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### Registration and welcome coffee

08:15 - 08:40  
Private Debt Summit

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### Registration and welcome coffee

08:15 - 09:00  
Healthcare Summit

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### Registration and welcome coffee

08:15 - 09:00  
ESG Summit

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### Registration and welcome coffee

08:30 - 09:10  
German Private Equity Summit

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### Registration and welcome coffee

08:40 - 09:10  
Disruption and Innovation Summit

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### Chair's welcome address

08:40 - 08:50  
Private Debt Summit

### Participants

**Chair: Anthony Fobel** - Managing Partner, Head of Private Debt, BlueBay Asset Management

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### Keynote Address: State of the market

08:50 - 09:15  
Private Debt Summit

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### Chair's welcome address

09:00 - 09:05  
Healthcare Summit

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### Chair's welcome address

09:00 - 09:05  
ESG Summit

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### Keynote address

09:05 - 09:20  
Healthcare Summit

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### Defining ESG

09:05 - 09:30  
ESG Summit

ESG vs. impact investing vs. responsible investment vs. sustainable finance. What do they all mean, and what is the difference?

### Participants

**Maike van der Schoot** - Responsible Investment Officer, AlpInvest

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### Chair's welcome address

09:10 - 09:15  
Disruption and Innovation Summit

### Participants

**Chair: George Danner** - President, Business Laboratory

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### Chairman's welcome

09:10 - 09:15  
German Private Equity Summit

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### The digital transformation imperative - Why PE firms must digitally transform to compete

09:15 - 09:45  
Disruption and Innovation Summit

Utilising digital transformation and the effective use of d&a to give firms an edge in terms of making portfolio acquisition decisions, driving revenue growth and streamlining internal operations, record keeping and regulatory reporting.

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### Are we at the peak? Testing the private debt market in a downturn

09:15 - 09:45  
Private Debt Summit

- Preparing for the end of the cycle: how will GPs protect returns and minimise risk in a stressed market?
- How is the industry looking at current and future allocations, what strategies should GPs be deploying now to prepare, and who is best placed to survive?

### Participants

**Moderator: Anthony Fobel** - Managing Partner, Head of Private Debt, BlueBay Asset Management

**Panellists: Robin Doumar** - Managing Partner, Park Square Capital

**Jaime Prieto** - Founding and Managing Partner, Kartesia

**Andrew Konopelski** - Partner & Head of Credit Strategies, EQT Credit

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### Geo-political events: what does the future hold for the German economy?

09:15 - 09:45  
German Private Equity Summit

Predicting the effect of geo-political events around the globe on Germany and the wider Eurozone: what does the future hold?

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### Deal drivers and the overarching market trends in Healthcare PE and VC

09:20 - 10:00  
Healthcare Summit

- Examining key market drivers and trends in Healthcare investing.
- How does PE deal with high valuations and the competition from corporate healthcare buyers?
- How do you go about deal sourcing? An increased interest from infrastructure investors: what does it mean for traditional PE market players?

### Participants

**Hedley Goldberg** - Partner, Rothschild & Co

**Gavin Teo** - General Partner, B Capital Group

**Michael Keyoung** - Managing Director, Head of North America, C-Bridge Capital

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### ESG integration update: from why to why not?

09:30 - 10:00  
ESG Summit

Reflecting on the lessons learnt and evaluating the progress to date.

What are the key challenges to a successful ESG integration, and what still needs to be done to streamline the process?

What is the difference in ESG principles in developed vs. emerging markets?

### Participants

**Moderator: Justin Kusinskis** - Partner, CBRE Caledon Capital Management

**Frode Strand-Nielsen** - Managing Partner, FSN Capital Partners

**Rob Lake** - Independent Responsible Investment Advisor & Executive Coach, Rob Lake Advisors

### Bringing private equity into the digital age: How far have we really come?

09:45 - 10:15

Disruption and Innovation Summit

- To what extent are PE firms utilising technology to optimise efficiency and disrupt traditional value chains?
- What are the best solutions for achieving accelerated access to data and speeding up the process of investor onboarding, decision making and compliance reporting?

### Where next for private debt? What will the landscape look like in 5 years' time?

09:45 - 10:15

Private Debt Summit

- From "shadow banking" to established asset class: will the private debt market provide steady growth over the coming years?
- With corporate balance sheet leverage high, increasing fund sizes, more flexible terms plus high market valuations, is there capacity in the market to maintain high returns?
- Will more LPs turn to debt if the economy impacts other markets?

#### Participants

**Moderator: Blair Jacobson** - Partner, Co-Head of European Credit, Ares Management LLC

**Panellists: Frédéric Nadal** - Chief Executive Officer, MV Credit

### Private Equity outlook for Germany: Bull or Bear?

09:45 - 10:15

German Private Equity Summit

Update On German PE outlook: industry predictions on fundraising, investing, growing businesses & exits. How truly competitive is the German PE landscape?

### Sector trends shaping the Healthcare industry

10:00 - 10:45

Healthcare Summit

- Provider and related services: dealing with intense competition and a pushing into new segments
- Medical services: regulatory challenges to enter into medical structures which are traditionally owned by private practitioners
- Payer and related services: evaluating payer-related buyout interest and investment opportunities. Europe vs. the US
- Suppliers of products and services to the healthcare industry: advanced medical device technology, gene editing/gene therapies and personalised medicine

#### Participants

**Jeffrey Jay** - Senior Managing Director, Great Point Partners

**Henry Gladwyn** - Principal, OMERS Ventures

**Adam Blumenthal** - Founder and Managing Partner, Blue Wolf Capital Partners

### This is how we do it

10:00 - 10:30

ESG Summit

What does ESG best practice look like?

What are the typical questions LP's ask of a GP during fundraising about ESG?

Re-enacting a due diligence interview between an LP and a GP. Taking baselines and benchmarking to bona fide progress

#### Participants

**Cornelia Gomez** - Head of ESG and Sustainability, PAI Partners

### Work in the digital age: predicting the impact of technology, particularly artificial intelligence, on economics

10:15 - 10:45

Disruption and Innovation Summit

- Predicting the decline of traditional professions as a result of technology, and looking ahead to the jobs and technologies that will replace them.
- Focusing on the consequences of technology on earnings and employment.

