The future of private markets

Day One: 28 Nov

8:00
Coffee & registration

8:50
Chairperson's opening remarks
Laurie Mahon, Vice Chair, Global Investment Banking, **CIBC Capital Markets**

9:00
Keynote: building a successful career in private markets
Facilitator: Senior representative, **Clifford Chance**

9:20
Investor perspectives: navigating through volatility

- How are investor allocations changing in a more challenging environment?
- How GPs are reassuring investors about deployment and delivering liquidity/returns
- Sectors and strategies that are well positioned to perform well in adversity
- Predictions for private markets for the next decade

Moderator: **Emily Brown**, Partner, **Ropes & Gray**
Teia Merring, Investment Director-Private Equity, **USS**
Elif Aktug, Managing Partner, **Pictet Group,** CEO, **Pictet Alternative Advisors**

10:10
Senior leaders' diversity dialogue: where are private markets on the route to gender equality?

- Continued challenge of recruiting and retaining talent: learnings from those at the top
- Showing the financial and cultural benefits of addressing diversity at all levels
- What can we learn from other industries who?
- Tips for success from those that have done it

Moderator: **Tiernan Brady**, Global Director of Inclusion, **Clifford Chance**
Emmanuel Deblanc, Head of Private Markets, **AllianzGI**
Antje Hensel-Roth, Board Member and Chief People and External Affairs Officer, **ICG**
Beverley Kilbride, Chief Operating Officer, Europe, **LaSalle Investment Management**
Gwenola Chambon, CEO-Managing Partner, **Vauban Infrastructure Partners**

10:50
Coffee & Networking

11:25
Democratisation of private markets: the next frontier

- Outlining the scale of the opportunity globally
- Examining some of the dangers of democratisation and how best to address them

- How does democratisation affect GP-LP alignment?
- What might the disruption caused by democratisation mean for fund structures?

Moderator: **Sabina Comis**, Partner, **Dechert**
Edward Talmor-Gera, Founding Managing Partner and CEO, **NewVest**
Joanna Asfour, Managing Director Client Solutions Europe, **Partners Group**

12:05
Are secondaries continuing to boom amidst economic disruption?

- What are the dynamics of secondaries in different asset classes?
- What do falling equity markets and wider economic stress mean for LP sales and GP-leds?
- Investor perspectives on continuation funds and other innovations
- Exploring how pricing and valuations are evolving in European secondaries

Moderator: **Emma Danforth**, Partner, **Allen & Overy**
Sunaina Sinha Haldea, Global Head of Private Capital Advisory, **Raymond James**
TBC: Senior representative, **Macquarie**

12:40
Investing in and utilising AI in private markets

- What are some potential limitations and risks associated with relying on AI for deal origination, due diligence and value creation?
- How expensive is it to build an in-house AI / data science team? What resources are needed?
- Innovative approaches to using chatbots for some communications
- What can the PE industry learn from the VC industry on this?

Lisa Weaver-Lambert, Data and Digital Operating Partner, **Independent**

13:10
Lunch

<u>**Women in Infrastructure**</u> 14:10 **Opening remarks**	<u>**Women in Private Equity**</u> 14:10 **Opening remarks**	<u>**Women in Real Estate**</u> 14:10 **Opening remarks**	<u>**Women in Private Debt**</u> 14:10 **Opening remarks**
14:15 **The state of play in infrastructure** - Fighting the tide: how are infrastructure funds faring amidst a fundraising slowdown in private markets? - Assessing the impact of high valuations of infrastructure assets	14:15 **The state of play in private equity** - To what extent has the market reopened? - Examining the ongoing impact of the denominator effect on PE allocations - Predictions for fundraising and	14:15 - **The state of play in real estate** How is real estate dealing with challenges including high inflation, rising interest rates, and global recessions? - In which sectors and regions are there	14:15 **The state of play in private debt** - Potential impact from the current bank market turmoil on the private debt market as banks further de-risk their exposures

