

### The future of private markets

Day One: 28 Nov

07:45-8:50

Coffee & registration

07:45-08:45

#### LP Breakfast Roundtable

Discuss key challenges over breakfast with other LPs as part of an off-the-record, facilitated group conversation hosted by ILPA

Holly Makarchuk, Relationship Manager, ILPA

Co-faciliator: Helena Threlfall, Investment Director and member of the Investment Committee,

**Hasma Capital** 

Teia Merring, Investment Director-Private Equity, USS

08:45

**PEI Opening** 

8:50

Chairperson's opening remarks

Deborah Zurkow, Global Head of Investments, AllianzGI

9:00

Keynote: building a successful career in private markets (Chatham House Rules)

Facilitator: Alis Pay, Partner, Co-Head of the Global Real Estate Sector, Clifford Chance

In conversation with

Natacha Jamar, Managing Director, Blackstone

9:30

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: Helen Croke, Partner, Ropes & Gray

Teia Merring, Investment Director-Private Equity, USS

Elif Aktug, Managing Partner, Pictet Group, CEO, Pictet Alternative Advisors

Christine Farquhar, CEO of UK and Europe, Cambridge Associates

Valerie Benard, Partner, Head of Europe, Aksia

Maria Castro, Managing Director, Igneo Infrastructure Partners

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?
- 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 Jessica Sellam, Head of Private Markets Group, Rothschild & Co Jenny Lee Gabbai, Managing Director, Head of International Legal, iCapital

### 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 Wandy Hoh**, Head of Infrastructure Secondaries, **Macquarie Group** 

Anne Gales, Co-Founder, Threadmark

Casandra Pinamonti, Principal, Ares Management Corporation

### 12:40

### Investing in and utilising AI in private markets (Chatham House Rules)

- 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?

Moderator: Carla Swansburg, Chief Executive Officer, ClearyX, a Division of Cleary Gottlieb Steen & Hamilton
Lisa Weaver-Lambert, Founder, Oxford Al Studio

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Jamaria Kong, Managing Director, Towerbrook Capital Partners

13:10 Lunch

Women in Infrastructure	Women in Private Equity	Women in Real Estate	Women in Private Debt
14:10 Opening remarks Amy Mahon, Partner, Global Co-Head of Energy and Infrastructure, Simpson Thacher & Bartlett	14:10 Opening remarks Misa Andriamihaja, Private Equity and Venture Capital Lead, Institutional Investors Group on Climate Change (IIGCC)	14:10 Opening remarks Gila Cohen, Head of Global Institutional Partnerships, Monroe Capital	14:10 Opening remarks Kristina Matthews, Managing Director, Client & Product Solutions, Onex
14:15	14:15	14:15	14:15
The state of play in	The state of play in private	The state of play in real	The state of play in private
<ul> <li>infrastructure</li> <li>Fighting the tide: how are infrastructure funds faring amidst a fundraising slowdown in private markets?</li> <li>Assessing the impact of high valuations of infrastructure assets</li> <li>How are GPs and LPs successfully navigating high interest rates and inflation?</li> </ul>	<ul> <li>equity</li> <li>To what extent has the market reopened?</li> <li>Examining the ongoing impact of the denominator effect on PE allocations</li> <li>Predictions for fundraising and dealmaking in the next two years</li> </ul> Moderator: Marijke	estate  - How is real estate dealing with challenges including high inflation, rising interest rates, and global recessions? - In which sectors and regions are there opportunities for investors? - How can firms actively create value in the current environment?	<ul> <li>debt</li> <li>Potential impact from the current bank market turmoil on the private debt market as banks further de-risk their exposures</li> <li>What parts of the Private Debt market could be attractive to LPs in the current environment?</li> <li>How are funds navigating fundraising headwinds?</li> </ul>
Moderator: Amy Mahon, Partner, Global Co-Head of Energy and Infrastructure, Simpson Thacher & Bartlett Gemma McRann, Senior Vice President, Macquarie Capital Roopa Murthy, Partner,	Spooren, Partner, Cleary Gottlieb Steen & Hamilton Katrina Liao, Partner, Investment, Coller Capital Rhonda Ryan, Partner, Head of European Private Equity, Mercer Carolina Espinal, Managing	Moderator: Isabel Berger, Partner, Gibson Dunn Cheryl Maher, Managing Director, CPPIB Jenny Hammarlund, EVP Investments and Head of Europe, Cadillac Fairview Europe Limited	Moderator: Mikhaelle Schiappacasse, Partner, Dechert Michela Bariletti, Chief Credit Officer, Phoenix Group Rebecca Davis, Senior