### Is the private debt market ripe for consolidation private capital firms look for scale in the asset class?

10:15 - 10:45

Private Debt Summit

Preparing for a shakeout as the big players Hoover up capital while smaller operations struggle to find a niche in an ever-tougher environment for lenders where competition for assets continues to increase

### LP perspectives: the return of the denominator effect?

10:15 - 10:45

German Private Equity Summit

- Where will LPs look to deploy capital and maintain allocations over the next 5 years?
- To what extent are they slowing their investment pace?
- How much exposure to the market should LPs want, where are they looking to invest and why?
- To what extent do investors focus on resilience, growth and take ESG impact into account when making investment decisions?

### Reporting, measuring and monitoring

10:30 - 11:00

ESG Summit

- How are LPs monitoring ESG initiatives GPs are undertaking?
- What happens if GPs are not living up to their promises? Best strategies to avoid greenwashing.
- What is the right framework for measuring ESG? Harmonisation of reporting standards and requirements – where are we at?
- Use of SASB (Sustainable Accounting Standards Board) and TCFD (Task-Force on Climate Disclosure)

#### Participants

**Silva Deželan** - Director, Sustainability, Private Equity, Robeco

**Alex Scott** - Partner, Pantheon

**Antti Savilaakso** - ESG Research Head, Auriel Investors

**Moderator: Ignacio Sarria** - Managing Director, New Mountain Capital

### Morning coffee and networking break

10:45 - 11:15

Disruption and Innovation Summit

### Morning coffee and networking break

10:45 - 11:15

Private Debt Summit

## Value creation

10:45 - 11:15  
Healthcare Summit

- What are the most successful approaches to creating value through Healthcare investments?
- Improving operations with a well-defined value-creation plan.
- Buy and build vs. multi-asset buy and merge strategy: which one has a better potential to deliver impressive returns with a lesser execution risk than other buyout strategies?

## Participants

**Laurent Ganem** - Founder and CEO, G Square Healthcare Private Equity LLP

**Christian Dube** - Partner, August Equity

**Liz Jones** - Partner, Livingbridge

## Morning coffee and networking break

10:45 - 11:15  
German Private Equity Summit

## Morning coffee and networking break

11:00 - 11:30  
ESG Summit

## Cryptocurrencies: paving the way for mass adoption into the crypto ecosystem

11:15 - 11:45  
Disruption and Innovation Summit

- What is the future of cryptocurrencies entering the mainstream via social media?
- What is needed for traditional banking and crypto to coexist frictionlessly?
- What are the main issues of Issues of usability and scalability?

## US vs. Europe – what is the overlap?

11:15 - 11:40  
Private Debt Summit

- How much overlap exist between the two markets in terms of credit risk, underwriting standards, terms?
- Is Europe a less competitive market than US?
- Which market presents the best opportunities and diversified strategies and where can investors find best value now and going forward or is a global approach the future of the asset class?

## Participants

**Panellists: Michael Ewald** - Managing Director, Bain Capital Credit

## Morning coffee and networking break

11:15 - 11:45  
Healthcare Summit

## How will a downturn affect the German PE industry? What lessons have been learned from the last recession?

11:15 - 11:45  
German Private Equity Summit

- Impending market volatility and increasing competition in the German PE market: which business models will best withstand an economic downturn and why?
- Is there still potential for higher returns and if so, where?

## Participants

**Panellists: Hermann Dambach** - Managing Director, Oaktree Capital Management

## Managing risks

11:30 - 12:00  
ESG Summit

What are the most common internal and external risks associated with ESG integration? Environmental is not just climate. Social is not just about job creation. Governance is both macro (country) and micro (company).

Is a generic set of ESG risks feasible?

How to create a bespoke set of risks based on geography, macroeconomic situation, asset class, etc.? How to add up different risks that are specific to individual investments but difficult to consolidate at the portfolio level

## Participants

**Moderator: Marc Göbbels** - Manager of ESG Services, Tauw

**Peter Grubstein** - Founder & Managing Director, NGEN

**Jeremy Lytle** - Partner, ECI Partners

**Alison Fenton-Willock** - Vice President and Head of ESG, Blackstone

## Capital deployment in the current environment: does size matter?

11:40 - 12:10  
Private Debt Summit

- To what extent is size a key factor for success in private debt?
- Is being big and consistent in the market a prerequisite for sourcing better opportunities and getting better allocation in order to deploy capital more easily?
- To what extent are funds finding it challenging to continue to deploy capital in a disciplined manner in the current environment and why?
- Is competition pushing managers to take on more risk than they should?
- Which managers are outperforming competition?

## Blockchain: disrupting the alternative investment sector?

11:45 - 12:15  
Disruption and Innovation Summit

- How close are we to delivering an industry-wide PE blockchain solution?
- To what extent does blockchain have the potential to lower transaction costs, increase access to capital markets globally, and enhance security throughout the whole transaction process?
- Reconciling cybersecurity concerns with new, innovative applications and systems

## Investing in digital innovation and transformation

11:45 - 12:00  
Healthcare Summit

How investing in digital technologies can develop "smart health" approaches to increase access and affordability, improve quality, and lower costs. Exploring opportunities in Blockchain, RPA, cloud, artificial intelligence (AI), robotics and internet of medical things (IoMT)

## Succession deals in the Mittelstand: How have a new breed of entrepreneurs affected opportunities in the German buyout market?

11:45 - 12:15  
German Private Equity Summit

- Is there likely to be a wave of transactions in the imminent future and how can firms be best positioned to take advantage?
- Which strategies are successful, which aren't and why?

## Participants

**Panellists: Michael Petersen** - Managing Partner, Cross Equity Partners AG

## Healthcare IT: embracing digital solutions to improve patient outcomes

12:00 - 12:30  
Healthcare Summit

Exploring the most attractive investment opportunities within HCIT sector. The overview of the most recent Healthcare IT innovations and trends. Evaluating the importance of cybersecurity and data protection. Exploring challenges and solutions in dealing with collection of big data under GDPR in the HCIT sector

### Participants

**Michael Cole** - Managing Partner, Global Neurohealth Ventures

## Climate change – let's get real

12:00 - 12:30  
ESG Summit

- How do you adapt your portfolio to climate change?
- It is all about regulatory compliance or is it a genuine commercial and risk management opportunity?
- Do you add a carbon tax to investments?
- Shifting towards the low carbon economy – how does one effectively do it?
- Is there a need for a "transition" economy structure?

