

The World's Largest Private Equity LP/GP Relations Event

- Meet **850+** Senior Industry Professionals
- Unrivalled Networking With **300+** Powerful LPs
- Hear In-Depth Analysis From **230+** Outstanding Speakers



David Rubenstein
THE CARLYLE GROUP



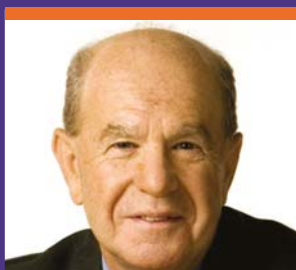
Josh Lerner
HARVARD BUSINESS
SCHOOL



Ruulke Bagijn
PGGM INVESTMENTS



Iain Leigh
APG US ASSET
MANAGEMENT



Ed Altman
STERN SCHOOL, NYU



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EVENT SCHEDULE

Tuesday November 18, 2014

- Fundraising Summit
- Secondaries Summit

Wednesday 19 November - Friday 21 November, 2014

- SuperInvestor 2014 Main Conference

The Westin Hotel Paris

Free for pension
funds, endowments,
foundations, SWFs &
ILPA members.
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THE 230+ SPEAKER FACULTY

Anselm Adams, Director, Senior Portfolio Manager, **PECA**
Richard Allsopp, Managing Partner, **CAMPBELL LUTYENS**
M Ozgur Altan, Head of Private Equity, **CARDANO**
Ed Altman, Max L Heine Professor Of Finance
NYU STERN SCHOOL OF BUSINESS
Roger Ammoun, Partner, Head of Energy & Infrastructure Europe, Customised Fund Investment Group, **GCM GROSVENOR**
Menno Antal, Co-Managing Partner, **3i PRIVATE EQUITY**
Sarah Ashmore Bradley, Founding Partner, **KAINOS CAPITAL**
Andre Aubert, Partner, **LGT**
Ruulke Bagijn, Chief Investment Officer, Private Markets
PGGM INVESTMENTS
John Barber, Partner, Co-Head of Investor Services, **BRIDGEPOINT**
Matthieu Baret, Partner, **IDINVEST**
Johanna Barr, Director, Limited Partner Services, **ADVENT INTERNATIONAL**
Frank Becker, Managing Partner & Chairman, **INVISION PRIVATE EQUITY**
Paul A. Bekx, Advising Partner, Co-Investments Buy-out
ACCESS CAPITAL PARTNERS
Daniel Benin, Managing Partner, **COMMITTED ADVISORS**
Vivina Berla, Senior Partner & MD, Europe
SARONA ASSET MANAGEMENT
Olivier Berment, MD, Head of Private Debt, **ARDIAN**
Kurt Bjorklund, Co-Managing Partner, **PERMIRA**
Adam Black, Partner & Head of Sustainability, **DOUGHTY HANSON**
Jonathan Blake, Partner, Head of International Funds Group
KING & WOOD MALLESONS SJ BERWIN
Christian Böhrer, Head of Secondary Investments, **AKINA PARTNERS**
Andrea Bonomi, Senior Partner, **INVESTINDUSTRIAL**
Matthew Botein, CIO, Alternative Investments, **BLACKROCK**
 & MD & Co-Head, **BLACKROCK ALTERNATIVE INVESTORS**
Marc Boughton, CEO & Managing Partner, **CVC CREDIT PARTNERS**
André Bourbonnais, Senior Vice President, Private Investments, **CPPIB**
Mark Boyle, Director, **NORTHWESTERN MUTUAL CAPITAL**
James Brocklebank, Managing Partner, **ADVENT INTERNATIONAL**
Janet Brooks, Managing Director, **MONUMENT GROUP EUROPE**
Andrew Brown, Senior Investment Consultant, **TOWERS WATSON**
Marc Brugger, Managing Director, **LPFE**
Paul Burdell, CEO, **LCM PARTNERS**
Till Burges, Vice President, **HARBOURVEST PARTNERS**
John Carter, Chief Executive, **HOLLYPORT CAPITAL**
Ian Cash, Partner, **ALCHEMY PARTNERS**
Andrew Caspersen, Managing Director, Secondary Advisory Group
PARK HILL
Haydee Celaya, Co-Founder & CIO, **AVANZ CAPITAL**
Fong Yee Chan, Senior Manager, Private Equity Programme
PRINCIPLES FOR RESPONSIBLE INVESTMENT (PRI)
Ian Charles, Partner, **LANDMARK PARTNERS**
Tatiana Chopova, Partner, **ALPINVEST PARTNERS**
Scott A. Church, Founding Partner, **REDE PARTNERS**
Sarah Clarke, Founder, **FOUNDATION FUNDRAISING SERVICES (Ffs)**
Isabelle Combarel, Investment Director, **OFI ASSET MANAGEMENT**
Simon Cook, CEO, **DFJ ESPRIT**
Steven Costabile, Managing Director, Global Head of Private Funds Group
PINEBRIDGE INVESTMENTS
Steve Cowan, Founder & Managing Director, **57 STARS**
Matthew Craig-Greene, **MCG VENTURES**
Kristin Custar, Partner, **THE JORDAN COMPANY**
Armando D'Amico, Managing Partner, **ACANTHUS ADVISERS**
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Pierre-Antoine de Selancy, Managing Partner, **17CAPITAL**
Oliver Dellenbach, CEO, **PEVARA**
Cyril Demaria, Private Market Analyst, Chief Investment Officer, UBS, & Associate, Research, **UNIVERSITY OF ST GALLEN**
Paul Denning, CEO, **DENNING & CO**

Kelly DePonte, Partner, **PROBITAS PARTNERS**
Paul de Rome, Partner, **EQT CREDIT**
Hurley Doddy, Co-CEO, **ECP**
Craig Donaldson, Partner, **HgCAPITAL**
Mathieu Drean, Managing Partner, **TRIAGO**
Mark Drugan, MD, Head of Investment Management Europe
CAPITAL DYNAMICS
Nathalie Duguay, Partner, International Funds Group
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Martin Dunnett, Managing Director, Investment Staff - Fund Raising
WARBURG PINCUS
Jeffrey J. Eaton, Partner, **EATON PARTNERS**
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Rainer Ender, MD, CO-Head of Investment Management
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Bernhard Engelen, Managing Director, **COGENT PARTNERS EUROPE**
David Ewing, Partner, **ECI PARTNERS**
Nick Fenn, Founding Partner, **BEECHBROOK CAPITAL**
Uwe Fleischhauer, Founding Partner & Managing Director
YIELCO INVESTMENTS
Peter Flynn, Director, **CANDELA CAPITAL**
Anthony Fobel, Partner, Head of Private Lending
BLUEBAY ASSET MANAGEMENT
Michael Forestner, Global Head of Private Markets, **MERCER**
Nils Forsberg, Partner, **VALEDO PARTNERS**
Uli Fricke, Managing General Partner
TRIANGLE VENTURE CAPITAL GROUP MANAGEMENT
Oliver Gardey, Partner, **POMONA CAPITAL**
William Gilmore, Head of Private Equity Fund Investments, **SWIP**
Ralf Gleisberg, Partner, **AKINA PARTNERS**
Frédéric Godbout, Vice President, Funds Groups
CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC
Mark Gorman, Partner, **THE GUERIN GROUP**
Oliver Gottschalg, Professor, Strategy Department, **HEC**
Patricia Grad, Head of Investor Relations, **IRVING PLACE CAPITAL**
Alicia Gregory, Head of European Private Equity, **MLC PRIVATE EQUITY**
Horst Güdel, Founding Partner & Managing Director, **RWB**
Gail Guerin, Founder, **THE GUERIN GROUP**
Oliver Haarmann, Founding Partner, **SEARCHLIGHT CAPITAL PARTNERS**
Dana Haimoff, Portfolio Manager, **J.P. MORGAN ASSET MANAGEMENT**
Ed Hall, Partner, International Funds Group
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Guy Hands, Chairman & CIO, **TERRA FIRMA CAPITAL PARTNERS**
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Neil Harper, Managing Director & CIO
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Dörte Höppner, Secretary General, **EVCA**
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Stuart Howard, COO, European Listed Products
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Bruce Ingram, Partner, **AON HEWITT**
Ralph Jaeger, Managing Director, **SIGULER GUFF**
Marta Jankovic, Senior Sustainability Specialist,
 Head of ESG Integration Alternatives, **APG ASSET MANAGEMENT**
David Jeffrey, Partner, Head of Europe, **STEPSTONE GROUP**
Tim Jenkinson, Professor of Finance, Private Equity Institute
SAID BUSINESS SCHOOL, OXFORD UNIVERSITY
Simon Jennings, Managing Director, Global Head of Private Equity
HSBC ALTERNATIVE INVESTMENTS

