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16th Annual

# SUPER RETURN

## International 2013

World's Largest Private Equity Event - 1,400+ Senior Attendees in 2012

Pre-Conference German Summit & Pre-Conference Turkey Summit  
Monday 25th February 2013

Main Conference:  
Tuesday 26th February - Thursday 28th February 2013

InterContinental Hotel, BERLIN

### Winning Strategies For Investing, Creating Value, Fundraising & Maximising Returns In Private Equity

#### 240+ Outstanding Speakers:

- The Carlyle Group
- The Blackstone Group
- Apollo Global Management
- Permira
- Apax Partners
- Oaktree Capital Management
- Terra Firma
- Wellcome Trust
- Northwestern Mutual Capital
- Warburg Pincus
- The Abraaj Group
- Adams Street Partners
- Mid Europa Partners
- Iq Private Equity
- Triangle Venture Capital Group
- CACEIS
- Lyrique Private Equity
- Energy Investors Funds
- Providence Equity Partners
- Pioneer Point Partners
- IFC
- Emerging Capital Partners
- Aureos Capital
- Mercapital
- Procuratus
- Brynmor Partners
- Ancora Finance Group
- UCP Partners
- Ascension Management
- Consulting
- Castle Harlan
- Passion Capital
- IK Investment Partners
- FTI Consulting
- Alpinvest Partners
- Dupont Capital Management
- CPPIB
- First Reserve Corporation
- HEC School of Management
- Change Capital
- Keyhaven Capital Partners
- Thomas H. Lee Partners
- Cambridge Associates
- Greenpark Capital
- Caisse De Dépôt Et Placement Du Québec
- Virvinate Partners
- UBS Investment Bank
- CVC Credit Partners
- Milshire Associates
- Park Square Capital
- Vision Capital
- ACG Private Equity
- Augur Capital
- Denning & Co
- Lloyds Bank
- Acanthus Advisers
- The Financial Times
- EVCA
- Advent International
- Capital Dynamics
- WTOP
- Blue Rider
- Pantheon
- 57 Stars
- PearOnline
- Caspian Private Equity
- Allianz Private Equity Partners
- SL Capital Partners
- Advent International
- Danske Private Equity
- Pridgen Investments
- Allianz Capital Partners
- Hamilton Lane
- The Riverside Company
- J.C. Flowers & Co
- ECI Partners
- BP Investment Management
- F&C Investment Business
- Ancora Finance Group
- Capvis Equity Partners
- Clearlight Investments
- Abbott Capital Management (Europe)
- Cambridge University Investment Office
- Morgan Stanley Alternative Investment Partners
- Corsair Capital
- Siguler Guff
- Preqin
- CDC Group
- I.P. Morgan Asset Management
- ATP PEI
- MetLife Investments
- Turkvén
- Allstate Investments
- Pomona Capital
- Teacher's Private Capital
- Evercore Private Funds Group
- QIC Global Private Equity
- PECA
- Portfolio Advisors
- CVC Capital Partners
- Macquarie Investment Management Group
- Monument Group UK
- P+P Pöhlitz + Partners
- NRW Bank
- Brockhaus Private Equity
- Gávea Investimentos
- LFPE
- Dayn Advisors
- Baring Vostok Capital Partners
- HarbourVest Partners
- Earlybird Venture Capital
- LGT Capital Partners
- Nordic Capital
- Paul Capital Advisors
- Secondcap
- AXA Private Equity
- Carlyle Global Financial Services
- Bridgepoint
- Headway Capital Partners
- Doughty Hanson
- Umpston
- Candela Capital
- Saints Capital
- Starwood Energy Group Global
- Balfour Beatty Infrastructure Partners
- Prudential M&G
- EBRD
- Capolino-Perlingieri & Leone
- Towers Watson
- Iimairinen Mutual Pension Insurance Company
- Commonfund UK
- Elbrus Capital
- Fuston Capital
- Deutsche Bank
- The Riverside Company
- Orlando Management
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- Adveq Management
- Lincolnshire Management
- Wegasupport
- New Mountain Capital
- The Jordan Company
- Quadriga Capital
- Actis
- Bluebay Asset Management
- Goldman Sachs
- PERA Capital Partners
- Campbell Lutyens
- TRPE Capital
- RIAM Alternative Investments
- SJ Berwin
- Credit Suisse Asset Management
- Uni Global Union
- New York Life Capital Partners
- Scottish Widows Investment Partnership
- Mid Europa Partners
- Triangle Venture Capital Group
- Teacher Retirement System of Texas
- Energy Investors Funds
- ITC Capital
- BVCA
- Project A Ventures
- MIVision
- Cala Capital
- Wellington Partners
- Cogent Partners
- Riverstone Holdings
- Squadron Capital
- 6WunderKinder
- Eurasia Capital
- CITI
- Development Partners International
- Bain Capital Asia
- DEG
- Ambianta
- Foundations Capital

#### Industry Leaders Discuss Critical Issues:



**Kurt Björkland**  
Co-Managing Partner  
**PERMIRA**



**Martin Halusa**  
CEO  
**APAX PARTNERS**



**Howard Marks**  
Chairman  
**OAKTREE CAPITAL PARTNERS**



**Guy Hands**  
Chairman & CIO  
**TERRA FIRMA**



**David Rubenstein**  
Founder & Managing Director  
**THE CARLYLE GROUP**



**J. Christopher Flowers**  
Chairman & CEO  
**J.C. FLOWERS & CO.**



**William Macaulay**  
Chairman & CEO  
**FIRST RESERVE CORPORATION**



**Scott Sperling**  
Co-President  
**THOMAS H. LEE PARTNERS**



**Joe Baratta**  
Senior Managing Director & Head of Private Equity Europe  
**THE BLACKSTONE GROUP**



**Marc Rowan**  
Co-Founder  
**APOLLO GLOBAL MANAGEMENT**

#### Hear From 100+LP Speakers Including:



**Thomas Haubenstricker**  
CEO  
**NEW YORK LIFE CAPITAL PARTNERS**



**Rich Hall**  
Head of Private Equity  
**TEACHER RETIREMENT SYSTEM OF TEXAS**



**André Bourbonnais**  
Senior Vice President, Private Investments  
**CPPIB**



**Jo Taylor**  
Vice President  
**TEACHERS' PRIVATE CAPITAL**



**Peter Pereira Gray**  
Head Of Investments  
**WELLCOME TRUST**

#### Outstanding Guest Speakers



**Stéphane Garelli**  
Professor, IMD,  
Professor of Lausanne  
**A WORLD AUTHORITY ON COMPETITIVENESS**



**Lord Mark Malloch-Brown**,  
Chairman Europe, Middle East, Africa  
**FTI CONSULTING**



**Mervyn Davies**,  
Lord Davies of Abersoch, Vice Chairman  
**CORSAIR CAPITAL**  
(former Chairman of Standard Chartered)



**Oliver Gottschalg**  
Associate  
Professor of Strategy and Business Policy  
**HEC SCHOOL OF MANAGEMENT, PARIS**



**Karen Stephenson**  
Corporate Anthropologist & President  
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**PLUS**  
**German Summit**  
Sponsored by **RAUE LLP**  
Monday 25th February  
Back for the 12th Year, with speakers including:  
Deutsche Bank, EVCA, Allianz Capital Partners, Advent International, Quadriga Capital, NRW Bank, Capvis, LFPE, HarbourVest Partners, Brockhaus Private Equity, Steadfast Capital, Warburg Pincus .....

**PLUS**  
**Turkey Summit**  
Monday 25th February  
With speakers from:  
Turkven, The Carlyle Group, Abraaj, TRPE Capital, PERA Capital, Cinven, Bosphera, Medterra Capital, IFC, Crescent Capital, EIF, Bridgepoint .....

Monday 25th February 2013	
German Summit	
Opportunities & Developments In The German Market	
09.00	Registration & Coffee
09.30	Chairman's Welcome <b>Andreas Nelle, Partner, RAUE</b>
09.40	<b>KEYNOTE ECONOMIC ADDRESS</b> Germany And The Euro: After The Honeymoon <b>Thomas Mayer, Senior Fellow, Center of Financial Studies, FRANKFURT UNIVERSITY, Senior Advisor, DEUTSCHE BANK, Former Chief Economist, DEUTSCHE BANK</b>
10.30	<b>KEYNOTE INDUSTRY ADDRESS</b> Private Equity In Germany: What Does The Future Hold? <b>Detlef Dinsel, Managing Partner, IK INVESTMENT PARTNERS</b>
11.00	Morning Coffee
11.30	<b>REGULATORY PANEL DISCUSSION</b> AIFM Update: Practical Advice On The Challenges Of Transposition Into National Law Moderator: <b>Dörte Höppner, Secretary General, EVCA</b> Panellists: <b>Dr. Peter Güllmann, Head of Private Equity, NRW.BANK</b> <b>Andreas Fendel, Founding Partner, QUADRIGA CAPITAL</b> <b>Patricia Volhard, Member of Tax and Legal Committee, BVK, Partner, P + P PÖLLATH + PARTNERS</b>
12.15	<b>OUTLOOK FOR GERMAN PE</b> What Impact Will The Current Climate In Germany Have On Fundraising, Investing, Growing Businesses & Exits? Moderator: <b>Richard von Gusovius, Principal, CAMPBELL LUTYENS</b> Panellists: <b>Ralf Huep, Managing Partner, ADVENT INTERNATIONAL</b> <b>Jörg Rockenhäuser, Partner, PERMIRA</b> <b>Daniel Flaig, Partner, CAPVIS EQUITY PARTNERS</b> <b>Till Burges, Vice President, HARBOURVEST PARTNERS</b> <b>Marc Brugger, Director, LFPE</b>
13.00	Networking Lunch
14.30	Speaker to be confirmed
15.00	The Role Of Private Equity Investments In The Development Of The German North Sea Off-Shore Wind Farm Segment <b>Willi Mannheims, Partner, VORNDRAN MANNHEIMS CAPITAL</b>
15.30	<b>IDENTIFYING "HIDDEN CHAMPIONS" IN THE MITTELSTAND</b> Update On Mittelstand Investments In Germany: What Challenges Has The Eurozone Crisis Created For Investments & How Can These Be Overcome? How Can GPs Deliver Outstanding Returns To Investors? Moderator: <b>Jeremy Golding, Founder &amp; Managing Director, GOLDING CAPITAL PARTNERS</b> Panellists: <b>Marco Brockhaus, Founder &amp; Managing Director, BROCKHAUS PRIVATE EQUITY</b> <b>Lars Singbartl, Managing Director, WARBURG PINCUS</b> <b>Nick Money Kyrie, Managing Partner, STEADFAST CAPITAL</b>
16.15	Afternoon Tea
16.45	<b>UPDATE ON TECH/VENTURE IN GERMANY</b> Examining The Increasing Importance Of Berlin As A Hub In The Tech/Venture Scene: What Are The Best Investment Opportunities? Moderator: <b>Lukasz Gadowski, Co-Founder &amp; Partner, TEAM EUROPE</b> Panellists: <b>Christian Nagel, Co-Founder, EARLYBIRD</b> <b>Dr. Florian Heinemann, CEO Marketing, PROJECT A VENTURES</b> <b>Stefan Glaeuzer, Partner, PASSION CAPITAL</b> <b>Christian Reber, Founder &amp; CEO, 6WUNDERKINDER</b>
17.20	<b>LP OUTLOOK ON PERFORMANCE</b> Have German Private Equity Funds Outperformed? How Do German Private Equity Managers Compare To Other European Markets? Moderator: <b>Holger von Grawert, Managing Director, Alternative Capital, Private Fund Group, CREDIT SUISSE ASSET MANAGEMENT LIMITED</b> Panellists: <b>Wendelin Thönes, Investment Manager, ALLIANZ CAPITAL PARTNERS</b> <b>Jesper Knutsson, Senior Investment Manager, DANSKE PRIVATE EQUITY</b> <b>Sven Berthold, Senior Private Equity Manager, WEGASUPPORT</b> <b>Christian Böhrer, Principal, AKINA PARTNERS</b>
18.00	Networking Cocktail Party
19.00	Close of Summit Day
19.00	<b>LP Only Dinner</b> After the summits, this is an excellent chance for you to meet, catch up with and compare notes with your fellow LPs. Open to pension funds, foundations, endowments, sovereign wealth funds and ILPA members only (subject to verification) To see if you qualify and to apply for a place, please contact Laura Griffin at lgriffin@icbi.co.uk

Monday 25th February 2013	
Turkey Summit	
Capitalising On Growth In The Turkish Market	
09.00	Registration & Coffee
09.30	Chairman's Welcome <b>Serkan Elden, Managing Partner, CAPITALINKA INVESTMENTS</b>
09.35	<b>KEYNOTE INDUSTRY ADDRESS</b> Private Equity Investments In Turkey: Opportunities & Challenges In 2013 & Beyond <b>Can Deldag, Managing Director, THE CARLYLE GROUP</b>
10.10	<b>INDUSTRY KEYNOTE</b> Will The Returns From Private Equity In Turkey Live Up To Expectations? Where Will The New Deals Come From? <b>Kerem Onursal, Director, TURKVEN PRIVATE EQUITY</b>
10.40	<b>ACCESSING THE GROWTH IN TURKEY</b> What's The Best Way To Access The Growth In Turkey? Successfully Leveraging The Growing Opportunities In This Dynamic Region Moderator: <b>Serkan Elden, Managing Partner, CAPITALINKA INVESTMENTS</b> Panellists: <b>Mehmet Yazici, Managing Partner, TRPE CAPITAL</b> <b>Robert Romain, Managing Partner, PERA CAPITAL PARTNERS</b> <b>Anselm Adams, Director &amp; Senior PE Portfolio Manager, PECA</b>
11.15	Morning Coffee
11.45	<b>INVESTOR OUTLOOK</b> Examining LP Perspectives On Turkish Private Equity: What Are The Key Opportunities And Challenges? Moderator: <b>Philippe Roesch, Managing Partner, RIAM ALTERNATIVE INVESTMENTS</b> Panellists: <b>Mirja Lehmler-Brown, Investment Director Private Equity, SCOTTISH WIDOWS INVESTMENT PARTNERSHIP</b> <b>Jean-Philippe Burcklen, Head of Lower Mid-Market &amp; Mezzanine, EUROPEAN INVESTMENT FUND</b> <b>Meltem Ankara, Senior Banker, EBRD Ibc</b> <b>Steffen Suhany, Director, DEG</b>
12.25	<b>GLOBAL &amp; LOCAL FIRMS</b> What Role Do Global Firms Play In The Turkish Market? How Can Foreign Firms Develop A Competitive Local Presence & Build Successful Relationships With Local Firms? Moderator: <b>TBC</b> Panellists: <b>Yalin Karadogan, Principal, CINVEN</b> <b>Selcuk Yorgancioglu, Senior Partner - Turkey, Iraq and Central Asia Regional Head, ABRAAJ CAPITAL</b> <b>Ahmet Faralyali, Managing Partner, MEDITERRA CAPITAL</b> <b>Steve Cowan, Managing Director, 57 STARS</b>
13.05	Networking Lunch
14.30	<b>TRANSFORMING TURKISH BUSINESSES</b> Perspectives From The Next Generation Of PE Managers On Transforming Turkish Businesses & Leveraging The Growing Investment Appetite Of Turkish Companies Moderator: <b>TBC</b> Panellists: <b>Jason McGibbon, Director, BRIDGEPOINT</b> <b>Nevena Batchvarova Marsili, Investment Manager, Fund of Funds, IDEA CAPITAL FUNDS</b> <b>Ihsan Sancay, Partner, BOSPHERA ADVISORY</b> <b>Eren Kuraner, Managing Director &amp; Co-Founder, EURASIA CAPITAL PARTNERS</b>
15.15	<b>FUNDRAISING</b> Fundraising: How Can Turkish PE Firms Get On The Radar Of Investors? What Are LP Views On First Time Funds In Emerging Markets? Moderator: <b>Vesna Dukic, Vice President, HAMILTON LANE</b> Panellists: <b>Ali Ufuk Demirci, Investment Officer, Private Equity &amp; Investment Funds, IFC</b> <b>Hans Van Swaya, Partner, LYRIQUE</b> <b>Pat Dinneen, Managing Director, SIGULER GUFF</b>
16.00	Afternoon Tea
16.30	Where Are The Best Deals Coming From Today In Turkey? Assessing & Exploiting The Various Growing Investment Opportunities Speaker <b>TBC</b>
17.00	<b>DOING DEALS</b> Doing Deals In Turkey: Assessing Valuations, Deal Structures, Execution, Governance & Exits Moderator: <b>Emre Kemal Mirmiroglu, Head of Client Coverage and Corporate Advisory Group-Turkey, UBS MENKUL DEGERLER AS</b> Panellists: <b>Murat Ozgen, CEO, Iş PRIVATE EQUITY</b> <b>Aygen Yayikoglu, Founder &amp; Managing Partner, CRESCENT CAPITAL</b> <b>Kerim Turkmen, Partner, MID EUROPA PARTNERS</b> <b>Ahmet Tataroglu, Executive Director, Alternative Investments, NBK CAPITAL (TBC)</b>
17.45	Networking Cocktail Party
19.00	Close of Summit Day
19.00	<b>LP Only Dinner</b> After the summits, this is an excellent chance for you to meet, catch up with and compare notes with your fellow LPs. Open to pension funds, foundations, endowments, sovereign wealth funds and ILPA members only (subject to verification) To see if you qualify and to apply for a place, please contact Laura Griffin at lgriffin@icbi.co.uk

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**David Rubenstein, Founder & Managing Director,**  
**THE CARLYLE GROUP**

# Main Conference Day 1

## Tuesday 26th February 2013

07.30	Registration & Coffee				
08.00	Chairman's Welcome: Jeffrey Amling, Senior Managing Director, FTI CONSULTING				
08.10	<b>GUEST SPEAKER: ECONOMIC &amp; GEOPOLITICAL OUTLOOK</b> What Is The Outlook For The Global Economy In An Increasingly Volatile Environment? Stéphane Garelli, Professor, IMD, Professor, University of Lausanne & Director of IMD World Competitiveness Center, Switzerland, A WORLD AUTHORITY ON COMPETITIVENESS				
09.05	<b>KEYNOTE INDUSTRY OVERVIEW</b> The Global Growth Market Value Proposition Arif Naqvi, Founder, THE ABRAAJ GROUP				
09.35	<b>KEYNOTE ENERGY ADDRESS</b> Energy Investing In A Dynamic Global Environment William Macaulay, Chairman & CEO, FIRST RESERVE CORPORATION				
10.00	<b>STATE OF THE UNION: INVESTING IN A DIFFICULT ENVIRONMENT</b> Finding Opportunity & Securing Competitive Advantage In Turmoil Moderator: Stanley Pignal, Finance Correspondent, THE ECONOMIST Panellists: Kurt Björklund, Co-Managing Partner, PERMIRA Howard Marks, Chairman, OAKTREE CAPITAL MANAGEMENT Thomas Haubenstricker, CEO, NEW YORK LIFE CAPITAL PARTNERS Rob Lucas, Managing Partner, CVC CAPITAL PARTNERS				
10.45	Morning Coffee Networking Break				
11.15	<b>KEYNOTE POLITICAL ADDRESS</b> The Inexorable Rise Of Political Risk: Investing In A Precarious World Lord Mark Malloch-Brown, Chairman Europe, Middle East, Africa, FTI CONSULTING				
11.40	Speaker & Topic TBC				
12.05	<b>WINNING PE STRATEGIES</b> Assessing Winning Opportunities & Strategies In The Current Environment Martin Halusa, CEO, APAX PARTNERS				
12.30	<b>LP PERCEPTIONS OF PRIVATE EQUITY AS AN ASSET CLASS</b> How Are LPs Investing In Private Equity As An Asset Class Now? Moderator: Peter Cornelius, Chief Economist, ALP INVEST PARTNERS Panellists: Rich Hall, Head of Private Equity, TEACHER RETIREMENT SYSTEM OF TEXAS Howard Searing, Director, Private Markets Group, DUPONT CAPITAL MANAGEMENT André Bourbonnais, Senior Vice President, Private Investments, CPPIB Jo Taylor, Vice President, TEACHERS' PRIVATE CAPITAL Peter Pereira Gray, Head Of Investments, WELLCOME TRUST				
13.15	<b>SPECIAL EXTENDED NETWORKING LUNCH BREAK</b> 14.15 - 14.55 - Delegate QuickFire Showcase: Emerging Managers				
	<b>Stream A - Mid Market Focus</b> Chaired by: Arnaud David, SJ BERWIN	<b>Stream B - Investor Outlook</b> Chaired by: Pierre-Antoine de Selancy, 17CAPITAL	<b>Stream C - Distressed &amp; Debt Finance Issues</b> Chaired by: Anthony Fobel, BLUEBAY ASSET MANAGEMENT	<b>Stream D - Update On Secondaries</b> Chaired by: Nigel Dawn, UBS INVESTMENT BANK	<b>Stream E - Emerging Markets</b> Chaired by: Barry McGloin, CACEIS
15.00	<b>SMEs</b> Is Small Beautiful? Moderator: Rainer Ender, ADVEQ Panellists: Tomas Thérén, PROCURITAS Ian MacTaggart, BRYNWOOD PARTNERS	<b>INVESTMENT &amp; RISK</b> Investment Horizon And Risk-Is The 10 Year Fund Model Still Relevant? Moderator: Pierre-Antoine de Selancy, 17CAPITAL Panellists: Janet Brooks, MONUMENT GROUP Other Panellists TBC	Filling The Bank Financing Gap: Growth Of Alternative Debt Providers Moderator: Anthony Fobel BLUEBAY ASSET MANAGEMENT	Update On Pricing & Future Trends In The Secondaries Market Brenlen Jinkens, COGENT PARTNERS	Speaker & Topic TBC
15.20	<b>EXPERTS ON MID MARKET</b> Where Are Returns To Be Made In The Mid Market Given The Current Environment? Moderator: John Barber, BRIDGEPOINT Panellists: Mark Harford, VITRUVIAN PARTNERS Dave Lamb, VISION CAPITAL Sean Whelan, ECI PARTNERS Javier Loizaga, MERCAPITAL Nino Tronchetti Provera, AMBIENTA	<b>LP INVESTMENT DECISIONS</b> How Much Do Past Returns Guide The Allocation / Investment Decisions Of LPs? Moderator: Miriam Schmitter, CAMBRIDGE ASSOCIATES Panellists: Frédéric Godbout CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC Alexandra Jung, 57 STARS Roberto Pilotto, BLUE RIDER Gerhard Bauer, ALLIANZ PRIVATE EQUITY INVESTORS	<b>FOCUS ON DEBT</b> "Any Need To Be Distressed About Debt?" Moderator: Marc Boughton, CVC CREDIT PARTNERS Panellists: Robin Doumar, PARK SQUARE CAPITAL Alex Fotakdis, CVC CAPITAL PARTNERS Nick Jansa, DEUTSCHE BANK John Foy, PRUDENTIAL M&G	Secondary Market: What's Next.....? Nigel Dawn, UBS INVESTMENT BANK	<b>UPDATE ON AFRICA</b> How To Approach Investing In An Exciting, But Complex & Diverse Continent: Who Is Generating Outsized Returns Now & Who Is Best Placed To Benefit From The Forecast Growth? Moderator: Dushy Sivanthry, PANTHEON Panellists: Michael Turner, ACTIS Luke Kinoti, FUSION CAPITAL Philip Boulton, FTI CONSULTING Shakir Merali, AUREOS Hurley Doddy, ECP
15.40				<b>SECONDARIES OUTLOOK</b> Assessing Future Growth In The Secondaries Market: What Are The Implications For Deals & Returns? Moderator: Marleen Groen, GREENPARK CAPITAL Panellists: Nik Morandi, PANTHEON Ken Sawyer, SAINTS CAPITAL	
16.00	<b>LP VIEWS ON MID MARKET</b> Which Mid Market Funds Have Raised Money Quickly & Why? What Are LPs Looking For In Their Selection Of GPs? Moderator: Richard Anthony, EVERCORE Panellists: Dana Hatmoff, JP MORGAN ASSET MANAGEMENT William Gilmore, SCOTTISH WIDOWS INVESTMENT PARTNERSHIP Vicky Williams, BP INVESTMENT MANAGEMENT Matthew Smith, ABBOTT CAPITAL Andrew Kripke, CASPIAN	<b>STRATEGY &amp; PRACTICE ROUND TABLES</b> LP Commitments: Neil Harper, MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS Co-Investments: Alexandre Motte, AXA PRIVATE EQUITY Peter Cornelius, ALP INVEST PARTNERS Return Expectations: Howard Searing, DUPONT CAPITAL MANAGEMENT LP/GP Relations: Dennis Kaiser, MACQUARIE INVESTMENT MANAGEMENT GROUP LP Perspectives On Fundraising: Mark Boyle, NORTHWESTERN MUTUAL CAPITAL Accessing Alpha: Paul Newsome, UNIGESTION Terms & Conditions: Nathalie Duguay, SJ BERWIN	<b>OPPORTUNITIES IN THE EUROPEAN DISTRESSED SPACE</b> When Will The European Crisis Create A New Wave Of Distressed & Turnaround Investing? How Are Distressed Funds Positioning Themselves To Benefit? Moderator: Dante Leone CAPOLINO-PERLINGIERI & LEONE Panellists: Hermann Dambach, OAKTREE CAPITAL MANAGEMENT David Abrams, APOLLO GLOBAL MANAGEMENT Henrik Fastrich, ORLANDO CAPITAL	<b>INVESTORS IN SECONDARIES</b> Too Much Exposure To The Same Assets? What Are The Real Risk Return Assumptions Of LPs Investing In Secondaries? Examining LPs' Appetite, Strategy And Organisation Skills For Investing Through Secondary Funds Or Directly Moderator: Peter Schwanitz, PORTFOLIO ADVISORS Panellists: Benjamin Revillon, ACG PRIVATE EQUITY Oliver Gardley, POMONA CAPITAL Peter Wilson, HARBOURVEST PARTNERS Richard Naim, F&C INVESTMENT BUSINESS Katja Salovaara, ILMARINEN	
16.20				<b>INVESTING IN CHINA'S POTENTIAL</b> Understanding The Evolution & Dynamics Of Private Equity In China - Which Strategies Will Prevail And What Is The Fund & Deal Model Of The Future? Moderator: TBC Panellists: David Pierce, SQUADRON CAPITAL Joe Zhou, KEYSTONE VENTURES Other Speakers TBC	
16.40	Afternoon Tea With - Meet The Industry Speed Networking				
17.10	<b>SPECIALIST VS GENERALIST</b> What Benefits Does Each Strategy Offer LPs? Examining The Diversity Of Approach To Different Sectors & Geographies Moderator: Helen Steers, PANTHEON Panellists: Oliver Schumann, CAPITAL DYNAMICS Peter Keehn, ALLSTATE INVESTMENTS Anna Dayne, DAWN ADVISORS Mark Calnan, TOWERS WATSON	<b>LP FOCUS ON EUROPE</b> Europe: Should Investors Be Wary Of Looking Up Capital In A Region With Extreme Uncertainty Or Is Now The Best Time To Commit? If So, Where? Moderator: Armando D'Amico, ACANTHUS ADVISERS Panellists: Jim Strang, HAMILTON LANE Søren Brøndum Andersen, ATP PEP Iain Christie, METLIFE INVESTMENTS Rune Jessen, QIC GLOBAL PRIVATE EQUITY Marc Boehme, GOLDMAN SACHS	<b>LPs ON DISTRESSED</b> How Can LPs Prepare For The Predicted Wave Of Distressed Opportunities? If They Haven't Invested Already, Is It Too Late? Moderator: William van Eesteren, WILSHIRE ASSOCIATES Panellists: Jakub Chonek, CLEARLIGHT INVESTMENTS Nick Shaw, CAMBRIDGE UNIVERSITY INVESTMENT OFFICE Neil Harper, MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS	<b>EXIT SOLUTIONS</b> Finding Exit Solutions For Mature Portfolio Companies And In-House Fund Of Fund Teams - Managing The Conflicts Between GPs And LPs Moderator: Francois Gambin, SECONDCAP Panellists: Elaine Small, PAUL CAPITAL ADVISORS Andre Aubert, LGT CAPITAL PARTNERS Christiaan de Lint, HEADWAY CAPITAL PARTNERS	<b>UPDATE ON RUSSIA</b> Russia: Is This The Perfect Boilhole For The Contrarian Investor? Strategies For Unlocking Potential In This Most Challenging Of Markets Moderator: Janusz Heath, CAPITAL DYNAMICS Panellists: Anne Fossemalle, EBRD Mike Calvey, BARINGS VOSTOK Alexander Savin, ELBRUS CAPITAL Victoria Lazareva, UCP PARTNERS
17.40	17.40 - 18.40 - Networking Champagne Roundtables - see page 6 for details				
18.00	18.00 - 20.00 - Evening Networking Cocktail Party - Hosted by: UBS INVESTMENT BANK NB Entry Strictly Restricted To SuperReturn Conference Badge Holders Only				

