
Registration and welcome coffee

08:45 - 09:30

Chair's opening remarks

09:30 - 09:40

Real Estate, Infrastructure and Energy Summit

Chair's opening remarks

09:30 - 09:40

Fundraising & LP/GP Relations Summit

Unlocking the investment potential of Real Estate, Infrastructure and Energy

09:40 - 10:00

Real Estate, Infrastructure and Energy Summit

Why do these sectors make such an attractive investment opportunity? What factors spark a prominent investor allocation shift towards Real Estate, Infrastructure and Energy? How do you play the market to diversify your investment portfolio?

Fundraising overview

09:40 - 10:00

Fundraising & LP/GP Relations Summit

How much is currently being raised? Who is deploying and what are the hottest asset classes and geographies?

Participants

Anthony Hobeika - Chief Executive Officer, MENA Research Partners

Market snapshot

10:00 - 10:30

Real Estate, Infrastructure and Energy Summit

An overview of the most notable deals in the Real Estate, Infrastructure and Energy space. Who are the key market players? Where are the hottest investment destinations?

Securing capital in today's environment

10:00 - 10:30

Fundraising & LP/GP Relations Summit

How can fund managers successfully navigate their regulated landscape and recent and ongoing political and macro-economic developments?

LP appetite for Real Estate, Infrastructure and Energy

10:30 - 11:00

Real Estate, Infrastructure and Energy Summit

- What is driving the LP interest?
 - Will Real Estate, Infrastructure and Energy eventually evolve into mainstream asset classes and become an indispensable necessity in a diversified investor portfolio?
 - Uncovering best strategies for reducing volatility, increasing returns on investment and diversifying portfolios
-

Participants

Moderator: Mohamed Hage - Head of Investments and Research, CPG Research and Advisory

LPs on what to expect

10:30 - 11:00

Fundraising & LP/GP Relations Summit

How have LPs expectations evolved and changed over the last 5 years?

Participants

Panellist: Maher Hammoud - Vice President, Head of Private Equity & Corporate Development, Olayan Financing Company

Panellist: Karim Radwan - Director - MENA Investments, Rimco Investments

Morning coffee and networking break

11:00 - 11:30

Investing in Real Estate: global perspective

11:30 - 12:00

Real Estate, Infrastructure and Energy Summit

Analysing the performance of Real Estate investments on the global scale. Examining key market drivers, trends and investment opportunities

Participants

Panellist: Amro Nahas - Head of Real Estate Investment, MASIC

Secondary opportunities in a maturing market

11:30 - 12:15

Fundraising & LP/GP Relations Summit

- Is now the right time for buyers and sellers to explore opportunities in the Middle Eastern secondaries market?
 - Do buyers think that the right opportunities are available and are valuations realistic on the sell-side?
 - How much competition is there on the buy-side and who is best placed to complete deals?
-

Participants

Panellists: Bernhard Engelen - Managing Director, Greenhill Capital Advisory

Sherif Ekhalwagy - Managing Director, ACE & Company SA

Fundraising Dos and Don'ts: success and horror stories

11:30 - 12:15

Off the record

Run strictly under the Chatham House rules. No press allowed.

Participants

Moderator: Alexandre Alfonsi - Founding Partner, Axonia Partners

Tarek Bayazid - Director, Cinven

Investing in Real Estate: MENA perspective

12:00 - 12:30

Real Estate, Infrastructure and Energy Summit

- Examining the most favourable destinations for Real Estate investments in MENA
 - Who is investing in MENA Real Estate and what vehicles do they use?
 - Local property development financing
 - Opportunities in commercial Real Estate
 - What do investors need to be aware of in regards to the legal implications of investing in Middle Eastern real estate? How do foreign ownership rules come into play?
-

Participants

Simon Townsend - Senior Director - Strategic Advisory, CBRE

Raising you second or third fund

12:15 - 12:45

Fundraising & LP/GP Relations Summit

Addressing and dealing with the most common challenges beyond your first fundraise

The rise of the REIT

12:30 - 13:00

Real Estate, Infrastructure and Energy Summit

Has the growth of REITs proceeded as expected? Does this represent the institutionalisation of the Real Estate asset class in the Middle East? What is the investor view on these funds?