THE 230+ SPEAKER FACULTY

Rune Jepsen, Principal, **QIC GLOBAL PRIVATE EQUITY**
Brenlen Jinkins, Managing Director, **COGENT PARTNERS EUROPE**
Peter Keehn, Global Head of Private Equity, **ALLSTATE INVESTMENTS**
Conor Kehoe, Director & Founder Private Equity Practice, **MCKINSEY**
Matt Keogh, Partner, **LINKLATERS**
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Rob Lucas, Managing Partner, Head of PE, UK Central & Eastern Europe
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Allen MacDonell, Director of Private Equity
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Brian Magnus, Partner, **TDR CAPITAL**
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Xavier Marin, Managing Partner & Co-Founder, **FONDATIONS CAPITAL**
Jonny Maxwell, Industry Veteran
Tom McComb, MD & Portfolio Manager
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Mark McDonald, Director, Private Fund Group
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Cem Meric, Partner, **LGT CAPITAL PARTNERS**
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Derek Murphy, Senior Vice President, Private Equity, **PSP INVESTMENTS**
Dominic Murphy, Head of UK & Ireland and Head of Health Care Industry Team - Europe, **KKR**
Andrew Musters, Global Head of Private Equity, **ROBECO**
Christian Nagel, Co-Founder & Managing Partner
EARLYBIRD VENTURE CAPITAL
Agnes Nahum, Managing Partner, **ACCESS CAPITAL PARTNERS**
Ajit Negundadi, Managing Director, **TA ASSOCIATES**
Mark O'Hare, Founder & Chief Executive, **PREQIN**
Tristan Parisot, MD, Head of France, **EUROPEAN CAPITAL**
Giulia Pellegrini, Chief Economist for Sub-Saharan Africa, Emerging Markets, Economic Research & Fixed Income Strategy, **JP MORGAN**
Peter Pereira Gray, Head of Investments, **THE WELLCOME TRUST**
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Mike Powell, Head of Private Markets Group
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Erwin Roex, Senior Advisor, **COLLER CAPITAL**
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David Rubenstein, Founder & Managing Director, **THE CARLYLE GROUP**
Andreas Rubio, Partner, European Principal Finance Fund
APOLLO GLOBAL MANAGEMENT
Rhonda Ryan, Partner, Head of EMEA, **ALTIVUS ASSOCIATES**
Nicolas Schellenberg, Investment Director, Head of Private Equity & Venture Capital Research Practice, Europe, Africa & Latin America
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Jens Simon, Private Equity Director, **FIDES FAMILY OFFICE**
Ian Simpson, Partner, **AMALA PARTNERS**
Kate Simpson, Partner, **PROSKAUER**
Hiti Singh, Portfolio Director, **CDC GROUP**
Claudio Siniscalco, Managing Director & Global Co-Head of Co-Investments
DEUTSCHE BANK
Matthew Smith, Managing Director, **ABBOTT CAPITAL**
Hanneke Smits, CIO, **ADAMS STREET PARTNERS**
Marc St John, Partner, Head of Investor Relations
CVC CAPITAL PARTNERS
Lorenzo Stanca, Managing Partner, **MANDARIN CAPITAL PARTNERS**
Helen Steers, Partner, **PANTHEON**
Jim Strang, Managing Director, **HAMILTON LANE**
Georges Sudarskis, Founder & CEO, **SUDARSKIS & PARTNERS**
Kaarina Suikkonen, Head of Private Equity, **FERI TRUST**
Shane Sutton OBE, Head Coach, **BRITISH CYCLING TRACK**
PROGRAMME & Performance Advisor, TEAM SKY
Eric ter Braak, Investment Director, Manager, Secondary Fund Investments
ROBECOSAM PRIVATE EQUITY
Koos Teule, CFO, **GILDE BUY-OUT PARTNERS**
Tomas Theren, Partner, **PROCURITAS**
Rob Thielen, Chairman, **WATERLAND PRIVATE EQUITY INVESTMENTS**
Simon Thornton, Founder, **PEARONLINE**
Sanjana Tiwari, Investment Manager, **F&C ASSET MANAGEMENT**
Hannah Tobin, Principal, Client & Consultant Relations
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Nino Tronchetti Provera, Founder & Managing Partner
AMBIENTA PARTNERS
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WILSHIRE ASSOCIATES
Sasha van de Water, Managing Director
KEYHAVEN CAPITAL PARTNERS
Jos van Gisbergen, Senior Portfolio Manager, Manager Selection
SYNTRUS ACHMEA
Hans van Swaay, Partner, **LYRIQUE**
John van Wyk, Partner & Head of Africa, **ACTIS CAPITAL**
Nigel van Zyl, Partner, **PROSKAUER**
Maarten Vervoort, Managing Partner, **ALPINVEST PARTNERS**
Patricia Volhard, Member of Tax & Legal Committee, **EVCA**
& Partner, P+P PÖLLATH + PARTNERS
Nicolas von der Schulenburg, Managing Director, **PORTFOLIO ADVISORS**
Thomas von Koch, CEO & Managing Partner, **EQT PARTNERS**
Nathalie von Niederhaeusern, MD, BlackRock Private Equity Partners (PEP) Group, **BLACKROCK ALTERNATIVE INVESTORS**
Nash Waterman, Vice President, Secondaries
MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS
Morten Welo, COO & Head of Investor Relations, **FSN CAPITAL**
Lance Whitehead, Managing Director, **CYGNUS CAPITAL PARTNERS**
Michael Whitman, Senior Managing Director, Blackstone Group & Head of European Business, **BLACKSTONE/GSO CAPITAL PARTNERS**
David Wilmot, MD, Joint Head of Private Finance
BABSON CAPITAL EUROPE

2014 GUEST SPEAKERS



The Credit Guru

Ed Altman, Max L Heine Professor Of Finance
NYU STERN SCHOOL OF BUSINESS

Wednesday 19 November, 14:20

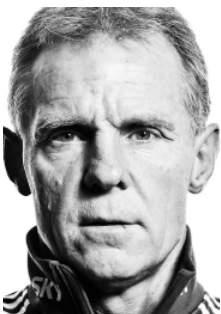
With an international reputation as an expert on corporate bankruptcy, high yield bonds, distressed debt and credit risk analysis, Professor Altman will present brand new research on how risky private equity sponsored LBO transactions really are and provide cutting-edge insights into the outlook for global credit markets.

Celebrity PE Academic

Josh Lerner, Jacob H Schiff Professor of Investment Banking
HARVARD BUSINESS SCHOOL

Thursday 20 November, 11:30

This brilliant academic will bring his new research on co-investments. Looking beyond the performance numbers to analyse the best strategies to achieve successful programmes as well as highlighting the much wider implications for the whole industry.



Extraordinary Olympic Coach

Shane Sutton OBE, Head Coach, **BRITISH CYCLING TRACK PROGRAMME**
& Performance Advisor, **TEAM SKY**

Friday 21 November, 10:10

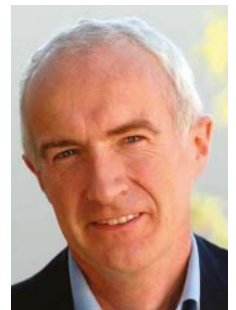
The British Cycling Head Coach is widely regarded as one of the most successful Olympic coaches in history, with 8 Gold, 2 Silver and 3 Bronze medals in London 2012 and two successive Tour de France wins on the road with Team Sky. Shane specialises in the application of the “marginal gains” philosophy to life, motivation, adaptation to change, behavioural analysis and unlocking potential.

Leading PE Mind

Tim Jenkinson, Professor of Finance, Saïd Business School
OXFORD UNIVERSITY

Friday 21 November, 11:50

This leading private equity academic will elaborate on his latest research on returns and persistence of returns. Can past team performance predict future success?



MEET 300+ LPS

SuperInvestor is looking forward to welcoming over 300 LPs this year, 90+ of whom will share their knowledge and expertise as speakers. Some of the top names include:



Ruulke Bagijn, Chief Investment Officer, Private Markets
PGGM INVESTMENTS
PGGM Investments manages pension assets on behalf of different pension funds worth approximately EUR 167 billion. Ruulke will discuss new models of investing into private equity outside the traditional fund structure.

Iain Leigh
Managing Director, Head of Global Private Equity, **APG US ASSET MANAGEMENT INC**
A former founding Managing Partner of Alpinvest Partners, Iain will address the subject of returns in the current market climate, and specifically how they should be assessed relative to public markets.



Matthew Botein, CIO, Alternative Investments, **BLACKROCK** & MD & Co-Head, **BLACKROCK ALTERNATIVE INVESTORS**
Matt will provide insights from the world's largest asset manager (with more than \$4 trillion under management), where he co-heads the alternative solutions unit that runs real estate, hedge fund and private equity fund-of-funds investments.

Allen MacDonell
Director of Private Equity, **TEACHER RETIREMENT SYSTEM OF TEXAS**
Allen will provide perspectives from one of the world's largest private equity investors on which sectors and strategies to invest in the current binary fundraising market.