# Main Conference Day 2

## Wednesday 27th February 2013

07.50	Registration & Coffee			
08.20	Chairman's Welcome: <b>James Moore</b> , Managing Director, Global Co-Head, Private Funds Group, UBS INVESTMENT BANK			
08.30	 <b>LEADERSHIP INTERVIEW</b> Pursuing Consistent Returns Through Growth & Business-Building <b>Steve Klinsky</b> , Founder & CEO, NEW MOUNTAIN CAPITAL Interviewed by: <b>Mario Giannini</b> , CEO, HAMILTON LANE			
08.55	<b>KEYNOTE INDUSTRY ADDRESS</b> Private Equity – In Better Or Worse Shape Than Before The Great Recession? <b>David Rubenstein</b> , Founder & Managing Director, THE CARLYLE GROUP			
09.25	<b>UPDATE ON FUNDRAISING TERMS &amp; STRUCTURES</b> Focus On Legal Terms And Structures: How Funds Are Positioning Themselves To Overcome Fund Raising Challenges In 2013 To Offer Terms And Structures That Are Attractive In The Continuing Changing Commercial And Regulatory And Tax Environment <b>Michael Halford</b> , Partner, Head of International Funds Group (London), SJ BERWIN			
09.50	<b>ELECTRONIC POLLING SESSION</b> Moderated by: <b>Mario Giannini</b> , CEO, HAMILTON LANE Panellists: <b>David Rubenstein</b> , Founder & Managing Director, THE CARLYLE GROUP <b>Joe Baratta</b> , Senior Managing Director & Head of Private Equity Europe, THE BLACKSTONE GROUP <b>Marc Rowan</b> , Co-Founder, APOLLO GLOBAL MANAGEMENT <b>Jeremy Collier</b> , CIO, COLLIER CAPITAL 			
10.35	Morning Coffee Plus LP / GP Speed Networking			
11.05	<b>KEYNOTE INTERVIEW SESSION</b> The Evolution Of Private Equity - A 30 Year Perspective <b>Scott Sperting</b> , Co-President, THOMAS H. LEE PARTNERS Interviewed by: <b>Mario Giannini</b> , CEO, HAMILTON LANE 			
11.30	<b>KEYNOTE ADDRESS – HOW TO ACHIEVE SUPER RETURNS</b> Ex-Growth Europe: How Will Private Equity Continue To Produce Good Returns? <b>Guy Hands</b> , Chairman & CIO, TERRA FIRMA			
12.00	<b>CIO PERSPECTIVES</b> Allocating To PE / Alternatives In A Low Interest Rate / Low Growth Environment: Finding The Optimum Balance Between Liquidity & Return Moderator: <b>Jake Elmhirst</b> , Managing Director, Global Co-Head, Private Funds Group, UBS INVESTMENT BANK Panellists: TBC			
12.30	<b>GUEST SPEAKER: STATE OF THE UNION ADDRESS</b> What Next For Private Equity? <b>Mervyn Davies</b> , Lord Davies of Abersoch, Vice Chairman, CORSAIR CAPITAL (former Chairman of Standard Chartered)			
13.15	 Lunch - Meet The LP Lunch Roundtables - 14.15 - 14.45 - Delegate Quickfire Showcase: Specialist Funds Afternoon Plenary Chairman: <b>James Moore</b> , Managing Director, Global Co-Head, Private Funds Group, UBS INVESTMENT BANK			
14.45	Speaker & Topic TBC			
15.10	<b>MID MARKET HEAVYWEIGHTS</b> What Will Happen To The Mid Market Over The Next 5 Year? Which Models Will Survive & Why? Moderator: <b>Mounir Guen</b> , CEO, MVISION Panellists: <b>A. Richard Caputo, Jr.</b> , Managing Principal, THE JORDAN COMPANY <b>TJ Maloney</b> , President, LINCOLNSHIRE MANAGEMENT <b>Howard D. Morgan</b> , Co-President, CASTLE HARLAN <b>Pamela Hendrickson</b> , COO, THE RIVERSIDE COMPANY, <b>Lars Terney</b> , Partner, NORDIC CAPITAL			
15.50	<b>DIVERSITY OR FOCUS?</b> Examining The Advantages & Challenges Of A Diversity Of Approaches To Sectors & Geographies Moderator: <b>Hanneke Smits</b> , CIO, ADAMS STREET PARTNERS Panellists: <b>Roger Holmes</b> , Partner, CHANGE CAPITAL, <b>Charles Sherwood</b> , Partner, PERMIRA <b>John Hahn</b> , Managing Director, PROVIDENCE EQUITY PARTNERS <b>Pål M. Reed</b> , Senior Partner and Deputy CEO, HITECVISION			
16.20	<b>EMERGING MARKETS TITANS</b> How Well Have Returns From Emerging Markets Withstood The Global Crisis? How Have The Drivers Of Return Changed As The Markets Evolve – For Better Or Worse? Moderator: <b>Pat Dinneen</b> , Managing Director, SIGULER GUFF Panellists: <b>Christopher Meyn</b> , Partner, GÁVEA INVESTIMENTOS <b>Seymour Tari</b> , CEO, TURKVEN PRIVATE EQUITY <b>Runa Alam</b> , Co-Founding Partner, CEO, DEVELOPMENT PARTNERS INTERNATIONAL <b>Jim Hildebrandt</b> , Managing Director, BAIN CAPITAL ASIA			
16.50	Afternoon Tea			
	Stream A - Fundraising Chaired by: <b>Simon Witney</b> , SJ BERWIN	Stream B - Sector Focus Chaired by: <b>Nils Rode</b> , ADV EQ	Stream C - Buyouts Chaired by: <b>Simon Thornton</b> , PEARONLINE	Stream D - Outlook On Regulation & Governance Chaired by: <b>Claus Stenbaek</b> , KEYHAVEN CAPITAL
17.20	Speaker TBC	Big Ideas – Big Returns? Investing In New Companies <b>Nils Rode</b> , ADV EQ	Speaker TBC	Investment Protection - Avoiding Unpleasant Surprises With Business & Compliance Reviews <b>Jochen Benz</b> , <b>ALVAREZ &amp; MARSAL</b> <b>Kai Schumacher</b> , <b>ALVAREZ &amp; MARSAL</b>
17.40	<b>STRAIGHT TALKING LPs</b> LPs Tell It Straight: 10 Common Mistakes To Avoid When Fundraising Moderator: <b>Steve Costabile</b> , PINEBRIDGE ASSOCIATES Panellists: <b>Martin Vervoort</b> , ALP INVEST PARTNERS <b>Peter McKellar</b> , SL CAPITAL <b>Laurence Zage</b> , MONUMENT GROUP	<b>FOCUS ON FINANCIAL SERVICES</b> Factors For Success When Investing In Financial Services Moderator: <i>tbc</i> Panellists: <b>David Morgan</b> , JC FLOWERS <b>Olivier Sarkozy</b> , THE CARLYLE GROUP <b>Cliff Brokaw</b> , CORSAIR CAPITAL	<b>IMAGE OF PE</b> Enhancing The Public Perception Of PE By Engaging In Dialogue With The Critics: Building, Marketing & Protecting A Brand For PE Moderator: <b>John Waples</b> , FTI CONSULTING Panellists: <b>Emma Thorpe</b> , EVCA <b>Rory Macmillan</b> , THE CARLYLE GROUP <b>Karsten Langer</b> , RIVERSIDE EUROPE PARTNERS	<b>PERSPECTIVES ON REGULATION</b> New Regulation – An Investment Opportunity! Moderator: <b>Claus Stenbaek</b> , KEYHAVEN CAPITAL Panellists: <b>Gunther Skrzypczek</b> , AUGUR CAPITAL <b>Remy Kawkabani</b> , WTCP <b>Paul Denning</b> , DENNING & CO <b>Robina Barker-Bennett</b> , LLOYDS BANK
18.10	 <b>RAPID RESPONSE SESSION</b> Moderated by: <b>Mark O'Hare</b> , PREQIN <b>RETURNING TO MARKET:</b> How Can GPs Beat The Odds In An Unforgiving Fundraising Environment? What Can GPs Do To Effectively Demonstrate Their Strengths To LPs? Panellists: <b>Martin Dunnett</b> , WARBURG PINCUS <b>Mark St John</b> , CVC CAPITAL PARTNERS <b>Michael Lukin</b> , MACQUARIE INVESTMENT MANAGEMENT GROUP <b>Mark Hoeing</b> , COMMONFUND	<b>OPPORTUNITIES IN ENERGY</b> What Are The Current Key Opportunities In The Energy & Clean Energy Markets? Moderator: <b>Sam Abboud</b> , PIONEER POINT Panellists: <b>Bradford T. Nordholm</b> , STARWOOD ENERGY GROUP GLOBAL <b>John E. Buehler</b> , ENERGY INVESTORS FUND <b>David Leusching</b> , RIVERSTONE HOLDINGS <b>Claudi Santiago</b> , FIRST RESERVE CORPORATION	 <b>BEST IN CLASS SHOWCASE</b> Chaired by: <b>Simon Thornton</b> , PEARONLINE Clean Energy: <b>Rory Quinlan</b> , CAPITAL DYNAMICS Infrastructure: <b>Steven Lowry</b> , BBIP Life Sciences: <b>Rainer Strohmenger</b> , WELLINGTON PARTNERS	<b>QUALITY ESG</b> ESG: Theory Versus Practice – What Counts As Good ESG? Discerning Quality ESG From Claims Of Best Practice: Moderated by: <b>Tom Rotherham</b> , HERMES EQUITY OWNERSHIP SERVICES Panellists: <b>Dushy Sivani</b> , PANTHEON <b>Niclas During</b> , CDC GROUP <b>Adam Black</b> , DOUGHTY HANSON
18.40	Close of Day 2			
1840 2030	 <b>SuperReturn Beer &amp; Sausage Evening</b> - Hosted by 			

# Highlights & Networking Opportunities

## Delegate QuickFire Showcase Emerging Managers

26th February, 14.15 – 14.55

### Specialist Funds

27th February, 14.15 – 14.45

A must – attend session for those delegates who wish to promote their fund to a panel of LPs and the SuperReturn audience. Fund managers have exactly **90 seconds** to present their fund's strategy and what makes their fund unique before being judged by the LPs. An informal session in which all delegates can participate.

## LP/GP Structured Speed Networking

27th February, 10.35

The only way to meet **15 LPs in 15 minutes!**

LPs and GPs are divided into 2 groups and take a minute each to make introductions and swap business cards before moving on. GPs meet potential investors, whilst LPs review new funds. If there is a fit, you can follow up later.

## Best In Class Fund Showcase

27th February, Stream C, 18.10

Hear from some of the hottest funds across a variety of sectors. Each fund has 5 minutes to present sector analysis and outlook for investments and returns. If you are interested in showcasing your fund, please contact **Brenda Cunningham** at [bcunningham@icbi.co.uk](mailto:bcunningham@icbi.co.uk)

## Evening Networking Cocktail Party

26th February, 18.00 - 20.00

Hosted by



This informal gathering will give delegates a fabulous opportunity to network with investors, fund managers and other from round the globe, make new contacts and discuss the topics of the day.

## Electronic Polling Session

27th February, 09.50

A live audience poll on the outlook for the future of PE. **Mario Giannini**, CEO, HAMILTON LANE, oversees a panel of some of the **biggest names in the industry**, who discuss the real time results of your opinions on critical industry issues.

## LPs Tell It Straight: 10 Common Mistakes To Avoid When Fundraising

27th February, 17.40

Learn what LPs really think of GPs during the fundraising process, what strategies work best, and which should be avoided!

## Beer & Sausage Evening

27th February, 18.40 - Hosted by



Network in traditional German style at the SuperReturn Beer & Sausage Fest, and sample the finest selection of German bratwurst, washed down with a choice of delicious draft and bottled authentic German Beers.

# Main Conference Day 3

Thursday 28th February 2013

07.30 - 08.30	<b>LP Only Breakfast</b> Informative and invaluable networking for LPs. Open to pre-qualified pension funds, foundations, endowments, SWFs and ILPA members only. To see if you qualify for a place, please contact: lgriffin@icbi.co.uk
08.30	Registration & Coffee
08.35	Chairman's Welcome: <b>Thomas Pütter</b> , Chairman & Chief Executive, <b>ANCORA FINANCE GROUP</b>
08.45	<b>NEW ACADEMIC RESEARCH</b> The Risk And Return Characteristics Of Private Equity: Fresh Insights Based On Novel Data And Methods <b>Oliver Gottschalg</b> , Associate Professor of Strategy and Business Policy, <b>HEC SCHOOL OF MANAGEMENT, PARIS</b>
09.30	<b>EFFECTS OF INDUSTRY SHAKEOUT</b> "Stuck In The Middle? Maybe Not So Bad!" <b>Kevin Albert</b> , Global Head of Business Development, <b>PANTHEON</b>
09.50	<b>KEY CHALLENGES OF 2015-20</b> Is This Finally The Industry's First Major GP Shake-Out? How Will It Impact Investor Returns, Behaviour, Fund Terms & Sizes & Roles Within The Industry? Moderator: <b>Kevin Albert</b> , Global Head of Business Development, <b>PANTHEON</b> Panellists: <b>Michael Sotirhos</b> , Senior Managing Director, <b>THE BLACKSTONE GROUP</b> <b>René Höpfner</b> , Principal, <b>MERCER DEUTSCHLAND</b> <b>Michael Lindauer</b> , Managing Director, Global Co-Head of Fund Investments <b>ALLIANZ CAPITAL PARTNERS</b>
10.20	<b>FOCUS ON FINANCIAL SERVICES</b> Update On Opportunities & Challenges For Financial Services Investing In 2013 <b>J Christopher Flowers</b> , Chairman & CEO, <b>J.C FLOWERS &amp; CO.</b>
10.45	Morning Coffee
11.15	<b>FOCUS ON REGULATION</b> Update On The Impact Of The AIFMD On The Global Private Equity Industry: How Are Firms Dealing With Implementation In Practice? Moderator: <b>Dörte Höppner</b> , Secretary General, <b>EVCA</b> Panellists: <b>Joanna James</b> , Managing Partner, Co-Head of Central Europe, <b>ADVENT INTERNATIONAL</b> <b>John Morgan</b> , Partner, <b>PANTHEON</b> <b>Uli Fricke</b> , Managing General Partner & Founder, <b>TRIANGLE VENTURE CAPITAL GROUP</b> <b>Mark Florman</b> , CEO, <b>BVCA</b> <b>Patricia Volhard</b> , Member of Tax and Legal Committee, <b>BVK</b>
11.45	<b>THE SUPERRETURN DEBATE</b> This House Believes That Private Equity Is A Force For Good & Adds Value & Creates Employment Over The Long Term Chairman: <b>John Waples</b> , Senior Managing Director & UK Head of Strategic Communications, <b>FTI CONSULTING</b> On Proposition: <b>Ludo Bammens</b> , Director of European Corporate Affairs, <b>KKR</b> <b>Pamela Hendrickson</b> , COO, <b>THE RIVERSIDE COMPANY</b> On Opposition: <b>Philip Jennings</b> , General Secretary, <b>UNI GLOBAL UNION</b>
12.30	<b>SPECIAL GUEST SPEAKER</b> Super Returns From Super Connectors In A Globally Connected World <b>Karen Stephenson</b> , Corporate Anthropologist & President, <b>NETFORM</b>
13.15	Lunch
14.45	<b>CASE STUDY: FOCUS ON OPERATIONS</b> A Consultant's Approach To Sustainable Value Creation Through Capability Building <b>Tony Benitez</b> , Managing Partner, <b>ASCENSION MANAGEMENT CONSULTING</b> Followed by: Q&A SESSION
15.30	<b>FILLING THE LENDING GAP</b> Examining Alternative Sources Of Lending: What Can Europe Learn From The US? Moderator: <b>Thomas Pütter</b> , Chairman & Chief Executive, <b>ANCORA FINANCE GROUP</b> Panellists: <b>Paul Simpkin</b> , Managing Director & Head of European Leveraged Finance, <b>CITI</b> <b>Michael Williamson</b> , Managing Partner, <b>CALA CAPITAL</b>
16.00	<b>OPEN PANEL DISCUSSION</b> "We're All Doomed". Survival Strategies From The Coalface... Come along for a beer and join the debate! Moderator: <b>Peter Flynn</b> , Director, <b>CANDELA CAPITAL</b> Panellists: <b>Simon Thornton</b> , <b>PEAR ONLINE</b> Other panellists TBC
16.30	Close of Conference

# Highlights & Networking Opportunities

## NEW - Investor-Led & Focused Private Equity Strategy & Practice Roundtables

26th February, 16.00  
Delegates will be able to choose between small networking groups focused on different topics, each hosted by an LP. Topics include **LP Commitments**, **Accessing Alpha**, **Emerging Markets**, **Co-Investments**, **Return Expectations**, **LP/GP Relations**, **LP Perspectives On Fundraising**, **Terms & Conditions**.

## VIP Hosted Lunch Tables

26th February, 13.15  
**Lord Mark Malloch-Brown**, Chairman Europe, Middle East, Africa, **FTI CONSULTING**  
**Peter Cornelius**, Chief Economist, **ALPINVEST PARTNERS**  
An excellent chance to chat face-to-face with some of our top level speakers of the day.