- How are GPs and LPs successfully navigating high interest rates and inflation? Moderator: **Amy Mahon**, Partner, Global Co-Head of Energy and Infrastructure, **Simpson Thacher & Bartlett** **Tara Davies**, Partner, Global Head of Core Infrastructure, and Co-Head of European Infrastructure, **KKR** **Gemma McRann**, Senior Vice President, **Macquarie Capital**	dealmaking in the next two years **Katrina Liao**, Partner, Investment, **Coller Capital** **Rhonda Ryan**, Partner, Head of European Private **Equity, Mercer**	opportunities for investors? - How can firms actively create value in the current environment? Moderator: **Isabel Berger**, Partner, **Gibson Dunn**	- What parts of the Private Debt market could be attractive to LPs in the current environment? - How are funds navigating fundraising headwinds? Moderator: **Mikhaelle Schiappacasse**, Partner, **Dechert** **Lorna Robertson**, Head of Funds, **Connection Capital** **Michela Barilletti**, Chief Credit Officer, **Phoenix Group** **Rebecca Davis**, Senior Investment Director, **Cambridge Associates**
14:55 **Short turnaround break**			
15:00 **Digging into the details: best approach and methods for energy assets** - Battery storage, blue/green hydrogen, biofuels, EV and more: comparing the business models on these new technologies - How are investors and funds overcoming challenges like supply chain issues and volatile power prices? - Are investors comfortable with the risk/return on these investments vs. traditional infra?	15:00 **GP/LP data dialogue: taking steps to resolve the ESG data challenge** - How firms leverage the data to gain new insights and drive value creation - Where are GPs pushing back on data requests? - Overcoming issues with sharing portfolio company data **Vanessa Sloan**, Managing Director, **StepStone Group** **Bozena Jankwoska**, Managing Director and Global Head of ESG, **Slate Asset Management** **Natasha Buckley**, Vice President, ESG, **HarbourVest Partners**	15:00 **How is the changing macro-environment impacting real estate debt?** - How attractive is real estate debt in the current climate? - To what extent have bank failures in the US affected real estate debt? - Why are new entrants seeing opportunities in real estate debt? **Judith Tan**, Head of Capital Markets, **Estateguru** **Uma Rajah**, Co-Founder and CEO, **CapitalRise** **Nicola Free**, Managing Director, Head of CRE, EMEA, **Wells Fargo Bank**	15:00 **Distressed debt and special sits in a developing recessionary environment** - What's driving the renewed interest from LPs in the special sits market? - Where are investors finding value amidst the market dislocation? - With rising rates and inflationary pressured, is the market ripe for potential distressed deals?

So Yeun Lim, Global Head of Infrastructure Research, **Willis Towers Watson** **Catherine Llloyd**, Principal, **Mercer**		Senior representative, **Natwest**	- Which sectors are likely to be most at risk of distress? Moderator: **Kay Morley**, Partner, **Dechert** **Dr. Gabriella Kindert**, Independent Board Member, **Neptune Leasing, a.o.** **Laia Massague**, Managing Director, **StepStone Group**
15:35 **Short turnaround break**			
15:40 **Combating challenges in digital infrastructure** - How are investors mitigating any potential risks to digital infrastructure exposure in the current macroeconomic environment? - Overbuild, competition, ESG concerns & more: addressing the specific challenges across data centres, fibre and tower assets - Nordics, emerging markets and elsewhere: where in the world do the opportunities lie for digital infrastructure investment in 2023 and beyond? Moderator: **Hannah Schofield**, Managing Director, **DC Advisory**	15:40 **Dealmaking in an uncertain and changed economy** - How is the interest from large US PE houses impacting the investment landscape in the UK and Europe? - To what extent is current disruption an opportunity for managers? - Learnings from previous downturns Moderator: **Gemma Roberts**, Partner, Co-Chair London Office, **Goodwin**	15:40 **Decarbonising real-estate assets and portfolios** - Why net-zero positioning is crucial for investors - Strategic repositioning – how managers are future-proofing their portfolio - ESG considerations in different sub-sectors of real estate, e.g. offices vs resi vs logistics? **Shuen Chan**, Head of ESG, **LGIM Real Assets** **Kristina Arsenievich**, Director, Real Estate ESG Europe, **Barings European Real Estate** **Anna Moore**, CEO, **Hestia Homes**	15:40 **What's next for ESG integration in private debt?** - What are the most attractive ESG-related investment themes within private debt? - How are direct lenders tackling ESG strategies with portfolio companies? - How do the return driven objectives of funds coincide with ESG priorities? **Dalit Nuttall**, Principal, **West Valley Capital**