Peter Pereira Gray
Head of Investments
THE WELLCOME TRUST
Peter works with a team managing a £14 billion multi asset global investment portfolio. He will share their view on where private equity and debt fit into the spectrum of alternatives.

Derek Murphy
Senior Vice President, Private Equity
PSP INVESTMENTS
With \$93.7 billion of assets under management, PSP is one of Canada's largest pension investment managers. Derek will discuss the hot topic of disintermediation and future competition for GPs.



Frédéric Godbout, Vice President Funds Group, **CAISSE DE DEPOT ET PLACEMENT DU QUEBEC**
The Caisse de dépôt et placement du Québec manages institutional funds, primarily from public and private pension and insurance funds in Québec. Frédéric will contribute to the debate on how private equity holds up against other alternatives.

Mike Powell
Head of Private Markets Group
USS INVESTMENT MANAGEMENT
USS Investment Management has approximately £8 billion invested across private markets. Mike will examine the current craze for co-investments and how to overcome potential conflicts of interest.



André Bourbonnias
Senior Vice President, Private Investments
CPPIB
André is responsible for leading private equity investments at CPPIB, the world's largest private equity investor. He will share their view on the true opportunities for growth in emerging markets.

Jane Rowe, Senior Vice President
ONTARIO TEACHERS' PENSION PLAN
Jane is responsible for strategic portfolio growth, deal stewardship and management of the private capital and infrastructure portfolios, which together represent almost \$22 billion in assets under management.



PROGRAMME HIGHLIGHTS

For full programme see pp 11-21

These two full day agendas are separately bookable to the main conference, offering you more focussed content and expert perspectives on some of 2014's biggest industry themes.

Tuesday 18 November Fundraising Summit

Big Themes:

- Achieving Top Tier Exposure When The Best Funds Are Over-Subscribed
- What Will The Buying Community Look Like In 5 Years' Time?
- How Can First Time Funds Achieve A Foothold In The Market?
- Identifying Future Winners From A Quantitative Track Record Analysis
- Innovations In Fundraising: Co-Investment Rights, Fee & Carry Breaks, Side Pools, Separate Accounts & Evergreen Funds

PLUS hear the most outrageous fundraising horror stories in the Calling Private Equity's Bluff panel game

45+ Speakers Including:

- **Simon Jennings**
MD, Global Head of Private Equity
HSBC PRIVATE BANK
- **Knut Kjaer**, Chairman, **FSN CAPITAL**
- **Oliver Gottschalg**
Professor, Strategy Department, **HEC**
- **Martin Dunnnett**, Managing Director,
Investment Staff - Fund Raising
WARBURG PINCUS
- **Mark Boyle**, Director,
Private Equity Funds
NORTHWESTERN MUTUAL CAPITAL
- **Rune Jepsen**, Principal
QIC GLOBAL PRIVATE EQUITY

Tuesday 18 November Secondaries Summit

Big Themes:

- How Are Opportunities Developing In GP-Led Deals & Secondary Directs?
- Exponential Growth In Secondaries: Is The Market Now Saturated?
- Infrastructure Secondaries
- How Will The Secondary Buy-Side Evolve, How Large Will Funds Get & Who Will Succeed?
- How Well Is The Market Coping With The Growth Of Buy-Side Advisory Models?

PLUS don't miss the Too Hot To Touch boardroom discussion session. Held strictly under the Chatham House Rule and focussing on the subject of Secondaries, this session allows participants to speak openly on the truly critical issues.

35+ Speakers Including:

- **Ian Charles**, Partner
LANDMARK PARTNERS
- **John Carter**, Chief Executive
HOLLYPORT CAPITAL
- **Carlo Pirzio-Biroli**
Managing Director & Co-Head
DB PRIVATE EQUITY & PRIVATE MARKETS
- **Michael Forestner**
Global Head of Private Markets
MERCER
- **Eric ter Braak**, Investment Director,
Manager, Secondary Fund Investments
ROBECOSAM PRIVATE EQUITY
- **Sarah Ashmore Bradley**, Partner
KAINOS CAPITAL
- **Yann Robard**
Vice President, Head of Secondaries
& Co-Investment, **CPPIB**



Simon Jennings



Rune Jepsen



Michael Forestner



Yann Robard

PROGRAMME HIGHLIGHTS

For full programme see pp 11-21

Wednesday 19 November Main Conference Day 1

Big Themes:

- Diversifying From Pure-Play Private Equity To Include Illiquid Credit & Real Assets
- Allocating Record Distributions While Rationalising GP Relationships
- New Academic Research: How Risky Are PE Sponsored LBO Transactions Really?
- Leverage: How High Is Too High & How Far Is It Sustainable?
- Private Debt: Hunting For Yield In A Low Yield Environment

PLUS don't miss the special extended afternoon session on co-investments:

- How Do GPs Manage The Explosion In Investor Expectation & Appetite?
- To What Extent Does The Fee Reduction Offset Adverse Selection Risk?
- How Should LPs Be Set Up To Handle Co-Investment Opportunities Successfully?

80+ Speakers Including:

- **Allen MacDonell**, Director of Private Equity, **TEACHER RETIREMENT SYSTEM OF TEXAS**
- **Ed Altman**, Max L Heine Professor Of Finance, **NYU STERN SCHOOL OF BUSINESS**
- **Henry McVey**, Head of Global Macro & Asset Allocation **KKR**
- **James Brocklebank**, Managing Partner, **ADVENT INTERNATIONAL**
- **Michael Whitman**, Senior Managing Director, **BLACKSTONE GROUP** & Head of European Business, **BLACKSTONE/GSO CAPITAL PARTNERS**
- **Mike Powell**, Head of Private Markets Group, **USSIM**
- **Guy Hands**, Chairman & CIO **TERRA FIRMA CAPITAL PARTNERS**

Thursday 20 November Main Conference Day 2

Big Themes:

- Cheap Debt & Record Distributions
- Disintermediation & New Models Of Investing Into Private Equity
- New Academic Research: How Can >75% Of Firms Be Top Quartile? Gaining Meaningful Insights From Benchmarking
- Analysing The Rebound In Investor Appetite For Southern Europe

PLUS don't miss the Too Hot To Touch boardroom discussion session. Held strictly under the Chatham House Rule, this session allows participants to speak openly on the truly critical issues.

50+ Speakers Including:

- **David Rubenstein**, Founder & Managing Director **THE CARLYLE GROUP**
- **Kurt Bjorklund**, Co-Managing Partner **PERMIRA**
- **Hugh Langmuir**, Managing Partner **CINVEN**
- **Jane Rowe**, Senior Vice President **ONTARIO TEACHERS' PENSION PLAN**
- **Derek Murphy**, Senior Vice President, Private Equity, **PSP INVESTMENTS**
- **Ruulke Bagijn**, Chief Investment Officer, Private Markets **PGGM INVESTMENTS**
- **Joseph Schull**, MD, Head of Europe **WARBURG PINCUS**



Allen MacDonnell



Guy Hands



Derek Murphy



Hugh Langmuir

Friday 21st November Main Conference Day 3

Big Themes:

- New Academic Research: Returns and Persistence of Returns: Whatever Happened To The Financial Crisis?
- Emerging Markets: Counteracting Negative News And Cyclical Effects To Understand The True Trajectory For Growth Markets
- Africa: Has Too Much Capital Already Been Raised & Will PE Firms Struggle To Deploy This Effectively?
- Returns – How Should Private Equity Be Assessed Relative To Public Markets

PLUS don't miss Team GB Head Track Cycling Coach Shane Sutton speaking on the application of the "marginal gains" philosophy to life, motivation, adaptation to change, behavioural analysis and unlocking potential.

25+ Speakers Including:

- **Tim Jenkinson**, Professor of Finance **SAID BUSINESS SCHOOL, OXFORD UNIVERSITY**
- **Iain Leigh**, Managing Director, Head of Global Private Equity, **APG US ASSET MANAGEMENT INC**
- **Christian Kvorning**, Managing Director **CAMBRIDGE ASSOCIATES**
- **André Bourbonnias**, Senior Vice President, Private Investments, **CPPIB**
- **Jim Hildebrandt**, Managing Director **BAIN CAPITAL ASIA**
- **Hurley Doddy**, Co-CEO, **ECP**
- **Shane Sutton OBE**, Head Coach **BRITISH CYCLING TRACK PROGRAMME**

THE NETWORKING EXPERIENCE



Networking is what makes your conference experience both enjoyable and useful. Throughout the conference there are a myriad of opportunities for you to make key contacts, meet business partners and catch up with old industry friends

These icons are placed throughout the agenda on the next few pages to help you navigate to the SuperInvestor networking features.



LP & VIP Hosted Lunch Tables

Sign up on the day and share lunch with our VIP speakers and selected LPs to have an informal discussion.



3 Splendid Gala Drinks Receptions!

Wind down in a relaxed and informal environment during our fabulous gala drinks receptions.