Head of a Europe, Infrastructure Debt, Ares Priya Veerapen, Managing Director, Greenfield Transactions, Infracapital Assia Belkahia, Partner, Antin Infrastructure Partners Director, HarbourVest
Partners
Imogen Richards, Partner,
Pantheon

Maggie Coleman, Chief Investment Officer, North America, Real Estate, Manulife Investment Management Christie Wright, Managing Director of Fund Management, PATRIZIA SE Investment Director,
Cambridge Associates
Claire Harwood, Managing
Director, Permira Credit
Cécile Lévi, Head of Private
Debt, Tikehau Capital

14:55

### **Short turnaround break**

15:00

# Digging into the details: best approach and methods for energy investing

- 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?

Moderator: Jiaying Zhang, Partner, Simpson Thacher So Yeun Lim, Global Head of Infrastructure Research, Willis Towers Watson Catherine Llloyd, Principal, Mercer Kathy Miao, Investment Team, Actis 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

Moderator: Eve Ellis,
Partner, Ropes & Gray
Vanessa Sloan, Managing
Director, StepStone Group)
Natasha Buckley, Vice
President, ESG, HarbourVest
Partners
Eimear Palmer, Partner,
Global Head of ESG,
Pantheon Ventures
Elsa Palanza, Global Head of
Sustainability & ESG, ICG

15:00

### How is the changing macroenvironment 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?

Moderator: Judith Tan, Head of Capital Markets, Estateguru
Uma Rajah, Co-Founder and CEO, CapitalRise
Georgia Dunne, Director, Structured Real Estate
Finance, NatWest
Shivani Goolab, Director, Investec Real Estate
Adina David, Executive
Director, MGT Investment
Management

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?
- Which sectors are likely to be most at risk of distress?

Moderator: Kay Morley,
Partner, Dechert
Laia Massague, Managing
Director, StepStone Group
Lisa Ong, Head of Europe &
International, Mudrick
Capital Management
Francesca Giacoppo,
Investment Manager,
Kartesia

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
Jessica DiCesare, Director,
Infrastructure Investments,
PSP Investments
Caroline Rouse, Vice
President, Infrastructure
Investments, Brookfield
Asset Management
Phoebe Smith, Senior
Director, PATRIZIA AG

15:40

### Dealmaking in an uncertain and changed economy

- How is the interest from large international investors 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
Amandine Ayrem, Managing
Director – Mid-large buyout,
Eurazeo
Maggie Fanari, Senior
Managing Director, OTPP
Shafali Gupta, Principal,
Milestone Performance
Partners, Bregal Milestone
Joanne Yoo, Partner,
Development Partners
International

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?

Moderator: **Tami Chuang**, Managing Director Investor Relations: Real Estate, **Ardian** 

Shuen Chan, Head of Responsible Investment & Sustainability, LGIM Real Assets

Kristina Arsenievich,
Director, Real Estate ESG
Europe, Barings European
Real Estate
Anna Moore, CEO, Hestia
Homes
Bozena Jankwoska,
Managing Director and

Global Head of ESG, Slate
Asset Management

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?