## New Academic Research

28th February, 08.45  
Hear the latest insights on the risk and return characteristics of private equity from **Oliver Gottschalg**, Associate Professor of Strategy and Business Policy, **HEC SCHOOL OF MANAGEMENT, PARIS**

## Debate

28th February, 11.45  
Watch the sparks fly as some of the more outspoken private equity players argue out the topic:  
**This House Believes That Private Equity Is A Force For Good & Adds Value & Creates Employment Over The Long Term**  
Chairman: **John Waples**, Senior Managing Director & UK Head of Strategic Communications, **FTI CONSULTING**  
On Proposition:  
**Ludo Bammens**, Director of European Corporate Affairs, **KKR**  
**Pamela Hendrickson**, COO, **THE RIVERSIDE COMPANY**  
On Opposition:  
**Philip Jennings**, General Secretary, **UNI GLOBAL UNION**

## 3 Fabulous Networking Receptions

25th February, 18.00 - 19.00  
26th February, 18.00 - 20.00  
Cocktail Party Hosted by



27th February, 18.40 - 20.00

Beer & Sausage Evening Hosted by



## Speaking Opportunities At SuperReturn

Do you want to showcase your brand to our prestigious SuperReturn International audience?  
To find out more, please call **Brenda Cunningham** on +44 20 7017 7219 or email [bcunningham@icbi.co.uk](mailto:bcunningham@icbi.co.uk)

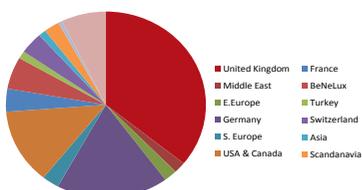
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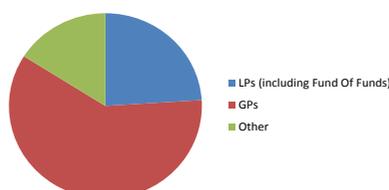
## SuperReturn International Delegate Profile

1400+ delegates from 40 different countries attended SuperReturn International 2012.

### Geographical Breakdown



### Company Breakdown



# SUPERRETURN INTERNATIONAL 2013: THE EVENT HIGHLIGHTS

## Champagne Roundtable Discussions

26th February, 17.40 – 18.40

Your chance to meet speakers and fellow delegates, discuss ideas, debate questions and network in a brilliant face-to-face format, over a chilled glass of champagne. Each roundtable has a topic and a host. Choose the one of most interest to you and sign up on the day.

- Strategies for Successfully Accessing Capital**  
Josyane Gold, Partner, International Funds Group, & Sonya Pauls, Partner, International Funds Group, **SJ BERWIN**
- Spain's 'Bad Bank'... Opportunities For Private Equity**  
Aurelio Garcia-Miro, Senior Managing Director, **FTI CONSULTING**
- Is Small Beautiful?**  
Rainer Ender, Co-Head of Investment Management, **ADVEQ MANAGEMENT**
- How Much Do Past Returns Guide The Allocation & Investment Decisions Of LPs?**  
Miriam Schmitter, **CAMBRIDGE ASSOCIATES**
- Update On Africa**  
Dusky Sivanithy, Principal, **PANTHEON**
- Assessing Future Growth In The Secondaries Market**  
Marleen Groen, CEO, **GREENPARK CAPITAL**
- Opportunities In The Turnaround & Distressed Space**  
Henrik Fastrich, Founding Partner, **ORLANDO MANAGEMENT**
- LP Perspectives On Fundraising**  
Dana Haimoff, Portfolio Manager, **JP MORGAN ASSET MANAGEMENT**
- What Are The Real Risk Return Assumptions Of LPs Investing In Secondaries?**  
Peter Schwantiz, Managing Director, **PORTFOLIO ADVISORS**
- Where Are Returns To Be Made In The Mid Market?**  
John Barber, Partner, Head of Investor Services, **BRIDGEPOINT**
- Update On Debt: Filling The Lending Gap**  
Marc Boughton, Managing Partner, **CVC CREDIT PARTNERS**
- What Is The New Normal For PE Terms Going Forward?**  
William van Eesteren, Managing Director, **WILSHIRE ASSOCIATES**
- Focus On Philanthropy: Using Private Equity Resources For Social Change**  
Shaks Ghosh, Chief Executive, **PRIVATE EQUITY FOUNDATION**

## What's New For SuperReturn International 2013?

### NEW Investor-led & Focused Strategy & Practice Roundtables

Delegates choose between small networking groups focused on different topics, each hosted by an LP. Topics include LP Focus On Europe, LP Commitments, Accessing Alpha, Emerging Markets, Return Expectations, LP/GP Relations and Terms & Conditions.

LPs participating include:  
**MORGAN STANLEY ALTERNATIVE EQUITY, ALP INVEST PARTNERS, AXA PRIVATE CAPITAL MANAGEMENT, MACQUARIE INVESTMENT MANAGEMENT GROUP, NORTHWESTERN MUTUAL CAPITAL, UNGESTION**

### NEW Rapid Response Fundraising Session

Hear panellists give pithy responses to issues raised by the topic title: "How Can Fundraising Be Done In An Unforgiving Environment?" The moderator will only give them 30 seconds to air their views before moving on, so they will have no choice but to be clear and succinct!

Moderator: **Mark O'Hare, PREQIN**

Panellists: **Martin Dunnett, WARBURG PINCUS**  
**Mark St John, CVC CAPITAL PARTNERS**  
**Michael Lukin, MACQUARIE INVESTMENT MANAGEMENT GROUP**  
**Mark Hoing, COMMONFUND**

### NEW Best in Class Sector Focus Session

Hear 5 minute presentations from leading experts in various sectors as they assess strategies & options and give objective advice on how to optimise returns in their chosen sector.

### NEW Debate

Watch the sparks fly as some of the more outspoken private equity players argue out the topic: "This House Believes That Private Equity Is A Force For Good & Adds Value & Creates Employment Over The Long Term"

Chairman:  
**John Waples, Senior Managing Director & UK Head of Strategic Communications, FTI CONSULTING**

On Proposition:  
**Ludo Bammens, Director of European Corporate Affairs, KKR**  
**Pamela Hendrickson, COO, THE RIVERSIDE COMPANY**

On Opposition:  
**Philip Jennings, General Secretary, UNI GLOBAL UNION**

### NEW Fundraising Panel

"LP's Tell It Straight: 10 Common Mistakes To Avoid When Fundraising"  
Learn what LPs really think of GPs during the fundraising process, what strategies work best, and which should be avoided!

Moderator: **Steve Costabile, PINEBRIDGE ASSOCIATES**

Panellists: **Martin Vervoort, ALP INVEST PARTNERS**  
**Peter McKellar, SL CAPITAL PARTNER**  
**Laurence Zage, MONUMENT GROUP**

### NEW SuperReturn International Village

The conference venue has been re-vamped into a more networking friendly space, including a Coffee Lounge, Smoothie Bar, Networking Lounge, Meeting Hubs and much more.

## Special Guest Speakers

### KEYNOTE GUEST ADDRESS, 27th February, 12.30



**Mervyn Davies**, Lord Davies of Abersoch, Vice Chairman, **CORSAIR CAPITAL** (former Chairman of Standard Chartered)

Lord Davies of Abersoch is a partner and Vice Chairman of Corsair Capital, a private equity firm specialising in financial services. He is also Non-Executive Chairman of PineBridge Investments Limited, the Senior Independent Director at Diageo, Chair of the Advisory Board of Moelis & Co., and Non-Executive Chairman of Notemachine Group Holdings Limited. Lord Davies was Minister for Trade, Investment and Small Business, and Infrastructure from January 2009 until May 2010. Prior to this appointment, he was Chairman of Standard Chartered PLC from November 2006. He was awarded a CBE for his services to the financial sector and the community in Hong Kong in June 2002 where he served as a member of the HK Exchange fund for seven years.

Lord Davies will give his expert perspective on the global macro environment and its effect on private equity, lending and the global financial services industry.

### ECONOMIC OVERVIEW, 26th February, 08.10



**Stéphane Garelli**, Professor, IMD, Professor, University of Lausanne, **A WORLD AUTHORITY ON COMPETITIVENESS**

Stéphane Garelli reads today's global economic picture better than anyone else. He has a unique ability to analyse and describe the world economic environment as it evolves, and to draw conclusions about what changes in the world economy actually mean for companies and individuals alike. He is Professor at both the International Institute for Management Development (IMD), and at the University of Lausanne as well as Director of The World Competitiveness Yearbook. He is globally recognised as an authority on World Competitiveness and his research focuses particularly on how nations and enterprises compete on International markets.

Stéphane will be opening the main conference on 26th February with an insightful and detailed global economic overview.

### GLOBAL AFFAIRS GURU, 26th February, 11.15



**Lord Mark Malloch-Brown**, Chairman Europe, Middle East, Africa, **FTI CONSULTING**

Lord Mark Malloch-Brown has responsibility for all aspects of the firm's business in the Europe, Middle East and Africa. He also serves as chairman of the firm's Global Affairs practice, a speciality team that draws on a wide range of skills at FTI Consulting to help clients face challenging international issues as they pursue growth in new markets. Mark Malloch-Brown served as a Minister in Prime Minister Gordon Brown's cabinet, where he had particular responsibility for strengthening relationships with Africa and Asia and the international system. In addition, Lord Malloch-Brown has served as Deputy Secretary General and Chief of Staff of the United Nations under Kofi Annan and, for six years prior, as Administrator of the UN Development Programme.

Mark will speak on the inexorable rise of political risk in today's precarious investment climate.

### NEW ACADEMIC RESEARCH: 28th February, 08.45



**Oliver Gottschalg**, Associate Professor of Strategy and Business Policy, **HEC SCHOOL OF MANAGEMENT, PARIS**  
Professor Oliver Gottschalg serves as HEC's Academic Director for the TRIUM Global Executive MBA Program. His research focuses on the strategic logic and performance determinants of private equity investments and he serves as an advisor to leading industry investors. He is Head of Research at Peracs, a firm providing advanced private equity fund due diligence and benchmarking services. He recently served as an advisor to the European Parliament regarding regulation of the Private Equity industry.

Oliver will share his latest research with the audience on the risk and return characteristics of private equity, bringing fresh insights based on novel data and methods.

### CORPORATE ANTHROPOLOGIST, 28th February, 12.30



**Dr. Karen Stephenson**, Corporate Anthropologist & President, **NETFORM**

Dr. Karen Stephenson is one of only four females recognised from a distinguished short list of 55 in Random House's 2007 Guide to the Management Gurus. In 2006, she was awarded the first Houghton Hepburn Fellow at Bryn Mawr College for her groundbreaking contributions to civic engagement. In 2001, her consulting firm Netform was recognised as one of the top 100 leading innovation companies by CIO. Her prominence catapulted in 2000 when she was featured in a New Yorker article by Malcolm Gladwell, regarding the social dynamics of office spaces.

Karen, has a fascinating take on corporate anthropology, and will challenge delegates to question their fundamental assumptions and think in new ways about social relationships in their workplace

## The "How To" of Networking at SuperReturn International, Berlin

Below is a guide detailing how our unique structured networking offering ensures that you connect with the right people

### Brand New SuperReturn Village - Networking Totally Revamped...

Located at the heart of our networking-friendly venue is the SuperReturn Village. The facilities include a **Meeting Zone** dedicated area to conduct those all-important one-to-one meetings. Catch up with old friends and meet those new contacts at the barista **Coffee House**. Energise at the **Smoothie Bar**, while mingling with potential clients at this centrally located all day refreshment parlour. Plus, the entire Marleen Bar area has been reserved for delegates as **The SuperReturn Lounge** - a great place for informal meetings over a drink.

### The SuperReturn App - Your Essential Online Networking Tool

Stay ahead with the latest technology - the SuperReturn app will allow you to view the delegate list and meet the right contacts before and at the event. The app goes live to registered and paid-up delegates 2 weeks before the event.

### Delegate QuickFire Showcase

In this informal session, delegates will have **90 seconds to promote their fund to the SuperReturn International audience**. Our expert LP judging panel will comment on fund strategy as well as presentation style and the winner receives a fabulous prize! Sign up opens 2 weeks before the event.

### Speed Networking Sessions

The fastest way to meet 20 potential business contacts in 20 minutes. There will be one GP/LP focused and one general speed networking session. Participants are given one minute to speak and swap business cards with each other. If there is mutual interest, you can follow up later! Sign up fast, spaces are limited and always quick to go!

### Meet the LP Lunch Tables

An informal chance to meet and converse with the biggest LPs in the industry over a delicious sit down lunch.

### Champagne Roundtable Discussions

The roundtables are an informal way of meeting LPs and GPs interested in your area of expertise or specific region. Placed at the end of the day, they offer a chance to wind down and relax with your peers over a chilled glass of champagne. Sign up on the day.

# SuperReturn International 2013 Speakers



**Sam Abboud**  
Partner  
**PIONEER POINT PARTNERS**  
27 February, Stream B, 18.10

Sam has been investing in the energy and environmental sectors for a decade. Sam joined Englefield Capital, a European mid-market private equity firm, as a non founding partner in 2003 along with four other colleagues from Morgan Stanley, where he pioneered investments in the energy and environment sectors until he left to pursue what is now Pioneer Point Partners in 2008. He was previously with Morgan Stanley Private Equity in London.



**David Abrams**  
Managing Partner, European Principal Finance Fund  
**APOLLO GLOBAL MANAGEMENT**  
26 February, Stream C, 16.00

Mr. Abrams co-founded EPF and has been EPF's Managing Partner since he joined Apollo Management in 2007. From 1996 through 2007, Mr. Abrams was a Managing Director in the Leveraged Finance Group of Credit Suisse, based in London and New York, and prior to that, he was the Head of the Specialty Finance Investment business which included investing in NPL portfolios and distressed assets.



**Anselm Adams**  
Director & Senior PE Portfolio Manager  
**PECA Limited**  
25 February, Turkey Summit, 10.40

PECA Limited is a member of ILPA and part of a European family office, which invests in private equity assets (FoF, funds and direct co-investments) in Europe, North America, Latin America and Asia. Leading a small team, Anselm is in charge of portfolio construction, due diligence, document negotiation, post-investment monitoring and reporting to the Family Board. He is member of the Investment Committee of Reig Patrimonia (Family Office) and also of some of PECA's direct investments.



**Runa Alam**  
Co-Founding Partner, CEO  
**DEVELOPMENT PARTNERS INTERNATIONAL**  
27 February, 16.20

DPI is a private equity fund advisory business who are the investment adviser to African Development Partners I, LLC and ADP I L.P. (together, ADP I), a private equity fund which invests through Africa. Prior to DPI LLP, Ms. Alam was Chief Executive of Kingdom Zephyr Africa Management, director of the AIG Infrastructure Fund, managed by Emerging Markets Partnership. Runa is Chair of the African Venture Capital Association Board of Directors and a member of the Emerging Market Private Equity Association Africa Council and Global Advisory Board.



**Kevin Albert**  
Partner  
**PANTHEON**  
28 February, 09.30 & 09.50

Kevin has 30 years of private equity experience and is a member of Pantheon's Executive Committee and is responsible for business development and client service activities globally at Pantheon. Kevin previously worked at Elevation Partners where he was in charge of fundraising and investor relations. For the 24 years prior to joining Elevation, Kevin ran the Global Private Equity Placement Group at Merrill Lynch.



**Jeffrey Amling**  
Senior Managing Director  
**FTI CONSULTING**  
26 February, 08.00

Jeff Amling's responsibilities include focusing on the coverage of selected Financial Sponsors, Sovereign Funds, and Investment Banks. Mr. Amling joined FTI from Deutsche Bank, where he was a Managing Director in the Media Group and a Vice Chairman in Corporate Finance. He began his Investment Banking career with Alex Brown in 1983 and founded their Media Investment Banking practice in 1990, a group which he led until 2003.



**Meltem Ankara**  
Senior Banker  
**EBRD**  
25 February, Turkey Summit, 11.45

Meltem Ankara has over 15 years of banking experience including investing in private equity, project finance, corporate finance and credit. Similar to a fund-of-funds investor, she works with established fund managers to support their subsequent funding as well as new fund managers in their efforts to set up first time funds in the region. Since inception, EBRD has invested in over 125 funds managed by more than 80 fund managers. As of December 2009, EBRD's cumulative commitment stood at EUR 27.2 billion to private equity funds with capital of EUR 13.6 billion. These funds have invested over EUR 7 billion in over 1000 companies that are up to 70% exited.



**Richard Anthony**  
CEO  
**EVERCORE PRIVATE FUNDS GROUP**  
26 February, Stream A, 16.00

With teams based in the United States, Europe, Hong Kong and Sydney, Richard is responsible for originating, developing and managing fundraising programs for private equity, distressed, venture capital, real estate and other types of alternatives funds. Richard was previously Global Co-Head of the Alternatives Advisory and Placement Group at Neuberger Berman, formerly part of the Investment Management Division of Lehman Brothers. Prior to this, he held various positions at Barclays Capital, Bear Stearns and J.P. Morgan.



**André Aubert**  
Partner  
**LGT CAPITAL PARTNERS**  
26 February, Stream D, 17.10

Mr. Aubert co-heads the firm's Private Equity Secondary practice. LGT Capital Partners has been active on the private equity secondary market since 1998 and has acquired more than 500 underlying limited partnerships representing original commitments of USD 4.5 billion. Prior to joining LGT Capital Partners in 2005, Mr. Aubert was a Principal at Index Ventures, a pan-European venture capital firm, which he joined in 1999.



**Ludo Bammens**  
Director of European Corporate Affairs  
**KKR**  
28 February, 11.45

Ludo Bammens joined KKR in 2009 as the Director of European Corporate Affairs. Before joining KKR, Mr. Bammens was the Director of European Public Affairs at Coca-Cola Company Europe Group. Prior to taking this role he was Vice President, Public Affairs and Communications for the Europe Group of Coca-Cola Enterprises, the largest bottler in the Coca-Cola system. From 1996-1991, Mr. Bammens was Deputy Chief of Cabinet of King Baudouin of Belgium.



**Joseph Baratta**  
Global Head of Private Equity  
**BLACKSTONE**  
27 February, 09.50

Joseph Baratta is also a member of the firm's Management and Executive Committee. He joined Blackstone in 1998 and in 2001, moved to London to help establish Blackstone's corporate private equity business in Europe. Before joining Blackstone, Mr. Baratta was with Tincum Incorporated, and McCowen De Leuw & Company. Mr. Baratta also worked at Morgan Stanley in its mergers and acquisitions department.



**John Barber**  
Partner, Co-Head of Investor Services  
**BRIDGEPOINT**  
26 February, Stream A, 15.20

John is responsible for Bridgepoint's investor relations, investor communications and capital raising activities. He is also a member of the Firm's Operating Committee. He has worked at Bridgepoint since 2007. John was previously a managing director at Helix Associates. Before joining Helix in 1997, John co-founded Yucatan Foods in Santa Monica, California. He previously worked at WSPG Partners, and at Morgan Stanley. John is a member of the Mid-Market Buyout Platform Council of the European Private Equity & Venture Capital Association (EVCA).



**Robina Barker-Bennett**  
MD & Global Head of Funds, Corporate & Institutional Banking  
**LLOYDS BANK**  
27 February, Stream D, 17.40

Robina joined Bank of Scotland in March 2007 and is currently Global Head of Funds, part of the Financial Institutions Group, in Lloyds Banking Group. Prior to that, she was a Managing Director and Head of the European Credit Structuring team in CIBC, responsible for the origination and execution of all European Securitisation and CDO business.



**Nevena Batchvarova Marsili**  
Investment Manager, Fund of Funds  
**IDEA CAPITAL FUNDS**  
25 February, Turkey Summit, 14.30

Nevena joined Idea Capital in 2009 and is responsible for the sourcing and monitoring of primary and secondary investments in a wide range of private equity funds globally. She has over 10 years of relevant industry experience and leads the firm's investments in buyout and credit funds. Prior to joining Idea Capital, Nevena was with Collier Capital in London and Morgan Stanley in New York.



**Dr. Gerhard Bauer**  
Investment Director  
**ALLIANZ PRIVATE EQUITY INVESTORS**  
26 February, Stream B, 15.20

Dr. Gerhard Bauer is a member of ACP's Fund Investment Team and is responsible for primary and secondary investments in European buyout and venture capital funds. Prior to joining ACP's Fund Investment Team in 2000, Gerhard was responsible for monitoring Allianz AG's long term industrial holdings. He currently represents ACP on the advisory boards of several private equity funds.



**Tony Benitez**  
CEO & Managing Partner  
**ASCENSION MANAGEMENT CONSULTING**  
28 February, 14.45

Tony Benitez has over 25 years' experience in the financial and insurance industries. His main areas of expertise lie in strategy, transformation, change management and leadership. Tony created and led a global internal consulting organization, worked on numerous strategic and transformation initiatives and implemented a global quality management program.



**Jochen Benz, Managing Director, ALVAREZ & MARSAL**  
27 February, Stream D, 17.20

Jochen Benz, a Managing Director with Alvarez & Marsal and responsible for Dispute Analysis & Forensic Services in Germany, brings more than 13 years of experience in forensic accounting, specialist investigations, investigation into fraud, FCPA, dispute advisory, restructuring and transaction services.



**Sven Berthold, Head of Private Equity**  
**WEGASUPPORT**  
25 February, German Summit, 17.20

Sven Berthold is responsible for the private equity programme of WEGA and also sits on the WEGA Investment Committee. Prior to WEGA Sven worked at FERI Finance AG, the largest independent financial advisory firm serving German financial institutions and high net worth individuals where he co-started the private equity operations. Sven started his professional career in the telecommunications industry.



**Kurt Björklund, Co-Managing Partner, PERMIRA**  
26 February, 10.00

Kurt became Co-Managing Partner of Permira in 2008. He serves on the Board and is a member of the Investment Committee. Kurt joined the London office in 1996 and became a Partner in 2001. Between 2003 and 2008 he was responsible for the Nordic office. Prior to joining Permira in 1996, Kurt worked for the Boston Consulting Group in Stockholm.



**Adam Black, Partner, Head of Sustainability**  
**DOUGHTY HANSON**  
27 February, Stream D, 18.10

Adam has worked within the sustainability, environmental and safety sectors for over twenty years. Prior to joining Doughty Hanson in 2008, he worked in the oil and gas industry, in technical environmental consultancy and at KPMG Europe's Sustainability Practice. His primary focus is responsible investment and sustainability, addressing environmental, social and governance (ESG) risks and opportunities across the group's portfolio companies – from the perspective of value creation and risk management.



**Dr. Christian Boehler, Principal, AKINA LTD**  
25 February, German Summit, 17.20

Christian joined Akina Ltd., previously known as LODH Private Equity AG, in autumn 2005. His main areas of responsibility are the geographic regions of Germany, Switzerland, Austria, the UK and Ireland, with a focus on fund investments. In addition, he is the Principal in charge of Akina's secondary fund investment activity. Prior to joining Akina Ltd., Christian worked at SCM Strategic Capital Management, where he was responsible for the sourcing and execution of primary and secondary private equity and real estate fund investments on behalf of large Swiss institutional investors.



**Marc Boehem, Managing Director, AIMS Group**  
**GOLDMAN SACHS**  
26 February, Stream B, 17.10

Marc Boehem is the co-chief operating officer of the AIMS Private Equity Group. He is also a portfolio manager in the Private Equity Group focusing on primary, co-investment and secondary investment opportunities. Marc is a member of the Private Equity Group Investment Committee, where he leads the group's private equity activities in Europe. Prior to joining the Private Equity Group, Marc worked in the Investment Banking Division in New York and the Advisory Group in London, where he focused primarily on investment banking transactions in Germany and Austria.



**Marc Boughton**  
CEO & Board Director  
**CVC CREDIT PARTNERS**  
26 February, Stream C, 15.20

Marc is CEO of CVC Credit Partners, an affiliated global credit manager, with AUM of \$8bn invested in speculative grade credit. Marc joined CVC in 1995 and was a member of the Private Equity Investment and Portfolio Committees. In 2001 he established CVC's Financing Team which has been responsible for arranging in excess of \$50bn of debt issuance. In 2006 Marc founded CVC Credit Partners which was Global winner of 'Best CLO Manager' award at the CreditLUX CLO Manager Awards 2012.