Networking Champagne Roundtables

An ideal place to meet face-to-face with some of the key speakers and fellow delegates. In small groups, you will have the chance to discuss specific themes and network in a highly interactive and personal environment, all over a chilled glass of champagne.



Exclusive LP-Only Breakfast Briefing

An opportunity for institutional investors to interact, pool knowledge and learn from each other in an exclusive setting. This session is open only to pension funds, endowments, foundations, DFIs, SWFs and ILPA members, subject to qualification.

For more information, please contact Laura Griffin: lgriffin@icbi.co.uk



MySuperInvestor Networking Platform

MySuperInvestor goes live two weeks before the event and stays that way until a week after. The online portal is complemented by a downloadable app for your smartphone or tablet. Use MySuperInvestor to view the delegate list, complete with firm profiles; set up meetings with potential clients; view the agenda and send messages to attendees and speakers.



Too Hot To Touch Interactive Discussion Sessions

Find out what your peers really think about the most controversial topics in private equity. Taking place strictly under the Chatham House Rule in a boardroom set-up, delegates will be encouraged to speak openly, allowing for frank, honest and fruitful discussion among peers. Uncut!



Delegate QuickFire Showcase

Delegates have exactly 90 seconds to pitch their fund to the SuperInvestor 2014 audience without using financial or performance data. Feedback is given by our expert LP panel, with a fantastic prize for the winner.



Funds Showcase

Moderated by Jeffrey S. Davis, Partner at Eaton Partners, a selection of leading GPs will have the chance to introduce their firm to the SuperReturn U.S. 2014 audience. Strictly limited to four participants. Please contact Brenda Cunningham if you are interested in taking part: bcunningham@icbi.co.uk



LP/GP Structured Speed Networking

The most efficient business card exchange. GPs can deliver a brief synopsis of their fund to a range of LPs, & LPs get to evaluate a number of funds very quickly. If there is a fit, you can follow up later.

08.30 Registration & Morning Coffee

08.50 **Opening Remarks From The Chair**
Paul Denning, CEO, **DENNING & COMPANY**

09.00 **LP BUYING COMMUNITY**
Kelly DePonte, Partner, **PROBITAS PARTNERS**

09.25 **FIRST TIME FUNDS**
How Have First Time Funds Managed To Fundraise Successfully? What Did They Do To Achieve A Foothold In The Market And What Explains Their Success?
Moderator: **Jeffrey J. Eaton**, Partner, **EATON PARTNERS**
Panellists:
Sanjana Tiwari, Investment Manager, **F&C ASSET MANAGEMENT**
Rune Jepsen, Principal, **QIC GLOBAL PRIVATE EQUITY**
Anselm Adams, Director, Private Equity, Senior Portfolio Manager, **PECA**

10.00 **PLACEMENT AGENTS**
How Is The Placement Agent Landscape Changing? When Does It Make Sense To Use One, And What Are The Alternatives?
Moderator: **Scott Church**, Partner, **REDE PARTNERS**
Panellists:
Janet Brooks, Managing Director, **MONUMENT GROUP EUROPE**
Nino Tronchetti Provera, Founder & Managing Partner, **AMBIENTA PARTNERS**
Morten Welo, COO & Head of Investor Relations, **FSN CAPITAL**
Mounir Guen, CEO, **MVISON**
Gina Lee Peyton, Managing Director, **DENNING & COMPANY**

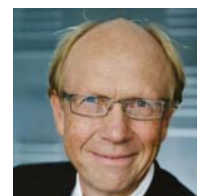
10.30 Morning Coffee

10.55 **THE CHANGING IR FUNCTION**
How Are Successful Fundraising Teams Resourced, Integrated, Rewarded And Retained?
Moderator: **Richard Howell**, Partner, **PAI PARTNERS**
Panellists:
Johanna Barr, Director, Limited Partner Services, **ADVENT INTERNATIONAL**
Patricia S Grad, Head of Investor Relations, **IRVING PLACE CAPITAL**
Matthew Craig-Greene, Director, **MCG VENTURES**
Koos Teule, CFO, **GILDE BUY-OUT PARTNERS**

11.30 **LPS ACCESSING TOP-TIER FUNDS**
A Bifurcated Fundraising Market: How Can LPs Achieve Access And Maintain Top-Tier Exposure When The Best Funds Are Oversubscribed?
Moderator: **Philippe Roesch**, Managing Director, **RIAM ALTERNATIVE INVESTMENTS**
Panellists:
Catherine Lewis La Torre, Partner, **FONDINVEST CAPITAL**
Marc Brugger, Managing Director, **LFPE**
Jens Simon, Private Equity Director, **FIDES FAMILY OFFICE**
Hans van Swaay, Partner, **LYRIQUE**

12.00 **EXTENDED & INTERACTIVE SESSION: THE PRIMARY FUND INVESTMENT MARKET**
How Are The Components Of The Primary Fund Investment Market Changing, How Many GPs Can This Support & What Will The Buying Community Look Like In Five Years' Time? How Accurate Were The Predictions Made In This Session At SuperInvestor 2012 & What Has Changed In The Fundraising Climate?
Moderator: **Richard Allsopp**, Managing Partner, **CAMPBELL LUTYENS**
Panellists:
High Net Worth & Family Office: **Simon Jennings**, MD, Global Head of Private Equity
HSBC PRIVATE BANK
Sovereign Wealth Funds: **Knut Kjaer**, Chairman, **FSN CAPITAL**
and formerly CIO of the Norwegian Government Pension Fund
Funds of Funds: **James Heath**, Managing Director, **PATHWAY CAPITAL MANAGEMENT**
European Pension Funds: **Christian Kvorning**, Senior Consultant, **CAMBRIDGE ASSOCIATES**
US Pension Funds: **Bruce Ingram**, Partner, **AON HEWITT**

13.00 Lunch



Knut Kjaer



Christian Kvorning



**Catherine Lewis
La Torre**



James Heath

14.20 PREDICTION OF SUCCESS USING QUANTITATIVE TRACK RECORD ANALYSIS NEW RESEARCH DATA

Learning From A Look In The Rear View Mirror: How To Identify Likely Future Winners From Quantitative Track Record Analysis

Oliver Gottschalg, Professor, Strategy Department, **HEC**

Followed by Panel Discussion

Best Practice Fundraising For Today's Bifurcated Market - How Have The Successful Groups Achieved Their Stellar Fundraisings And What Were Their Strategies?

Moderator: **Armando D'Amico**, Managing Partner, **ACANTHUS ADVISERS**

Panelists:

Kristin Custer, Partner, **THE JORDAN COMPANY**

Oliver Gottschalg, Professor, Strategy Department, **HEC**

Nigel van Zyl, Partner, **PROSKAUER**

Till Burges, Vice President, **HARBOURVEST PARTNERS**

15.10 INNOVATIONS IN FUNDRAISING

Co-Investment Rights, Fee & Carry Breaks, Side Pools, Separate Accounts And Evergreen Funds – What Are The Newest And Most Innovative Ways Of Fundraising Today And What Of Their Potential And Issues?

Moderator: **Richard Hope**, Principal, **HAMILTON LANE**

Panelists:

Martin Dunnett, Managing Director, Investment Staff - Fund Raising, **WARBURG PINCUS**

John Barber, Co-Head Investor Services, **BRIDGEPOINT CAPITAL**

Matt Keogh, Partner, **LINKLATERS**

15.50 CALLING PRIVATE EQUITY'S BLUFF

Hear the most outrageous fundraising horror stories in the *Calling Private Equity's Bluff* panel game

Moderator: **Simon Thornton**, Founder, **PEARONLINE**

Panelists:

Ian Simpson, Partner, **AMALA PARTNERS**

David Ewing, Partner, **ECI PARTNERS**

Pete Flynn, Director, **CANDELA CAPITAL**

16.20 Afternoon Refreshments

16.40 LP EXPECTATIONS OF GPS: EXTENDED SESSION FOLLOWED BY DISCUSSION ROUNDTABLES

What Are LPs Expecting From GPs In Today's Changing Fundraising IR Market?