Participants

Panellist: Bassam Noor - Head of Real Estate, Derayah Financial

Panellist: Racha Al Khawaja - Group Chief Distribution & Development Officer, Equitativa

What are your biggest frustrations in current fundraising environments?

12:45 - 13:00

Fundraising & LP/GP Relations Summit

A live interactive poll taken, followed by a discussion by industry experts.

- The macro-economic environment and geopolitical instability
- The Inability to exit and recognize profits for investors on vintage funds
- A lack of long-term opportunities affecting deal sourcing
- Transparency and trust issues between GPs and LPs
- An expensive valuation environment

Lunch and networking break

13:00 - 14:00

Infrastructure boom

14:00 - 14:45

Real Estate, Infrastructure and Energy Summit

What is driving infrastructure investments in MENA region? Evaluating returns. What are the key challenges faced by deal makers? What does the future hold for Middle Eastern infrastructure investment opportunities? Investing for the long-term: Saudi Vision 2030

Participants

Moderator: Adel Louahem M'Sabah - Investment Officer - Infrastructure, IFC

The fundamentals of LP/GP relationship

14:00 - 14:45

Fundraising & LP/GP Relations Summit

How do GPs and LPs approach communication, transparency and reporting today? What are the building blocks of a successful relationship? Ensuring trust in LP/GP partnership

Participants

Panellist: Prateek Sharma - Head of Investment, Seera Investment Bank

Panellist: Tarek Bayazid - Director, Cinven

MENA Energy investment outlook

14:45 - 15:30

Real Estate, Infrastructure and Energy Summit

- Historical comparison of energy investment activity in the region
- GCC countries leading the way in upstream oil & gas investing: is the trend set to continue?
- Power investments on the rise
- Opportunities in Energy storage

Participants

Panellists: Neeraj Agrawal - Executive Director, Crescent Enterprises

Layali Abdeen - Underwriter & MENA Business Development Officer, Multilateral Investment Guarantee Agency (MIGA)

Bruce Niven - CIO, Saudi Aramco Energy Ventures

Family offices in the spotlight

14:45 - 15:30

Fundraising & LP/GP Relations Summit

- What investment strategies do regional family offices adopt, and where do they see new business opportunities?
- How are FOs different or similar to other type of investing institution? What the GPs should know when approaching FOs?
- What are the key challenges and opportunities of FOs investing in the region?
- Unlocking secrets of a successful succession planning
- How do family offices set up, remunerate, incentivize and manage their team?

Participants

Panellists: Werner Braunöck - Founding Partner & Chief Investment Officer, NARMO Capital

Robert Samaan - Head of Direct Investments, MASIC (Mohammed I. AlSubaei & Sons Investment Co.)

Stergios Voskopoulos - Head of Investments, Kanoo Capital

Zaid Al Qaimi - Chief Investment Officer, Kimera Group

Afternoon refreshments and networking break

15:30 - 16:00

The future of renewable energy investing

16:00 - 17:00

Real Estate, Infrastructure and Energy Summit

Investing in renewables as means of portfolio diversification. An overview of regulations, policies and capacity of finance systems. Renewable energy projects at the forefront of efforts to meet the increasing power demand: spotlight on Morocco, Tunisia and Jordan

Participants

Moderator: John Butt - CEO & General Partner, Conduit Ventures Ltd.

Panellists: Abdullah Al Mutairi - CEO, EnerTech Holding Company

Dealing with investor demands

16:00 - 16:30

Fundraising & LP/GP Relations Summit

As LP standards on ESG become more stringent, and more is expected in terms of product development for impact investment and Shariah compliance, how are GPs managing this? Are we seeing new products being developed or evolution of existing strategies and processes?