### Participants

**Erin Sarret** - Director, StepStone Global

**Eimear Palmer** - Responsible Investing Officer, Intermediate Capital Group (ICG)

**Giulia Guidi** - ESG Senior Advisor, NextEnergy Capital

## Seeking alpha in mid- market direct lending

12:10 - 12:40  
Private Debt Summit

- How can mid market players find an attractive niche to stand out in the competitive environment?
- What new products, regions and strategies are being developed and which offer the best risk-adjusted returns in the current competitive environment and why?
- Will more firms lend to companies not backed by private equity in the future?

### Participants

**Panellists: Christophe Bavière** - CEO & Managing Partner, Idivest Partners

**Sengal Selassie** - Co-Founder & Managing Partner, Brightwood Capital Advisors

## Could robo-advisers and AI driven models ever do the job of a human advisor?

12:15 - 12:45  
Disruption and Innovation Summit

- Investigating the ways that automated advice could disintermediate find distributors and facilitate D2C business.
- Would cutting costs and improving returns compensate for the human touch which many investors still want and need?
- Could algorithmic trading drive greater returns? What regulations would be required for trading?

## Hands-on value creation: More important than ever due to high valuations

12:15 - 12:45  
German Private Equity Summit

- Operational value-add: everyone says they do it, but do they? How can the quality of analysis be improved?
- Best strategies for growing the top line and making businesses more efficient

## Risk management

12:30 - 13:00  
Healthcare Summit

Examining risks specific to the Healthcare sector. Assessing and managing reimbursement, regulatory, political, reputation and clinical risks. Practical aspects for dealing with specific healthcare related investment risks

## The spotlight on investors

12:30 - 13:00  
ESG Summit

What is the role of LPs in driving awareness and change amongst GPs? Portfolio construction: how do LPs integrate ESG into their portfolio? Is it possible to have a universal approach? Who should foot the bill for systems implementation at a portfolio level – the company or the GP or the LP?

### Participants

**Ana Lei Ortiz** - Managing Director, Hamilton Lane

**Elias Korosis** - Partner, Hermes GPE

## Technology and innovations in income strategies

12:40 - 13:10  
Private Debt Summit

How is digitalisation disrupting current practices, what is the predicted impact of new technology trends on private credit strategies and how can forward thinking lenders harness these trends for their own advantage?

### Participants

**Panellists: David Flannery** - President of Vista Credit Partners, Vista Equity Partners

## Networking lunch break & LP only lunch

12:45 - 14:00  
Disruption and Innovation Summit

### 13:00-14:00: LP only lunch

*This LP only lunch is for LPs to network with their peers. Open to pre-registered development finance institutions, endowments, foundations, insurance companies, pension funds and sovereign wealth funds, subject to qualification.*

## Networking lunch break & LP only lunch

12:45 - 14:00  
German Private Equity Summit

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## Networking lunch break

13:00 - 14:00  
Healthcare Summit

## Networking lunch break

13:00 - 14:00  
ESG Summit

## Networking lunch break & LP only lunch

13:10 - 14:05  
Private Debt Summit

### 13:00-14:00: LP only lunch

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### How will tokenization revolutionise the private equity industry from fundraising to transaction management?

14:00 - 14:30

Disruption and Innovation Summit

Examining the effect of cryptocurrency, digitalisation, fundraising, investment management

#### Participants

**Moderator:: Dirk Holz** - Director, Private Capital Lead, Royal Bank of Canada

### An LP perspective

14:00 - 14:30

Healthcare Summit

- What makes Healthcare so attractive to institutional investors? Evaluating LP appetite for sector-focused funds vs. generalist/diversified funds.
- Analysing the competitive advantages and return profile of sector specialists.
- LPs on asset class allocation, portfolio construction and manager selection, governance and risk management, organizational design and decision making

#### Participants

**Moderator: Kelly DePonte** - Managing Director, Probitas Partners

**Tim Creed** - Head of Investments Europe, Schroder AdvEq

**Lisa Edgar** - Managing Director, Top Tier Capital Partners

### Emerging markets – cutting edge of ESG

14:00 - 14:30

ESG Summit

What can fund managers and investors in developed markets learn from ESG experience of emerging markets?

#### Participants

**Rashad Kaldany** - Chief Investment Officer, BlueOrange Sustainable Capital

**Vhahangwele Manavhela** - ESG Manager, PIC (Public Investment Corporation)

**Menno Derks** - Partner & Managing Director of Fund Investments, Saron Asset Management

### Developments in fund of funds, direct and co-investments

14:00 - 14:30

German Private Equity Summit

- How successful is the fund of funds model for German investor?
- How attractive are SMAs?
- To what extent are German investors moving away from the fund of funds approach and going more directly into funds?
- How successful is the co-investment model and how should investors strike the right balance between direct, secondary and fund commitments?

#### Participants

**Panellists: Ralph Guenther** - Head of DACH & CEE Markets, Pantheon Ventures

### Afternoon Chair

14:05 - 14:10

Private Debt Summit

### Sluggish sponsorless: why is non-sponsored finance growing more slowly than expected?

14:10 - 14:40

Private Debt Summit

- What is holding back direct lending funds from scaling up their direct corporate lending activity?
- Assessing the benefits and challenges of sponsored vs non-sponsored lending - what are the different skill sets required and what is the risk/return profile for each strategy?
- Is a specialist approach the key to success?

#### Participants

**Panellists: Nael Khatoun** - Managing Director & Co-Portfolio Manager, Oaktree Capital Management

### LP innovation and transition – what will the LPs of the future look like?

14:30 - 15:00

Disruption and Innovation Summit

Examining the increasingly blurring lines between LPs and GPs:

- How is the LP/GP relationship evolving, how is the trend towards direct investing affecting this relationship, and how is the industry reacting to longer term investing in private equity?
- Why has there been significant growth in longer term strategies?
- What kind of long term strategies are working and what has contributed to their success?

### Co-investments

14:30 - 15:00

Healthcare Summit

Co-investing as means of mitigating operational and financial risks that comes with diversification

### Impact investment and UN Sustainable Development Goals (SDGs)

14:30 - 15:00

ESG Summit

- Are SDGs a reliable indicator to target impact investment opportunities?
- Are SDGs really the responsibility of private equity investors or of the government?