Panel Discussion Moderator: **Gail Guerin**, Founder, **THE GUERIN GROUP**

Panelists:

Mark Boyle, Director, Private Equity Funds, **NORTHWESTERN MUTUAL CAPITAL**

Gordon Hargraves, Partner, **PRIVATE ADVISORS**

Anna Dayn, Founder & CEO, **DAYN ADVISORS**

Hiti Singh, Portfolio Director, **CDC GROUP**

Hannah Tobin, Principal, Client and Consultant Relations, **HARBOURVEST**

17.20 DISCUSSION ROUNDTABLES

Do's & Don'ts Of A Pitchbook

Mark Boyle

NORTHWESTERN MUTUAL CAPITAL

Giving A Successful Presentation

Mark Gorman

THE GUERIN GROUP

Perspectives From A Gatekeeper

Anna Dayn

DAYN ADVISORS

Perspectives From A FoF

Gordon Hargraves, **PRIVATE ADVISORS**

Hiti Singh, **CDC GROUP**

Fundraising Strategies

Hannah Tobin

HARBOURVEST

What Makes A Compelling PPM

Sarah Clarke

FOUNDATION FUNDRAISING

What Makes A Successful IR Program

Gail Guerin

THE GUERIN GROUP

Terms & Conditions

Discussion Leader TBC

18.00 Summit Drinks Reception



Oliver Gottschalg



Hiti Singh



Mark Boyle



Gordon Hargraves

09.00 Registration & Morning Coffee

09.30 Chairman's Opening Remarks
Brenlen Jinkens, Managing Director, **COGENT PARTNERS EUROPE**

09.40 CURRENT SECONDARY MARKET PRICING

We Have Lift Off: Current Secondary Market Pricing
Moderator: **Bernhard Engeliën**, Managing Director, **COGENT PARTNERS EUROPE**
Panellists:
Wouter Moerel, Partner, Head of Secondary Investments, **ALPINVEST**
Verdun Perry, Senior Managing Director & Co-Head, **STRATEGIC PARTNERS FUND SOLUTIONS**
John Carter, Chief Executive, **HOLLYPORT CAPITAL**

10.20 WHAT ARE THE DRIVERS OF SELLING ACTIVITY TODAY?

Is Active Portfolio Management Increasingly Relevant Or Are Investors Simply Selling Opportunistically?
Moderator: **Jonathan Pittal**, Partner, International Funds Group, **KING & WOOD MALLESONS SJ BERWIN**
Panellists:
Carlo Pirzio-Biroli, Managing Director & Co-Head, **DB PRIVATE EQUITY & PRIVATE MARKETS**
Andre Aubert, Partner, **LGT CAPITAL PARTNERS**
Cari Lodge, Managing Director, **COMMONFUND CAPITAL**
Pierre Antoine de Selancy, Managing Partner, **17CAPITAL**

11.00 Morning Coffee

11.30 VIEWS FROM A DATA-DRIVEN BUYER

Non-Traditional Views On The Forces That Drive Today's Booming Secondaries Market: How Is The Global Economy Impacting In Real Time?
Ian Charles, Partner, **LANDMARK PARTNERS**

12.00 FUTURE OF INTERMEDIATION

What Is The Future Of Intermediation In Secondaries? How Well Is The Market Coping With The Growth Of Buy-side Advisory Models? Where Will Fees Go?
Moderator: **Elly Livingstone**, Partner, **PANTHEON**
Panellists:
Bernhard Engeliën, Managing Director, **COGENT PARTNERS EUROPE**
Thomas Liaudet, Partner, Secondary Advisory Team, **CAMPBELL LUTYENS**
Mathieu Dréan, Managing Partner, **TRIAGO**

12.30 Lunch

14.00 EXPONENTIAL GROWTH IN SECONDARIES: EXTENDED SESSION

Is The Market Now Saturated? Is The Sector A Good Way To Invest When So Much Money Has Already Been Raised?
14.00 – 14.25

Understanding The True Prospects For Growth In The Secondaries Market
Mark O'Hare, Founder & Chief Executive, **PREQIN**

14.25 – 15.00

Followed by Panel Discussion

Moderator: **Mark O'Hare**, Founder & Chief Executive, **PREQIN**

Panellists:

Michael Forestner, Global Head of Private Markets, **MERCER**
Johanna Lottmann, Vice President, Private Fund Advisory Group, **LAZARD & CO**
Lance Whitehead, Managing Director, **CYGNUS CAPITAL PARTNERS**

15.00 HOW WILL THE SECONDARY BUY-SIDE EVOLVE?

How Big Will Large Funds Get, Which Funds Will Blow Up, Where Will Spin-Outs Come From And Who Will Succeed?

Moderator: **Mark McDonald**, Director, Private Fund Group, **CREDIT SUISSE ASSET MANAGEMENT**

Panellists:

Nash Waterman, Vice President, **MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS**
Eric ter Braak, Investment Director, Manager, Secondary Fund Investments
ROBECOSAM PRIVATE EQUITY
Oliver Gardey, Partner, **POMONA CAPITAL**
Daniel Benin, Managing Partner, **COMMITTED ADVISORS**



Verdun Perry



John Carter



Cari Lodge



Ian Charles

15.35 Afternoon Refreshments

16.00 GP-LED DEALS & SECONDARY DIRECTS

Given So Much Hope And Promise, How Are These Opportunities Truly Evolving?

Panellists:

Valerie Handal, Principal, **HARBOURVEST PARTNERS**

Yann Robard, Vice President, Head of Secondaries & Co-Investment, **CPPiB**

Sarah Ashmore Bradley, Partner, **KAINOS CAPITAL**

Christian Böhler, Principal, Head of Secondary Investments, **AKINA PARTNERS**



Yann Robard

16.30 INFRASTRUCTURE SECONDARIES

Evaluating The Opportunity And The Deals Available Now

Moderator: **Brenlen Jinkens**, Managing Director, **COGENT PARTNERS EUROPE**

Panellists:

Julien Marencic, Senior Vice President, **PARTNERS GROUP**

Roger Ammoun, Partner, Head of Energy & Infrastructure Europe, Customised Fund Investment Group

GCM GROSVENOR

Kathryn Leaf Wilmes, Partner, **PANTHEON**



Eric Ter Braak

17.00 "TOO HOT TO TOUCH" SESSION

Designed to tackle the pricklier topics often avoided at conferences, this session will run strictly under The Chatham House Rule. Whatever is said in the session cannot be attributed to any one person, creating a unique setting for frank and honest conversation on the topics that really matter.

Discussion Topics

- Fund Recapitalisations: Should LPs Be More Proactive?
- Leveraging Secondary Transactions: Should LPs Adjust Returns When Comparing Funds? How Much Is Too Much?
- Are Big Buyers Getting Too Big? Does A Healthy Secondary Market Need More Diversity?
- Are Buy-Side Brokers A Help Or A Nuisance? Are They Making The Market More Efficient Or Simply Muddling The Transaction Process?

Session Chairman

Brenlen Jinkens, Managing Director, **COGENT PARTNERS EUROPE**

Discussion Leaders

Cari Lodge, Managing Director, **COMMONFUND CAPITAL**

Ian Charles, Partner, **LANDMARK PARTNERS**

Oliver Gardey, Partner, **POMONA CAPITAL**



Oliver Gardey



Sarah Ashmore
Bradley

18.00 Summit Drinks Reception



MYSUPERINVESTOR NETWORKING PLATFORM

MySuperInvestor is the name of the conference online networking portal and app.

Use it to:

- View the full delegate list
- Send messages and schedule meetings
- Find LP, GP and Fund of Fund firm profiles powered by Preqin
- View the agenda and save your favourite sessions
- Personalise your profile



MySuperInvestor goes live two weeks prior to the event and stays live until a week following. That means four complete weeks of networking.

All paid attendees of the main conference will benefit from **MySuperInvestor** and receive login details via email.

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|-------|--|--|
| 07.45 | Registration & Morning Coffee | |
| 08.15 | Chairman's Opening Remarks | Thomas Putter , Chairman & Chief Executive ANCORA FINANCE GROUP |
| 08.20 | OPENING KEYNOTE MACRO ECONOMIC ADDRESS Global Investment In The Current Macroeconomic Climate | Henry McVey , Head of Global Macro & Asset Allocation, KKR |
| 08.50 | HEAD-TO-HEAD WITH INDUSTRY EXPERTS – WITH ELECTRONIC POLLING Investment Strategies For Today's Market: How Should GPs Play An Overheating Market And How Should LPs Reinvest Distributions? To What Extent Will There Be Strategy Drift In Terms Of Putting Dry Powder To Work And What Should LPs Be Doing To Address This? | <i>Moderator:</i> Thomas Putter Chairman & Chief Executive ANCORA FINANCE GROUP <i>Panellists:</i> Peter McKellar , Senior Managing Partner & CIO, SL CAPITAL PARTNERS James Brocklebank , Managing Partner ADVENT INTERNATIONAL Steven Costabile MD, Global Head of Private Funds Group PINEBRIDGE INVESTMENTS Thomas von Koch CEO & Managing Partner, EQT PARTNERS |
| 09.35 | KEYNOTE ADDRESS | Guy Hands , Chairman & CIO TERRA FIRMA CAPITAL PARTNERS |
| 10.00 | NON TRADITIONAL ALTERNATIVES Where Does Private Equity And Debt Fit Into The Spectrum Of Alternatives? Diversifying From Pure-Play Private Equity To Include Illiquid Credit And Real Assets, What Are The Different Drivers Behind Selection, And How Does Private Equity Hold Up? | <i>Moderator:</i> Helen Steers , Partner PANTHEON Peter Pereira-Gray , Head of Investments THE WELLCOME TRUST Matthew Botein , CIO, Alternative Investments BLACKROCK & MD & Co-Head BLACKROCK ALTERNATIVE INVESTORS Frederic Godbout , Vice President, Funds Group, CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC |
| 10.30 | KEY INDUSTRY CHALLENGES Is The Fundraising Market At A Turning Point? Terms, Structures, Challenges & Opportunities | Jonathan Blake , Partner, Head of International Funds Group & Nathalie Duguay , Partner, International Funds Group KING & WOOD MALLESONS SJ BERWIN |
| 10.55 | Morning Coffee | |
| 11.20 | KEYNOTE (Reserved) | |
| 11.40 | LP PERSPECTIVES – ALLOCATING RECORD DISTRIBUTIONS Allocating Record Distributions While Rationalising GP Relationships – Is It A Good Time To Invest, And What Sectors And Strategies Are LPs Looking To Invest In, In Today's Binary Fundraising Market? | <i>Moderator:</i> Helen Steers , Partner PANTHEON <i>Panellists:</i> Andrew Musters Global Head of Private Equity, ROBECO Michael Lindauer MD, Global Co-Head of Fund Investments ALLIANZ CAPITAL PARTNERS Neil Harper , Managing Director & CIO MORGAN STANLEY PRIVATE EQUITY INVESTMENTS Allen MacDonell , Director of Private Equity TEACHER RETIREMENT SYSTEM OF TEXAS |
| 12.10 | Lunch, featuring “Meet The LP” Hosted Lunch Tables | Sponsored by KING & WOOD MALLESONS SJ BERWIN |
| 13.40 | SUPERINVESTOR 2014 FUNDS SHOWCASE <i>This exciting session features best-in-class funds where each fund will give a 8 minute overview and how they see the next decade.</i> <i>Moderated by:</i> Jeffrey S. Davis , Partner, EATON PARTNERS | |