Participants

Panellist: Sharif El Akhdar - Managing Partner, LimeVest Partners

Staying in the game when things don't go as planned

16:30 - 17:00

Fundraising & LP/GP Relations Summit

Close door discussion

What IR, fundraising and general communication tactics can be used during periods of poor or mediocre performance to keep investors in the fold for the next fundraise? What can GPs do to get current and new LPs to commit? As an LP, what makes you back up a GP through thick and thin?

SESSIONS

SUMMIT DAY - 21/10/2018

SuperReturn Middle East

21 - 23 October 2018

Fairmont Bab Al Bahr

Abu Dhabi

The LP Checklist

16:30 - 17:00

Off the record

LP-only off the record

Closed door discussion. No press

What data informs LPs' decision-making today? Where are the limits of analytics and how do LPs choose between managers when track record is only one of many factors?

This session is run strictly under the Chatham House rule. This means that participants are free to use the information received in this meeting, but neither the identity or affiliation of any speakers or participants may be revealed. No press allowed.

This session is strictly open by invitation only to a limited number of LPs attending either of our summit days. Contact Chloe Elliott, at chloe.elliott@knect365.com to register your interest in attending and apply for an invitation.

Chair's closing remarks and End of Summit

17:00 - 17:05

Real Estate, Infrastructure and Energy Summit

Chair's closing remarks and End of Summit

17:00 - 17:05

Fundraising & LP/GP Relations Summit

Summit day evening networking reception

17:05 - 18:30

SCHEDULE

SUMMIT DAY - 21/10/2018

SuperReturn Middle East

21 - 23 October 2018

Fairmont Bab Al Bahr

Abu Dhabi

TIME	FUNDRAISING & LP/GP RELATIONS SUMMIT	OFF THE RECORD	REAL ESTATE, INFRASTRUCTURE AND ENERGY SUMMIT
08:00	08:45 - Registration and welcome coffee	08:45 - Registration and welcome coffee	08:45 - Registration and welcome coffee
09:00	09:30 - Chair's opening remarks 09:40 - Fundraising overview		09:30 - Chair's opening remarks 09:40 - Unlocking the investment potential of Real Estate, Infrastructure and Energy
10:00	10:00 - Securing capital in today's environment 10:30 - LPs on what to expect		10:00 - Market snapshot 10:30 - LP appetite for Real Estate, Infrastructure and Energy
11:00	11:00 - Morning coffee and networking break 11:30 - Secondary opportunities in a maturing market	11:00 - Morning coffee and networking break 11:30 - Fundraising Dos and Don'ts: success and horror stories	11:00 - Morning coffee and networking break 11:30 - Investing in Real Estate: global perspective
12:00	12:15 - Raising you second or third fund 12:45 - What are your biggest frustrations in current fundraising environments?		12:00 - Investing in Real Estate: MENA perspective 12:30 - The rise of the REIT
13:00	13:00 - Lunch and networking break	13:00 - Lunch and networking break	13:00 - Lunch and networking break
14:00	14:00 - The fundamentals of LP/GP relationship 14:45 - Family offices in the spotlight		14:00 - Infrastructure boom 14:45 - MENA Energy investment outlook
15:00	15:30 - Afternoon refreshments and networking break	15:30 - Afternoon refreshments and networking break	15:30 - Afternoon refreshments and networking break
16:00	16:00 - Dealing with investor demands 16:30 - Staying in the game when things don't go as planned	16:30 - The LP Checklist	16:00 - The future of renewable energy investing
17:00	17:00 - Chair's closing remarks and End of Summit 17:05 - Summit day evening networking reception	17:05 - Summit day evening networking reception	17:00 - Chair's closing remarks and End of Summit 17:05 - Summit day evening networking reception

Registration and welcome coffee

08:15 - 09:00

Chair's opening remarks

09:00 - 09:10
Day 1

Putting MENA on the map: A path to becoming a viable investment destination

09:10 - 09:30
Day 1

MENA economics: what is the common ground?