#### Participants

**Shami Nissam** - Head of Responsible Investment, Actis

**Eiso Vaandrager** - Partner, 01 Ventures

**Marc Moser** - Associate Director for Impact & ESG, LGT Lightstone

### Regulation: facing the challenges of cross border issues , tax and Solvency II

14:30 - 15:00

German Private Equity Summit

- How is the growing nationalism across Europe affecting the cross border structures which the PE industry relies on?
- How does the risk/return profile of opportunities in different European countries compare and how is the increased LP interest in compliance issues, conflicts of interest policies, due diligence processes and compliance with ESG standards affecting fund structures?

### LP perspectives on allocation to private debt

14:40 - 15:10

Private Debt Summit

- What growth have LPs seen and what effect will market volatility, interest rate increases and increased competition for deals have on investor sentiment?
- How concerned are LPs about returns, risk analysis and leverage and how has increased leverage affected pricing?
- If we are close to the top of the cycle, will private debt continue to look attractive to investors and how will investors evaluate the ability of managers to succeed in a volatile economic environment?

## Alternative data: a transformative new trend impacting investment research

15:00 - 15:30

Disruption and Innovation Summit

- Looking to alternative sources of data to help make data-driven decisions on investments.
- How can buying data sets, big data analytics solutions and data insights capitalise on new data sources?
- How can this data be analysed to evaluate public opinions, reputations, footfall and real transaction data?

## Healthcare debt

15:00 - 15:30

Healthcare Summit

Joining traditional with credit products to help companies finance R&D, commercialisation and growth. Examining the options such as venture debt, royalty finance and commercial loans available for companies from pre revenue to growth

### Participants

**Michael Weinmann** - Partner, CRG LP

**Alex Hökfelt** - Director, Credit team, EQT Partners

**Nooman Haque** - Managing Director of Life Sciences and Healthcare, Silicon Valley Bank

## Diversity: how important is it really?

15:00 - 15:30

ESG Summit

- How do investment managers approach diversity?
- How much does it actually matter to LPs during the manager selection process?
- What do measuring and reporting measures look like when it comes to diversity and inclusion?

### Participants

**Peter Flynn** - Director, Candela Capital

**Dean Alborough** - Head of ESG, Old Mutual Alternative Investments

**Anders Strömblad** - Head of External Managers, AP2

## The rising and thriving tech and growth scene in Germany: Balancing growth with profitability

15:00 - 15:30

German Private Equity Summit

- Where are the hot-spots? Are they pure innovation or copy cat?
- What is the status quo for Germany's unicorns?
- Will Brexit ultimately have a positive impact on Berlin's tech scene?
- To what extent will a downturn affect tech's business risk?

## Specialised credit strategies

15:10 - 15:40

Private Debt Summit

- As generalist / corporate private debt strategies mature and see more competition, credit strategies have increasingly specialized in order to differentiate themselves.
- Will specialisation start to see better risk adjusted returns than generalist direct lending funds?
- To what extent is the accompanying loss in diversification a concern?

## Afternoon refreshments and networking break

15:30 - 16:00

Disruption and Innovation Summit

## Afternoon refreshments and networking break

15:30 - 16:00

Healthcare Summit

## Afternoon refreshments and networking break

15:30 - 16:00

ESG Summit

## Afternoon refreshments and networking break

15:30 - 16:00

German Private Equity Summit

## Distressed and stressed investing: is potential on the horizon?

15:40 - 16:10

Private Debt Summit

- Predicting the turn of the cycle: how are private credit managers positioned to take advantage of distressed opportunities?
- The strategy's performance is struggling to live up to expectations, but are the right conditions just around the corner?
- How much of a factor are inflation, interest rates, default rates and politics?

### Participants

**Panellists: Cyril Tergiman** - Partner, EQT Credit

## Employing digital capabilities to help manage, optimise and merge portfolio companies

16:00 - 16:30

Disruption and Innovation Summit

- Maximising the development of your portfolio companies so they perform better and increase returns
- Understanding how potential portfolio companies are poised to manage digital disruption, from marketing, sales and customer care to intellectual property, data and security requirements, in order to fully calculate your risk and opportunity

## Spotlight on Europe

16:00 - 16:30

Healthcare Summit

The emergence of Healthcare-only funds in Europe and other key market trends.

How can PE firms increase their participation in European Healthcare?

How can investors successfully navigate the uncertain regulatory landscape?

### Participants

**Adam Ringer** - Principal, AMP Capital

**Tommi Unkuri** - Partner, Summa Equity

## ESG and financial returns

16:00 - 16:30

ESG Summit

- Is there a true quantifiable correlation between ESG and financial returns?
- What can we learn from the listed markets?
- Can ESG practices and methodology created by public markets be applied to private markets?

### Participants

**Moderator: James Brice** - Group CEO, EBS Advisory

**Ethan Levine** - Managing Director & Co-Head of Natural Resources, Commonfund Capital

**Paulus Ingram** - Deputy CEO, Sarona Asset Management

## Innovations in the German PE market

16:00 - 16:30

German Private Equity Summit

How do successful GPs generate proprietary deal flow? The strategic importance of minority investments in the German investment environment and the growing trend for innovative buy and build models: forging successful relationships with family business owners to deliver value

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### Afternoon refreshments & networking break

16:10 - 16:30  
Private Debt Summit

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### Technology - disruption within the supply chain

16:30 - 17:00  
Disruption and Innovation Summit

How is technology influencing traditional investment allocation across private capital asset classes and operating business models to compete?

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### Update on private real estate credit

16:30 - 17:00  
Private Debt Summit

- How can investors best access the asset class?
  - What are current return expectations and risk profiles for different types of real estate credit strategies: public mortgage REITs, closed-end funds, open-end funds, SMAs.
  - What is the current availability of debt and financing for core and non-core assets and how is risk sharing between lenders and borrowers changing?
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### The next big thing

16:30 - 17:00  
Healthcare Summit

- What sub-sector of Healthcare look most promising from the investment standpoint?
  - Where are the next big opportunities for investors?
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### Participants

**Shane Chesson** - Co-Founder & Partner, Openspace Ventures

**Sam Gray** - Managing Partner, Apposite Capital

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### Regulatory update

16:30 - 17:00  
ESG Summit

- How do LPs and GPs handle the increasing regulatory pressure for responsible investing and ESG integration?
  - What can global market players learn from the EU regulatory incentives around ESG?
  - The review of the EU Action Plan on Sustainable Finance. EU sustainable finance taxonomy: how will the EU's sustainability taxonomy work for investors?
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### Fundraising: are German PE firms still hitting the hard caps?

