Private Debt Investor

CFOs & COOs Europe Virtual Experience 2020

12-13 October

Day one: Monday 12 October

09:30 Welcome and introduction by chair

09:45 Opening keynote

Staying on top of the seismic shift: A COO/CFO's concise guide to artificial intelligence's impact on asset/fund management
No longer merely a tool in the tech toolkit, AI is now seen as the core around which modern companies are built. As the Asset/Fund Management industry is shaken by the powerful dynamics unleashed by AI, in this executive session learn how to rapidly assess your firm's critical strategic needs in AI.

Prof. Al Naqvi, CEO & Researcher, **American Institute of Artificial Intelligence**

10:15 Stretch break

10:20 Panel session

Growing your business in a time of increased complexity

- Achieving economies of scale across finance, operations, HR and compliance
- As firms grow, which functions can gain improved efficiency via outsourcing?
- Internal business dynamics: the role of the CFO/COO in managing international expansion
- Organic growth versus M&A
- How has the coronavirus pandemic impacted business growth for private funds?

Moderator:
Chris Adams, Global Head of Sales for Alternative Fund Servicing, **Brown Brothers Harriman**
Panellists:
Robin Bailey, COO, **Pantheon**
Erica Herberg, CFO, Investment Solutions, **Carlyle Group**
Jamie Lyon, European CFO & COO, **LaSalle Investment Management**
Michaela Strempfl, EMEA COO BlackRock Alternative Investors, **BlackRock**

11:05 Stretch break

11:10 Panel session

Digital transformation and the technology revolution

- RPA, automation and the future of financial asset management
- Must-have versus nice-to-have, which technological innovations are worth the investment to give your firm the competitive edge?
- Speeding up the pace of innovation: third party collaborations or in-house talent expansion?
- Identifying the areas most susceptible to disruption: front, middle or back office activities?

Moderator:
Nick Moore, Founder & Executive Director, **Lionpoint Group**
Panellists:
Marc Dumbell, Chief Financial & Operating Officer, **Campbell Lutyens**
Laura Fegan, Operations Director, **LaSalle Investment Management**
Mattias Hindfelt, CTO, **EQT**

Florian Kemmerich, Managing Partner, **Bamboo Capital Partners**

11:45 **Morning networking break and meet the speakers Q&As**
An opportunity to join the speakers from previous panels and ask them questions

12:10 Streamed sessions: panel and roundtable discussions
For these breakout sessions, you can choose to attend the stream most relevant for you. Each stream will start with a panel discussion on zoom, followed by Q&A and audience discussions.

STREAM A: Finance	**STREAM B: Operations**	**STREAM C: Tax & Regulation**	**STREAM D: Technology**
Panel **The evolving role of the CFO in private funds** • Role of the CFO in fundraising • Hedging interest rates and currency risks • Integrating a new strategy into an existing platform • Succession planning for the modern-day CFO Moderator: **Graham Bippart,** Editor, **Private Funds CFO** Panellists: **Katja Baur,** CFO, **Montana Capital Partners** **Marie Joyce,** CFO, **NTR plc** **Lindsey Ord,** CFRO, **Climate Fund Managers** *Live Q&A and audience discussion will follow the panel*	Panel **Driving your private fund business forward through successful operations** • Operational due diligence of your business • Attracting and retaining talent and the value of team diversity • Implementing a successful culture and ensuring employee wellbeing • Succession planning Panellists: **Raxita Kapashi**, CFO, **Dawn Capital** **Martina Sanow**, Deputy COO, **Hg Capital** *Live Q&A and audience discussion will follow the panel*	Panel: **Combating regulatory challenges on the horizon** • AIFMD and reverse solicitation: how to ensure compliance • BEPS and its impact on funds • SEC registration and compliance for European funds • Data protection and GDPR in a post-Brexit world Panellists: **Fiona Cooper,** Tax Director, **Starwood Capital Europe Advisers** **Simon Hirtzel,** General Partner & COO, **IQ Capital** **Paulina Pietkiewicz,** Partner, **Abris Capital** *Live Q&A and audience discussion will follow the panel*	Panel: **Integrating tech successfully from front to back office** • Reporting requirements and how technology can streamline the process • Cybersecurity • Effective data management • Integrating technology with business culture Moderator: **Simon Shipgood,** Regional Director, **EWM Global** Panellists: **Florian Kemmerich,** Managing Partner, **Bamboo Capital Partners** **Petter Weiderholm,** Managing Director, Global Head of IT Strategy, **EQT** *Live Q&A and audience discussion will follow the panel*