**Philip Boulton**  
Senior Managing Director, Global Risk & Investigations Practice  
**FTI CONSULTING**  
26 February, Stream E, 15.20

Philip Boulton is a former British government official with 22 years' experience in national security and intelligence matters in a wide range of jurisdictions, both in the UK and overseas. Since leaving the foreign service Mr Boulton has managed an extensive portfolio of issues on behalf of corporate clients operating in opaque, emerging and frontier markets, providing political and intelligence mapping, country entry reporting and analysis, pre-and post transactional due diligence and strategic intelligence support for major investors. Prior to joining FTI in November 2011 Mr Boulton was Managing Director of Agis Advisory.



**André Bourbonnais**  
Senior Vice-President, Private Investments  
**CPPIB**  
26 February, 12.30

André is responsible for leading private equity investments in the CPP portfolio. Prior to joining the CPP Investment Board, André managed a private equity portfolio in the financial services, telecommunications, media, and entertainment sectors for another Canadian pension plan manager. Before entering the private equity space, André spent several years with a leading telecommunications company and started his career as a corporate lawyer with a major Canadian law firm and then a consultant for a European merger & acquisition consulting boutique.



**Mark C. Boyle**  
Vice President  
**NORTHWESTERN MUTUAL CAPITAL**  
26 February, Stream B, 16.00

Mark C. Boyle is a Vice President of Northwestern Mutual Capital Limited and has been located in the company's London offices since early 2007. Northwestern Mutual Capital Limited is a subsidiary of The Northwestern Mutual Life Insurance Company, a prominent U.S. based insurer with over \$155 billion in assets. Mr. Boyle is a member of Northwestern Mutual's private debt and equity group where he focuses on private equity and mezzanine investments. Mr. Boyle has also served as a member of the investment committee for Northwestern Mutual's pension fund.



**Marco Brockhaus**  
Founder & Managing Director  
**BROCKHAUS PRIVATE EQUITY GMBH**  
25 February, German Summit, 15.30

Marco Brockhaus started his career as an investment banker in corporate finance with Rothschild GmbH, Frankfurt. From 1997 to 2000, he invested in growth and buy-out transactions for 3i. In 2000, he founded Brockhaus Private Equity.



**Clifford V. Brokaw IV**  
Partner  
**CORSAIR CAPITAL**  
27 February, Stream B, 17.40

Mr. Brokaw joined Corsair in 2007 as a Managing Director and serves as a member of the Investment Committees of Corsair III and Corsair IV. Mr. Brokaw was previously a Managing Director in the Financial Institutions group at Goldman Sachs, and prior to that worked in the Mergers & Acquisitions group of J.P. Morgan.



**Soren B. Andersen**  
Partner  
**ATP PRIVATE EQUITY PARTNERS**  
26 February, Stream B, 17.10

Soren previously worked with direct private equity investments at Procuratus, the Nordic lower mid-market buyout fund. At ATP PEP he is responsible for all aspects of the investment process related to both fund, secondary and co-investments. Soren serves on the advisory board of numerous ATP PEP portfolio funds in both Europe and the US.



**Janet Brooks**  
Managing Director  
**MONUMENT GROUP UK**  
26 February, Stream B, 15.00

Ms. Brooks joined Monument Group (UK) in 2007. Prior to joining Monument Group (UK), she was a Director and board member of ECI Partners, with responsibility for the firm's investor relations and fundraisings. During her fifteen year tenure at ECI, Ms. Brooks oversaw the successful fundraising of four institutional funds and also developed ECI's firm-wide marketing strategies for deal flow, investor relations, and general strategic direction. She is currently a member of the British Venture Capital Association's Investor Relations Committee, and has previously served in a similar capacity for the European Venture Capital Association.



**Mark Brugger**  
Director  
**LFPE**  
25 February, German Summit, 12.15

Marc Brugger is serving as Managing Director of LFPE S.A. in Geneva (Switzerland). As such he is leading the European Fund-of-Fund and direct investment operations of LFPI Group, focusing on small and midcap target companies all over Europe. LFPI Group is an independent manager of alternative assets with more than EUR 2.3bn assets under management.



**John E. Buehler Jr**  
Managing Partner  
**EIF - ENERGY INVESTMENT FUNDS**  
27 February, Stream B, 18.10

John Buehler is also a member of its Board, Executive and Investment Committees. Mr. Buehler has over 33 years of transactional experience in financings involving the independent power and utility sectors. Together with the other EIF Managing Partners, Terence L. Darty and Herbert Magid, Mr. Buehler is responsible for the overall investment, asset management, strategic planning, and operations of the Firm and the funds it manages. Previously, Mr. Buehler was an Associate Counsel in the Investment Law Division of John Hancock and practiced with the Boston law firm of Bingham Dana LLP (now known as Bingham McCutchen LLP).

# SuperReturn International 2013 Speakers



**Jean-Philippe Burcklen**  
Head of Lower Mid-Market & Mezzanine  
**EUROPEAN INVESTMENT FUNDS**  
25 February, Turkey Summit, 11.45

Jean-Philippe is Head of Lower Mid-Market at the European Investment Fund (EIF), overseeing the EIF Lower Mid-Market Fund Investments activity and portfolio, and managing the EUR 1bn Mezzanine Facility for Growth (MFG) fund-of-funds program from the European Investment Bank (EIB). He joined the EIF in 2000 and has 12 years of relevant fund-of-funds experience. His professional background is Investment Banking and Long Term Credit within the EIB and the Paris-based Credit National, now Natixis.



**Till Burges**  
Vice President  
**HARBOURVEST PARTNERS (U.K.) LTD**  
25 February, German Summit, 12.15

Till Burges joined HarbourVest's London-based subsidiary in 2006 as an associate in the primary partnership group and became a vice president in 2010. Till focuses on researching, monitoring, and reporting on European partnership investments. Prior to joining the Firm, Till worked for six years as a consultant at Bain & Company in the U.K. and Germany.



**Mark Calnan**  
Global Head of Private Equity  
**TOWERS WATSON**  
26 February, Stream A, 17.10

Mark Calnan leads a multiple location team responsible for the provision of private equity advice to Towers Watson's global client base. As part of this role, Mark works closely with a number of Towers Watson's largest private equity advisory accounts and his responsibilities include providing strategic advice on the structure of the overall private equity programme and recommendations on specific funds to populate the strategic framework.



**Michael Calvey, Founder & Co-Managing Partner**  
**BARING VOSTOK CAPITAL PARTNERS**  
26 February, Stream E, 17.10

Baring Vostok Capital Partners is the largest private equity firm focused on Russia and the CIS. Baring Vostok's funds currently own 20 businesses with combined turnover of approximately \$1.3 billion and operations primarily in the media, banking, and oil & gas industries. The firm is presently investing its fourth fund with total capital of \$1.5 billion. Mr. Calvey is the Chairman of the Investment Committee for all of Baring Vostok's funds and is also a member of the Investment Committee of affiliated Baring funds in China and India.



**A. Richard Caputo Jr., Managing Principal**  
**THE JORDAN COMPANY**  
27 February, 15.10

Mr. Caputo joined The Jordan Company ("TJC") in 1990 and is a Managing Principal of the firm and a member of its Investment Committee and Executive Committee. He has served on the board of directors of several TJC portfolio companies, currently including Olympus RE Holdings, Ltd., TAL International Group Inc., Kinetek, Inc., Harvey Gulf International Marine, Inc., Milestone Aviation Group Ltd., PEP Industries, LLC and Venari Resources LLC.

**Iain Christie**  
Director, Europe & Asia, Private Equity  
**METLIFE INVESTMENTS**  
26 February, Stream B, 17.10

Iain Christie has responsibility for the Asian and European investments. MetLife Investments Limited is the European investment adviser to MetLife, a New York based global life insurer with over \$400 billion of assets under management. Previously, Christie was a Director with Alliance Trust Equity Partners ("ATEP"), where he jointly established the European fund investment program for Alliance Trust plc.



**Peter Cornelius**  
Chief Economist  
**ALPINVEST PARTNERS**  
26 February, 12.30 & 26 February, Stream B, 16.00

Peter is responsible for analyzing the economic and financial environment for private equity markets and examining the implications for Alpinvest Partners' strategic asset allocation. Bringing over 20 years of experience, he joined the firm in 2005 from Royal Dutch Shell, where he was Group Chief Economist. Previously, he was Chief Economist and Director of the World Economic Forum's Global Competitiveness Program. Prior to that, he was head of international economic research at Deutsche Bank and a senior economist with the International Monetary Fund.



**Steven Costabile**  
Managing Director, Head of Private Funds Group  
**PINEBRIDGE INVESTMENTS**  
27 February, Stream A, 17.40

Mr. Costabile joined the firm's predecessor company in 2000 and is the Managing Director of the Private Funds Group. He serves on the Developed Markets Fund Investment Committee, Secondaries Investment Committee and Asia Private Equity Investment Committee. His current responsibilities include overseeing all private funds investments in the developed and many emerging markets, as well as sourcing, due diligence, monitoring product development and marketing.



**Steve Cowan, Founder & Managing Director**  
**57 STARS**  
25 February, Turkey Summit, 12.25

57 Stars is an independent global investment manager owned and managed by its investment team. With approximately USD 1.5 billion under management, 57 Stars is focused on partnership and co-investment in select private equity markets outside of the United States, primarily in emerging markets. Prior to 57 Stars, Mr. Cowan served in the Investment Funds Department of the Overseas Private Investment Corporation (OPIC).



**Jakub Crhonek, Managing Director**  
**CLEAR SIGHT INVESTMENTS AG**  
26 February, Stream C, 17.10

Jakub is heading ClearSight Investments AG in Zurich, a private equity fund of funds firm with over a quarter billion Euro in commitments focused exclusively on European turnaround and restructuring teams. Prior to founding ClearSight, Jakub worked at HRU Capital and LGT Capital Partners in the Zurich area and before that at Citadel Investment Group and Credit Suisse First Boston in San Francisco.



**Hermann Dambach**  
Managing Director  
**OAKTREE CAPITAL MANAGEMENT**  
26 February, Stream C, 16.00

Prior to joining Oaktree in 2004, Mr. Dambach served as an Executive Director in the Financial Sponsors Department of Morgan Stanley. Before that, he spent four years at Credit Suisse First Boston in the Global Energy Group. Prior experience includes nine years with Chase Manhattan Bank AG and four years with Süddeutsche Landesbank.



**Mervyn Davies**  
Lord Davies of Aberoch, Vice Chairman  
**CORSAIR CAPITAL**  
27 February, 12.30

Lord Davies of Aberoch is a partner and Vice Chairman of Corsair Capital, a private equity firm specialising in financial services. He is also Non-Executive Chairman of PineBridge Investments Limited, the Senior Independent Director at Diageo, Chair of the Advisory Board of Moelis & Co., and Non-Executive Chairman of NoleMachine Group Holdings Limited. Lord Davies was Minister for Trade, Investment and Small Business, and Infrastructure from January 2009 until May 2010. Prior to this appointment, he was Chairman of Standard Chartered PLC from November 2006. He joined the Board of Standard Chartered PLC in December 1997 and was Group Chief Executive from November 2001 until 2006. Lord Davies is the Chair of the Council of Bangor University and Chairman of the Trustees of the Royal Academy Trust. He is a Director of Glynedebone Productions Ltd, and chairs the UK ASEAN Business Council. Lord Davies also recently chaired a public review of the role of Women on Boards. He was awarded a CBE for his services to the financial sector and the community in Hong Kong in June 2002 where he served as a member of the HK Exchange fund for seven years.

**"SuperReturn International provides invaluable advice from global investment leaders regarding the appropriate strategies to follow"**  
**Marleen Groen, CEO, GREENPARK CAPITAL**



**Armando D'Amico, Managing Partner**  
**ACANTHUS ADVISERS**  
26 February, Stream B, 17.10

Acanthus Advisers is an independent private equity advisory firm providing fund placement services with an exclusive focus on the European mid market. Since establishing Acanthus in 1998, Armando has advised general partners, limited partners and financial institutions from across Europe in fund conception, structuring and placement, strategy, investor relations and strategic acquisitions. Previously he spent six years as a senior banker with the EBRD.



**Arnaud David**  
Partner, International Funds Group  
**SJ BERWIN**  
26 February, Stream A, 15.00

Arnaud is a partner in SJ Berwin's Paris office. Arnaud works with fund sponsors in the formation and on-going representation of private investment funds covering a wide range of structures (French, Luxembourg, English, Channel Islands, etc.), incentive schemes and co-investment arrangements. His work includes buyout, infrastructure, mezzanine, venture, debt, corporate, funds of funds, real estate and special focus funds. Arnaud has also been involved in a number of secondary transactions, management buyouts and restructuring of private equity groups.



**Nigel Dawn**  
Managing Director,  
Global Co-Head Private Funds Group, New York  
**UBS INVESTMENT BANK**  
26 February, Stream D, 15.20

Nigel Dawn heads up the Secondary Market Advisory team. He established the team in 2004 and has advised on over \$30 billion of secondary transactions. He joined the firm in 1997 within the fixed income area before taking responsibility for making direct equity investments to support the strategic aims of UBS Investment Bank business areas as part of the e-commerce function. Most recently, he was head of UBS Investment Bank's Third-Party Private Equity Funds Team.



**Anna Dayn**  
Founder & CEO  
**DAYN ADVISORS**  
26 February, Stream A, 17.10

Dayn Advisors is an independent platform providing advisory services covering the full range of global private equity and infrastructure investment opportunities. Previously, Anna developed and led the private equity investment program at Cardano, a UK pension fund consultancy, which remains a flagship client for Dayn Advisors. She is active in building investment programs around high-alpha fund managers in private equity and real assets for institutional and private clients.



**Christiaan de Lint**  
Partner  
**HEADWAY CAPITAL PARTNERS**  
26 February, Stream D, 17.10

Headway provides liquidity to institutions and individuals seeking an exit from their private equity investments, including both limited partnership interests and portfolios of direct investments. Headway focuses on small to medium sized deals and more complex situations. Prior to co-founding Headway in early 2004, Christiaan was part of the investment team at Coler Capital, one of the largest players in the private equity secondaries market where he worked from early 1999.



**Pierre-Antoine de Selancy**  
Managing Partner  
**17CAPITAL**  
26 February, Stream B, 15.00

Pierre-Antoine de Selancy founded 17Capital in 2008. 17Capital is the first dedicated provider of preferred equity for private equity portfolios. Pierre-Antoine has 18 years private equity experience, 14 of which have been in the secondary market. Between 2003 and 2008 he was a partner at Kindest Partners (formerly AGF PE), where he launched the secondary practice. His previous experience includes Fondinvest Capital, Coler Capital, and Paribas Affaires Industrielles.



**Can Deldag, Managing Director**  
**THE CARLYLE GROUP**  
25 February, Turkey Summit, 09.35

Can Deldag is a Managing Director and co-head of The Middle East and North Africa Fund at The Carlyle Group. He is based in Istanbul. Mr. Deldag was previously a Partner at Ernst & Young which he joined in 2002, following the merger of Ernst & Young and Andersen, as Head of Transaction Advisory Services for Turkey and Head of M&A Services for South East Europe.



**Ali Ufuk Demirci**  
Investment Officer, Private Equity & Investment Funds  
**IFC**  
25 February, Turkey Summit, 15.15

Ufuk covers IFC investments in private equity funds in Europe, North Africa, and the Middle East. Prior to joining IFC, between 2002-2011 he worked for U.S. DOE & NNSA's Technology Fund in Washington DC, investing in IT, nanotech, materials, medical devices and clean energy projects in the U.S. and former Soviet Union countries. Prior to that, he was with the IFC's private equity department in Washington DC. IFC, a member of The World Bank Group, is the largest development institution focused on the private sector in developing countries.



**Paul Denning**  
CEO  
**DENNING & CO**  
27 February, Stream D, 17.40

Prior to founding Denning & Company, Paul had been at Hambrecht & Quist, as Managing Director of the Private Equity Market Group in San Francisco and integrated into the Private Fund Group as co-head following the Chase Manhattan acquisition in 1999, and subsequently, the merger with JP Morgan in 2001. Before, Paul had been a Managing Director at Robertson, Stephens & Company, a Limited Partner at Montgomery Securities and a Principal at Sutor & Company.



**Pat Dinnem**  
Managing Director  
**SIGULER GUFF**  
25 February, Turkey Summit, 15.15 & 27 February, 16.20

Pat has primary responsibility for managing the BRIC Opportunities Funds, focusing on private equity investments in Brazil, Russia, India and China. Prior to joining Siguler Guff in 2004, she was at Cambridge Associates where she led the emerging markets private equity advisory business. Prior to joining Cambridge Associates, she founded a consulting firm specialising in telecommunications. Previously, she worked for British Telecommunications and has also held positions at Hughes Communications, The RAND Corporation, and the White House.



**Detlef Densil**  
Managing Partner  
**IK INVESTMENT PARTNERS**  
25 February, German Summit, 10.30

Detlef joined IK in 1996 and is a Managing Partner, Chairman of the Investment Committee, Head of Region East and head of the IK's German & CEE team. He is also a member of the firm's Executive Committee. Prior to joining IK, Mr. Densil worked for Bain & Company as Manager in their Munich office, and served as both Vice President, Corporate Development and as Managing Director of the Schmidin division of Hilti AG, Liechtenstein.



**Hurley Duddy**  
Founder & Co-CEO  
**EMERGING CAPITAL PARTNERS**  
26 February, Stream E, 15.20

ECP is the first private equity firm to raise more than US\$1.8 billion for growth capital investing in Africa. Founded in 2000, ECP was one of the first firms dedicated to Africa which translates into over 50 investments and 22 exits in more than 20 African companies through seven funds. Today, ECP has more people on the ground than any other firm: more than 70% of its investment professionals, who hail from 12 African countries, operate from seven local offices.



**Robin Doumar**  
Managing Partner  
**PARK SQUARE CAPITAL**  
26 February, Stream C, 15.20

Park Square Capital is a leading independent provider of credit products in Europe, managing and advising approximately \$3.5 billion of capital. Prior to founding Park Square, Robin spent 15 years at Goldman Sachs in New York and London, where he was Head of Workouts and Restructurings, Head of European Leveraged Finance and Head of European Mezzanine in the Principal Investment Area.



**Nathalie Duguay**  
Partner, International Funds Group  
**SJ BERWIN**  
26 February, Stream B, 16.00

Nathalie Duguay is a partner in the international funds group of SJ Berwin and specialises in private equity investment funds, secondaries and related transactions. She assists clients in the creation of worldwide private equity investment funds and in setting up regulated portfolio management companies and carried-interest schemes for management teams.



**Vesna Dukic**  
Vice President  
**HAMILTON LANE**  
25 February, Turkey Summit, 15.15

Vesna is responsible for European Client Relations. Prior to her current role, Vesna served on Hamilton Lane's Fund Investment team, where she evaluated and monitored primary fund investment opportunities in the EMEA region (Europe, Middle East and Africa). Prior to joining Hamilton Lane in 2006, Vesna was an equity research analyst at Credit Suisse covering the radio and television broadcasting sector.



**Martin Dunning**  
MD, Fundraising & Investor Relations  
**WARBURG PINCUS**  
27 February, Stream A, 18.10

Martin Dunning joined Warburg Pincus in 2009. He is a member of the firm's fundraising and investor relations team. Prior to joining the firm, Mr. Dunning led the private equity group within Wealth Management at UBS, creating the leading team in the industry, building the AUM in PE to \$9bn globally over 9 years.



**Nicolas During, Head of Responsible Investing**  
**CDC**  
27 February, Stream D, 18.10

Prior to joining CDC in 2009, Mr. Durning was with McKinsey & Company's London office where he worked on strategy and organisational matters for clients across a range of sectors including private equity, oil and gas, steel, insurance and health care. Before McKinsey he worked in operational management consulting with Celent Consulting, and before that with the World Bank on private sector development and investment climate enhancement in Africa, Asia and Latin America.



**Serkan Elden, Managing Partner**  
**CAPITALINKA INVESTMENTS & President**  
**PINEBRIDGE EURASIA FINANCIAL INVESTMENTS**  
25 February, Turkey Summit, 09.30 & 10.40

Serkan Elden has managed US\$5 billion in principal assets, pioneered the first regional PE funds in Eurasia with AIG in the 90's, led the first PE-backed IPO in 2002 and participated in US\$3 billion of transactions and fundraising focusing on Turkey, Middle East, Central Asia and the Caspian Region over the last two decades. He currently leads Istanbul-based emerging markets focused independent investment management firm, capitalAlinka investments. He is also a global equity partner of PineBridge Investments since its spin-out of US\$83 billion of AUM from AIG Investments in 2009.

**"SuperReturn brings all the ingredients of a complex recipe successfully together"**  
**John Singer, Chairman, ADVENT INTERNATIONAL**

# SuperReturn International 2013 Speakers



**Jake Elmirst**  
*Managing Director, Global Co-Head, Private Funds Group*  
**UBS INVESTMENT BANK**  
 27 February, 12.00

Jake heads up Primary Private Equity and Infrastructure fundraising in the Americas. Having joined UBS Investment Bank in London in 1996, he has over 15 years of experience of providing advice on the formation and restructuring of investment funds. He co-lead the UBS Private Funds Group in 1998. UBS Private Funds Group is one of the largest and most active private fund placement agents with a team of over 25 individuals located in the US, Europe and Asia.



**Rainer Ender**  
*Co-Head of Investment Management*  
**ADVEQ MANAGEMENT**  
 26 February, Stream A, 15.00

Rainer Ender co-heads Adveq's global Investment Management practice across all regions and market segments. Rainer is a member of Adveq's Executive Management Group and a member of the Investment Committee. Before joining Adveq in 2001, Rainer was an underwriter for alternative risk transfer at Zurich Reinsurance Company. From 1997 to 2000 he was a manager in the Financial Risk Management Practice at Arthur Andersen.



**Ahmet Farayali, Managing Partner**  
**MEDITERRA CAPITAL**  
 25 February, Turkey Summit, 12.25

Prior to founding Mediterra, Ahmet was a Principal with KKR in London where he had the responsibility of expanding KKR's investing activities in Turkey. He has been involved in several leveraged buyout and growth equity transactions in Turkey and in Europe on behalf of KKR and executed the largest buyout in Turkey at its time of completion, the UN Ro Ro acquisition.



**Dr. Henrik Fastrich**  
*Managing Partner*  
**ORLANDO MANAGEMENT**  
 26 February, Stream C, 16.00

Orlando Management is a private equity firm advising special situation funds with over 400 M€ committed capital from very renowned institutional investors and family offices. Its main focus is on Special Situation investments in the German speaking market. Before starting Orlando Management in 2000 Dr. Henrik Fastrich was actively investing with non institutional money in small to medium German Mittelstand companies following a German buy and build approach with a small private equity boutique which he had also co-founded.



**Andreas Fendel, Founding Partner**  
**QUADRIGA CAPITAL**  
 25 February, German Summit, 11.30

Andreas is a Founding Partner of Quadriga Capital as well as of Quadriga Capital Russia. Prior to co-founding Quadriga Capital, Andreas was a founding managing director of CWB from 1991 to 1994. From 1988 to 1991, Dr. Fendel was a leading member of the team that established CVC's buy-out operations in Germany. Dr. Fendel has served as director of many investee companies in various European and non-European countries.



**Daniel Flaig, Partner**  
**CAPVIS EQUITY PARTNERS**  
 25 February, German Summit, 12.15

Daniel Flaig is a partner at Capvis Equity Partners in Zurich. Mr. Flaig is in Private Equity since 1995 when he joined Capvis' predecessor company SBC Equity Partners Ltd. Previously he was a business consultant with Arthur Andersen in Zurich. In 2002 he became responsible for activities of Capvis Equity Partners AG in Germany.