09:30 - 10:00
Day 1

The economic developments in MENA need careful consideration, as investors look for the right markets to drive positive long-term returns. How do key strategists view economic developments in the region so that capital is imbedded correctly and in the right place?

Participants

Fahad Alturki - Chief Economist and Head of Research, Jadwa Investment

State of the union

10:00 - 10:45
Day 1

Followed by an interactive Q&A session

- Can we produce the risk adjusted returns under the current macro-economic environment?
- How much dry powder is there and what is its effect on pricing?
- Where do you find quality deal flow?
- Examining the most prevalent exit routes. How supportive is the current political landscape of growth and exits?
- What are the best practice for adjusting to higher valuations?

Participants

Panellists: Karim El-Solh - Co-Founder & CEO, Gulf Capital

Sherif Elkohly - Partner, Co-Head of Africa, Actis

Morning coffee and networking break

10:45 - 11:15

Best practices in deal sourcing

11:15 - 12:00
Day 1

- What practices are the leading firms adopting and what are the reason for some to fall behind?
- Examining and overcoming common pitfalls in deal origination
- Moving from away from the traditionally strategic initiatives to narrowly focused ones
- Finding targets: what sectors and geographies offer the best investment opportunities?
- How do you enhance the quantity and quality of deals entering your pipeline?
- Practical tips on gaining an edge even before a deal comes to market

Participants

Panellists: Jameel Anz - Head of SME Fund Management, Arab Bank Group

Kartik Patel - Head of Alternatives, Ashmore Saudi Arabia

Fadi Arbid - Founding Partner & CIO, Amwal Capital Partners

Fund Presentations

11:15 - 12:00
LP Only

LP only session

GPs exclusively present their funds to a closed group of LPs, one at a time. GPs have 10 minutes each to make their case, including time for audience Q&A

If you are an LP and interested in attending, please contact Chloe Elliott on chloe.elliott@knect365.com

Value creation and portfolio company management

12:00 - 12:45
Day 1

- A complete guide to adding operational value for portfolio companies
- Outsourcing versus in-house: which option works best for you?

Participants

Panellist: Haseeb H. Shaikh - Vice President, Head of Portfolio Management, SENAAT - General Holding Corporation

Panellist: Omar Rifai - Head of Portfolio Management, Standard Chartered Private Equity

Lunch and networking break

12:45 - 14:00

MENA and other markets of opportunity

14:00 - 14:15
Day 1

- Introduction
 - How is MENA performing compared to other markets?
 - What opportunities can be realised in the region and not elsewhere?
 - GCC: is it perceived as an emerging or a growth market?
- Followed by panel discussion
- India in the spotlight:
 - What makes the region so successful for deal makers?
 - Where do you source investment opportunities?
 - What can MENA deal makers learn from peers in other developing markets?

Participants

Moderator: Ziad Sarkis - Director of Financial Research, Alternative Investments Initiative, The Wharton School - University of Pennsylvania

India in the spotlight

14:15 - 15:00
Day 1

Why has Asia been such a success story? Where are the best investment opportunities today? What can MENA deal makers learn from peers in other developing markets?

Participants

Panellists: Ajit Kumar - Managing Director, Evolve India Fund

Amit Krishnan - Principal, FidelisWorld

Has investment in Turkey gone cold?

15:00 - 15:45
Day 1

- What are the growth prospects for Turkey and how attractive is it for international investors?
- How have FX changes affected the performance of investments? What other risks are at the top of mind?
- Are international mid-market players still targeting investments in Turkey? What does it take to build a successful Turkish investment practice if you are not locally based?