Moderator: Sabrina Fox,
CEO, European Leveraged
Finance Association (ELFA)
Dalit Nuttall, Principal, West
Valley Capital
Nicole Waibel, Managing
Director, Crescent Credit
Europe
Niamh Whooley, MD, Head
of Sustainable Investing,
Pemberton Asset
Management

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 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? 16:30

# The future of offices 3.0: how is the market evolving post-covid?

How are new working patterns impact the sector?

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



- 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
Aurelie Edus, Partner, Antin
Infrastructure Partners
Helen Price, Chief Financial
Officer, InfraRed Capital
Partners
Adeline Poireau, Vice
President, Ares
Management Corporation

- To what extent are coinvestment opportunities a primary driver in fund commitments?
- Is there any sign of a reduction in demand for co-investments?

Moderator: Olivia Kebble, Investment Manager, Moonfare Anna Barath, Head of Fund Investments, Bite Investments Jenny Newmarch, Head of Private Equity, Aware Super Alice Mew, Director, NZ Super Fund Vanessa Shia, Head of Private Markets, London LGPS CIV

- Considering how offices are performing in different regions
- Is the day of reckoning still to come?

Moderator: Jonathan
Brasse, Editor-In-Chief, Real
Estate, PEI Group
Alexa Baden-Powell, Senior
Investment Manager, GPE
Catherine Hong, Managing
Director, Morgan Stanley
Hannah Dwyer, EMEA Head
of Work Dynamics Research
and Strategy, JLL

- 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 dealswhat works better?

Moderator: Andy Thomson,
Senior Editor, Private Debt
Investor, PEI Group
Suzana Perić, Managing
Director, Oaktree Capital
Management
Barbara Ellero, Partner,
Head of Private Debt,
Anthilia Capital Partners
Adriana Oller, Partner &
Founder, Resilience Partners
Pavlina Stoimenovam,
Senior Portfolio Manager Vice President, Bright
Capital

17:05

### **Short turnaround break**

17:10

### The future of infrastructure

- What is the next frontier for infrastructure?
- 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 Boards 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 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

17:10

### Residential investment in the UK and Europe

- How do investors view the European market in the current economic environment?
- Offsetting inflation loss with strong rent growth potential in multifamily assets
- Opportunities in affordable housing in the region

17:10

### Evolving fund structures in private debt

- How have fund structures grown and evolved?
- 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?



LGAS/AER plc and Investment Committees, GLIL Infrastructure/AIIM Ruth Murray, Investment Director, Sustainable Infrastructure, Gresham House Karen Dolenec, Partner, Ancala Partners Moderator: Misa
Andriamihaja, Private Equity
and Venture Capital Lead,
IIGCC
Catherine Boule, Managing
Partner, Karista
Christine Hockley, Managing
Director, Funds, British
Patient Capital
Itxaso del Palacio, General
Partner, Notion Capital
Alice Albizzati, Founding
Partner, Revaia

Moderator: Massy **Larizadeh**, Founder/ Director, New Horizons **Advisory Ltd** Richa Srivastava, Director, Real Estate Investments, **CPPIB** Alex Notay, Placemaking and Investment Director, **Thriving Investments** Sara Bailey, Partner, Head of Real Estate, Trowers & Hamlin **Gemma Kendall,** Head of Multifamily Investment, International Capital Markets EMEA, JLL

Moderator: Ian Milton,
Founder & CEO, Mercia
Capital Partners
Kristina Matthews,
Managing Director, Client &
Product Solutions, Onex
Aude Doyen, Managing
Director, Lincoln
International
Giulia Noli, Infrastructure
and Project Finance, Private
Capital, Metlife Investment
Management
Manon Mendez, Principal,
Blackstone Credit

17:45-19:15 Close of conference followed by cocktail reception Sponsored by



Day Two: 29 November

7:30-9:00 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: Esther Peiner (Partners Group)

- Private Equity: Ana Maria Harrison (Adams Street Partners)

- Private Debt: Dalit Nuttall (West Valley Capital)

Real Estate: Gila Cohen (Monroe Capital)