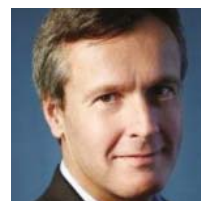
Henry McVey



Frédéric Godbout



Matthew Botein



Thomas von Koch

14.20 NEW ACADEMIC RESEARCH - CREDIT GURU
How Risky Really Are Private Equity Sponsored LBO Transactions, & The Outlook For Global Credit Markets
Ed Altman
Max L Heine Professor Of Finance
NYU STERN SCHOOL OF BUSINESS

15.00 LEVERAGE
How High Is Too High? Why Are Managers Taking So Much Leverage, How Is Liquidity Developing And How Far Is It Sustainable?
Moderator: Jonny Maxwell
Industry Veteran & Corporate Adviser
Panellists:
Rhonda Ryan, Partner, Head of EMEA
ALTIUS ASSOCIATES
Ed Altman
Max L Heine Professor Of Finance
NYU STERN SCHOOL OF BUSINESS
Brian Magnus, Partner, TDR CAPITAL

Stream A Private Debt

15.30 PRIVATE DEBT – THE OPPORTUNITY
Is Private Debt Now An Established And Enduring Asset Class? What Is The Magnitude Of The Opportunity? Where Does It Fit Within Investors' Asset Allocation Strategies & What Are The Key Success Factors & Challenges Facing GPs & LPs?
Anthony Fobel
BLUEBAY ASSET MANAGEMENT

15.55 DEBT - A CYCLICAL OPPORTUNITY?
Is There Value In Private Debt Or Is It All Talk, Given The State Of Credit Markets? To What Extent Is It A Cyclical Or More Durable Multi-Cyclical Play And Is The US Market A Good Model For The Way Europe Will Develop?
Tristan Parisot
EUROPEAN CAPITAL
Marc Boughton
CVC CREDIT PARTNERS
David Wilmott
BABSON CAPITAL
Michael Whitman
BLACKSTONE/GSO CAPITAL PARTNERS
Speaker TBC
ARES MANAGEMENT

16.25 Afternoon Tea

Stream B Co-Investments

Chaired by: **Arnaud David**
KING & WOOD MALLESONS SJ BERWIN

15.30 – 16.20 EXTENDED SESSION GPS & CO-INVESTMENTS
How Do GPs Manage Such An Explosion In Investor Expectation And Appetite For Co-Investments – What Is Best Practice For Prioritising And Allocating Deals?
Moderator: Paul A. Bekx
ACCESS CAPITAL PARTNERS
Rob Thielen, WATERLAND
PRIVATE EQUITY INVESTMENTS
Neil MacDougall
SILVERFLEET CAPITAL
Kate Simpson, PROSKAUER
Charlie Troup, DUKE STREET

16.20 – 17.00 DIG DEEPER EXTENDED SESSION LPs & CO-INVESTMENTS
Chatham House Rules Apply – No reporting, or attributing of quotes to participants.
2 Part Panel Discussion
Why Do LPs Believe They Are Better Cherry Pickers Than GPs? Validating LP Appetite For Co-Investments; To What Extent Does The Fee Reduction Offset Adverse Selection Risk?

How Should LPs Be Set Up To Handle Co-Investments Successfully? What Must Be In Place To Enable Timely Execution Of Deals?
Moderator: Martin Day
CALEDON CAPITAL MANAGEMENT
Elias Korosis
HERMES GPE
Yann Robard, CPPiB
Dennis McCrary, PANTHEON
Claudio Siniscalco
DEUTSCHE BANK

Stream C Mid Market

Chaired by: **Mark O'Hare**,
PREQIN

MID MARKET
Sourcing In A Crowded And Competitive Mid-Market – Where Are The Best Deals Originated, Which Firms Are Equipped To Secure Them And How Can GPs Successfully Differentiate Themselves?
Tatiana Chopova
ALPINVEST PARTNERS
Dave Lamb, VISION CAPITAL
Oliver Haarmann
SEARCHLIGHT CAPITAL PARTNERS
Lorenzo Stanca
MANDARIN CAPITAL PARTNERS
Xavier Marin
FONDATIONS CAPITAL

16.05 – 16.25 ADDING VALUE
What Value Does Mid-Market Private Equity Bring To Portfolio Companies?

For speaking opportunities at SuperInvestor 2014, contact
Brenda Cunningham
bcunningham@icbi.co.uk

Afternoon Tea



Claudio Siniscalco



Rob Thielen



Marc Boughton



Elias Korosis

16.50

YIELD

Hunting For Yield In A Low Yield Environment: Examining The Revenue Drivers And Real Risk Levels In Private Debt - How Can You Maintain Yield When There Are More Funds Entering The Space And To What Extent Is It Correlated To The Private Equity Buy Out Segment?

Michael Forestner, MERCER

Uwe Fleischhauer

YIELCO INVESTMENTS

David Jeffrey

STEPSTONE GROUP

Nick Fenn

BEECHBROOK CAPITAL

Anthony Fobel, BLUEBAY

ASSET MANAGEMENT

17.00 – 17.15

Do LPs Realise The Risk They're Absorbing Into Their Portfolio And What Returns Have Actually Been Seen?

Cyril Demaria

UBS & UNIVERSITY OF ST GALLEN

17.15 – 17.20

Audience Feedback & Q&A

16:50 - 17:20

RAPID RESPONSE PANEL LPs ON THE MID MARKET

How Do LPs Discern Whether Mid Market Firms Are Truly Differentiated?

Mark O'Hare, PREQIN

M Ozgur Altan, CARDANO

Steve Cowan, 57 STARS

Agnes Nahum,

ACCESS CAPITAL

John Morrison, MUNICH

PRIVATE EQUITY PARTNERS

Nathalie von Niederhaeusern

BLACKROCK ALTERNATIVE

INVESTORS

17.20

LPS & PRIVATE DEBT

How Are Investors Thinking About Private Debt?: Which Allocations Feed Into Private Debt, What Is The Best Way To Access The Credit Opportunity, Which Strategies Are Most Attractive And What Are The Risk/Reward Ratios?

Moderator: Kelly Deponte

PROBITAS PARTNERS

Nicolas von der Schulenburg

PORTAD

Oliver Berment

ARDIAN

CO-INVESTMENTS – THE COALFACE

Is The Current Craze For Co-Investments Good Or Bad And What Is The Nature Of Investors' Alignment With GPs? Are LPs Actually Investing On The Same Terms?

Moderator:

Jos van Gisbergen

SYNTRUS ACHMEA

Jim Strang, HAMILTON LANE

Mike Powell, USSIM

Marc St John

CVC CAPITAL PARTERS

TEAMS

Determining Best Teams For Adding Value Through Active Management – What Is GPs' Available Talent Pool, How Well Is It Deployed And What Are Best Practice Governance Models? How Should LPs Evaluate This?