Jessica DiCesare, Director, Infrastructure Investments, **PSP Investments**			
16:15 **Short break for turnaround and coffee & networking**			
16:30 **Finding the keys to success for infrastructure debt & financing** - How has infrastructure debt proven it's resilience to high interest rates, inflation and market volatility so far? - What type of infrastructure assets are proving the most attractive for financing deals at present? - How are fund managers utilising flexibility and creativity in their solutions to best service both borrowers and investors? **Moderator**: **Jocelyn Land**, Partner, **Allen & Overy** **Florence Carasse**, Head of Infrastructure Debt, **Pension Insurance Corporation**	16:30 **Examining how appetite for co-investments is being impacted by economic disruption** - What have been the drivers for increased demand in recent years? - To what extent are co-investment opportunities a primary driver in fund commitments? - Is there any sign of a reduction in demand for co-investments? **Anna Barath**, Head of Fund Investments, **Bite Investments** **Jenny Newmarch**, Head of Private Equity, **Aware Super**	16:30 **The future of offices 3.0: how is the market evolving post-covid?** - How are new working patterns impact the sector? - Considering how offices are performing in different regions - Is the day of reckoning still to come? **Alexa Baden-Powell**, Senior Investment Manager, **GPE**	16:30 **The rise of private debt club deals** - Will the bigger LBOs still go to the public loans and bonds market or will more managers team up to encroach this space and finance larger deals? - What are the key benefits of lending clubs to a borrower? - Credit funds taking on lead sole lender positions vs club deals- what works better?
17:05 **Short turnaround break**			
17:10 **The future of infrastructure** - What is the next frontier for infrastructure?	17:10 **How is European venture and growth holding up in a bear market?** - Comparing the state of play in different sectors of investment: where	17:10 **Residential investment in the UK and Europe** - How do investors view the European market in the current	17:10 **Evolving fund structures in private debt** - How have fund structures grown and evolved?

- Investor realities: cutting through the noise and finding the keys to success when investing in innovation - Predictions for the next decade Moderator: **Alice Brogi**, Partner, **Gibson Dunn** **Patricia Rodrigues Jenner**, Member of Infrastructure Investment Committees, **UK GLIL and Africa's AIIM** **Ruth Murray**, Investment Director, Sustainable Infrastructure, **Gresham House**	are there still opportunities? - How are managers dealing with more challenged assets in the short-term? - Comparing VC & growth in UK, Europe and the US **Catherine Boule**, Managing Partner, **Karista** **Christine Hockley**, Managing Director, Funds, **British Patient Capital**	economic environment? - Offsetting inflation loss with strong rent growth potential in multifamily assets - Opportunities in affordable housing in the region **Richa Srivastava**, Director, Real Estate Investments, **CPPIB** **Alex Notay**, Placemaking and Investment Director, **PfP Capital**	What is the impact of borrowers having access - to a wider variety of products in the market including NAV, hybrid etc - What is the attractiveness of evergreen funds in the European private debt market?

17:45
Close of day one followed by cocktail reception

Day Two

07:30
Coffee & registration

08:00-9:00
LP & GP think-tanks
These sessions will allow women to speak freely about the issues impacting their office and asset class. It is a closed door, open conversation where attendees can benchmark ideas and share best practices to gain solutions for common concerns.