13:00 **Lunch, networking and tech demo showcase**

Four of our event partners will be showcasing their products live! Each one will be 10 minutes, and at the end you can vote for your favourite:

- eVestment
- EWM Global
- Lionpoint Group
- Millennium Global

14:00 **Streamed sessions: panel and roundtable discussions**

For these breakout sessions, you can choose to attend the stream most relevant for you. Each stream will start with a panel discussion on zoom, followed by and interactive Q&A and audience discussions.

STREAM A: Infrastructure	**STREAM B: Debt**	**STREAM C: Private Equity**	**STREAM D: Real Estate**
Panel **Surviving and thriving in a constantly evolving and increasingly regulatory-driven infrastructure market** • Innovative structures to maximise returns • Development risk • Regulatory hurdles in the infra world Moderator: **Adam Smallman,** Head of Content Strategy**, PEI** Panellists: **Dean Horton,** COO, **African Infrastructure Investment Managers**	Panel **How has the CFO/COO role changed as private debt moves into a post-established era?** • Managing liquidity • Update on private debt fund structures • How operational due diligence for debt funds differs • Challenges with debt data **Daniel Bartsch,** Founder & COO, **Creditshelf** **Andrew Haywood,** CFO, **Park Square Capital** **Charlotte Henderson,** COO, General Counsel, **All Seas Capital**	Panel **Preparing for future operational and finance challenges within your private equity business** • Credit lines and use of debt for PE funds • The role of finance and operations in value creation • The role of the CFO/COO in the exit strategy • Implementing a successful portfolio review • Secondaries and their impact on valuations Moderator: **Nicholas D'Adhemar,** CEO, **Apperio** Panellists:	Panel **Embracing the increasingly strategic CFO/COO role in real estate** • Accessing alternative sources of capital • Managing end of life funds • Managing fund level debt finance Panellists: **Nisha Raghavan,** CFO, **EQT Partners** **Apwinder Foster,** COO, **DRC Capital** **Maqbool Mohamed,** Partner, **Clarion Gramercy** *Live Q&A and audience discussion will follow the panel*

Live Q&A and audience discussion will follow the panel	*Live Q&A and audience discussion will follow the panel*	**Hina Ahmad,** COO, **Capital Dynamics** **Christopher Parmo,** COO, **Verdane** **Steve Darrington,** CFO, **Phoenix Equity Partners** *Live Q&A and audience discussion will follow the panel*	

15:00 **Afternoon networking break**

15:30 **Streamed sessions: panels**

For these breakout sessions, you can choose to attend the stream most relevant for you. Each stream will start with a panel discussion on zoom, followed by an interactive Q&A with the speakers.

STREAM A: Infrastructure	STREAM B: Debt	STREAM C: Private Equity	STREAM D: Real Estate
Panel **CFOs & COOs view on the infrastructure investment market** • Impact of the coronavirus outbreak on infra • Defining the boundaries of infrastructure • Trends in asset pricing • Strategies for finding undervalued assets in the current market • Emerging markets infra: CFOs views on the challenges and opportunities	Panel **CFOs & COOs views on the private debt investment market** • Impact of the coronavirus outbreak on private debt • How private debt funds are managing their way through the downturn • Assessing valuations of debt • Standing out from the competition in a packed middle market Moderator: **Julia Demidova,** Relationship Manager, Fintech & Private	Panel **CFOs & COOs views on the private equity investment market** • Impact of the coronavirus outbreak on private equity • PE fundraising in 2020 & the modern CFOs role in this • Importance of ESG to investors • Impacts of retail investors entering the PE market • Is reputational risk a concern for the global PE industry? Panellists: **Jason Howard,** CFO, **Headway Capital Partners** **Neil Cooper, CFO, Abingworth**	Panel **CFOs & COOs views on the real estate investment market** • Impact of the coronavirus outbreak on private real estate • Impact of UK capital gains tax on pricing • Lessons from the listed market • The rise of real estate debt funds & direct lending • Finding opportunities in the middle market Panellists **Nick Brown,** Finance Director, **M&G Real Estate**