**Mark Florman, CEO, BVCA**  
 28 February, 11.15

Mark Florman is Chief Executive of the British Private Equity and Venture Capital Association (BVCA). Between 2001 and 2008 he was Senior Principal at the European private equity firm, Doughty Hanson. Away from his business activities, Mark has been active in politics, advising the UK Conservative Party on strategy and financing, and was Treasurer of the Conservative Party. Last year he became Chairman of the Centre for Social Justice, a think-tank which pioneers new approaches to combat poverty at home and abroad and an organisation which he co-founded in 2004.



**J. Christopher Flowers**  
*Chairman & CEO*  
**J.C. FLOWERS & CO.**

J. Christopher Flowers is Chairman and Chief Executive Officer of J.C. Flowers & Co. LLC. J.C. Flowers & Co. founded in 1998, is an investment firm specialising in financial services. J.C. Flowers & Co. Fund has assets under management of \$9 billion. Previously, Mr. Flowers was partner in charge of the Financial Institutions Group at Goldman Sachs.



**Peter Flynn, Director**  
**CANDELA CAPITAL**  
 28 February, 16.00

Peter Flynn founded Candela Capital to fill a gap in the placement market for high quality general partners and hedge funds who wanted a personal long term distribution service. His experience from being European marketing partner at Pantheon Ventures and the managing director responsible for European institutional distribution at Fleming Asset Management gives him a unique insight into the needs of the European institutional investor.



**Anthony Fobel**  
*Head of Private Lending*  
**BLUEBAY ASSET MANAGEMENT**  
 26 February, Stream C, 15.00

Anthony Fobel is a Partner and Head of Direct Lending at BlueBay Asset Management, a leading European credit specialist with AUM of over \$46.9 billion. Prior to joining BlueBay, Anthony was a Partner of Och-Ziff Management and Head of Private Investments from 2005. Before joining Och-Ziff, Anthony was a Director at CVC Capital Partners from 1998. From 1994 to 1998, Anthony worked at Lehman Brothers and Dresdner Kleinwort Benson in the Corporate Finance.



**Anne Fossomalle**  
*Head of Private Equity Practice*  
**EBRD**  
 26 February, Stream E, 17.10

Anne Fossomalle has been the Director in charge of Equity Funds at the European Bank for Reconstruction and Development since 2009. Previously, she was the Director, Bank Equity, responsible for EBRD's direct investments in banks. Prior to this appointment, she was a Senior Banker in the Financial Institutions group, where she led various debt and equity transactions with banks, and was responsible for EBRD's relationship with international banking groups.



**Alex Fotakidis**  
*Managing Director*  
**CVC CAPITAL PARTNERS**  
 26 February, Stream C, 15.20

Alex is Managing Director of CVC's Financing team with 11 years of debt financing experience. He has worked on 31 transactions across Europe and the US, including: Raab, B.J's Wholesale, Capio SpA, RC Cable, Univar, Leslie's, Starbeq and Evonik.



**John Foy, Managing Director, Head of Leveraged Finance**  
**PRUDENTIAL M&G**  
 26 February, Stream C, 15.20

John joined M&G in November 2004 as Head of Leveraged Finance. John spent 21 years at NatWest, the last 12 of which were spent in the bank's Leveraged Finance team, being made Managing Director of that business in 1999. In 2000 John established a new market entrant in the leveraged finance arena, Heller Financial Limited which was bought by GE Capital in 2001 and where John worked until April 2004. John held the position of Managing Director at both these organisations.



**Uli Fricke, Managing General Partner & Founder**  
**TRIANGLE VENTURE CAPITAL GROUP**  
 28 February, 11.15

Uli focusses on investments in research spin-off companies. In 2010/2011 Uli was Chairman of the European Private Equity and Venture Capital Association (EVCVA). She was named the most powerful person in private equity for 2010 in REAL DEALS and has been recognised by Dow Jones as one of the 100 most influential women in Europe's finance industry.



**Lukasz Gadowski, Co-Founder & Partner**  
**TEAM EUROPE**  
 25 February, German Summit, 16.45

Lukasz initiates company-building activities and manages Team Europe's investor relations. Before founding Team Europe he has been active as an angel investor and was involved in the launch of numerous Internet companies. Amongst other things, he has founded and led spreadsheet.com as well as co-founded both, studIVZ and trans4friends.com.



**Francois Gambin, CEO, SECONDCAP**  
 26 February, Stream D, 17.10

Formerly a Managing Director and Partner at Fondinvest Capital in Paris, a €2B Fund Firm, Francois has a record of successfully sourcing and investing in a large number of European middle market and global private equity funds, both on a primary and secondary basis. Prior to joining Fondinvest Capital in 2002, Francois held several senior financial positions within Faurecia (a global listed automotive equipment supplier). He started his career with Mazars, a French audit firm.



**Aurelio Garcia-Miro, Senior Managing Director**  
**FTI CONSULTING**

Aurelio has extensive experience in executing restructuring, performance enhancement, and cash flow optimisation projects across a wide range of industries, including infrastructure, manufacturing, retail, media and communications, real estate, automotive, and aviation. Prior to joining FTI, Aurelio was Senior Director and head of Alvarez & Marsal Spain's restructuring practice. Before joining A&M, Aurelio was a director of the McGraw-Hill Companies International Publishing Group, managing turnaround and integration projects in North America, Spain and Portugal.



**Oliver Gardley, Partner, POMONA CAPITAL**  
 26 February, Stream D, 16.20

Oliver joined Pomona Capital in 2009 and heads Pomona's European operations. He has sixteen years of private equity experience. Prior to joining Pomona, Oliver was a Partner at Adams Street Partners, responsible for the European secondary business and business development. He gained extensive private equity experience at NSE, Rothschild, JH Whitney and Smedvig Capital. Oliver managed and led the buyout of IM, a leading manufacturer in the aircraft interior equipment sector.



**Stéphane Garelli, Professor, IMD, Professor, UNIVERSITY OF LAUSANNE & Director, IMD**  
**WORLD COMPETITIVENESS CENTER, Switzerland**  
 26 February, 08.10

Stéphane Garelli reads today's global economic picture better than anyone else. He has a unique ability to analyse and describe the world economic environment as it evolves, and to draw conclusions about what changes in the world economy actually mean for companies and individuals alike. He is Professor at both the International Institute for Management Development (IMD), and at the University of Lausanne as well as Director of the World Competitiveness Yearbook. He is globally recognised as an authority on World Competitiveness and his research focuses particularly on how nations and enterprises compete on International markets.



**Shaks Ghosh, Chief Executive**  
**PRIVATE EQUITY FOUNDATION**  
 26th February, 14.40

Since 2007, Shaks has worked with Private Equity Foundation's Trustees to develop its venture philanthropy model to meet its mission: to unlock the potential of disadvantaged young people. She is interested in bringing businesses together with innovative young NGOs to create social change. Shaks is also increasingly looking at how PE can use its member and supporter base to build bridges between disadvantaged young people and the work place to help their transition from education into employment. Shaks was previously Chief Executive of Crisis, a UK not-for-profit working with the homeless.



**Mario Giannini, CEO**  
**HAMILTON LANE**  
 27 February, 09.50 & 11.05

Mario sits on Hamilton Lane's Investment Committee. He is responsible for the firm's strategic direction and oversees the development of the firm's management, structure and process. Mario also plays a significant role in providing client services to the firm's numerous clients and in marketing the firm's products and services.



**William Gilmore, Head of Private Equity**  
**SWIP**  
 26 February, Stream A, 16.00

William is responsible for making and overseeing all private equity fund investments. The team manages in excess of £1.5bn in commitments to over 100 private equity funds on behalf of its clients. William is also a member of the Advisory Committee of a number of private equity funds, and a member of BVCA's Limited Partner Advisory Committee. Prior to joining SWIP in October 2000, William worked for Murray Johnson Private Equity for ten years, starting as an Investment Manager before being promoted to Investment Director.



**Stefan Glänzer, Partner**  
**PASSION CAPITAL**  
 25 February, German Summit, 16.45

Stefan is an entrepreneur turned early stage investor in London. He was named the best angel investor in Europe 2010/2011 by readers and editors of TechCrunch Europe, and the first investor and executive chairman of Last.fm, seeing that company through to its sale to CBS in 2007. Prior to that Stefan was co-founder of Ricardo.de, one of the first European online auction sites, which he took public in 1999 and merged to QXLicardo in 2000, which got eventually sold for USD 1.8bn (2008) to Naspers. Stefan is a firm believer in European entrepreneurship and has launched Passion Capital (11, EUR 40m seed fund) and White Bear Yard. As angel he is invested in 40 Startups.



**Frédéric Godbout, Vice President, Funds Group**  
**CAISSE DE DEPOT ET PLACEMENT DU QUEBEC**  
 26 February, Stream B, 15.20

Frédéric Godbout joined CDP Capital - Technology Ventures in 2002 and currently holds the position of Investment Manager. He has 10 years of experience in financial and strategic analysis. Before joining the Caisse, Mr. Godbout was Consultant, Business Intelligence at ModeCom Inc. He was previously an Investment Advisor with the Royal Bank Financial Group.



**Josyane Gold**  
*Partner, International Private Funds Group*  
**SJ BERWIN**  
 26 February, Champagne Roundtable, 17.40

Josyane Gold has been a partner in the international funds group since 1988. She has a wealth of experience that comes from having acted, over a period of 25 years, on over 200 private equity and venture funds. Josyane is recognised by Chambers, Legal 500 and Global Counsel as a leading adviser in private equity funds.



**Jeremy Goding**  
*Founder & Managing Director*  
**GOLDING CAPITAL PARTNERS**  
 25 February, German Summit, 15.30

Since 1999 Jeremy has grown Golding Capital Partners to become one of Germany's leading investment managers for private equity fund of funds investments. Jeremy Goding has had a 20-year international career with leading multinational companies. He has lived and worked in Germany, US, France, UK and the Middle East, holding management positions with General Electric, GE International, GE Capital, and the Boston Consulting Group.



**Oliver Gottschalg, Associate Professor of Strategy and Business Policy**  
**HEC**  
 28 February, 08.45

Professor Oliver Gottschalg serves as HEC's Academic Director for the TRIUM Global Executive MBA Program. His research focuses on the strategic logic and performance determinants of private equity investments and he serves as an advisor to leading industry investors. He is Head of Research at Peracs, a firm providing advanced private equity fund due diligence and benchmarking services. He recently served as an advisor to the European Parliament regarding regulation of the Private Equity industry.



**Holger von Grawert**  
*MD, Alternative Capital, Private Fund Group*  
**CREDIT SUISSE ASSET MANAGEMENT**  
 25 February, German Summit, 17.20

Holger von Grawert has focussed on PE partnership structuring/ advisory and fund-raising related work since late 1999 when he joined the predecessor placement team at DLJ. Previously he spent 15 years at Citicorp Citigroup in various capital markets and corporate finance related roles. Holger started his career in BHF corporate finance in 1980 with a focus on debt/equity capital market syndication.



**Marleen Green, CEO, GREENPARK CAPITAL**  
 26 February, Stream D, 15.40

During her 25 years in the financial services industry, Marleen has spent close to 15 years in the global private equity secondary markets. Since the mid-90s, she has been at the forefront of secondary investing in Europe where she has played a major role in pioneering innovative, highly successful secondary transactions particularly in the mid-market. To date, Marleen has been responsible for well over \$1.5bn of secondaries investments. In 2000 Marleen founded Greenpark Capital, a leading global mid-market private equity secondaries investment firm based in London.



**Mounir Guen, CEO**  
**MVISION PRIVATE EQUITY ADVISERS**

Mounir Guen founded Mvision in 2001. Previously Mounir spent 13 years at Merrill Lynch where he was responsible for building up the international non-US business, both on the General Partner and Investor level, and creating a particularly strong franchise. He established an innovative programme for Europe and expanded the concept to a global model. He has been selected as one of the top 50 most influential personalities in Private Equity in Europe, and served on the EVCA European Valuation Committee to establish policy currently in use. He currently serves on the EVCA International Relations Committee.



**Dr. Peter Güllmann, Head of Private Equity, NRW BANK**  
 25 February, German Summit, 11.30

Dr. Peter Güllmann is managing director of private equity investments at NRW.BANK and is responsible for investing and strategic investments. This includes the acquisition and implementation of new projects as well as the value management and divestment of existing investments of the bank a focus on private equity and venture capital business. Furthermore he is responsible for VC and PE portfolios totalling €400 million under management, and the management of the strategic investment portfolio of NRW.BANK.



**John Hahn, Managing Director**  
**PROVIDENCE EQUITY PARTNERS**  
 27 February, 15.50

John Hahn is a managing director based in Providence Equity Partners' London office. He served on the firm's Investment Committee and led Providence's European private equity investment activities. He is a director of Digital Britain (led by James Hensel) (DigitalUK) Group, Corporative QNO and UFO Moviez India (UMI). Prior to joining Providence, Mr. Hahn was a managing director at Morgan Stanley, Prior to Morgan Stanley, Mr. Hahn worked with PriceWaterhouse and Federal Data Corporation.



**Dana Haimoff, Managing Director, Portfolio Manager**  
**JP MORGAN ASSET MANAGEMENT**  
 26 February, Stream A, 16.00

Ms. Haimoff joined the Private Equity Group as a senior portfolio manager in the London office in May 2002. She is responsible for sourcing, due diligence and monitoring private equity investments including recommending commitments to primary funds, secondary and direct investment opportunities, as well as client development and servicing. Prior to joining the Group, she spent six years with Merrill Lynch working with alternative investments and initiating, developing and servicing new and existing client accounts.



**Michael Halford, Partner**  
*Head of International Funds Group (London), SJ BERWIN*  
 27 February, 09.25

Michael specialises in the area of private equity and investment fund structuring. He acts for managers and investors covering a wide range of funds, incentive schemes and co-investment arrangements. Michael's work includes private equity funds, real estate funds and infrastructure funds for institutional and private investors. He has also been involved in a number of secondary transactions and management buyouts and restructurings of private equity groups.



**Rich Hall, Head of Private Equity**  
**TEACHER RETIREMENT SYSTEM OF TEXAS**  
 26 February, 12.30

Richard Hall has primary responsibility for TRS' \$11 billion portfolio of Private Equity fund investments and is also responsible for TRS' Principal Investments group which makes direct investments into private equity and real estate opportunities alongside TRS' managers. Prior to joining TRS in 2008, Richard worked at M&A as a member of the Real Estate Investment Banking group at Banc of America Securities, was a Director of Corporate Development for Tomkins plc and was a member of the M&A group at Deutsche Banc Alex Brown.



**Martin Halusa, CEO, APAX PARTNERS**  
 26 February, 12.05

Martin Halusa was elected CEO of APAX Partners in 2003, having co-founded Apax Partners Germany in 1990. Apax is one of the world's leading private equity firms, operating across the US, Europe and Asia. Funds under its active management, \$37 billion and are invested in Tech & Telecom, Retail & Consumer, Media, Healthcare and Financial & Business Services companies.

# SuperReturn International 2013 Speakers



## Guy Hands, Chairman & CIO, TERRA FIRMA

27 February, 11.30

Guy is Terra Firma's Founder, and sits on the General Partners' boards. He started his career with Goldman Sachs International where he went on to become Head of Eurobond Trading and then Head of Goldman Sachs' Global Asset Structuring Group. Guy left Goldman's in 1994 to establish the Principal Finance Group (PFG) at Nomura International plc 15 businesses with an aggregate enterprise value of €20 billion. Guy led the spin out of PFG to form Terra Firma in 2002.



## Mark Harford, Partner, VITRUVIAN PARTNERS

26 February, Stream A, 15.20

Mark is a founder of Vitruvian Partners. His role includes amongst other responsibilities oversight for the fund's operation and Investor Relations. Prior to Vitruvian he was a Partner at Bridgepoint, having previously been a strategy consultant.



## Neil Harper, Managing Director, MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS

26 February, Stream B, 16.00 & 26 February, Stream C, 17.10

Neil is a Managing Director and Portfolio Manager for Morgan Stanley Alternative Investment Partners Private Equity Fund of Funds group, and leads EMEA investment activities from the London office. He has 22 years of industry experience. Prior to joining the firm, Neil was a Partner at McKinsey & Company working with corporate and private equity clients in Europe, North America and Asia. Previously, he worked for Arthur Andersen.



## Thomas Haubenstricker, Chief Executive Officer, NEW YORK LIFE CAPITAL PARTNERS

26 February, 10.00

Mr. Haubenstricker joined New York Life in 1991 and is currently CEO of NYLCP, responsible for the day-to-day management of the Firm and its investment activities. In addition, Mr. Haubenstricker continues to manage NYLCP's mezzanine business, a role he has held since 2001. Mr. Haubenstricker also co-manages the Private Finance Group and established New York Life's London affiliate in 1994. Previously, Mr. Haubenstricker worked at Prudential Financial where he focused on leveraged financings in their Private Placement Department.



## Janusz Heath, MD, Head of Investment Management, Emerging Markets, CAPITAL DYNAMICS

26 February, Stream E, 17.10

Prior to joining Capital Dynamics, Janusz was head of Central and Eastern European private equity at Allianz Specialized Investments (formerly Dresdner Kleinwort Capital), having previously been deputy chairman and managing director of PTP-Klewort Benson. He has also been chief executive of a UK public company and was a member of the Wilton Park Advisory Council (a FCO agency).



## Florian Heinemann, Co-Founder & Managing Director, PROJECT A VENTURES

25 February, German Summit, 16.45

Florian is responsible for the areas of marketing, CRM and business intelligence. Before co-founding Project A he was managing director of Rocket Internet holding the same areas of responsibility (2007-2012). Prior to Rocket, Florian was co-founder and managing director of JustBooks/AbelBooks in charge of marketing and product (1999-2002, exit to Amazon). He has been an investor/business angel in more than 40 startups.



## Pamela Hendrickson, COO, THE RIVERSIDE COMPANY

27 February, 15.10 & 28 February, 11.45

Pam leads the largest division of the firm, which includes Organizational Development & Technology, Portfolio Analysis & Strategy, Sourcing, Finance and Fund Accounting, Origination, Investor Relations, Marketing & Communications and Administration/Graphics. In addition, Pam serves on the Global Board of Directors for The Association for Corporate Growth® (ACG), the global organization focused on driving middle market growth. Pam was also named the recipient of the 2012 Private Equity Manager Leadership Award by Private Equity International, thanks in large part to her years of service in the private equity industry and her innovative leadership with Riverside. She has spent considerable time promoting the benefits of private equity, including testifying before the U.S. Congress on behalf of the industry, and active participation with advocacy organizations. Prior to joining Riverside, she spent 22 years at JP Morgan Chase.



## Jim Hildebrandt, Managing Director, BAIN CAPITAL ASIA

27 February, 16.20

Based in Hong Kong, Jim is a founder of the Asia business. Bain Capital has offices in Asia in Shanghai, Hong Kong, Mumbai, where the firm has invested \$4.8 billion in 23 leading companies. Prior to joining Bain Capital, Mr. Hildebrandt was a Partner at Bain & Company, where he worked for 18 years, helping to establish the Asian offices in China, Korea and Australia. He had regional leadership responsibility for Bain & Company, and the Private Equity and Financial Services Practice.



## Mark C. Hoeing, Managing Director, COMMONFUND UK

27 February, Stream A, 18.10

Mark joined Commonfund Capital in 2005 to work primarily on the global private equity ex-U.S. programmes, while also contributing to the global venture capital, U.S. private equity and natural resources teams. Prior to this, his experience includes positions at Deutsche Bank evaluating third-party managers in the private capital funds division as well as direct private capital investing with DB Capital Partners, Deutsche Bank's merchant banking subsidiary.



## Dörte Höppner, Secretary General, EVCA

25 February, German Summit, 11.30 & 28 February, 11.15

Dörte represents the industry at the very highest levels of business and government and is a regular commentator in the international media on all aspects of the private equity industry. Dörte joined EVCA in 2011 after spending four years as the Managing Director at the BVK, the German Private Equity Association where she played a leading role in the industry's response to the Alternative Investment Fund Manager's Directive. Before joining the BVK Dörte held the role of Communications Director at the German Institute for Economic Research (DIW), Germany's leading think tank. Prior to DIW she worked as a journalist for ZDF, the German television channel.



## Roger Holmes, Partner, CHANGE CAPITAL

27 February, 15.50

Roger Holmes has been a Partner at Change Capital Partners since 2005, having joined from Marks & Spencer where he was Chief Executive Officer. Roger advises portfolio companies on business strategy and is also responsible for scouting and screening investment opportunities. Roger has extensive retail and management experience leading companies in the clothing, food, electricals and DIY sectors. Prior to Marks & Spencer his roles included being Chief Executive of Kingfisher's electrical sector as well as a main Board Director; three years as Finance Director of B&Q; and Managing Director of Woolworths.



## Rene Höpfer, Principal, MERCER

28 February, 09.50

Rene Höpfer works as a Principal for Mercer's German Investment Consulting business. He advises institutional clients mainly on private equity, other alternative assets and their implementation as well as portfolio structuring. Prior to joining Mercer, he worked in the private equity funds industry for several years.



## Ralph Huep, Managing Partner, ADVENT INTERNATIONAL

25 February, German Summit, 12.15

Ralf joined Advent's Frankfurt office in 1991 and has over 20 years of private equity experience. Prior to joining Advent he was a financial analyst at Veba AG, a German utility and energy conglomerate. Prior to that, he was a project manager in the mergers and acquisitions department of Continental AG, a leading European tyre manufacturer. Ralf has led or co-led investments in more than 10 companies.



## Joanna James, Managing Partner, Co-Head Central Europe, ADVENT INTERNATIONAL

28 February, 11.15

Joanna is Co-Head of Advent International's investment activities in Central and Eastern Europe. She has over 25 years of private equity experience, with a strong focus on buyouts and growth equity investments. Prior to joining Advent, Joanna worked for Kleinwort Benson Development Capital, where she was responsible for investments in the U.K. and also developed the firm's private equity activity in Spain. She began her career with 3i, the U.K.'s largest venture capital firm.



## Nick Jansa, Head of European Leveraged Debt Capital Markets, DEUTSCHE BANK

26 February, Stream C, 15.20

Nick Jansa is Head of the European Loan and High Yield Debt platform which includes the origination, execution and distribution of loans and high yield bonds. Nick joined Deutsche Bank in London in 1995 and has spent the majority of his career in debt markets in London and New York. He has broad experience across a number of jurisdictions in Europe and North America and has originated, structured and syndicated a significant number of corporate acquisition financings, large sponsor driven LBOs as well as general refinancings. Nick is a Vice Chairman of the Loan Market Association.



## Philip Jennings, General Secretary, UNI GLOBAL UNION

28 February, 11.45

UNI Global Union has 20 million members across the globe. The union is engaged in labour relations in 150 countries in the service sector. Philip has been participating in global discussions with alternative asset classes in a number of areas relating to pension fund investment, core labour standards, regulation, taxation and collective bargaining. UNI is engaged in analysis of investment practices by private equity, hedge funds and sovereign wealth funds.



## Rune Jepsen, Principal, Global Private Equity, QIC GLOBAL PRIVATE EQUITY

26 February, Stream B, 17.10

Rune joined QIC in 2006 and is one of four senior investment professionals responsible for developing and implementing a global private equity investment strategy on behalf of QIC and its clients. Since 2006, Rune has been responsible for the development of QIC's European buyout portfolio and its global distressed debt and turnaround portfolio. Prior to joining QIC, Rune worked at Danske Private Equity and PwC Consulting.