Participants

Panellists: **Marco Natoli** - Head of Lower Mid-Market, Northern, Eastern & Southern Europe, European Investment Fund

Ihsan Sancay - Senior Vice President, Private Equity, Global Investment House

Florian Mönkle - Director for Turkey & Middle East, DEG

Addressing diversity issues and promoting regional talent

15:00 - 15:45
Off the record

Run strictly under the Chatham House Rule. No press allowed

Afternoon refreshments and networking break

15:45 - 16:15

Investors on due diligence when selecting fund managers

16:15 - 16:45
Day 1

- What do MENA funds need to do to present themselves as a viable investment opportunity?
- How are fund managers being assessed?
- How important is a strong performance track record?
- How do you define a "good" and "bad" manager?
- What do GPs need to do to stand out from the crowd?
- LPs on top tips for choosing a better fund manager

Participants

Panellists: **Sriram Jaganmoham** - Chief Investment Officer – Private Markets, Miras Investments

Carlos Heneine - Partner, Quilvest

Global private equity evolution

16:45 - 17:00
Day 1

Fundraising activity and deals under review. Where do you find Alpha and where does PE asset class heading in the near future?

Accessing global investment hotspots

17:00 - 17:30
Day 1

- How are global economic and political events affecting private equity, venture capital and private debt investment?
- Where are the hotspots of best opportunity?
- What can Middle Eastern investors do to better interpret these trends and make the optimum investment decisions?

Participants

Panellists: **Mosbah Kahaleh** - VP (Private Equity), SEDCO Capital

Janusz Heath - Managing Director and Head of Investment Management, Emerging Markets, Capital Dynamics

Tarang Katira - Principal, Hamilton Lane

Chair's closing remarks and End of Day 1

17:30 - 17:35

12th Annual SuperReturn Middle East Evening Reception

17:35 - 19:00

SCHEDULE

MAIN CONFERENCE DAY 1 - 22/10/2018

SuperReturn Middle East

21 - 23 October 2018
Fairmont Bab Al Bahr
Abu Dhabi

TIME	DAY 1	LP ONLY	OFF THE RECORD
08:00	08:15 - Registration and welcome coffee	08:15 - Registration and welcome coffee	08:15 - Registration and welcome coffee
09:00	09:00 - Chair's opening remarks 09:10 - Putting MENA on the map: A path to becoming a viable investment destination 09:30 - MENA economics: what is the common ground?		
10:00	10:00 - State of the union 10:45 - Morning coffee and networking break	10:45 - Morning coffee and networking break	10:45 - Morning coffee and networking break
11:00	11:15 - Best practices in deal sourcing	11:15 - Fund Presentations	
12:00	12:00 - Value creation and portfolio company management 12:45 - Lunch and networking break	12:45 - Lunch and networking break	12:45 - Lunch and networking break
13:00			
14:00	14:00 - MENA and other markets of opportunity 14:15 - India in the spotlight		
15:00	15:00 - Has investment in Turkey gone cold? 15:45 - Afternoon refreshments and networking break	15:45 - Afternoon refreshments and networking break	15:00 - Addressing diversity issues and promoting regional talent 15:45 - Afternoon refreshments and networking break
16:00	16:15 - Investors on due diligence when selecting fund managers 16:45 - Global private equity evolution		
17:00	17:00 - Accessing global investment hotspots 17:30 - Chair's closing remarks and End of Day 1 17:35 - 12th Annual SuperReturn Middle East Evening Reception	17:30 - Chair's closing remarks and End of Day 1 17:35 - 12th Annual SuperReturn Middle East Evening Reception	17:30 - Chair's closing remarks and End of Day 1 17:35 - 12th Annual SuperReturn Middle East Evening Reception

Registration and welcome coffee

08:45 - 09:30

Chair's opening welcome

09:30 - 09:40
Day 2

Regional economic overview

09:40 - 10:00
Day 2

The changing risk landscape and the key geopolitical and macro-economic trends in MENA

Sector-focused versus generalist funds

10:00 - 10:30
Day 2

How do you generate returns through country-specific investments? What is an LP appetite for investing in sector-specific funds? Choosing the most favourable strategy. Healthcare and Education take the spotlight