Niyamat Fazal, CFO, **DWS Infrastructure** *Live Q&A and audience discussion will follow the panel*	Markets, **OMFIF** Panellists: **Andrew Aitken,** Global COO & CFO, **Cross Ocean Partners** **Angus Donaldson,** Partner & COO, **Newstead Capital** *Live Q&A and audience discussion will follow the panel*	*Live Q&A and audience discussion will follow the panel*	**Luke Venables,** COO, **ARA Venn** *Live Q&A and audience discussion will follow the panel*

16:10 Closing panel session

What investors want

- What can CFOs, COOs & their teams do to ensure their investors have the highest quality client experience possible
- Information, transparency, data & more - what investors expect from their managers and how this varies across asset classes
- Fees, expenses, ESG… what do investors prioritise in their reports and communications received from their managers?
- Latest in fund terms: what to negotiate, latest in preferred terms
- Investor concerns during crisis – what did they want to hear from their managers during the coronavirus pandemic?

Moderator:
Toby Mitchenall, Head of Newsletters, **Private Funds CFO**
Panellists:
David Weeks, Co-Chair, **Association of Member Nominated Trustees**
Christian Hinze, Chief Operating Officer, Europe, **StepStone Group**
Bola Tobun, Finance Manager – Pensions & Treasury, **London Borough of Enfield**

16:45 Close of day one

Day two: Tuesday 13 October

10:00 Welcome from chair

10:10 **Think Tanks**
Join the think tank relevant to you and discuss & learn with your peers:

- CFOs think tank (GPs only)
  Overcoming the finance challenges in private funds brought about by the pandemic
- COOs think tank (GPs only)
  Overcoming the operational challenges in private funds brought about by the pandemic
- Service provider think tank (SPs only)
  How service providers must evolve in the post-pandemic era to best service their private fund clients

10:35 Stretch break

10:40 Panel session

Outsourcing versus in-house capabilities
- Integrating outsourced functions with in-house resources
- What criteria should be used when choosing an outsourcing provider?
- Building from within: recruiting and retaining the right technology leaders
- Balancing cost and efficiency

Moderator:
Richard Urban, Independent Non-Executive Director, **Rivington Pike**
Panellists:
Leo Scanavino, CFO, **RJD Partners**
Sara Lee, CFO, **AMTC**
Jose Benedicto, Partner, Direct Lending, **Shard Capital Partners**

11:20 **Morning networking break and 'meet the speakers' Q&As**
An opportunity to join the speakers from previous panels and ask them questions

11:45 Panel session

Valuing private assets in the face of unprecedented economic upheaval

- H1 2020 in review – Evaluating the credibility of NAVs produced by the PE industry throughout the lockdown
- Maintaining the trust of LPs – What are the best practices that will position GPs well with their investors?
- H2 2020 and beyond – How should PE managers address the unprecedented uncertainty and provide credible valuation information to LPs

Moderator:
Ryan McNelley, Managing Director, Alternative Asset Advisory, **Duff & Phelps**
Panellists:
Joshua Cherry-Seto, Chief Financial Officer, **Blue Wolf Capital**

12:25 Stretch break

12:30 Fireside chat

Developing an ESG strategy: how to measure and demonstrate value

- What data is used to measure ESG performance in investment – whether portfolio companies, infrastructure projects or otherwise?
- Does ESG data need to be tailored? Or is there a generic framework to satisfy all clients?
- Environmental, societal & governmental – which aspect of ESG is most in-focus currently? And how do the requirements (reporting, data etc.) compare?
- Top tips & takeaways for building out a successful ESG strategy: skills & software required, integration with other teams, avoiding greenwashing & more

Ersilia Molnar, COO - Europe, **Muzinich & Co.**

13:00 Meet the speaker Q&A

13:15 Close of conference