

Operating Partners Forum Europe London 2024

Preliminary Agenda

Pre-conference events - Tuesday, May 21, 2024

17:30 - 19:45 Operating Partners Forum Europe Pre-Event Welcome Reception (invitation-only for operating partners)

Join the operating partners attending the Europe Forum at our opening grand reception. Exchange valuable insights with your peers in a relaxed setting and build your connections before the conference kicks off.

19:45 - 21:00 Operating Partners Forum Europe Dinner (invitation-only for operating partners)

Join us for a private sit-down dinner designed exclusively for all operating partners attending the Forum.

Day 1 - Wednesday May 22, 2024

7:30 Registration and breakfast

THINK TANK SERIES 1

8:00 Think tanks for full-time operating partners: value creation war rooms (invitation-only)

These closed-door discussions will allow you to learn and share strategies together with your operating partner peers. Please select one of the rooms based on your functional expertise:

Room 1: Digital and Technology Operating Partners

Room 2: Human Capital/Talent Operating Partners

Room 3: GTM, Sales and Revenue Growth Operating Partners

Room 4: Finance Operating Partners



8:55 PEI's welcome and chairman's opening remarks

9:10 Driving value and growth: Emerging trends in private equity carve out transactions

9:50 From boom to bust: Navigating macroeconomic cycles for successful private equity value creation

10:30 How to transform a business and create value whilst being cash restrained

11:10 Keynote presentation

11:50 Networking break

INTERACTIVE WORKING GROUP SERIES A

12:20 Interactive Working Group 1 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:

AI operating partner workshop: practical approaches beyond the hype

12:20 Interactive Working Group 2 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:

Navigating the operating partner and deal team dynamics to ensure the right team is steering the way forward to create value

12:20 Interactive Working Group 3 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:

The impact of the economic climate on talent retention: strategies for attracting and retaining top performers

13:00 Networking Lunch

FUNCTIONAL BREAKOUT SERIES 1

14:00 Track 1 Comparing operating partner-deal team dynamics

14:00 Track 2 Unleashing Revenue Growth: exploring advanced pricing strategies as the key

PEI To learn more, visit: privateequityinternational.com/opecu



driver in value creation

14:00 Track 3 Unlocking value in private equity through ESG strategies

FUNCTIONAL BREAKOUT SERIES 2

14:40 Track 4 Applying Gen AI as a key value creation element in the new PE landscape

14:40 Track 5 Efficiently handling supply chain operations throughout the investment lifecycle

14:40 Track 6 How to scale up post a period of depressed growth

FUNCTIONAL BREAKOUT SERIES 3

15:20 Track 7 Unleashing the potential in data science and advanced analytics for value creation

15:20 Track 8 How to manage costs during an inflationary period vs ensuring reliable supply chains

15:20 Track 9 Product innovation and value creation in private equity: Unleashing growth opportunities

FUNCTIONAL BREAKOUT SERIES 4

16:00 Track 10 How to use technology to improve business processes and add value

16:00 Track 11 Dissecting the role of OPs in assessing leadership capabilities, conducting due diligence on management teams, and implementing succession planning

16:00 Track 12 Navigating the liquidity issue: challenges/opportunities

16:40 Networking break

INTERACTIVE WORKING GROUP SERIES B

17:00 Interactive Working Group 4 (for operating partners only)

This session will allow the audience to join an interactive discussion with designated facilitators:

Addressing the role of OPs in driving sustainability initiatives within portfolio company supply

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chains to meet ESG goals

17:00 Interactive Working Group 5 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:

How to navigate the cultural challenges of hybrid working

17:00 Interactive Working Group 6 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:

Value creation for the exit: operating partner perspectives

How to identify and execute sales productivity post a period of challenging markets

17:40 End of day and cocktail reception

Day 2 - Thursday May 23, 2024

7:40 Registration and breakfast

7:45 Breakfast Deep Dive Discussion 1 (for operating partners only) - *This breakfast deep dive session will allow all operating partners to join an interactive discussion with designated facilitators.*

7:45 Breakfast Deep Dive Discussion 2 (for operating partners only) - *This breakfast deep dive session will allow all operating partners to join an interactive discussion with designated facilitators.*

THINK TANK SERIES 2

8:30 Think tanks for full-time operating partners: value creation war room (invitation-only)

This closed-door discussion will allow you to learn and share best practices of successful operating partners. The think tank will allow you to select one of the rooms:

Room 1: Emerging Operating Partners (1-2 years in PE)

Room 2: Advanced Operating Partners

Room 3: Heads of PE Portfolio Operations Teams: Leaders Think Tank

9:25 Chairman's welcome

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9:30 Looking into the value creation crystal ball: predictions for 2024

10:10 Finance in the current landscape: operating partners share challenges and opportunities

10:50 How to successfully implement ESG strategies and the tools used to do so

11:30 Women in PE & VC portfolio operations panel

12:10 Networking break

INTERACTIVE WORKING GROUP SERIES C

12:30 Interactive Working Group 7 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:
How to create value through the board vs out of board interactions

12:30 Interactive Working Group 8 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:
Cybersecurity starts with a capital A for acquisition - how to plan for and have the correct mindset for a cyber attack

12:30 Interactive Working Group 9 (for operating partners only) |

This session will allow the audience to join an interactive discussion with designated facilitators:
The importance of implementing smart pricing in a post inflationary period


13:10 Networking Lunch

13:10 Women in PE portfolio operations lunch (invitation-only for operating partners)

This closed-door lunch discussion will explore what it's like being a woman in PE and VC portfolio operations:

- Uncovering what being a woman operating partner means and how to be successful in your role
- What are the issues causing a disparity in genders?
- Exploring career paths, development, and how to position yourself as female leaders

PEI To learn more, visit: privateequityinternational.com/opecu

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- Is your firm focused on women's leadership at portfolio companies?
 - Does your company have any specific programs, leadership coaching and assessments geared towards promoting women's leadership?
 - Are there any changes in recruiting that will create a more equal playing field?
 - Looking at trends and stats in gender in PE and VC
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FUNCTIONAL BREAKOUT SERIES 5

14:00 Track 13 How to leverage AI tools to power revenue growth across sales and marketing

14:00 Track 14 ESG: a marketing campaign or a value driver?

14:40 Closing Plenary Panel

Driving Operational Excellence: Highlighting the strategies employed by operating partners to enhance operational performance

15:20 Closing remarks and end of conference