16:30 - 17:00  
German Private Equity Summit

- Is asset gathering still the top strategic priority for private equity firms despite record fundraising?
  - What are the reasons behind smaller funds raising more and doing it more quickly?
  - What are the main investor concerns when faced with so much market liquidity?
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### Chair's closing remarks & close of summit day

17:00 - 17:05  
Disruption and Innovation Summit

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### What to expect in the private debt secondaries market

17:00 - 17:30  
Private Debt Summit

- Will 2020 be a year of growth for the private debt secondaries market as buyers position themselves for a turn in the cycle?
  - Are pressures growing across the universe of potential sellers that could drive selling in the short/medium term?
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### Chair's closing remarks

17:00 - 17:05  
Healthcare Summit

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### Chair's closing remarks

17:00 - 17:05  
ESG Summit

Close of Summit Day

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### Chair's closing remarks & close of summit day

17:00 - 17:05  
German Private Equity Summit

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### Summit networking drinks reception

17:05 - 19:00  
Disruption and Innovation Summit

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### Summit networking drinks reception

17:05 - 19:00  
Healthcare Summit

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### Summit Networking Drinks Reception

17:05 - 19:00  
ESG Summit

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### Summit networking drinks reception

17:05 - 19:00  
German Private Equity Summit

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### Predictions on the performance of the asset class over the next 12 months: What will the next big thing be?

17:30 - 18:30  
Private Debt Summit

- What are dry powder deployment expectations?
  - Which strategies will over and under-perform and why?
  - What's the next big development on the horizon?
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### Chair's closing remarks & close of Summit Day

18:30 - 18:35  
Private Debt Summit

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### Summit networking drinks reception

18:35 - 19:00  
Private Debt Summit

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# SCHEDULE

SUMMIT DAY - 25/02/2020

SuperReturn International

25 - 28 February 2020

InterContinental Hotel  
Berlin

TIME	DISRUPTION AND INNOVATION SUMMIT	ESG SUMMIT	GERMAN PRIVATE EQUITY SUMMIT	HEALTHCARE SUMMIT	PRIVATE DEBT SUMMIT
<b>08:00</b>	<b>08:40</b> - Registration and welcome coffee	<b>08:15</b> - Registration and welcome coffee	<b>08:30</b> - Registration and welcome coffee	<b>08:15</b> - Registration and welcome coffee	<b>08:15</b> - Registration and welcome coffee <b>08:40</b> - Chair's welcome address <b>08:50</b> - Keynote Address: State of the market
<b>09:00</b>	<b>09:10</b> - Chair's welcome address <b>09:15</b> - The digital transformation imperative - Why PE firms must digitally transform to compete <b>09:45</b> - Bringing private equity into the digital age: How far have we really come?	<b>09:00</b> - Chair's welcome address <b>09:05</b> - Defining ESG <b>09:30</b> - ESG integration update: from why to why not?	<b>09:10</b> - Chairman's welcome <b>09:15</b> - Geo-political events: what does the future hold for the German economy? <b>09:45</b> - Private Equity outlook for Germany: Bull or Bear?	<b>09:00</b> - Chair's welcome address <b>09:05</b> - Keynote address <b>09:20</b> - Deal drivers and the overarching market trends in Healthcare PE and VC	<b>09:15</b> - Are we at the peak? Testing the private debt market in a downturn <b>09:45</b> - Where next for private debt? What will the landscape look like in 5 years' time?
<b>10:00</b>	<b>10:15</b> - Work in the digital age: predicting the impact of technology, particularly artificial intelligence, on economics <b>10:45</b> - Morning coffee and networking break	<b>10:00</b> - This is how we do it <b>10:30</b> - Reporting, measuring and monitoring	<b>10:15</b> - LP perspectives: the return of the denominator effect? <b>10:45</b> - Morning coffee and networking break	<b>10:00</b> - Sector trends shaping the Healthcare industry <b>10:45</b> - Value creation	<b>10:15</b> - Is the private debt market ripe for consolidation private capital firms look for scale in the asset class? <b>10:45</b> - Morning coffee and networking break
<b>11:00</b>	<b>11:15</b> - Cryptocurrencies: paving the way for mass adoption into the crypto ecosystem <b>11:45</b> - Blockchain: disrupting the alternative investment sector?	<b>11:00</b> - Morning coffee and networking break <b>11:30</b> - Managing risks	<b>11:15</b> - How will a downturn affect the German PE industry? What lessons have been learned from the last recession? <b>11:45</b> - Succession deals in the Mittelstand: How have a new breed of entrepreneurs affected opportunities in the German buyout market?	<b>11:15</b> - Morning coffee and networking break <b>11:45</b> - Investing in digital innovation and transformation	<b>11:15</b> - US vs. Europe – what is the overlap? <b>11:40</b> - Capital deployment in the current environment: does size matter?