Participants

Moderator: Ahmed Emara - Group CEO & Managing Director, ReAya Holding Company

Panellists: Magellan Makhoulouf - Co-founder & Managing Director, CedarBridge

Chandra Tiwari - Principal, Head of Private Equity, Aramis Partners

Robert Lytle - Head of Education Practice, EY Parthenon

Co-investments: structuring and financing a great co-investment deal

10:30 - 11:00
Day 2

Participants

Moderator: Craig MacDonald - Principal, HarbourVest

Panellists: Manish Mittal - Head of Alternatives, Qatar Insurance Company

Ennis Rimawi - Managing Director, Catalyst Investment Management

Nicolas Murat - Partner, Levan Capital

Morning coffee and networking break

11:00 - 11:30

Regional LP appetite for co-investing

11:30 - 12:00
Day 2

- What is the LP appetite and approach to co-investing?
- Fees on co-invest: what you should and shouldn't pay
- Benchmarking: which fund managers make good co-investment partners?

Participants

Panellists: Eyad Mashal - Managing Director - Head of MENA Investments, Al-Rashed Group

Creating a new innovation ecosystem

12:00 - 12:15
Day 2

As Saudi Arabia develops a post-oil economy, entrepreneurs need to lead the way to develop successful investments in the region. With innovation taking hold across MENA and technology disrupting traditional business models, how can private equity and venture capital drive the move to an environment of sustainable, long-term returns?

Venture and tech investing

12:15 - 12:45
Day 2

Analysing the VC funding landscape. UAE paving the way for venture and tech deal by value. Saudi as a hotspot of VC and tech investment activity. Egypt at the forefront of deals by volume. LP and GP perspectives of investing in venture and tech

Participants

Panellist: Angus Paterson - Partner, STC Ventures

Panellist: Hala Fadel - Co-Founder & Managing Partner, Leap Ventures

Panellist: Mohamed Hamdy - Head of Venture Capital, Dubai Future Foundation

Panellist: Christos Mastoras - Founder & Managing Partner, Iliad Partners

Fintech, blockchain and ICOs

12:45 - 13:30
Day 2

Is the ICO phenomenon set to take over MENA? How is blockchain changing VC investing? An overview of VC funding in blockchain technology. Why do VCs invest in fintech?

Participants

Panellist: Graham Bell - Managing Partner, Bridge Partners

Panellist: Fares Ghandour - Partner, Wamda Capital

Building sustainable private equity businesses

13:30 - 14:00
Day 2

[Too hot to touch closed door session]

Run strictly under the Chatham House rules.

No press allowed. How have private equity businesses been built in the Middle East and how conducive has this been to optimising corporate governance standards? What realities of doing business in the region need to be taken into account? How can expansion be handled, both while preventing strategy drift and ensuring that company culture is not compromised?

Lunch and networking break

14:00 - 15:00

End of SuperReturn Middle East 2018

15:00 - 15:05

SCHEDULE

MAIN CONFERENCE DAY 2 - 23/10/2018

SuperReturn Middle East

21 - 23 October 2018

Fairmont Bab Al Bahr

Abu Dhabi

TIME	DAY 2
08:00	08:45 - Registration and welcome coffee
09:00	09:30 - Chair's opening welcome 09:40 - Regional economic overview
10:00	10:00 - Sector-focused versus generalist funds 10:30 - Co-investments: structuring and financing a great co-investment deal
11:00	11:00 - Morning coffee and networking break 11:30 - Regional LP appetite for co-investing
12:00	12:00 - Creating a new innovation ecosystem 12:15 - Venture and tech investing 12:45 - Fintech, blockchain and ICOs
13:00	13:30 - Building sustainable private equity businesses
14:00	14:00 - Lunch and networking break
15:00	15:00 - End of SuperReturn Middle East 2018