9:05

Chairperson's Opening Remarks
Erin Sarret, Head of Investor Relations, RAISE

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

Moderator: Erin Sarret, Head of Investor Relations, RAISE
Philip Meschke, Investment Director, Moonfare
Kanika Goela, Investment Manager – Private Equity, abrdn
Kathy Harvey, Associate Dean, MBA and Executive Degrees, Said Business School
Akshay Kiran, Managing Partner, Pensive Ibis

### 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 Catalina Stoica, Principal, Park Square Capital Claire Ngo, Managing Director, Private Equity Fund Investments, Temasek

#### 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

Moderator: Philip Borel, Group Editorial Director, PEI Group

Daria Litvinova, Head of Investor Relations - Partner, Vauban Infrastructure Partners

Anastasia Di Carlo, Principal, Client Solutions, Hamilton Lane



**Kristina Kuhnke**, Partner, Head of Business Development and Investor Relations, **RoundShield Brad Ross-Williams**, Head of Investor Relations, **CQS** 

#### 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** 

Wassyl Abdessemed, Senior Research Manager, 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: Clare Burgess, Partner, Clifford Chance

Dmitry Yashnikov, Managing Director & Head of GreenTech, OMERS Private Equity
Esther Peiner, Managing Director, Co-Head Private Infrastructure Europe, Partners Group
Francesca Mascagna, Associate Director, Igneo Infrastructure Partners
Rutuja Jagtap, Investment Director, Finance in Motion

### 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?

Moderator: Kate Campbell, Founding Partner, Astrid Advisors
Michele Giddens OBE, Co-founder & Co-CEO, Bridges Fund
Marie Ang, Investment Director, Sustainable and Impact Investing, Cambridge Associates
Rocío Heres, Partner, AltamarCAM Partners

13:15

**Networking Lunch** 



### 14:00 Workshop

### 6 concurrent networking Workshops

### 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

### Building a successful career in investor relations

- Broadening your investor network
- Differentiating your fund in a crowded market
- How to successfully transition from a junior to a mid-level IR professional
- Navigating data request

Erin Sarret, Head of Investor Relations, RAISE

### **Utilising AI in private markets**

- What is being done today in different areas?
- Tips for smaller funds without tech expertise
- Learnings from VC and innovative approaches
- Predictions for AI use in the next decade

Lisa Weaver-Lambert, Founder, Oxford Al Studio

### **Dealing with evolving regulations**

- Navigating changing regulations as a global investor
- Reporting requirements and standards
- Leveraging technology to help with compliance
- What's next for regulators

Michelle Kirschner, Partner, Gibson Dunn

### Using brand to accelerate personal and business success

- Elevating your brand and messaging
- How to become a thought leader to help build visibility
- Managing your digital footprint
- Communications tips and advice: how to get ahead



Nadia Damouni, Partner, Prosek Partners
Olivia Barry, SVP, Digital & Integrated Marketing, London, Prosek Partners

#### 15:00

### Themed roundtable discussions

Roundtables discussing a variety of topics/areas of interest led by an expert moderator. The conversations will be a chance for some informal networking at the end of the event

- Navigating Office Politics- Işıl Tanrıverdi Versmissen (MEAG)
- Being a Mentor Carla Swansburg (ClearyX)
- Democratisation Ilana Walters (Moonfare)
- Driving Diversity Sarah Heavey (Independent)
- Energy Transition Rutuja Jagtap (Finance in Motion)
- Co-investing Maya Rodriguez (AZR Capital)
- Secondaries Isabel Berger (Gibson Dunn)
- Doing deals Gemma Roberts (Goodwin)
- Investor Relations Jaime O'Donnell (Vauban Infrastructure Partners)
- Sustainability Helen Pradas-Page (Acre)
- Emerging Managers Kate O'Meara (Asante Capital)
- Founding a firm Kate Campbell (Astrid Advisors)

### 16:00

Close of conference