# SCHEDULE

SUMMIT DAY - 25/02/2020

SuperReturn International

25 - 28 February 2020

InterContinental Hotel  
Berlin

TIME	DISRUPTION AND INNOVATION SUMMIT	ESG SUMMIT	GERMAN PRIVATE EQUITY SUMMIT	HEALTHCARE SUMMIT	PRIVATE DEBT SUMMIT
12:00	<p><b>12:15</b> - Could robo-advisers and AI driven models ever do the job of a human advisor?</p> <p><b>12:45</b> - Networking lunch break &amp; LP only lunch</p>	<p><b>12:00</b> - Climate change – let's get real</p> <p><b>12:30</b> - The spotlight on investors</p>	<p><b>12:15</b> - Hands-on value creation: More important than ever due to high valuations</p> <p><b>12:45</b> - Networking lunch break &amp; LP only lunch</p>	<p><b>12:00</b> - Healthcare IT: embracing digital solutions to improve patient outcomes</p> <p><b>12:30</b> - Risk management</p>	<p><b>12:10</b> - Seeking alpha in mid-market direct lending</p> <p><b>12:40</b> - Technology and innovations in income strategies</p>
13:00		<p><b>13:00</b> - Networking lunch break</p>		<p><b>13:00</b> - Networking lunch break</p>	<p><b>13:10</b> - Networking lunch break &amp; LP only lunch</p>
14:00	<p><b>14:00</b> - How will tokenization revolutionise the private equity industry from fundraising to transaction management?</p> <p><b>14:30</b> - LP innovation and transition – what will the LPs of the future look like?</p>	<p><b>14:00</b> - Emerging markets – cutting edge of ESG</p> <p><b>14:30</b> - Impact investment and UN Sustainable Development Goals (SDGs)</p>	<p><b>14:00</b> - Developments in fund of funds, direct and co-investments</p> <p><b>14:30</b> - Regulation: facing the challenges of cross border issues, tax and Solvency II</p>	<p><b>14:00</b> - An LP perspective</p> <p><b>14:30</b> - Co-investments</p>	<p><b>14:05</b> - Afternoon Chair</p> <p><b>14:10</b> - Sluggish sponsorless: why is non-sponsored finance growing more slowly than expected?</p> <p><b>14:40</b> - LP perspectives on allocation to private debt</p>
15:00	<p><b>15:00</b> - Alternative data: a transformative new trend impacting investment research</p> <p><b>15:30</b> - Afternoon refreshments and networking break</p>	<p><b>15:00</b> - Diversity: how important is it really?</p> <p><b>15:30</b> - Afternoon refreshments and networking break</p>	<p><b>15:00</b> - The rising and thriving tech and growth scene in Germany: Balancing growth with profitability</p> <p><b>15:30</b> - Afternoon refreshments and networking break</p>	<p><b>15:00</b> - Healthcare debt</p> <p><b>15:30</b> - Afternoon refreshments and networking break</p>	<p><b>15:10</b> - Specialised credit strategies</p> <p><b>15:40</b> - Distressed and stressed investing: is potential on the horizon?</p>
16:00	<p><b>16:00</b> - Employing digital capabilities to help manage, optimise and merge portfolio companies</p> <p><b>16:30</b> - Technology - disruption within the supply chain</p>	<p><b>16:00</b> - ESG and financial returns</p> <p><b>16:30</b> - Regulatory update</p>	<p><b>16:00</b> - Innovations in the German PE market</p> <p><b>16:30</b> - Fundraising: are German PE firms still hitting the hard caps?</p>	<p><b>16:00</b> - Spotlight on Europe</p> <p><b>16:30</b> - The next big thing</p>	<p><b>16:10</b> - Afternoon refreshments &amp; networking break</p> <p><b>16:30</b> - Update on private real estate credit</p>

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TIME	DISRUPTION AND INNOVATION SUMMIT	ESG SUMMIT	GERMAN PRIVATE EQUITY SUMMIT	HEALTHCARE SUMMIT	PRIVATE DEBT SUMMIT
17:00	<p>17:00 - Chair's closing remarks &amp; close of summit day</p> <p>17:05 - Summit networking drinks reception</p>	<p>17:00 - Chair's closing remarks</p> <p>17:05 - Summit Networking Drinks Reception</p>	<p>17:00 - Chair's closing remarks &amp; close of summit day</p> <p>17:05 - Summit networking drinks reception</p>	<p>17:00 - Chair's closing remarks</p> <p>17:05 - Summit networking drinks reception</p>	<p>17:00 - What to expect in the private debt secondaries market</p> <p>17:30 - Predictions on the performance of the asset class over the next 12 months: What will the next big thing be?</p>
18:00					<p>18:30 - Chair's closing remarks &amp; close of Summit Day</p> <p>18:35 - Summit networking drinks reception</p>

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### Registration and welcome coffee

07:30 - 08:00

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### Chair's welcome address

08:00 - 08:05  
Day 1

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### 2020: An economic cycle at its peak?

08:05 - 08:45  
Day 1

- What implications will the China-US trade war, foreign-policy crises, interest rates, surging populism have for global supply chains?
  - Is this the start of a new cold war?
- 

### Keynote interview

08:45 - 09:10  
Day 1

The challenge of delivering compelling risk-adjusted investment returns throughout market cycles

### Participants

**Michael Arougheti** - Director, Co-Founder, Chief Executive Officer and President, Ares Management LLC

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### State of the union: What are the key gamechangers for private equity today?

09:10 - 09:40  
Day 1

- How much of a threat does debt pose to private markets?
- What effect will short and long term funds have for the traditional 10 year private equity fund?
- Will multi-billion dollar family offices start investing directly and how will this change the LP landscape?
- Is the bloom off the rose for emerging markets? And have PE firms finally adapted to care about ESG, job retention, paying taxes and environmental considerations?

### Participants

**Panellists: Matthew Kabaker** - Senior Managing Director, Global Co-Head of Private Equity, Centerbridge Partners

**Bill Ford** - CEO, General Atlantic

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### Technology market update

09:40 - 10:05  
Day 1

### Participants

**Deven Parekh** - Managing Director, Insight Partners

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### Engaged conversation: : Macroeconomics and politics

09:45 - 10:20  
Engaged Conversation

**Run under the Chatham House Rule. No press.**

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### The global investment landscape for 2020: CEO insights on key opportunities and challenges for private capital

10:05 - 10:35  
Day 1

### Participants

**Interviewee: Kewsong Lee** - Co-Chief Executive Officer, The Carlyle Group

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### Engaged conversation: Spotlight on regulation

10:30 - 11:30  
Engaged Conversation

*Come along for a discussion on the latest regulatory updates affecting the industry*

**Run under the Chatham House Rules. No press.**

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### Morning coffee and networking break

10:35 - 11:00  
Day 1

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### Private equity over the years: key drivers of growth and opportunity across market cycles

11:00 - 11:25  
Day 1

### Participants

**Interviewee: Leon Black** - Chairman and Chief Executive Officer, Apollo

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### Operating in a culture of radical truth and radical transparency to build the best possible understanding of global economies and markets

11:25 - 11:50  
Day 1

### Participants

**Interviewer: Jennifer Prosek** - Founder & CEO, Prosek Partners

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### The LPs of the future: will GPs and LPs be in direct competition?

11:50 - 12:20  
Day 1

- To what extent are LPs morphing from client to partner in the GP/LP relationship?
- Do LPs increasingly see themselves as long-term owners? What is the optimum split between fund investing and direct?

