



Private Equity
International

Operating Partners Interactive Working Groups

29 April 2021 | 12:00 – 16:30 PM GMT

Virtually connecting operating partners in specific areas of interest

This unique virtual event will offer an opportunity for operating partners to discuss different areas of value creation in small groups allowing you to build your network of operating partners with similar areas of expertise. There will be 10 working groups covering a broad array of topics, in addition to operating partners speed networking and keynote sessions.

Working groups will be limited to 15 operating partners with each person able to join a maximum of 2 working groups. Participants will be expected to switch on their cameras and participate in an off-record discussion.

Sign up early to ensure there is space on the areas of most of interest to you.

12:00 **Keynote discussion: How value creation has evolved in the past year**

- Evolution of the operating partner role whilst working remotely
- To what extent have things changed forever regarding best practice in value creation?
- Comparing value creation strategy now to February 2020
- Working with portfolio teams of industries that have been fundamentally changed by covid-19 disruption

Moderator: **Amit Vij**, Global PE Practice Leader, **First Source**

Panelists: **Alejandro Alcalde Rasch**, Senior Director - Portfolio Support, **APS Advisory**

Fredrik Henzler, Co-Head Goods & Products, **Partners Group**

Josephine Hus, Investment Professional, **Permira**

Gabriele Questa, Director, **KKR Capstone**

12:45 **Creating value through a crisis**

- Working with management teams on a turnaround plan
- War stories from the past 12 months
- Tips for revaluating business models and spotting opportunities in a changing economy

Moderator: **Cesare Gussago**, Partner, UK&I Transaction Strategy & Execution, **EY**

Panelists: **Etienne Colas**, Senior Managing Director - Operating Team, **LBO France**

Lindsey McMurray, Managing Partner, **Pollen Street Capital**

Paul Reading, Portfolio Director, **Mayfair Equity Partners**

Franck Temam, Portfolio Performance Group, **PAI Partners**

13:30 **Speed networking**

The event will then be broken up into five working groups taking place concurrently

WORKING GROUP A:

Moving talent up the VCP agenda

The human capital/talent position is still relatively new with the role looking different across firms as the position evolves. This closed-door discussion will give talent experts the opportunity to discuss how to position themselves within the firm, making themselves effective and how to utilise data across their portfolio to build the workforce of the future.

WORKING GROUP B:

How covid-19 and remote working has changed sales

With salespeople at home, marketing is having to fill the void in many companies. This session will discuss how sales teams have changed in the past few months. With a huge shift to digital selling, participants will exchange experiences on successes and failures in 2020. What do these changes mean for PE backed businesses long-term? And how has hiring changed and what skillsets are most important?

HOSTED BY **Blue Ridge Partners**

HOST: **Moti Shahani**, Managing Director, **Blue Ridge Partners**

CO-HOST: **Josephine Hus**, Investment Professional, **Permira Advisers**

WORKING GROUP C:

Working effectively with the investment team

The position of operating partners within most firms has advanced significantly in recent years. Whilst the days of operating partners being treated as second class citizens are largely behind us, there are still significant variations. This session will consider how operating partners can make themselves indispensable to the firm and work closely and effectively with the investment team

HOST: **Susanne Vanner**, Partner,

Transaction Strategy & Execution, **EY**

WORKING GROUP D:

Building a roadmap for technological change

With technology so crucial to any value creation strategy, this workshop will assess how to embed digital change into the wider transformation plan. As well as the importance of having the right management team in place to make the changes essential to scaling an organisation. Participants will be encouraged to share some of the challenges they have faced and overcome whilst executing technological change within portfolio businesses.

HOSTED BY **Alix Partners**

HOST: **Catherine Sherwin**, Managing Director, **Alix Partners**

CO-HOST: **Lisa Weaver-Lambert**, Data and Digital Operating Partner

WORKING GROUP E:

How to work with portfolio companies to create value through ESG

With the pandemic highlighting how a robust approach to sustainability can help firms navigate through economic disruption, ESG continues to rise up the agenda. The discussion will highlight how to sell ESG principles as a value creation tool to portfolio companies. How some firms are incorporating ESG within their portfolio group and the potential impact on multiples at exit.

HOST: **Amit Vij**, Global PE Practice Leader, **First Source**

CO-HOST: **Shami Nissan**, Head of Responsible Investment, **Actis**

15:00 Speed networking

WORKING GROUP F:

Using digital and analytical tools to enhance procurement savings

Procurement has always been one of the quick wins for PE firms when adding value to a portfolio company. New digital tools and advanced analytics are creating opportunities to make savings beyond traditional areas. This workshop will discuss tools that PE firms have utilised to address procurement and purchasing across their entire portfolio

HOSTED BY **4C**

HOST: **Jamie Loder**, Jamie Loder, **4C**

CO-HOST: **Riccardo Basille**, Principal, **Permira**

WORKING GROUP G:

How to address customer retention and ways to measure progress

With rolling equity so attractive to future buyers and its impact on multiples, addressing any customer retention issues is a crucial value creation lever. This session will consider the most important metrics, how to measure these and tips for making improvements within your portfolio. An open discussion allowing you to learn from other operating partners on what level of churn is best and how they are addressing this crucial issue

HOSTED BY **Simon-Kucher**

Board effectiveness masterclass

This session will assess mistakes often made during board meetings, consider how they can get in the way of management teams and how to avoid this. The ideal skillset composition of the board, maintaining focus, considering the role of the chair and innovative approaches to board meetings will

HOST: **Phil Whichello**, Director,
Head of Private Equity (EME), YSC

How PE firms can create value through digital transformation

The pandemic has accelerated trends that were already happening, with the world doing more online, there are huge opportunities and risks for all businesses. With consumers & clients expecting a seamless digital experience in more traditional areas as well as e-commerce companies, digital is the number one priority. This discussion will consider how private equity can implement digital transformation in all types of investments

HOSTED BY **Wipro**

Value creation in times of uncertainty

The disruption of the past year has created lots of challenges but much of the economic pain is still to be felt. Businesses globally have taken advantage of unprecedented government support, but this cannot last forever. This session will discuss what to prioritise at this time, tips for re-evaluating business models and how to take advantage of this opportunity to remodel businesses for the post-pandemic world as the world returns to a more traditional recession.

HOSTED BY **Deloitte**

HOST: **Dave Sharman**, Partner – Value
Creation Services, **Deloitte**

16:30 **Close of day**

Confirmed sponsors

AlixPartners



Deloitte.



SIMON ♦ KUCHER



To gain access to the Interactive Working Groups, you must be an Operating Partners All Access member.