## Brenlen Jinks, Managing Director, COGENT PARTNERS EUROPE

26 February, Stream D, 15.00

Brenlen Jinks is Managing Director of the firm's London office and is responsible for Cogent's European strategy and business development. He is also the Head of Research, Cogent's fund monitoring and due diligence arm. Prior to joining the firm, Brenlen was an Executive Director of Lehman Brothers Europe, where he covered financial services technology businesses in the UK, Germany and Scandinavia.



## Alexandra Jung, Senior Advisor, 57 STARS

26 February, Stream B, 15.20

Prior to joining 57 Stars, Mrs. Jung was a Senior Investment Manager with Allianz Private Equity Partners (APEP), where she was at different times in charge of private equity fund investments in Europe and Africa. During her tenure with APEP, Mrs. Jung was responsible for the origination and execution of fund investments totaling \$1.5 billion, while overseeing an existing portfolio of \$1.3 billion in aggregate commitments.



## Dennis Christopher Kaiser, Vice President, MIMPM (MAQUARIE INVESTMENT MANAGEMENT - PRIVATE MARKETS)

26 February, Stream B, 16.00

Dennis has specific responsibility for MIMPM's European primary fund investments (excl. UK & France) and joint responsibility for MIMPM's European secondary investment activities. Before joining the team Dennis spent 8 years with the fund investment department of Allianz Capital Partners (ACP) based in Munich and Singapore focusing on private equity investments and representing ACP on several advisory boards. He has also been part of ACP's global portfolio planning team.



## Yalin Karadogan, Principal, CINVEN

25 February, Turkey Summit, 12.25

Yalin joined Cinven in 2006 and has worked on a number of transactions including EnServe Group and Pronet Güvenir. He is a member of the Business Services sector team and also has responsibility to grow Cinven's activities in Turkey and other emerging European countries. Prior to joining Cinven, Yalin spent eight years with JPMorgan Partners, in New York and London.



## Remy Kawkabani, Founding Partner, WTCP

27 February, Stream D, 17.40

During a 15 year career with Credit Suisse / Donaldson, Lufkin and Jenrette, Mr. Kawkabani held several senior roles within the firm, including Global Co-Head of the CS Private Fund Group. His last role at Credit Suisse was Managing Director and CEO for Credit Suisse Asset Management for the EMEA region. During his time with Credit Suisse / DLJ, clients of the firm raised in excess of USD 250 billion of private equity capital on a global basis. He was recently named by Private Equity International as one of the 100 most influential people in Global Private Equity during the past 10 years.



## Peter Keehn, Global Head of Private Equity, ALLSTATE INVESTMENTS

26 February, Stream A, 17.10

Allstate Investments LLC is a subsidiary of the Allstate Corporation that manages approximately \$35 billion on behalf of Allstate's insurance subsidiaries and pensions. Peter leads a team that manages Allstate's \$3.5 billion Private Equity globally in funds and related investments from offices in Chicago and London. Peter also established and managed Allstate Investment Management Limited, Allstate's UK-based investment affiliate.



## Luke Kioti, Group Chief Executive, FUSION CAPITAL

26 February, Stream E, 15.20

In 2006 Luke co-founded Fusion Capital a private equity firm headquartered in Nairobi that specializes in the Small and Medium Enterprises funding, having identified a gap in the market where emergent SMEs were in dire need of specialized and flexible financing. As Group Chief Executive he has overseen growth of the company and its expansion into the East African region.



## Steve Klinsky, Founder & CEO, NEW MOUNTAIN CAPITAL

27 February, 11.05

Steve Klinsky is the founder & chief executive officer of New Mountain Capital, L.L.C., which currently manages over \$9.0 billion of private equity, public equity and leveraged buyout commitments. Mr. Klinsky was co-founder of Goldman Sachs & Co.'s Debt Fund Group (1981-1984), and a partner of Forstmann Little & Co. (1984-1999) until leaving to found New Mountain in 1999.



## Jesper Knutsson, Senior Investment Manager, DANSKE PRIVATE EQUITY

25 February, German Summit, 17.20

Jesper Knutsson is Senior Investment Manager at Danske Private Equity, which he joined in 2006. Jesper has been involved in the due diligence on several funds in Danske PEP III and Danske PEP IV, as well as being responsible for fundraising. He has 21 years of experience from private equity and investment banking, hereof 11 years internationally.



## Andrew Kripke, Partner - Head of Primary & Secondary Investments, CASPIAN PRIVATE EQUITY

26 February, Stream A, 16.00

Andrew is the Portfolio Manager for two primary Fund of Funds and a Secondary platform with committed capital of \$1+ billion that focuses on non-branded US middle market funds in the buyout, distressed, special situation, mezzanine, and growth equity sectors. Andrew is a member of the Investment Committee for the Fund of Funds and Direct/Co-investment programs at CPE. Prior to joining CPE, Andrew was a Managing Director in the Alternative Assets Group at CIGNA Investment Management.



## Eren Kuraner, Managing Director & Co-Founder, EURASIA CAPITAL PARTNERS

25 February, Turkey Summit, 14.30

Eurasia is a private equity fund investing in small-mid-cap growth companies in Turkey. Eren is active on the Investment Advisory Committee of the Fund. Prior to this, Eren was Board member and CEO of Mobilink Communications in Istanbul. He founded the company with a group of investors to provide mobile value added services (VAS) and to market mobile content under the Mobilink brand. In 2006, Eren achieved a merger of the company with another player in the mobile sector. By 2007, the new entity, Centric, had expanded to three regional countries and had reached a turnover of \$6mm.



## David Lamb, Partner, VISION CAPITAL

26 February, Stream A, 15.20

Dave is a Partner and joined Vision Capital in 2003. He is responsible for managing the investment team in Europe and is a member of the Executive Committee of the firm. He also sits on the boards of BrightHouse, Elegant Hotels Group, Piretek and United Interiors. Before joining Vision Capital, Dave spent six years at KPMG providing financial due diligence for mainly private equity clients.



## Karsten Langer, Partner, THE RIVERSIDE COMPANY

27 February, Stream C, 17.40

Having previously built the firm's pan-European origination team, Mr. Langer now leads the firm's investment and portfolio management operations in the Benelux countries and France. Prior to Riverside, Mr. Langer was Managing Partner of an independent corporate finance firm in Brussels. He also spent five years with GE Capital Europe.



## Victoria Lazareva, Co-Managing Partner, Private Equity, UCP PARTNERS

26 February, Stream E, 17.10

From 2003 to 2008 Victoria Lazareva was a Managing Director at the Moscow office of Deutsche Bank. She founded the company with a group of investors where she was in charge of the corporate finance practice focused on the Retail, Consumer Goods, Healthcare, and Real Estate sectors. In 1997-2000, Victoria worked in various positions at Deutsche Bank's Corporate Finance Group in London. Victoria started her career as an Associate with Cambridge Partners L.L.C. in New York.



## Mirja Lehmler-Brown, Investment Director, Private Equity, SCOTTISH WIDOWS INVESTMENT PARTNERSHIP

25 February, Turkey Summit, 11.45

Mirja is responsible for making and monitoring of private equity investments. Since joining SWIP, Mirja has formed strong relationships with many of the leading European private equity funds, particularly those in the Nordic and German-speaking regions. Prior to joining SWIP, Mirja worked at Goldman Sachs International as an executive director in the leveraged finance area in London and prior to that as an associate in the mergers and acquisitions group in Frankfurt.



## Dante Leone, Managing Partner, CAPOLINO-PERLINGIERI & LEONE

26 February, Stream C, 16.00

Dante is a founding partner of Capolino-Perlingieri & Leone, a boutique law firm specializing in fund structuring, formation and downstream investments. Dante assists a wide range of alternative asset managers, in their establishment, structuring, fund raising and investment activities throughout Europe, the U.S. and Asia. Prior to founding Capolino-Perlingieri & Leone, Dante was with Debevoise & Plimpton in London and Hong Kong.



## David M. Leuschen, Founder & Senior Managing Director, RIVERSTONE HOLDINGS

27 February, Stream B, 18.10

Mr. Leuschen is a Founder and Senior Managing Director of Riverstone. Mr. Leuschen has extensive M&A, financing and investing experience in the energy and power sector. Prior to founding Riverstone, Mr. Leuschen was a Partner and Managing Director at Goldman Sachs and founder and head of the Goldman Sachs Global Energy & Power Group, where he was responsible for building the Goldman Sachs energy and power investment banking practice into one of the leading franchises in the global energy and power industry.



## Michael Lindauer, Managing Director, Global Co-Head Of Fund Investments, ALLIANZ CAPITAL PARTNERS

28 February, 09.50

From the Munich office, Michael focuses on primary, secondary and co-investments in Europe. Before joining ACP in 2003, Michael worked in M&A and audit at PricewaterhouseCoopers and served as country controller at Yahoo! Germany. Michael represents ACP on a number of private equity fund advisory boards.



## Javier Loizaga, Chairman, MERCAPITAL

26 February, Stream A, 15.20

Mercapital is a leading private equity firm in Spain, and the only one which has built a presence in Latin America, through which it supports the international expansion of mid-sized Spanish 'platforms', which are its investment focus. Javier has held relevant positions in EVCA (European Venture Capital Association) and in the Spanish Association of Venture Capital (ASCR) being appointed President in 1995.

GREEN = US & Africa

BLUE = GPs & Industry Experts

# SuperReturn International 2013 Speakers



**Steven Lowry, Partner**  
**BALFOUR BEATTY INFRASTRUCTURE PARTNERS**  
 27 February, Stream C, 18.10  
 Steven is responsible for advising on the origination, execution and management of investments predominantly in Western Europe and is located in BB's London office. Previously, Steven was Director of European Infrastructure at AMP Capital Investors where he led, executed and managed infrastructure investments for the European infrastructure funds managed by AMP Capital Investors.



**Rob Lucas, Managing Partner, CVC CAPITAL PARTNERS**  
 26 February, 10.00  
 Rob Lucas is responsible for their private equity activities in the UK, the Nordic region and in Central and Eastern Europe. An Engineer by profession, Rob graduated from Imperial College, London and spent nearly a decade with 3i before joining CVC in 1996. He is a member of CVC's European Investment Committee and sits on the board of a number of CVC's portfolio companies.



**Michael Lukin**  
**Managing Director**  
**MACQUARIE INVESTMENT MANAGEMENT GROUP**  
 27 February, Stream A, 18.10  
 Mr. Lukin is involved in the due diligence and analysis of investments decisions within the alternative investments team at Macquarie Investment. Prior to joining Macquarie, Mr. Lukin spent over three years as an Asset Consultant at Towers Perrin, providing advice on investment matters and manager selection to superannuation funds and master trust clients. He was also involved in the review of international private equity fund of funds and conducted due diligence of private equity managers for the Australian Federal Government's second IIF program.



**Ian B. MacTaggart**  
**Managing Partner**  
**BRYNWOOD PARTNERS**  
 26 February, Stream A, 15.00  
 Mr. MacTaggart joined Brynwood in 1996. Prior to joining the firm, Mr. MacTaggart spent six years at Merrill Lynch & Co., in both the Mergers and Acquisitions and the Corporate Finance departments.



**William Macaulay**  
**Chairman & CEO**  
**FIRST RESERVE CORPORATION**  
 26 February, 09.35  
 William E. Macaulay is Chairman and Chief Executive Officer of First Reserve, a leading global investment firm dedicated to the energy industry with over \$23 billion of raised capital since inception. He has been with the firm since its founding in 1983. Prior to this, Mr. Macaulay was a co-founder of private equity buyout firm Meridian Capital Company. From 1972 to 1982, Mr. Macaulay was with Oppenheimer & Co., Inc., where he served as Director of Corporate Finance with responsibility for managing Oppenheimer's buyout business.



**Rory MacMillan**  
**Principal**  
**THE CARLYLE GROUP**  
 27 February, Stream C, 17.40  
 Rory MacMillan is the Director of External Affairs for Europe, the Middle East and Africa. Mr. MacMillan comes to Carlyle from Nike Corporation, where he was the Director of Government and Public Affairs for EMEA. Prior to joining Nike, he held several senior positions in the international government relations and communications sectors, most notably with the L'Oréal Group, the European Toiletry & Cosmetic Industry Association and the International Food Industry Additives Association.



**Lord Mark Malloch-Brown**  
**Chairman, Europe, Middle East & Africa Region**  
**FTI CONSULTING**  
 26 February, 11.15  
 Lord Mark Malloch-Brown has responsibility for all aspects of the firm's business in Europe, Middle East and Africa. He also serves as chairman of the firm's Global Affairs practice, a specialty team that draws on a wide range of skills at FTI Consulting to help clients face challenging international issues as they pursue growth in new markets. Mark Malloch-Brown served as a Minister in Prime Minister Gordon Brown's cabinet, where he had particular responsibility for strengthening relationships with Africa and Asia and the international system. The Prime Minister appointed him as his envoy for preparation of the London G-20 Summit. In addition, Lord Malloch-Brown has served as Deputy Secretary General and Chief of Staff of the United Nations after Kofi Annan and, for six years prior, as Administrator of the UN Development Programme, where he led UN development efforts around the world. Before that he was a Vice-President at the World Bank. He is a member of the House of Lords and was knighted in 2007.



**TJ Maloney, President, LINCOLNSHIRE MANAGEMENT**  
 27 February, 15.10  
 Lincolnshire Management manages approximately \$1.7 billion in commitments for middle market private equity investments and has been a leading performer in its category since its inception in 1986. Prior to becoming President of Lincolnshire in 1998, Mr. Maloney served as a Managing Director of Lincolnshire beginning in 1993. Prior thereto, he practiced merger, acquisition and securities law in New York City.



**Willi Mannheim, Partner**  
**VORDRAND MANNHEIMS CAPITAL**  
 25 February, German Summit, 15.00  
 Willi Mannheim joined VMCap as a partner in 2003 and is a member of the Managing Board of Vordrand Mannheim Capital Advisors GmbH. Previously, Willi Mannheim restructured Eracom Technologies AG as its CEO. Prior to that, Willi Mannheim was CEO with the IT security company secnet Security Networks AG until 2001. He held various executive positions with DaimlerChrysler AG and CUBIS AG, establishing divisions or companies with global activities for more than ten years.



**Xavier Marin, Chairman & Co-Founding Partner**  
**FONDATIONS CAPITAL**  
 Previously, Mr. Marin was a member of the executive board and co-head of Investments at Eurazeo, a leading listed European investment company. Before joining Eurazeo, Mr. Marin had a 20 year career in mergers and acquisitions advisory at Salomon Brothers, Credit Suisse First Boston and Barclays respectively in New York, London and Paris. He began his career in 1981 in corporate finance at the Chase Manhattan Bank.



**Howard Marks, Chairman**  
**OAKTREE CAPITAL MANAGEMENT**  
 26 February, 10.00  
 Prior to Oaktree, Howard was with the TCW Group where from 1985 - 1995 he led the groups responsible for investments in distressed debt, high yield bonds and convertible securities. He was also Chief Investment Officer for Domestic Fixed Income at TCW. Previously, Howard was with Citicorp Investment Management, where he was Vice President and senior portfolio manager for convertible and high yield securities.



**Thomas Mayer, Senior Advisor, DEUTSCHE BANK**  
 25 February, German Summit, 09.40  
 Thomas Mayer is Senior Fellow at the Center of Financial Studies of Frankfurt University and Senior Advisor to Deutsche Bank. Before that, he was Chief Economist at Deutsche Bank and held positions at Goldman Sachs, Salomon Brothers and the International Monetary Fund. His latest book on the euro "Europe's Unfinished Currency" won praise from central bankers and senior policy makers.



**Jason McGibbon, Partner**  
**BRIDGEPOINT**  
 25 February, Turkey Summit, 14.30  
 Jason is a Partner with responsibility for Bridgepoint's investment activities in Turkey and leads the firms Consumer Investment team. He joined Bridgepoint in 2000. He currently sits on the board of Tu/Turk in Istanbul and held responsibility for Bridgepoint's investments including AeroVA, AIGMedia, AkKatsasus, Blagden, Hobbycraft, Infinites Learning & Salesforce. Prior to working at Bridgepoint Jason worked in corporate finance advisory and accountancy.



**Barry McGloin**  
**Business Development Manager, North America & UK**  
**CACEIS**  
 26 February, Stream E, 15.00  
 Barry is a business development manager at CACEIS, part of the Crédit Agricole banking group, dedicated to servicing institutional and corporate clients through offices in Europe, North America and Asia. Barry has over twenty years' experience in the European and US investment fund industry, with a particular expertise in tailoring asset servicing products to all types of investment strategies for US and UK asset managers.



**Peter McKellar, Partner, CIO**  
**SL CAPITAL PARTNERS**  
 27 February, Stream A, 17.40  
 Peter McKellar started his career in investment banking at JP Morgan and worked in corporate finance before moving into industry in 1995 as corporate development director and then group finance director of Clydeport, a London Stock Exchange listed company and a former Montagu Private Equity buyout. Peter joined Standard Life Investments' private equity team in the autumn of 1999, as Investment Director, and was promoted to Chief Investment Officer in December 2006.



**Shakir Merali, Partner, Fund Manager**  
**AUREOS CAPITAL**  
 26 February, Stream E, 15.20  
 Shakir is a Partner in Aureos' Nairobi office, and is responsible for structuring and working in ventures in the Aureos East Africa and Aureos Africa Funds and currently oversees a portfolio of companies in sectors that span, amongst others, financial services, logistics, cement and fashion retail. Shakir is also primarily responsible for the investment activities of the Africa Health Fund, a pilot Aureos initiative that has been funded to invest in the base of the pyramid Healthcare businesses in Africa. Prior to Aureos, Shakir was a Principal at Geopartners and strategy consultancy with the Monitor Company.



**Christopher Meyn, Partner**  
**GAVEA INVESTMENTOS**  
 27 February, 16.20  
 Christopher is the Partner responsible for the day-to-day management of the Gavea Investment Funds (Private Equity) Group. Previously, Christopher served as a Managing Director and Investment Committee member for Latinvest Asset Management and its US-based parent, Globalvest Management Company, one of the largest independent asset managers with a focus on value investing in Latin American equities. At Globalvest, Christopher was responsible for the firms' private equity and venture capital initiatives in Latin America.



**Emre Kemal Mimaroglu, Executive Director,**  
**Head of Client Coverage & Corporate Advisory Group, Turkey**  
**UBS INVESTMENT BANK**  
 25 February, Turkey Summit, 17.00  
 Mr. Mimaroglu has worked on M&A, equity and debt assignments across the CEE, Middle East and Africa region with a focus on Turkey. Before his arrival at UBS, Mr. Mimaroglu was with Credit Suisse for 5 years as Head of Investment Banking for Turkey and prior to that at Merrill Lynch Emerging Markets Investment Banking department.



**Nick Money-Kyle, Managing Partner**  
**STEADFAST CAPITAL**  
 25 February, German Summit, 15.30  
 Nick Money-Kyle began his career in the German private equity business in 1994 and has held investment and management responsibilities with 3i Deutschland, GE Capital and BHF Bank with under management funds advised by Steadfast Capital target medium sized businesses (enterprise value between €25 million and €150 million) in German speaking Europe and the Benelux countries.



**James Moore**  
**Managing Director, Global Co-Head, Private Funds Group**  
**UBS INVESTMENT BANK**  
 27 February, 08.20  
 James Moore heads up Primary Private Equity and Infrastructure fundraising in Europe, the Middle East and Asia. He joined the firm in 1994 and co-founded the UBS Private Funds Group in 1996. This team has become one of the world's largest and most active private fund placement agencies. The team of 55 has individuals localized in the US, Europe and Asia.



**Nik Morandi, Principal, PANTHEON**  
 26 February, Stream D, 15.40  
 Nik focuses on the analysis, evaluation and completion of private equity secondary transactions. Previously, Nik was a member of the London-based European M&A team of UBS Investment Bank where he primarily worked on M&A and corporate finance mandates for mid to large cap clients. He began his career with SG Hambros, where he joined the Generalist M&A team and worked on a wide variety of acquisitions and divestitures for both corporate and private equity clients.



**Dr. David Morgan**  
**Managing Director, Head of Europe & Asia-Pacific**  
**J. C. FLOWERS & CO.**  
 27 February, Stream B, 17.40  
 Dr. David Morgan has been in his current role since December 2009, having previously been Chairman of J.C. Flowers (Australia) Pty Limited and a global operating partner of J.C. Flowers & Co., LLC. Prior to this, Dr. Morgan served as Managing Director and Chief Executive Officer of Westpac Banking Corporation. Prior to Westpac, Dr. Morgan served at the Federal Government Treasury joining in 1980, and culminating in his appointment, in 89, to the position of Senior Deputy Secretary (ie number 2) of the Treasury. In 2009, Dr Morgan was awarded an Order of Australia in the Australia Day Honours by the Federal Government for his service to the finance sector.



**Howard D. Morgan, Co-President, CASTLE HARLAN INC**  
 27 February, 15.10  
 Howard has been active in private equity for over 25 years. NY-based Castle Harlan has participated in eight mid-market private equity funds totaling approximately \$6.0 billion. He is also a Board Director of CHAMP Private Equity (Australia) since its 1999 inception. Howard is a current director of a dozen US, Canadian, European and Australian businesses and not-for-profits. He previously worked with The Ropati Group and Allen & Company.



**John Morgan, Partner, U.K. PANTHEON**  
 28 February, 11.15  
 John has 11 years of private equity experience and oversees Pantheon legal affairs in Europe, with a particular focus on fund structuring. He also works closely with the investment teams on the review, structure and completion of primary and secondary investments and direct co-investments. Prior to joining Pantheon, he was an associate with the Corporate Department of Debevoise & Plimpton.



**Alexandre Motte, Managing Director & Head of Co-Investment, AXA PRIVATE EQUITY**  
 26 February, Stream B, 16.00  
 Alexandre Motte joined AXA Private Equity in 2007 and has been heading the Co-Investment activity since 2010. Composed of 8 members, the Co-Investment team invests in minority position world-wide, with a focus on European large cap transactions where AXA Private Equity plays an active role. Previously Alexandre worked with The Boston Consulting Group.



**Dr. Christian Nagel, Co-Founder & Managing Partner**  
**EARLYBIRD VENTURE CAPITAL**  
 25 February, German Summit, 16.45  
 Christian is the co-founder and partner of Earlybird, and Chair of the International Venture Club. He has more than 18 years' experience as investor and entrepreneur focusing on web-enabled services and gaming. Prior to Earlybird, he was co-founder and managing partner of SMB Industrieholding Widau and DfI Industrieholding Hohenhurn and before that, a consultant for McKinsey & Company.



**Richard Nairn, Director, Private Equity Funds**  
**F&C ASSET MANAGEMENT**  
 26 February, Stream D, 16.20  
 Richard is a director in F&C's private equity team where he is responsible for F&C's primary and co-investment activity in a number of European geographies as well as leading F&C's secondaries activity. Richard previously worked for Intelli Corporate Finance, a corporate finance boutique focusing on providing advisory services to the investment trust and investment management sectors.



**Arif Naqvi, Founder, THE ABRAAJ GROUP**  
 26 February, 09.05  
 Arif Naqvi established the Abraaj Group in 2002. Under his leadership, it has emerged as the leading alternative investment management group investing in global growth markets, raising approximately US\$ 8 billion since inception and returning c. US\$ 3.5 billion to investors. Employing over 300 people, the group has 33 country offices spread across 7 regional hubs in Bogota, Dubai, Istanbul, London, Mumbai, Nairobi and Singapore. With over 25 years' experience of investing in public and private companies, Mr. Naqvi has led the group's involvement in some of the most notable private equity transactions in growth markets.