Moderator: Dana Haimoff

J.P. MORGAN ASSET

MANAGEMENT

Kaarina Suikkonen

FERI TRUST

Conor Kehoe, MCKINSEY

Alexandra Hess, CINVEN

John Hartz, INFLEXION



Jos van Gisbergen



Mike Powell

17.50

DISTRESSED DEBT

Distressed Debt In Europe – Has Its Time Finally Come? Examining The Impact Of Basel 3 And What Will Be The Trigger For The Opportunity In Distressed Debt

Ian Cash

ALCHEMY PARTNERS

David Ross

SANKATY ADVISORS

Paul Burdell

LCM PARTNERS

Paul de Rome

EQT CREDIT

REGULATION AND IMPLEMENTATION

How Are Different Practitioners Dealing With The Implementation Of AIFMD And Other New Regulatory Interventions? How Will European LPs Be Affected, What Are GPs Needing To Do, And What Is Coming Next In Terms Of Regulation?

Moderator:

Dörte Höppner, EVCA

John Barber

BRIDGEPOINT

Patricia Volhard, EVCA &

P+P PÖLLATH + PARTNERS

Rory MacMillan

THE CARLYLE GROUP

Anne Holm Rannaleet

IK INVESTMENT PARTNERS

RESTRUCTURINGS

How To Make GP Restructurings Work And Why Have Some Failed? What Are The Creative Approaches, How Should GPs Be Treated And What Are The Real Options For LPs To Maximise Returns And Value?

Moderator:

Mirja Lehmler-Brown

ABERDEEN ASSET

MANAGEMENT

Catherine Lewis La Torre

FONDINVEST CAPITAL

Mark McDonald

CREDIT SUISSE ASSET

MANAGEMENT

Erwin Roex, COLLER CAPITAL

Andrew Caspersen, PARK HILL



Agnes Nahum



Andrew Caspersen

18.20

End of Sessions

18.20

SuperInvestor 2014 Champagne Roundtables – see pg 21 for full details



18.30 -
20.30

The SuperInvestor Networking Drinks Reception



08.00 **Registration & Morning Coffee**

08.10 **Opening Remarks From The Chair**

08.20 **GLOBAL ALLOCATION**

Towards A Global Allocation: Looking In The Rearview
Mirror: Out Of Asia, Back Into Europe & US VC
Sustainable Strategies To Uncover The Value Going
Forward

08.20 – 08.40

New Research & Data Introduction

08.40 – 09.10

Followed By Panel Discussion

Nicolas Schellenberg, Investment
Director, Head of Private Equity & Venture
Capital Research Practice, Europe, Africa &
Latin America, **CAMBRIDGE ASSOCIATES**

Moderator: **Hanneke Smits**, CIO
ADAMS STREET PARTNERS

Panellists

Joseph Schull, MD, Head of Europe
WARBURG PINCUS

Ajit Nedungadi, Managing Director
TA ASSOCIATES

Rob Lucas, Managing Partner, Head of PE,
UK, Central & Eastern Europe

CVC CAPITAL PARTNERS

Dominic Murphy, Head of UK & Ireland and
Head of Health Care Industry Team –
Europe, **KKR**

09.10 **KEYNOTE GUEST ADDRESS**

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

09.35 **DIG DEEPER EXTENDED SESSION:
CHEAP DEBT & RECORD DISTRIBUTIONS**

Sustainable Performance Or Rally? Assessing Today's
Overheated Market With High Asset Prices, Cheap
Debt And Record Distributions - Will This Fizzle Out Or
Prove To Be A More Fundamental Structural Change,
And What Of Returns?

Moderator: **Maarten Vervoort**
Managing Director, **ALPINVEST PARTNERS**

Panellists

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

Kurt Bjorklund, Co-Managing Partner
PERMIRA

Hugh Langmuir, Managing Partner, **CINVEN**
Menno Antal, Co-Managing Partner
3I PRIVATE EQUITY

10.25 **CASE STUDY: INNOVATION AND CREATIVITY
BETWEEN GPs AND MULTI-NATIONAL
CORPORATIONS**

Strategic Partnerships Between GPs & Large Public
Companies As An Avenue For Growth: How General
Partners And Multi-National Corporations
Can Combine Forces To Create Value From
Strategic Partnerships

James C. Mullen, Chief Executive Officer
DPx

Senior Executive TBC, **DSM**

In conversation with **Michel Lagarde**
Operating Partner, **JLL PARTNERS**

10.50 **Morning Coffee – PLUS Dedicated LP/GP Speed Networking**

11.30 **GUEST ACADEMIC – CO-INVESTMENTS**

Beyond The Performance Numbers, What Can Be
Learned In Terms of Strategies For Success?
How Are Programmes Successfully Organised And
What Is Best Practice For Groups? Compensation,
Governance

Josh Lerner, Jacob H Schiff Professor
of Investment Banking
HARVARD BUSINESS SCHOOL

12.10 **DISINTERMEDIATION**

Disintermediation And New Models Of Investing Into
Private Equity Outside The Traditional Fund Structure –
How Will This Play Out Over The Next 5-10 Years? Are
GPs Funding Future Competition?

Moderator: **Josh Lerner**, Jacob H Schiff
Professor of Investment Banking
HARVARD BUSINESS SCHOOL

Panellists:

Georges Sudarskis, Founder & CEO
SUDARSKIS & PARTNERS

Jane Rowe, Senior Vice President

ONTARIO TEACHERS' PENSION PLAN

Derek Murphy, Senior Vice President,
Private Equity, **PSP INVESTMENTS**

Ruulke Bagijn, Chief Investment Officer,
Private Markets, **PGGM INVESTMENTS**



David Rubenstein



Josh Lerner



Ruulke Bagijn



Andrew Sillitoe



| | | |
|-------|---|---|
| 12.50 | KEYNOTE INTERVIEW Investing A Buyout Private Equity Fund In The Current Environment | Andrew Sillitoe , Co-CEO, APAX PARTNERS <i>Interviewed by</i> Tim Jenkinson , Professor of Finance SAID BUSINESS SCHOOL, OXFORD UNIVERSITY |
| 13.15 |  Lunch, featuring “Meet The LP” Hosted Lunch Tables & QuickFire Showcase Afternoon Chairman |  |
| 14.45 | BENCHMARKING LATEST RESEARCH ON PERFORMANCE DATA 14.45 - 15.00 How Can >75% Of All Funds Claim Top Quartile Status & What Can LPs Do To Gain Meaningful Insights From Benchmarking 15.00 - 15.30 <i>Followed By Panel Discussion</i> Why Is Everyone Top Quartile? Overcoming The Challenge Of Private Equity Benchmarking And Performance Measurement? How Appropriate And Relevant Is The Data Used? | Oliver Gottschalg , Professor, Strategy Department, HEC Moderator: Mark Dragan , MD, Head of Investment Management Europe CAPITAL DYNAMICS Olivier Dellenbach , CEO, PEVARA MANAGEMENT Rainer Ender , MD, CO-Head of Investment Management ADVEQ MANAGEMENT Britta Lindhorst , Managing Director, AUDA PRIVATE EQUITY |
| 15.30 | SOUTHERN EUROPE Analysing The Rebound In Investor Appetite For Southern Europe – What Is Current Confidence Based On, What Has Changed And What Of Funds Raised, Asset Prices And Returns? | Moderator: Erwin Roex , Partner, COLLER CAPITAL Panellists: Andrés Rubio , Partner, European Principal Finance Fund, APOLLO GLOBAL MANAGEMENT Anselm Adams , Director, Private Equity, Senior Portfolio Manager PECA Carlos Lavilla , Managing Partner, CORPFIN CAPITAL Andrea Bonomi , Senior Partner, INVESTINDUSTRIAL Gonzalo de Rivera , CEO, N+1 MERCAPITAL |
| 16.00 | Afternoon Tea Stream A - Retail & VC Chaired by: Tim Hames , BVCA | Stream B - Mid Market Chaired by: Sasha van de Water KEYHAVEN CAPITAL PARTNERS |
| 16.50 | PRIVATE EQUITY AS A RETAIL PRODUCT Why Can't Private Equity Be A Retail Product? How Will The Public Markets Become An Important Source Of Capital For Private Equity And With What Structures? And How Can Investors Use Public Markets To Achieve PE Exposure? Stuart Howard , HARVOURVEST Horst Güdel , RWB | LOWER MID MARKET Determining The Best In Terms Of Teams And Capabilities – How Can Investors Diligence Lower Mid-Market Firms Compared With Large Cap Firms? Moderator: Sasha van de Water KEYHAVEN CAPITAL PARTNERS William Gilmore , SWIP Tom McComb , JP MORGAN ASSET MANAGEMENT Ralf Gleisberg , AKINA PARTNERS |
| 17.20 | VENTURE'S REBOUND Examining The Rebound In Venture Capital – Is The Current Improvement In Performance Sustainable Or Merely Cyclical? Moderator: Uli Fricke TRIANGLE VENTURE CAPITAL GROUP MANAGEMENT Simon Cook , DFJ ESPRIT Christian Nagel EARLYBIRD VENTURE CAPITAL Kate Mitchell SCALE VENTURE PARTNERS | SMALL MID-MARKET How Should Investors Address The Small Mid-Market? Is It Riskier, Does It Have Higher Return Potential And Where Will Those Returns Come From? Moderator: Cem Meric LGT CAPITAL PARTNERS Jesper Knutsson DANSKE PRIVATE EQUITY Nils Forsberg , VALEDO PARTNERS Tomas Theren , PROCURITAS Frank Becker INVISION PRIVATE EQUITY |
| 17.50 |  End of Sessions | Stream C - Too Hot To Touch  “TOO HOT TO TOUCH” Interactive Discussion Sessions Chairman: Maarten Vervoort ALPINVEST PARTNERS Conor Kehoe , MCKINSEY Georges Sudarskis SUDARSKIS & PARTNERS Gordon Hargraves PRIVATE ADVISORS Craig Donaldson , HgCAPITAL Discussion Topics SHAREHOLDER ACTIVISM How Are PE Groups Becoming Involved In This? To What Extent Is It In Competition To PE? LP GOVERNANCE Examining Team Stability, Incentives, Organisation And How Long-Term Decisions Are Made In Practice GATEKEEPERS Analysing The Increasing Power Of Consultants And Gatekeepers And How They Serve LPs – Should They Be Investing Money Themselves? GENERATIONAL TRANSITION How Can Firms Ensure New Leadership Has An Entrepreneurial Mind-Set, And So Retain A Unique Edge As Founders Depart? How Do You Manage Succession In Light Of Valuation Issues? |