### Participants

**Moderator: Philipp Patschkowski** - Managing Director, Neuberger Berman

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### Keynote Address: growing a company organically

12:20 - 12:45  
Day 1

### Participants

**Interviewee: Jeff Aronson** - Co-Founder, Managing Principal, Centerbridge Partners

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### The rise of private markets: what are the implications?

12:45 - 13:15  
Day 1

Private markets are going mainstream: Private equity's net asset value has grown more than sevenfold since 2002, twice as fast as global public equities.

The rapidly developing industry now offers many ways for investors to customize their exposure: as secondaries, long-duration funds, capital call lines of credit, and other structures proliferate, are they making the industry more flexible and accommodating to investors?

### Participants

**Moderator: Michael Halford** - Partner and Head of Private Investment Funds for Europe and Asia, Goodwin

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### Engaged conversation: LP only Q&A session

12:45 - 13:15  
Engaged Conversation

*By invitation only*

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### Keynote Interview: investing in long-term value and finding opportunity in the current volatile environment

13:15 - 13:40  
Day 1

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### Delegate quickfire showcase emerging/ specialist managers

13:30 - 14:00  
Quickfire Showcase

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### Networking lunch break

13:40 - 14:15  
Day 1

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### Afternoon Chair

14:15 - 14:20  
Day 1

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### Keynote interview: Examining the industry's strengths, its challenges and the evolutionary path that lies ahead

14:20 - 14:50  
Day 1

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### Keynote interview : Developing differentiated angles in a competitive market

14:50 - 15:15  
Day 1

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### Participants

**Interviewee:** **Todd Sisitsky** - Managing Partner, TPG  
Capital

**Interviewer:** **Jason Kelly** - Executive Editor & New York  
Bureau Chief, Bloomberg

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### PE deal volume in 2018 finally surpassed 2007 highs. Will we look back at 2018 as a repeat of 2007's peak?

15:15 - 15:45  
Day 1

Pricing is similar, covenant-light debt has returned, dry  
powder keeps rising, and every day new players enter.

But private markets are twice as large; the average PE  
deal is smaller and less levered; club deals are no  
more; fundraising has taken a breather, pacing plans  
exist; and people know what vintage risk is.

Whenever the downturn comes, what do we have to  
fear?

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### Afternoon refreshments and networking break

15:45 - 16:30

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### Chair's opening remarks

16:30 - 16:35  
Stream A: Mid Market Focus

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### Chair's opening remarks

16:30 - 16:35  
Stream B: Infrastructure Investments

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### Chair's opening remarks

16:30 - 16:35  
Stream C: Update On Secondaries

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### Chair's opening remarks

16:30 - 16:35  
Stream D: Value-added Volatility & the PE Cycle

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### Chair's opening remarks

16:30 - 16:35  
Stream E: Investor Outlook

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### Latest developments and innovations in the mid market

16:35 - 17:05  
Stream A: Mid Market Focus

- Which funds continue to generate alpha and why?
  - Does geo, size and sector make a difference to  
fund performance?
- 

### The role of private infrastructure in driving global growth

16:35 - 17:05  
Stream B: Infrastructure Investments

Predicting the effect on the infrastructure sector of the  
increased use of data and analytics to unlock  
operational efficiencies, the reassertion of public  
sector control and increased regulation, competition  
for new technologies and sustainability going  
mainstream

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### Update on secondaries

16:35 - 17:05  
Stream C: Update On Secondaries

An update on secondaries funds, deal flow, pricing

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### How will fund structures be altered in a post- Brexit world?

16:35 - 17:05  
Stream D: Value-added Volatility & the PE Cycle

How will new trade barriers affect investments, what  
are the implications for regulation, deal flow,  
fundraising and fund domicile?

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### LP appetite

16:35 - 17:05  
Stream E: Investor Outlook

- How willing are LPs to back non-traditional PE  
products in an accelerated fundraising  
environment?
  - Emerging manager funds, innovative structures,  
niche strategies, fundless sponsors, co-investment  
opportunities, crossing asset types, expanding into  
a new region: What are the risks vs the rewards?
- 

### Mid market – calm before the storm?

17:05 - 17:35  
Stream A: Mid Market Focus

- Are troubled times ahead?
  - What type of behavior could create a catalyst for a  
downturn?
  - What is the current LP appetite for mid market  
deals and what can mid market GPs do to attract  
their interest?
- 

### Participants

**Panellists::** **Pawel Gieryński** - Managing Partner, Abris  
Capital

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### Advancing the energy transition: renewables – an asset class of their own?

17:05 - 17:35  
Stream B: Infrastructure Investments

- What is the role of private infrastructure in  
developing the renewables of the future?
  - Examining opportunities across different  
renewables markets
- 

### Participants

**Panellists:** **Waleed Elgohary** - Senior Principal, Energy  
& Resources | Real Assets, CPPIB

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### Where are the best risk-adjusted return secondary strategies?

17:05 - 17:35  
Stream C: Update On Secondaries

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### Operational expertise: Looking beyond the hype

17:05 - 17:35  
Stream D: Value-added Volatility & the PE Cycle

- How can an LP differentiate between what a firm  
does, what they say they do, and if they really do  
execute?
- How to achieve true groundbreaking work in  
creating value

### LPs on asset allocation

17:05 - 17:35

Stream E: Investor Outlook

- Should LPs pursuing portfolio construction concentrate capital with fewer big managers or expand the selection with a wider range of smaller managers with some degree of specialization to incorporate higher return potential?
- How best to calibrate exposure for an LPs' risk tolerance, illiquidity capacity, and fund oversight capability?

### Specialisation in the lower mid market: Small is beautiful

17:35 - 18:05

Stream A: Mid Market Focus

- To what extent does sector focused investing in the LMM outperform generalist fund investments?
- How attractive is this sector for investors and which strategies generate the best returns?

### "Horses for Courses": Direct vs indirect and co-investment access to infrastructure investment opportunities

17:35 - 18:05

Stream B: Infrastructure Investments

- How can investors best gain access to the infrastructure investment market?
- How are platforms and partnerships allowing investors to acquire direct expertise and what are the effects of increased competition on the asset class?

### Secondaries: the next generation

17:35 - 18:05

Stream C: Update On Secondaries

- Examining innovation and creativity in the secondaries market
- What new deals are being structured, how are transactions evolving, what new investment strategies are being pursued to expand the pool of available liquidity solutions?
- Has the market become mainstream?

