affected?
- Ways CFOs are dealing with how their company financials and P&Ls have been impacted by COVID

Facilitator

- **Christine Smoragiewicz,** Chief Financial Officer, **Intervale Capital**

Think tank B
Exploring the alternatives: ingenuity in LP communication

- Strategies for reporting to LPs during COVID
- Advances in webinars, virtual AGMs and the reporting structure to communicate better with LPs
- Examining how the metrics being requested and reported have changed
- Interpreting the increased focus on different types of metrics and the mechanisms for delivery: liquidity, leverage, etc.
- Updating and providing communications regularly to investors
- Giving LPs a view into your firm's culture, work environment and portfolios

Facilitator

- **Kristine O'Connor,** Managing Director and Chief Financial Officer, **Franklin Park**

Think tank C
What will change and lessons learned as a result of COVID

- What is going to change prospectively given what firms have learned from the pandemic?
- What adjustments can be made at the portfolio level?
- Prioritizing the implementation of safeguards for the firm and portfolio
- Proactive measures: identifying the processes that you should have been doing differently all along
- Determining whether board meetings and LPACs can continue to be virtual or prerecorded

Facilitator

- **Shant Mardirossian,** Partner, Chief Operating Officer, **Kohlberg & Company**

Think tank D
Innovation alert: ascertaining the best way to meet with management teams

- Overcoming the challenges of considering a deal and meeting with new management in the current climate
- How have firms been meeting remotely or in a socially distanced manner?
- What are firms doing regarding cross-border deals?
- Benchmarking the most creative ways firms are meeting

Facilitator

- **Joshua Cherry-Seto,** Chief Financial Officer and Chief Compliance Officer, **Blue Wolf Capital Partners**

4:15 **Closing remarks – end of conference**

- **Joshua Cherry-Seto,** Chief Financial Officer and Chief Compliance Officer, **Blue Wolf Capital**