- Infrastructure
- Private Equity
- Private Debt
- Real Estate: Gila Cohen (Ex-MUFG)

9:10
Addressing the 50/50 Challenge: investor activism for gender equity

- Challenging the 50/50 gender parity: A road to both financial success and gender balance

- Transforming hiring and retention practices for asset managers' triumph
- “I cannot be what I cannot see": the link between senior representation and junior talent acquisition
- Losing out on investors and opportunities: The impact of gender imbalance on investment prospects

Erin Sarret, Head of Investor Relations, **RAISE**

9:50
The continued evolution of private markets in a more challenging environment

- Considering the extent to which specialisation of strategies is now the way to invest
- How the continued bifurcation in the market might mean more consolidation as bigger funds acquire specialists
- How are funds adjusting their value creation strategies to prosper in a higher interest rate environment?
- Will we see more GPs selling a piece of themselves through GP led stakes?

Moderator: **Claudia Bertolino**, Head of Private Equity and Private Credit, Fund Services, **Citco**
Nathalie Krieger, Co-Head of Europe, Head of Asia – Private Equity, **Pictet Group**

10:30
Fundraising in a downturn/crisis: tips from GP experts and LP allocators

- What tools are GPs using to support a tougher fundraising environment?
- Fundraising terms trends: how are GPs getting creative amid a slower fundraising environment
- How are GPs appealing to new and existing sources of capital?
- Case studies from those who have successfully raised funds in the past year

Daria Litvinova, Head of Investor Relations - Partner, **Vauban Infrastructure Partners**
Anastasia Di Carlo, Principal, Client Solutions, **Hamilton Lane**

11:15
Coffee & networking
The exhibition area will be split into areas based around the 4 asset classes covered at the event for informal networking during the coffee break

11:45
PEI Data Presentation
Daniel Rodriguez, Head of Private Markets Research, **PEI Group**

11:55
Investing in the energy transition: the role of private markets in the investment opportunity and challenge of the century

- Innovative ways to invest in an asset class outside of the usual risk/return for the asset class
- The intersection of PE/venture/growth/infrastructure for investing in the energy transition

- How are LPs viewing investments in new technologies?
- Why investing in energy efficiency is gaining momentum as an investment strategy

Moderator: Senior representative, **Clifford Chance**
Dmitry Yashnikov, Managing Director & Head of GreenTech, **OMERS Private Equity**
Esther Peiner, Managing Director, Co-Head Private Infrastructure Europe, **Partners Group**

12:35
Where next for impact investing in private markets?

- How will the market unfold in the coming years in a more challenging economic environment?
- Views from leading fund managers who have recently launched an impact strategy
- Are larger managers integrating impact with their wider ESG teams?
- Is impact as an investment lens, or should it be an investment bucket in LP portfolios?

Michele Giddens OBE, Co-founder & Partner, **Bridges Fund Management**
Marie Ang, Investment Director, Sustainable and Impact Investing, **Cambridge Associates**

13:15
Networking Lunch
Sponsored opportunity: Leaders lunch

14:00 Workshop hostslot available
6 concurrent GP & LP Workshops
- Enhancing your brand
- Getting a board position
- Networking
- Fundraising
- Communication

Confirmed
Reveal your genius zone and become the significant you
- Know your value and shine!
- Our impostor syndrome is a pure lure
- Stay yourself and be a P.U.R.E leader
- Trust yourself and be an inspirational leader

Edith Lassiat, Mentoring for powerful women, **Editions EHL. University of the Self**

Realising Your Board Potential
- Simplifying Governance
- Finding the opportunities
- Defining a strategy to land your first Board role
- How to pitch yourself as a non-executive director

Fiona Hathorn, CEO, **Women on Boards UK**

15:00
Themed roundtable discussions
Roundtables discussing a variety of topics over lunch led by an expert moderator

16:00
Close of conference