**Andreas Nelle, Partner, RAUE**  
 25 February, German Summit, 09.30  
 Professor Nelle's practice focuses on private equity and mergers and acquisitions. He has advised on numerous transactions in the technology, media and energy sectors. Andreas has extensive experience advising listed companies and their investors regarding corporate law and capital markets regulations.



**Paul Newsome, Head of Investment Selection & Monitoring**  
**UNIGESTION**  
 26 February, Stream B, 16.00  
 Paul is also a member of Unigestion's Private Equity Investment Committee. He joined Unigestion in 2002. Paul began his career in 1995 as a Financial Analyst at Procter & Gamble. He then advised on public and private capital raising for technology companies at Quartz Capital and later was an investment officer at BancBoston Capital, making and managing venture capital investments in Europe.



**Bradford Nordholm, CEO & MD**  
**STARWOOD ENERGY GROUP GLOBAL LLC**  
 27 February, Stream B, 18.10  
 Bradford Nordholm is responsible for strategic direction, tactical execution and organizational development. Starwood Energy is focused on value-added investing in late-stage solar, transmission and power generation development projects, and the acquisition and restructuring of natural gas-fired power generation and transmission. Prior to joining Starwood Energy, Mr. Nordholm was Co-Founder and CEO of Ty Energy, Inc.



**Mark O'Hare, Founder & CEO, PREQIN**  
 27 February, Stream A, 18.10  
 Preqin is the alternative assets information service, which provides extensive research and data on the entire global alternative assets industry, covering private equity, private real estate, infrastructure and hedge funds. Preqin tracks fund returns, fund raising information, fund terms and conditions, profiles of the GPs running the funds, and the LPs investing in them.



**Kerem Onursal, Director, TURKISH PRIVATE EQUITY**  
 25 February, Turkey Summit, 10.10  
 Turkey has AUM of US\$1.5 billion and is the leading private equity firm in Turkey. Kerem Onursal is a Director and Investment Committee member at Turken. Kerem has been closely involved with the investments in Roma, Mavi, Migros, Golf, Dogtas and Kelebek. Previously Kerem was with McKinsey & Co. in the Berlin office.



**A. Murat Ozgen, CEO, IS PRIVATE EQUITY**  
 25 February, Turkey Summit, 17.00  
 Among the pioneers of development of private equity industry in Turkey, IS Private Equity is a generalist mid-market fund with a focus on mainly growth equity transactions and selectively on buy-outs. IS PE is the leading private equity house in its segment with a strong and consistent track record of 15 investments and 9 successful exits in Turkey as of 31.12.2012. Murat Ozgen has over 20 years of professional working experience; over 11 years of which is with IS Private Equity.



**Sonya Pauls, Partner, International Private Funds Group**  
**SJ BERWIN**  
 26 February, Champagne Roundtable, 17.40  
 Sonya specialises in advising national and global fund managers (with a particular focus on European continental and emerging market managers) on the structuring and establishment of private equity funds. Sonya also represents leading investors in alternative assets. Sonya additionally focuses on carried interest arrangements and other questions relating to corporate finance work. She is recognised by Juve, Chambers, PLC and other global directories for her expertise in fund structuring.



**Peter Pereira Gray, Managing Director, Investment Division**  
**THE WELLCOME TRUST**  
 26 February, 12.30  
 Peter Pereira Gray works with a Team managing the £14 billion multi asset global investment portfolio. Previous roles held were Co-Head of the Portfolio Management team and Head of Property Investment. Peter has a wide brief, responsible for the oversight of the Investment Services, Support and Portfolio Management teams. Prior to joining the Trust in January 2001, Peter worked for 12 years at Prudential Property Investment Managers, latterly as a Director of Property Fund Management and Deputy Life Fund Manager.



**David Pierce, CEO, SQUADRON CAPITAL**  
 27 February, Stream E, 16.00  
 David Pierce is currently Chairman of the Hong Kong Venture Capital & Private Equity Association as well as a member of the Asia Council of the Emerging Markets Private Equity Association and of the Advisory Committee on International Economic Policy, US Department of State.

GREEN = IFA & F&S

BLUE = GPs & Industry Experts

# SuperReturn International 2013 Speakers



**Stanley Pignal, Finance Correspondent**  
**THE ECONOMIST**  
26 February, 10.00

Stanley Pignal is Finance Correspondent for the Economist, based in London. He was previously at the Financial Times, where he covered private equity following a stint in Brussels covering the Eurozone crisis. He started his career as an investment economist in the energy sector.



**Roberto Pilotto**  
**Managing Director**  
**BLUE RIDER**  
26 February, Stream B, 15.20

Roberto is the former Head of PPM Managers (PPMM), the London based Private Equity Funds investment unit of Prudential plc of the UK, where he led the £1.3 billion investment operations. Prior to joining PPMM in 2002, Roberto was based, for five years, at the European Bank for Reconstruction and Development where he was instrumental to the expansion of the successful US\$ 1.5 billion private equity funds programme in Russia and Eastern Europe.



**Thomas U.W. Putter**  
**Managing Director**  
**ANCORA FINANCE GROUP**  
28 February, 08.35 & 15.30

Ancora Finance Group is engaged in a number of activities in the consulting and alternative asset investment spheres. Thomas Putter was Chairman of Allianz Capital Partners (Allianz Group's entry for alternative asset investing) until July 2010. From 1998 - 2009 he was Chief Executive of Allianz Capital Partners Group. From 2006 - 2009 he was also Managing Director, Allianz Alternative Assets Holding GmbH. Prior to joining Allianz, he was Executive Director, Goldman Sachs International.



**Rory Quinlan, Managing Director,**  
**Clean Energy & Infrastructure, CAPITAL DYNAMICS**  
27 February, Stream C, 18.10

Rory is a Managing Director on the Clean Energy and Infrastructure team in Investment Management at Capital Dynamics. Prior to joining Capital Dynamics, Rory was the chief financial officer at Novera Energy plc, where he was responsible for all financing activities including capital raisings (equity and debt markets), investment origination, negotiation, and completion.



**Christian Reber**  
**Founder & CEO**  
**6WUNDERKINDER**  
25 February, German Summit, 16.45

A serial entrepreneur with a love of technology, business and personal productivity, Christian Reber is the Founder and CEO of 6Wunderkinder. The creators of Wunderlist, a global success that has been named Apple's 'App Of The Week' in 104 countries and is one of the most downloaded productivity apps globally.



**Pål M. Reed**  
**Senior Partner & Deputy CEO**  
**HITECVISION**  
27 February, 15.50

Pål Reed joined the HitecVision team in 2005 as partner. Prior to this he was Chief Investment Officer of Argentum Fondsinvesteringer, the Norwegian State's PE fund investor with approximately NOK 5 billion under management. Reed's previous experience is the Founder and CEO of 6Wunderkinder, a company, working with structured finance as First Vice President in the Kreditkassan Bank; and as a partner and managing director of companies in the Pareto Group, a leading Norwegian investment bank.



**Benjamin Revillon, Managing Director**  
**ACG PRIVATE EQUITY**  
26 February, Stream D, 16.20

Benjamin co-leads ACG Private Equity. He is responsible for fund and secondary investments. Benjamin is a member of the Investment Committee and the Board of Directors. Benjamin joined ACG in 2012 with ACG. Previously, Benjamin was at AlpInvest Partners in Amsterdam where he was responsible for secondaries in Europe. Prior to AlpInvest, Benjamin worked at Deutsche Bank in London and ABN AMRO Rothschild in Hong Kong.



**Jörg Rockenhäuser, Partner**  
**PERMIRA BETEILIGUNGSBERATUNG GmbH**  
25 February, German Summit, 12.15

Jörg became a Partner in 2006 and has been Head of Permira's Frankfurt office since 2008. He serves on the Board and is a member of the Investment Committee. Jörg has worked on a number of transactions including debtful and I&A Aviation. In addition, he is a member of the ProSiebenSat.1 supervisory board. Prior to joining Permira in 2001, Jörg was a Principal at AT Kearney.



**Nils Rode, Co-Head, Investment Management**  
**ADVEQ MANAGEMENT**  
27 February, Stream B, 17.20

Dr. Nils Rode co-heads AdvEq's global Investment Management practice across all regions and market segments. Nils is a member of AdvEq's Executive Management Group and a member of the Investment Committee. Before joining AdvEq in 2005, Nils was a Vice President with private equity backed SkyOnline, a US based IT and telecommunications company, where he worked in the areas of finance and strategy from 2003 to 2005.



**Phillippe Roesch, Managing Partner**  
**RIAM**  
25 February, Turkey Summit, 11.45

Riam is an alternative investment firm providing tailored advisory services and managed accounts solutions to select family offices and institutional investors. Philippe has a 19 years' fund investments as well as co-investments track record earned with reputable investors like Auda, H. Quandt Holding, Triton, DBAG, in Europe, the Emerging Markets and the US.



**Robert Roman, Managing Partner**  
**PERA CAPITAL PARTNERS**  
25 February, Turkey Summit, 10.40

Robert has over 12 years of private equity experience in Turkey and the region. He is the co-founder and managing partner of Pera Capital Partners, a manager that is focused on the Turkish lower mid market segment. The fund pursues its proven investment strategy of growth capital, buy and build as well as buy-out investments. Pera is targeting a total fund size of €120 million. Previously, Robert was the co-founder and managing partner of Ashmore Private Equity Turkey, a USD 100.



**Tom Rotherham**  
**Director, Private Markets**  
**HERMES EQUITY OWNERSHIP SERVICES**  
27 February, Stream D, 18.10

Tom is Director, Private Markets at Hermes Equity Ownership Services (EOS), whose beneficial owner is the BT Pension Scheme. In this role, Tom helps limited partners to better align interests with their private equity and hedge fund managers. Tom represents BT Pension on the ILPA Principles Committee, and acts as Chair of the Principles for Responsible Investment (PRI) Private Equity Steering Committee. Tom also sits on the EVCA and AVCAL working groups on environmental, social and governance (ESG) issues.

## "SuperReturn is the most unique, interesting and enjoyable annual gathering of private equity General and Limited Partners"

**Ivan Vercoeurte, Partner, Head of Private Equity, LGT CAPITAL PARTNERS**



**Marc Rowan, Senior Managing Director**  
**APOLLO GLOBAL MANAGEMENT**  
27 February, 09.50

Mr. Rowan is a Senior Managing Director of Apollo Global Management, LLC and Managing Partner of Apollo Management, L.P., which he co-founded in 1990. Prior to 1990, Mr. Rowan was a member of the Mergers and Acquisitions Group of Drexel Burnham Lambert.



**David Rubenstein, Founder & Managing Director**  
**THE CARLYLE GROUP**  
27 February, 08.55 & 09.50

David co-founded the firm in 1987. Since then, Carlyle has grown into a firm managing more than \$150 billion from 36 offices around the world. From 1977-1981, during the Carter Administration, David was Deputy Assistant to the President for Domestic Policy. After his White House service and before co-founding Carlyle, he practiced law in Washington with Shaw, Pittman, Potts & Trowbridge (now Pillsbury, Winthrop, Shaw Pittman).



**Katja Salovaara, Senior Portfolio Manager, Private Equity**  
**ILMARINEN MUTUAL PENSION INSURANCE COMPANY**  
26 February, Stream D, 16.20

Katja has been a Senior PE Portfolio Manager at Iltmarinen since January 2010. Iltmarinen is mutual pension insurance company based in Helsinki, Finland, managing €28 billion. Before joining Iltmarinen, she worked at the Shell UK Pension Fund in London with the analysis of private equity funds and monitoring of a global private equity portfolio with over \$1 billion of commitments, and earlier as an Investment Analyst in the European team at private equity specialists Penntech Ventures.



**Ihsan Sancay, Partner, BOSPHERA ADVISORY**  
25 February, Turkey Summit, 14.30

Ihsan, with his more than 14 years of Private Equity and Corporate Finance experience, is one of the founding partners of Bosphera Private Equity Partners. Prior to establishing Bosphera, Ihsan was heading the Istanbul office of Global Capital Management ("GCM") in Turkey. Prior to this, he worked for IS Private Equity, private equity arm of the Coopers Corporate Finance and M&A team.



**Claudi Santiago, Managing Director & COO**  
**FIRST RESERVE CORPORATION**  
27 February, Stream B, 18.10

Claudi Santiago is managing director and chief operating officer of FRC, joining the firm in 2012 prior to joining First Reserve in 2012. Mr. Santiago had over 30 years of experience with General Electric, most recently as President and CEO of GE Oil & Gas, a \$10 billion revenue oilfield service business that now includes Dresser, Inc., a former portfolio company of First Reserve.



**P. Olivier Sarkozy, MD, Head of Global Financial Services Group**  
**CARLYLE GLOBAL FINANCIAL SERVICES**  
27 February, Stream B, 17.40

Mr. Sarkozy is a Managing Director and Head of the Global Financial Services Group focusing on investing in management buyouts, growth capital opportunities and strategic minority investments in financial services. The Fund's performance to date has been outstanding, achieving rates of return in excess of 50% since inception. Prior to joining Carlyle, Mr. Sarkozy was Global Co-Head of the Financial Institutions Group at UBS Investment Bank where he worked on many of the largest mergers in the U.S. financial industry totaling over \$100 billion as well as the largest recapitalization in U.S. history.



**Alexander Savin, Co-Managing Partner**  
**ELBRUS CAPITAL**  
26 February, Stream E, 17.10

Elbrus Capital is a leading Russia and CIS-focused private equity group focused on mid-market buy-and-build investments. Alexander started his career with Bain & Company, working in its Moscow, Boston and London offices in the 90s, including in Bain's Private Equity Advisory Group. He then moved back to Russia and joined Renaissance Capital, focusing on Renaissance's principal investments. Between 2003 and 2009, Alexander served as a CEO of A1 Group—an investment arm of Alfa Group, the largest private business group in Russia.



**Ken Sawyer, Founder & Managing Director**  
**SAINTS CAPITAL**  
26 February, Stream D, 15.40

Ken Sawyer is a managing director and founder of Saints. Saints is a venture capital and private equity firm founded in 2000 focused on providing liquidity for investors and founders of private companies. Today, Saints manages over one billion dollars which has been invested in companies in the technology, healthcare, consumer and industrial industries. Mr. Sawyer has been selected as a member of the Forbes Midas list for the past few years, where he was recognised as one of the top 100 investors in venture capital globally.



**Miriam Schmitter, Managing Director**  
**CAMBRIDGE ASSOCIATES**  
26 February, Stream B, 15.20

Miriam heads the ex-US, private equity and venture capital research team and is responsible for performing due diligence on opportunities in these asset classes and assessing the relative attractiveness of the underlying markets. Miriam and her team also advise the firm's investment consultants and their clients on new and existing firms raising and managing funds and general market trends. Before Miriam joined Cambridge Associates in 2005, she was an investment manager of private equity fund investments at Allianz Private Equity Partners, and before that, she was an investment professional at DB Capital Partners/DB Investor, the direct private equity investment division of Deutsche Bank.



**Kai Schumacher, Senior Director, ALVAREZ & MARSAL**  
27 February, Stream D, 17.20

Kai Schumacher is a Senior Director with Alvarez & Marsal in Germany. He brings more than 13 years of experience in international arbitration, litigation, valuation, transaction services and M&A. As a result of this he has been a corporate finance expert managing more than 200 national and international projects dealing with entities from 53 different countries.



**Oliver Schumann, Managing Director, Co-Investments**  
**CAPITAL DYNAMICS**  
26 February, Stream A, 17.10

Oliver is a Managing Director on the Co-Investment team in Investment Management at Capital Dynamics. He has 17 years of experience in private equity and investment management. Prior to joining, Oliver held positions with Arthur Andersen, GE Capital, Sal. Oppenheim, and Resurgence Asset Management. He has also worked as a financial adviser and finance director managing a number of projects including the recapitalization of a German chemicals company and taking a German pharmaceutical company public on the Frankfurt Stock Exchange.



**Peter Schwanitz, Managing Director**  
**PORTFOLIO ADVISORS LLC**  
26 February, Stream D, 16.20

Peter is a Managing Director of Portfolio Advisors and serves as a voting member on the Investment Committee for several Portfolio Advisors funds. Peter joined Portfolio Advisors in 2009 and primarily supports Portfolio Advisors' European activities. Previously, he was a Partner at VCM Capital Management, a German-based private equity fund of funds firm, where he focused on conducting due diligence on European and U.S. private equity partnerships and advising institutional clients. Prior to joining VCM in 2006, Peter had eleven years of private equity investing experience as a Director with CAM Private Equity, a Managing Director with Sal. Oppenheim and a Director with AXA-Colonia in Germany.



**Howard F. Searing, III, Director, Private Funds Group**  
**DUPONT CAPITAL MANAGEMENT**  
26 February 12.30 & Stream B, 16.00

Mr. Searing joined DCM in 2002 as a Performance Analyst and is now a member of the investment team responsible for partnership selection and portfolio management. Prior to joining DCM, Mr. Searing worked as a Performance Analyst at Morgan Stanley Investment Advisors where he was responsible for monitoring and reporting on performance for retail and institutional clients. Prior to joining Morgan Stanley Investment Advisors, Mr. Searing worked at Garbon Securities, Inc. in the Mortgage Backed & Asset-Backed trading area.



**Nick Shaw, Head of Private Equity**  
**CAMBRIDGE UNIVERSITY INVESTMENT OFFICE**  
26 February, Stream C, 17.10

Nick Shaw joined the Investment Office of The University of Cambridge in April 2008. The Investment Office manages the central endowment of the University. Nick joined Cambridge from Gartmore, where he was CIO of the private equity business and prior to Gartmore, Nick was the Deputy Chief Investment Officer of the Shell Pension Fund.



**Charles Sherwood, Partner, PERMIRA**  
27 February, 15.50

Charles serves on the Board and is a member of the Investment Committee. He previously led Permira's Consumer Sector Team and now focuses on Financial Services. Charles has served on the boards of Acromas (The AA & Saga) and Just Retirement. He has been closely involved in the raising of all the Permira funds since 1997. Prior to joining Permira in 1995, Charles worked as a strategy consultant with BCG in London.



**Paul Sprints**  
**Managing Director & Head of European Leveraged Finance**  
**CITI**  
28 February, 15.30

Paul has extensive experience in leveraged finance and high yield issuance, having personally been bookrunner on more than 100 issuers. He joined Citi in 1989, working in a number of capital markets areas including leveraged loans, restructuring and structured Eurobonds, before moving to the High Yield Group in New York. He returned to London in 1997 to establish the European High Yield business. In 2008 he took responsibility for the Leveraged Finance business in Europe.



**Lars Singbartl, Managing Director, WARBURG PINCUS**  
25 February, German Summit, 15.30

Lars joined Warburg Pincus in 2006 and focuses on telecommunications, media, internet, and information technology/software investments across Europe. He also has responsibility for German investments. Prior to joining the firm, Lars spent five years at his own mergers and acquisitions firm in Frankfurt, Corporate Finance Partners, focusing on communication and technology transactions and also worked at UBS in London and Rothschild in Frankfurt. He serves as a member of the Supervisory Board of Kontron.



**Dushy Sivanithy, Principal**  
**PANTHEON**  
26 February, Stream E, 15.20 & 27 February, Stream D, 18.10

Dushy has 10 years of private equity experience and focuses on the evaluation, selection and monitoring of European investment opportunities and is a member of the European Investment Committee. Dushy has specific responsibility for European Venture and German and CEE buyout funds. Prior to joining Pantheon, Dushy worked for Hermes Private Equity as an analyst working on both fund and direct investments. Previously, he worked for Morgan Stanley as a research analyst in the investment banking division, primarily involved in the telecoms and media sectors.



**Gunther Skrzypiec**  
**Co-Founder**  
**AGUR CAPITAL**  
27 February, Stream D, 17.40

Gunther has been Managing Partner of Agur Capital since 2003. From 1999 to 2003, as Country Head, he was responsible for the German business of AXA Investment Managers. In 1997 and 1998 he was responsible for Schroders Investment Management's asset-management transactions in German speaking Europe as well as Eastern Europe. In 1988 he accepted the responsibility for the asset management business of JP Morgan for Germany and Central Europe and was appointed to the European management board of JPMIM.



**Elaine Small**  
**Partner**  
**PAUL CAPITAL**  
26 February, Stream D, 17.10

Elaine heads the firm's private equity secondaries platform in London. Along with her partner in Paris, Ms. Small is responsible for the firm's private equity secondaries business in Europe. She brings over 20 years of line and management experience in banking and finance as a Managing Director of both First Boston and JP Morgan, and an earlier career with Bankers Trust. More recently, she headed up Spencer Stuart's private equity and venture capital executive search practice in Europe.



**Matthew Smith**  
**Managing Director**  
**ABBOTT CAPITAL MANAGEMENT**  
26 February, Stream A, 16.00

Matthew also manages Abbott Capital Management (Europe), LLP, Abbott's FSA authorised UK subsidiary located in London. He reviews investment opportunities, with specific emphasis on analysis and due diligence for prospective investments, and is engaged in the negotiation of business and legal issues, on-going monitoring of investments and profit realization from distributed securities. Prior to joining Abbott in 2000, Matthew was a financial examiner at the Federal Reserve Bank of New York.



**Hanneke Smits, CIO**  
**ADAMS STREET PARTNERS**  
27 February, 15.50

Hanneke is responsible for formulating global investment strategy. She is also responsible for managing relationships with several of Adams Street's managers. She chairs the Primary and Secondary Investment Committees. She joined the Firm in 1997 to expand its presence outside the United States. Prior to this, Hanneke was an investment manager for five years with Pantheon Ventures Limited. Hanneke is Chairperson of the Adams Street Partners Portfolio Construction and a member of the Executive & Investment Committee. Hanneke is past Chair of the EVCA Investor Relations Committee, a past member of the EVCA Executive Committee and BVCA Investor Relations Committee.

# SuperReturn International 2013 Speakers



## Michael Sotirhos, Senior Managing Director

### THE BLACKSTONE GROUP

28 February, 09.50

Michael Sotirhos is a Senior Managing Director in the Investor Relations & Business Development Group, based in New York. Prior to joining Blackstone, Mr. Sotirhos was a Partner at Atlantic Pacific Capital, Inc., a placement firm focused on raising Private Equity, Real Estate and Hedge Fund capital from institutional investors worldwide. Prior to joining Atlantic Pacific, Mr. Sotirhos was in the Private Equity Placement Group at Merrill Lynch & Co. based in London where he raised capital from investors across Europe and the Middle East.



## Scott M. Sperling, Co-President

### THOMAS H. LEE PARTNERS

27 February, 08.30

Mr. Sperling's current and prior directorships include Clear Channel Communications, Thermo Fisher Corp., Univision Communications, Inc., Warner Music Group, Experian Information Solutions, Fisher Scientific, Front Line Management Companies, Inc., Houghton Mifflin Co., The Learning Company, LiveWire, LLC, PiCellular Corp., ProcureNet, ProSiebenSat.1, Tibbar, LLC, Wyndham Hotels and several other private companies. Prior to joining Thomas H. Lee Partners, Mr. Sperling was Managing Partner of The Aneas Group, Inc., the private capital affiliate of Harvard Management Company, for more than ten years. Before that he was a senior consultant with the Boston Consulting Group.



## Marc St John, Partner, Head of Investor Relations

### CVC CAPITAL PARTNERS

27 February, Stream A, 18.10

Marc St John joined CVC in 1999 and is Partner, Head of Investor Relations. He has raised \$35bn of equity capital through 4 funds (Asian and European) from over 200 investors. Prior to CVC, he worked at Citic for 13 years, most of that time in running European corporate finance businesses. His last job was as personal assistant to chairman John Reed for special projects.