08.00 EXCLUSIVE LP-ONLY BREAKFAST BRIEFING

09.00 *Open To Pre-Registered Pension Plans, Endowments, Foundations & Sovereign Wealth Funds Only*

Co-Hosted by:

Peter Keehn, Global Head of Private Equity

ALLSTATE INVESTMENTS

Iain Leigh, Managing Director,

Head of Global Private Equity

APG US ASSET MANAGEMENT INC

Other Breakfast Hosts TBC

08.40 Morning Coffee

09.05 Opening Remarks From The Chair

09.10 ENVIRONMENTAL, SOCIAL & GOVERNANCE & SOCIALLY RESPONSIBLE INVESTING

What Do Investors Understand By SRI & ESG?

Is There A Difference, How Can This Be Put Into Practice And How Are Returns Affected?

Moderator: **Marta Jankovic**

Senior Sustainability Specialist,

Head of ESG Integration Alternatives

APG ASSET MANAGEMENT

Panellists:

Adam Black, Partner &

Head of Sustainability, **DOUGHTY HANSON**

Matthieu Baret, Partner, **IDINVEST**

Vivina Berla, Senior Partner &

European Managing Director

SARONA ASSET MANAGEMENT

Isabelle Combarel, Investment Director

OFI ASSET MANAGEMENT

09.40 Topic & Speaker TBC

For speaking opportunities at SuperInvestor 2014, contact Brenda Cunningham
bcunningham@icbi.co.uk

10.10 OUT-OF-THE-BOX GUEST SPEAKER

Behavioural Analysis And Unlocking Potential:

The Application Of The "Marginal Gains" Philosophy To Life, Motivation, Adaptation To Change

Shane Sutton OBE, Head Coach

BRITISH CYCLING TRACK PROGRAMME

& Performance Advisor, **TEAM SKY**

10.50 Morning Coffee PLUS Q&A with Shane Sutton OBE

11.20 DUE DILIGENCE

Best Practice Due Diligence And The True Drivers Of Success: What Are The Unasked Questions That LPs Should Be Enquiring Of GPs?

Moderator: **Kaarina Suikkonen**

Head of Private Equity, **FERI TRUST**

Panellists:

Peter Keehn, Global Head of Private Equity

ALLSTATE INVESTMENTS

Alicia Gregory, Head of European Private

Equity, **MLC PRIVATE EQUITY**

William van Eesteren, Managing Director,

Private Markets, **WILSHIRE ASSOCIATES**

11.50 ACADEMIC RESEARCH

Returns and Persistence of Returns:

Whatever Happened To The Financial Crisis?

Tim Jenkinson, Professor of Finance

SAID BUSINESS SCHOOL, OXFORD

UNIVERSITY

12.30 RETURNS

How Should Private Equity Be Assessed

Relative To Public Markets, And What Do LPs

Expect Today?

Moderator:

Mark Hoeing, MD, Head of Europe

COMMONFUND CAPITAL

Panellists:

Andrew Brown

Senior Investment Consultant

TOWERS WATSON

Tim Jenkinson, Professor of Finance

SAID BUSINESS SCHOOL, OXFORD

UNIVERSITY

Iain Leigh, Managing Director,

Head of Global Private Equity

APG US ASSET MANAGEMENT INC



Tim Jenkinson



Isabelle Combarel



Alicia Gregory



Mark Hoeing



13.00 Lunch, featuring "Meet The LP" Hosted Lunch Tables

14.00 EMERGING AND FRONTIER MARKETS

14.00 – 14.20

NEW MARKET DATA

14.20 – 14.55

Followed by Panel Discussion

Have Emerging Markets Proved To Be A Flash In The Pan, Or Does The Opportunity Remain? Counteracting Negative News And Cyclical Effects To Understand The True Trajectory For Growth Markets

14.55 – 15.00

Audience Feedback & Q&A

Christian Kvorning, Managing Director
CAMBRIDGE ASSOCIATES

Moderator: **Janusz Heath**, MD, Head of Investment Management Emerging Markets
CAPITAL DYNAMICS

Panelists:

André Bourbonnias, Senior Vice President, Private Investments, **CPPIB**
Ralph Jaeger, Managing Director
SIGULER GUFF
Jim Hildebrandt, Managing Director
BAIN CAPITAL ASIA



Hurley Doddy



Marie-Hélène Loison

15.00 AFRICA

15.00 – 15.20

MACROECONOMIC & GEOPOLITICAL OVERVIEW OF AFRICA

15.20 – 15.55

Followed by Panel Discussion

Has Too Much Capital Already Been Raised For Private Equity Firms In Africa And Will They Struggle To Deploy This Effectively? Which Sources Of Risk Are Of Most Concern, & How Are These Mitigated?

15.55 – 16.00

Audience Feedback & Q&A

Giulia Pellegrini, Chief Economist for Sub-Saharan Africa, Emerging Markets, Economic Research & Fixed Income Strategy
J.P. MORGAN *to be confirmed*

Moderator: **Haydee Celaya**

Co-Founder & CIO, **AVANZ CAPITAL**

Panelists:

Hurley Doddy, Co-CEO, **ECP**
Marie-Hélène Loison, Deputy CEO
PROPARCO
John van Wyk, Partner, Head of Africa
ACTIS CAPITAL



André Bourbonnias

16.00 Close of Conference

CHAMPAGNE ROUNDTABLE DISCUSSIONS

Wednesday 19th November, 18.20 – 19.20

- What Is The Key To A Happy LP/GP Relationship?
Mirja Lehmler-Brown
ABERDEEN ASSET MANAGEMENT
- Co-Investments: What Value Do Co-Investors Bring To GPs?
Helen Steers, **PANTHEON**
- Fundraising – The Real Do's & Don'ts
Sarah Ashmore Bradley, **KAINOS CAPITAL**
- Sustainability: How Do You Manage Sustainability Investment Criteria In Emerging Markets?
Andrew Musters, **ROBECO**
- Alternatives To Standard Fund Structures
Hans van Swaay, **LYRIQUE**
- Terms & Conditions
Ed Hall, **KING & WOOD MALLESONS SJ BERWIN**
- Private Equity Returns & Benchmarking
Oliver Gottschalg, **HEC**
- Future Sources Of Fundraising Capital In A Shifting LP Landscape
Georges Sudarskis, **SUDARSKIS & PARTNERS**
- How Can LP Reporting Requirements On ESG Be Clarified?
Fong Yee Chan
PRINCIPLES FOR RESPONSIBLE INVESTMENT
- Building & Maintaining A Robust LP/GP Relationship
Neil Harper
MORGAN STANLEY PRIVATE EQUITY INVESTMENTS
- Tail End Restructuring & Secondary Directs
Catherine Lewis La Torre, **FONDINVEST CAPITAL**
- Transparency: Necessary Evil Or Opportunity For The Industry?
Dörte Höppner, **EVCA**
- How To Create Value In Africa
Hurley Doddy, **ECP**
- Co-Investing & Direct Investing – Why Invest In Funds If You Can Do So Directly?
David Jeffrey, **STEPSTONE CAPITAL**
- Manager Selection
Matthew Smith, **ABBOTT CAPITAL**
- VC – Where Are Great Returns To Be Found?
Kate Mitchell, **SCALE VENTURE PARTNERS**

Plus other topics themes to be discussed include:

- Does Private Equity Have A Place In Retail Investing?
- Credit Strategies – The Trade Secrets
- Private Debt – Fashion or Fad?
- How Can You Measure The Comparative Risk Of GPs, Strategies And Portfolios?
- Best Practice Governance Models
- Regulations' Impact on GPs
- Unpicking The Nuts & Bolts Of Co-Investing

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