## Helen Steers, Partner, PANTHEON

26 February, Stream A, 17.10

Helen leads Pantheon's European primary investment activity and chairs the European Investment Committee. Helen is also a member of the International Investment Committee and the Co-Investment Committee. Helen joined Pantheon in 2004 from Russell Investments in Paris, where she was Managing Director with overall responsibility for private equity in Europe. Prior to joining Pantheon, Helen spent five years as Director, European Private Equity with the Caisse de dépôt et placement du Québec.



## Claus Stenbaek, Managing Director

### KEYHAVEN CAPITAL PARTNERS

27 February, Stream A, 17.40

Keyhaven Capital Partners is a London-based independent boutique advisory and management company that focused on providing a quality product and service to a select number of institutional investors. Prior to his current role, Claus was Executive Director and Partner of Danske Private Equity. His earlier positions include Founder and Managing Director of Richmond Capital Limited, a niche investment bank, and responsibility for the overall management of a European family investment company with offices in the Netherlands, Sweden & the UK.



## Karen Stephenson, Corporate Anthropologist & President

### NETFORM

28 February, 12.30

Dr. Karen Stephenson, hailed in Business 2.0 as "The Organization Woman", is a corporate anthropologist and lauded as a pioneer and "leader in the growing field of social-network business consultants." In 2007, she was awarded the Star Award by the International Institute for her contributions to the workplace. She was also one of only four females recognised from a distinguished short list of 55 in Random House's 2007 Guide to the Management Gurus. In 2006, she was awarded the first Houghton Hepburn Fellow at Bryn Mawr College for her groundbreaking contributions to civic engagement. In 2001, her consulting firm Netform was recognised as one of the top 100 leading innovation companies by CNN. Her prominence captured in 2000 when she was featured in a New Yorker article by Malcolm Gladwell, regarding the social dynamics of office spaces.



## Jim Strang, Managing Director, HAMILTON LANE

26 February, Stream B, 17.10

Jim's main focus is on fund investment opportunities in Europe. Prior to joining Hamilton Lane he was a Director and Head of Fund Investments at Dinedin Capital Partners, whose European fund investment operation he helped establish. Previously Jim was Head of European Buyouts at Gartmore Private Equity with oversight over a broad program of fund and direct co-investments in Europe.



## Dr. Rainer Strohmenger, General Partner

### WELLINGTON PARTNERS

27 February, Stream C, 18.10

With over 20 investments in start-up companies, Dr. Rainer Strohmenger is one of Europe's most experienced venture capitalists in life sciences. Joining Wellington Partners in 1997, he became a Partner in December 2000. Prior to joining Wellington Partners, Dr. Strohmenger was involved in medical research with a primary focus on cardiovascular physiology and in research on health economics at the Ludwig-Maximilians-University in Munich, Germany.



## Steffen Suhany, Director, DEG

25 February, Turkey Summit, 11.45

Steffen Suhany is a Director at German development bank DEG and responsible for equity and mezzanine direct investments as well as commitments to private equity and mezzanine funds in Asia and Europe. Prior to this job, Mr Suhany headed DEG's portfolio management in Europe & Central Asia, worked for the German private equity firm, CBG, and in various positions in structured finance and corporate banking for several national and international banks.



## Seymour Tari, CEO, TURKVIEN PRIVATE EQUITY

27 February, 16.20

Turkviem has AUM of US\$ 1.5 billion and is the leading private equity firm in Turkey. Seymour co-founded Turkviem in 2000 and has led numerous deals for the firm. He was formerly with McKinsey & Company in Istanbul focusing on corporate portfolio strategy and at Caterpillar Inc. in Geneva as a product manager with responsibility for the EMEA & CIS regions. Seymour currently serves on the Boards of Kolon, Mavi, Dogluk, Doga Koleji, Proventus, Pronet, NGM and Dominos.



## Jo Taylor, Vice President

### TEACHERS' PRIVATE CAPITAL

26 February, 12.30

Jo Taylor joined Teachers' in 2012 as head of TPC's London office, and is Teachers' senior representative for Europe, the Middle East and Africa. He leads a team responsible for sourcing, negotiating and executing investments in these regions. Jo has extensive experience in the investment industry, including more than 20 years with 3i Group Plc, an international private equity and infrastructure investor, where he was the Head of Venture, Member of Group Management and Investment Committees, and CEO of US Investment Subsidiaries. He is also a non-executive Director at Kairos Software Limited.



## Lars Terney, Partner

### NORDIC CAPITAL

27 February, 15.10

Lars Terney heads up Nordic Capital's investment advisory team in Denmark. Lars was responsible for the highly successful exit of Falck in 2011, and currently serves on the boards of Nordic Capital portfolio companies Vesta and BILSTER. Lars joined Nordic Capital in 2008, from Boston Consulting Group where he was Senior Partner and a founder of the firm's Danish office.



## Tomas Therén, Partner, PROCURITAS

26 February, Stream A, 15.00

Tomas Therén is Partner with Procuritas AB. Procuritas is a private equity house targeting small to mid sized companies in the Nordic region, and focuses on complex situations and/or where there are opportunities for accelerated growth. Mr Therén joined the firm in 2002, and has previously worked for i.a. Bain & Company and Ericsson.



## Wendelin Thoenes, Investment Manager

### ALLIANZ CAPITAL PARTNERS

25 February, German Summit, 17.20

Wendelin Thoenes has been with Allianz Capital Partners since 2007. He focuses on primary and secondary fund investment opportunities as well as co-investments in the European market and serves on the advisory boards of a number of European buyout funds. Prior to joining Allianz Capital Partners, he worked at Ernst & Young Transaction Advisory Services where he advised private equity and corporate clients on buy-side and sell-side transactions, primarily in the mid-cap sector in Germany.



## Simon Thornton, Managing Director

### PEARONLINE

27 February, Stream C, 18.10 & 28 February, 16.00

Simon founded PEARonline in 2005 to provide private equity GPs and placement agents with a solution to web-based communication with LPs for fundraising and fund reporting. From 1999 to 2004, Simon headed Landmark Partners' European operations, and was responsible for investor relations and fundraising in Europe and the Middle East as well as sourcing European acquisition opportunities.



## Emma Thorpe, Head of Communications, EVCA

27 February, Stream D, 17.40

As the Head of Communications for the Brussels-based European Private Equity and Venture Capital Association (EVCA), Emma is responsible for the EVCA's public relations and membership communications and will be based in Brussels and London. For four years to 2011, Emma was Director of European Communications for private equity firm, The Carlyle Group, where she was responsible for European government affairs and public relations. Previously to The Carlyle Group, Emma worked for eight years in financial services, technology and corporate communications at agencies Pireaux Financial, Weber Shandwick, Cogmito & Media Strategy (now Hanover).



## Nino Tronchetti Provera, Managing Partner & Founder

### AMBIENTA SGR

26 February, Stream A, 15.20

Nino is Managing Partner and Co-Founder of Ambienta (€217 million Fund I). Established in 2007 by leading industrialists and growth private equity investors, Ambienta focuses on industrial growth investing, capturing European leadership in the €2 trillion+ global environmental sector. Previously, Nino worked within Telecom Italia as CEO of Finsiel and General Manager of Olivetti. Prior to that he established the environmental business within McKinsey & Co.



## Kerim Turkmen, Partner

### MID EUROPA PARTNERS

25 February, Turkey Summit, 17.00

Kerim is head of the Istanbul Office, responsible for sourcing, executing and monitoring investments in Turkey. Prior to joining Mid Europa in 2007, he was a Principal of GMT Communications Partners, a private equity fund specializing in the telecommunications sector. Previously he was with Merrill Lynch, in its Investment Banking Division in London. Mid Europa Partners is a leading independent private equity firm focused on Central Europe and Turkey. Operating from London, Budapest, Warsaw and Istanbul, Mid Europa Partners advises and manages funds of approximately €3.2 billion, and has completed 27 investments in 18 countries since 1999.



## Michael Turner, Managing Director, East Africa

### ACTIS

26 February, Stream E, 15.20

Michael is the Managing Director of Actis in East Africa and is responsible for Actis's \$300m Private Equity, Energy and Real Estate investments in East Africa. Prior to this, Michael was the manager of the first SME PE fund in East Africa – the Acacia Fund. Based in Nairobi, Kenya Prior to joining Actis, Michael worked in investment banking for, Lehman Brothers and Kleinwort Benson, having started his career with Price Waterhouse.



## William van Eesteren, Managing Director

### WILSHIRE ASSOCIATES

26 February, Stream C, 17.10

Mr. van Eesteren is responsible for origination, due diligence, and monitoring of buyout and venture capital investments in Europe. He has 18 years of experience. Prior to joining WPM, he worked in investment banking, most recently as Vice President with ING Barings. Mr van Eesteren was also previously with NationsBank and Bank of America in London. Mr van Eesteren serves on several buyout and venture capital partnership advisory boards in Europe.



## Hans van Sway, Partner

### LYRIQUE PRIVATE EQUITY

25 February, Turkey Summit, 15.15

Hans van Sway has been more than twenty years in private equity as Partner of Lyrique, as Head of Private Equity at Pictet & Cie, as Managing Director of UBS Capital, as Managing Director of Merfin and as partner of Lowe Finance. He has made investments and co-investments with private equity funds worldwide; he has made direct investments in privately held companies in Switzerland, Germany, France, the United Kingdom and in the Netherlands.



## Maarten Vervoort, Managing Partner

### ALPINVEST PARTNERS

27 February, Stream A, 17.40

Maarten co-heads the global Funds of Funds program and is a member of the global operating committee of AIP. He joined the firm January 2000. Alpinvest Partners is an independent global private equity asset manager with assets under management of more than €40bn. Alpinvest invests worldwide across primary fund, secondaries and co-investment strategies, covering the entire private equity spectrum including mezzanine.



## Patricia Volhard, Partner

### P+P PÖLLATH + PARTNERS

25 February, German Summit, 11.30 & 28 February, 11.15

Patricia is a partner with P+P Pöllath + Partners Frankfurt. She graduated as a lawyer in Germany and France and holds an LL.M. in banking and finance from the LSE. Patricia specializes in advising private funds and their managers with a particular focus on regulatory issues. Patricia co-chairs the legal committee of EVCA and is a member of the legal committee of the BVK.



## Richard von Gusovius, Principal

### CAMPBELL LUTYENS

25 February, German Summit, 12.15

Richard joined Campbell Lutyens in 2006 and advises across the range of the firm's activities with particular focus on fund placement in Germany and Switzerland. Prior to his current role, Richard gained direct and secondary private equity investment experience at GMT Communications Partners and Vision Capital Ltd respectively. Prior to that he worked at J.P.Morgan in the M&A Group and in the General Industry Advisory Group.



## John Waples, UK Head of Strategic Communications

### FTI CONSULTING

28 February, 11.45 & 27 February, Stream C, 17.40

John Waples joined FTI Consulting in February 2010. Prior to that he had been at The Sunday Times for 16 years, of which the last four and half years were as Business Editor and the previous four years as Deputy Business Editor. He has spent a total of 25 years in journalism. During his extensive career he has won a number of awards and was twice shortlisted for the UK Press Gazette Business journalist of the year award.



## Sean Whelan, Managing Director

### ECI PARTNERS

26 February, Stream A, 15.20

Sean Whelan is a Managing Director and a member of ECI's Investment Committee. Sean has overall responsibility for ECI's exit strategy across the portfolio and post-investment added value. He also heads ECI's Software and IT Services sector group. Prior to joining ECI in 1998, Sean worked as a strategy consultant for Gemini Consulting and Bain & Company.



## Michael Williamson, Managing Partner

### CALA CAPITAL

28 February, 15.30

Cala Capital has recently been established to provide non-bank investors with direct investment opportunities in corporate debt with a focus on private equity owned businesses. Prior to his current role, Michael was Co-Head of UK Financial Advisory, Co-Chairman of Technical Committee on Portfolio Valuation at Houlton Loke, Previous roles include Head of Capital Structuring (including Leveraged Finance) at Commerzbank Securities, and Partner & Co-Head of Financial Services Advisory at Deloitte.



## Vicky Williams

### Head of Private Equity

### BP INVESTMENT MANAGEMENT

26 February, Stream A, 16.00

Vicky is Head of Private Equity at the BP pension fund, and manages a portfolio of over 170 private equity funds. This accounts for approximately 10% of the £11.3 billion pension fund and is invested in a diverse range of funds. Previously Vicky managed the private equity portfolios at British Airways and Shell pension funds and began her career in private equity at Allius Associates in the late 1990s. Prior to that she held positions at Salomon SmithBarney and Capital International.



## Peter Wilson, Managing Director

### HARBOURVEST PARTNERS (U.K) LTD

26 February, Stream D, 16.20

Peter Wilson leads HarbourVest's secondary investment activity in Europe. He serves on the advisory committees for partnerships managed by Atlantic Bridge, Baring Vostok Capital Partners, CVC Capital Partners, Holtzbrinck Ventures, Index Venture Management, Nordic Capital, and Paragon Partners. Prior to joining the Firm, he spent three years working for the European Bank for Reconstruction and Development.



## Simon Witney

### Partner, International Funds Group

### SJ BERWIN

27 February, Stream A Chairman, 17.20

Simon is a partner in SJ Berwin's London office. Simon has managed on venture capital and development capital investments, management buyouts and general M&A, as well as numerous private equity investment fund establishments and structures. Simon's practice is now focused on private fund formation and related advice, acting for many leading UK and European venture capital and buyout houses. Simon also chairs the BVCA's Legal and Technical Committee, is Chairman of the EVCA's Tax and Legal Committee and a member of EMPEA's Legal and Regulatory Council.



## Aygen Yayıkoğlu, Founder & Managing Partner

### CRESCENT CAPITAL

25 February, Turkey Summit, 17.00

Aygen Yayıkoğlu has 16 years of project finance experience in emerging markets covering Central and Eastern Europe, former Soviet Union, and Turkey. His areas of expertise cover public and private financing of power generation, transmission, and distribution projects, privatizations of energy and infrastructure assets, advisory on energy sector restructuring, transport and municipal infrastructure concessions, oil and gas downstream projects and renewable energy transactions. Prior to establishing Crescent, Aygen spent ten years at EBRD's headquarters in London.



## Memet Yazici, Managing Partner, Istanbul

### TRPE CAPITAL

25 February, Turkey Summit, 10.40

Prior to TRPE, Memet has led the private equity and venture capital investment teams at Rhea Asset Management until 2012. Before Rhea, he has spent 17 years in the US in various private equity investment management, operating and consulting roles. Memet currently serves on the boards of Netas Telekomünikasyon AS, Probil and BOH Services.



## Selcuk Yorgancioğlu

### Senior Partner - Turkey, Iraq and Central Asia Regional Head

### ABRAJ CAPITAL

25 February, Turkey Summit, 12.25

Selcuk Yorgancioğlu is a Senior Partner and Regional Head of Turkey, Iraq and Central Asia and joined Abraaj in 2008. From 2000-2007, Mr. Yorgancioğlu was at Deutsche Bank in London as a managing director with the Emerging Markets Investment Banking team. In his final year at Deutsche, he was the bank's Group CEO in Turkey, managing 250 people and overseeing its banking, brokerage, asset management and mortgage businesses.



## Lawrence Zage

### Managing Director

### MONUMENT GROUP UK

27 February, Stream A, 17.40

Prior to joining Monument, Lawrence served as a Vice President and Head of the Research Team and was also involved in project management at Helix Associates, a placement firm based in London. Prior to Helix, Lawrence was a barrister in the UK, specialising in criminal defence advocacy. At Monument, in addition to fund marketing and project management, Lawrence is particularly focused on fund due diligence, research and positioning, including the analysis, modeling and presentation of data.



## Joe Zhou

### Founder & Managing Partner

### KEYSTONE VENTURES

26 February, Stream E, 16.00

Joe is one of the most experienced VCs in China. Joe began his venture capital career in late 1999 with Softbank China Venture Fund as Head of Beijing Office. He was a Partner at SAIF (Softbank Asia Infrastructure Fund) from 2001 to 2006. He was a Founding Managing Partner at KPCCB China when Kleiner Perkins raised its China fund in early 2007. In early 2008 he founded Keystone Ventures. He was named Top Venture Capitalists by CVCF in 2000, 2001, 2005, 2006 and 2007. He was also named Venture Capital Professional of the Year in 2010 by AVCI.

# About Your Sponsors

## Principal Sponsors:



Established in 1998, UBS Private Funds Group (UBS -PFG) is one of the largest and most successful global placement agents, focused on private equity and infrastructure funds. With a

team of dedicated professionals, we bring a focused approach to fundraising, limiting the number of funds simultaneously represented, selecting the highest quality funds in the market and avoiding conflicting mandates. UBS-PFG considers this level of focus to be essential in order for a General Partner to succeed in today's market. Our approach is tailored to the needs of our clients, with an emphasis on understanding each General Partner's specific issues and requirements.

UBS-PFG also offers secondary market advisory services solely focused on advising holders of private equity interests in funds and equity stakes in private companies on their liquidity options. The dedicated team has broad experience in all types of secondary transactions, including limited and full auctions, synthetic secondaries and joint venture structures.



FTI Consulting, Inc. is a global business advisory firm dedicated to helping organisations protect and enhance their enterprise

value. With more than 3,800 employees located in 24 countries, FTI Consulting professionals around the world work closely with some of the most dynamic companies in the private equity industry. The business landscape has become more complex as a result of the past several years of economic and business volatility, including new legal and regulatory challenges. Private equity firms are experiencing longer hold times for portfolio companies, a need for greater transparency in their systems and processes, fundraising issues and an altered market for divestiture. FTI private equity experts help clients to anticipate and effectively minimise the risks for all phases of a private equity transaction, from the early stages of due diligence through portfolio performance management and, ultimately, divestment, in order to maximise future deal returns and enhance and protect their reputations amongst a cross-section of stakeholders.

## We present the Brand New **SUPER RETURN** Village International 2013

Located at the heart of the re-vamped networking-friendly venue is the **SuperReturn Village**. Here are some of the exciting new features on offer in this interactive central space.

**Coffee House**  
The barista serves truly top quality coffee and the coffee house is a **buzzing hub for business discussions all day long** and a fantastic meeting point. There is still the opportunity to host the Coffee House. Contact Brenda Cunningham at [bcunningham@icbi.co.uk](mailto:bcunningham@icbi.co.uk) to find out more.

**Private Meeting Space**  
SuperReturn is the perfect opportunity to arrange many business meetings all in one place at one time. To ensure you have private space to conduct your meetings, why not reserve one of our spacious meeting rooms. For details on pricing and availability please contact Brenda Cunningham at [bcunningham@icbi.co.uk](mailto:bcunningham@icbi.co.uk)

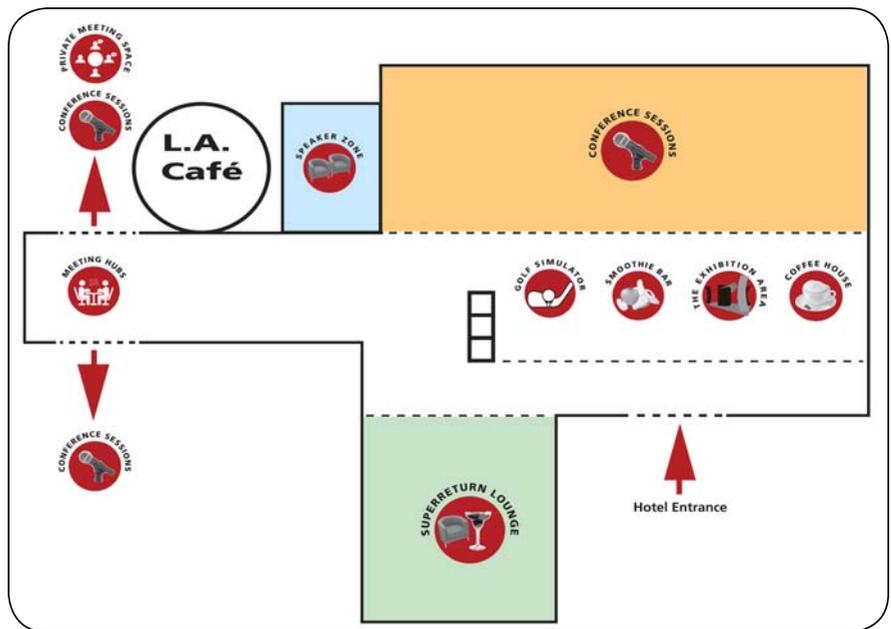
**Speaker Zone**  
Exclusive preparation space for our outstanding speaker faculty. Hosted by

**The Exhibition Stands**  
A 3X2m stand space in the SuperReturn Village provides space to demonstrate your product, distribute literature and acts as a meeting point for potential clients. **There are not many Exhibition stand areas available so make sure you reserve your spot early!**

**Smoothie Bar**  
Have a healthy alternative to your morning cup of coffee! **Get one of your 5 a day with a tasty and freshly made smoothie** at the SuperReturn Smoothie Bar. There is still the opportunity to host the SuperReturn Smoothie Bar. Contact Brenda Cunningham at [bcunningham@icbi.co.uk](mailto:bcunningham@icbi.co.uk) to find out more.

**The SuperReturn Lounge**  
The SuperReturn Lounge, taking up the entire Marleen Bar, is a fabulous space for delegates to relax and hold meetings. Branding the lounge allows you to be **aligned with one of the key hubs of the conference** AND you can also distribute literature in the area. There is still the opportunity to host the SuperReturn Lounge. Contact Brenda Cunningham at [bcunningham@icbi.co.uk](mailto:bcunningham@icbi.co.uk) to find out more.

**Meeting Hubs**  
Bookable on an hourly basis, the Meeting Hubs provide yet more opportunity for delegates to continue their discussions and exploration of business opportunities.



**Golf Simulator**  
A Golf Pro will be on hand throughout the event to help you perfect your swing and competitions will run during the event. Prior to the conference all attending companies will be invited to submit 2 players for the competition and a live leader board will keep you up-to-date with the latest scores. Hosted by



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## Would you like to take part?

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Turkven funds have no Turkish investors. In 2012, the firm raised its third fund from over 30 international institutional investors, with total assets of over \$1500 billion. For more information, visit [www.turkven.com](http://www.turkven.com)

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Silverfleet Capital is a leading, independent, European private equity firm with over 25 years of experience of investing in mid-market buyouts. The investment team which is based in London, Paris, Munich and Chicago is currently investing a €670 million fund that closed in 2009. Silverfleet

Capital aims to support its portfolio companies to make bolt-on acquisitions and to achieve strong organic growth, hence the use of the strap-line "we buy to build". When it comes to beer and sausages Silverfleet Capital can claim an in-depth knowledge based on both investment experience as well as personal consumption. During the 1990's Silverfleet invested in the Crown Buckley brewery based in Llanelli, Wales successfully exiting to trade buyer Brains. In 2009 Silverfleet Capital completed one of the largest buyouts in Germany in that year, acquiring sausage casings manufacturer Kalle in a €212.5 million deal. Kalle is a leading global producer of sausage casings headquartered in Germany, with production facilities in ten countries. In 2010 Kalle acquired Jif-Pak Manufacturing Inc, a California-based producer of meat nettings primarily used in ham production.

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 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_  
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 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_  
 Person who will attend if I have to cancel:  
 Name \_\_\_\_\_  
 Job title \_\_\_\_\_ Department \_\_\_\_\_  
 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
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#### 2nd Delegate:

2nd Delegate: \_\_\_\_\_  
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