### Participants

**Moderator: Pål Ristvedt** - Partner, Lexington Partners

**Panellists: Christian Diller** - Partner & Co-Founder, Montana Capital Partners

### Distressed investing: are the right conditions finally around the corner?

17:35 - 18:05

Stream D: Value-added Volatility & the PE Cycle

- Is now the time to invest in distressed debt? How are fund managers positioned to take advantage of distressed opportunities in the lead up to a market dislocation?
- What are the best strategies to unlock value when performance has been disappointing?
- How are concerns over vulnerability to market cycles overcome?

### Participants

**Chris Boehringer** - Managing Director and Co-Head of Distressed Debt Europe, Oaktree Capital Management

### LP innovation and syndication: what will the LP of the future look like?

17:35 - 18:05

Stream E: Investor Outlook

- How can LPs find new opportunities to evolve a collaborative model in both private and public markets? How realistic is the argument for larger LPs to syndicate together instead of bidding against each other to create a more efficient business model?
- Will the terms LP/GP even exist in 10 years' time?

### Exit activity in the mid market

18:05 - 18:35

Stream A: Mid Market Focus

Evaluating the multiple exit routes in the mid market: trade sales, secondary & IPO activity & maximising value whatever your route to realisation

### Analysing the pros and cons of different infrastructure models: Who wants to own core infrastructure anymore? Is core plus the new core?

18:05 - 18:35

Stream B: Infrastructure Investments

- To what extent will core infrastructure suffer the most if interest rates rise and return requirements adjust upwards?
- Do current levels of risk and return make sense?
- Has core moved outside the infra fund space into direct ownership?
- What are the most successful strategies for finding value in a downturn?

### GP-led deals Version 2.0

18:05 - 18:35

Stream C: Update On Secondaries

- How are the trends of tender offers, asset sales, spinouts, strip sales, stapled deals and fund continuation vehicles unlocking value, and what is the impact on the broader PE industry?
- Where do we go from here?

### Participants

**Panellists: Matt Jones** - Partner, Pantheon

### Special situations and turnarounds

18:05 - 18:35

Stream D: Value-added Volatility & the PE Cycle

Examining the growing trend to include carve outs and turnaround investments as part of a wider investment strategy: What is the investor appetite and where do the best opportunities lie for 2020?

### Participants

**Panellists: Timothy Meyer** - Co-founder and Managing Partner, Angeles Equity

### LP/GP Debate: Lies, damned lies and private equity performance

18:05 - 18:35

Stream E: Investor Outlook

- What is the level of disconnect between LPs and GPs? Has LP-GP alignment lost its way? What is the potential impact of much lower returns?

### Run under the Chatham House Rules.

No press.

### End of Main Conference Day 1

18:35 - 18:40

### Evening networking cocktail party

18:40 - 20:00

Hugo's, 14th Floor at the InterContinental Hotel, Berlin

# SCHEDULE

MAIN CONFERENCE DAY 1 - 26/02/2020

SuperReturn International

25 - 28 February 2020

InterContinental Hotel  
Berlin

TIME	DAY 1	ENGAGED CONVERSATION	QUICKFIRE SHOW-CASE	STREAM A: MID MARKET FOCUS	STREAM B: INFRA-STRUCTURE INVESTMENTS	STREAM C: UPDATE ON SECONDARIES	STREAM D: VALUE-ADDED VOLATILITY & THE PE CYCLE	STREAM E: INVESTOR OUTLOOK
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09:00	09:10 - State of the union: What are the key gamechangers for private equity today? 09:40 - Technology market update	09:45 - Engaged conversation: : Macroeconomics and politics						
10:00	10:05 - The global investment landscape for 2020: CEO insights on key opportunities and challenges for private capital 10:35 - Morning coffee and networking break	10:30 - Engaged conversation: Spotlight on regulation						

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12:00	<p><b>12:20</b> - Keynote Address: growing a company organically</p> <p><b>12:45</b> - The rise of private markets: what are the implications?</p>	<p><b>12:45</b> - Engaged conversation: LP only Q&amp;A session</p>						

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### Registration and welcome coffee

08:00 - 08:30

### Chair's welcome address

08:30 - 08:40  
Day 2

### Impact investing – big business but does the reality match up to fund managers' claims?

08:40 - 09:10  
Day 2

- Is there a commonly accepted definition of impact investing?
- What is the difference between responsible and impact?
- How can impact be measured?
- Is it being used by some large firms as a marketing varnish?

### Electronic polling session: Where are we in the cycle?

09:10 - 09:35  
Day 2

- Have asset prices and "dry powder" reached an all-time high?
- What geopolitical events are managers most concerned about? Where are the best opportunities among the alternative asset classes to generate quality risk-adjusted returns and what should prudent investors be wary of?

### Participants

**Moderator:** Gerard Baker - Editor-at-large, The Wall Street Journal

**Panellists:** Scott Sperling - Co-President, Thomas H. Lee Partners

### LP only session

09:15 - 09:45  
LP Only

*By invitation only*

### Keynote interview: What investment opportunities does the digital economy hold?

09:35 - 10:05  
Day 2

### Participants

**Interviewee:** Robert F. Smith - Founder, Chairman & CEO, Vista Equity Partners

### Fireside chat: Lessons learned building a preeminent PE business

10:05 - 10:30  
Day 2

### Participants

**Interviewer:** Gerard Baker - Editor-at-large, The Wall Street Journal

### Keynote panel: Is your firm undertaking diversity efforts? If not, why not?

10:30 - 11:00  
Day 2

Diverse teams drive better decision making: it is a fact that a wide range of perspectives, ideas and opinions will ultimately produce better investment outcomes. How can firms implement basic strategies to improve diversity in recruitment efforts?

### Participants

**Panellists:** Paul Ward - Managing Partner, Pantheon

### Morning coffee and networking break

11:00 - 11:30

### Keynote Interview

11:30 - 12:10  
Day 2

### Participants

**Interviewer:** David Rubenstein - Co-Founder & Co-Executive Chairman, The Carlyle Group

### Value creation in an overheated market

12:10 - 12:35  
Day 2

### SuperReturn boardroom: LP only session

12:30 - 13:00  
Engaged Conversation

### Run under the Chatham House Rules.

**No press.**

*By invitation only*

### Guest speaker

12:35 - 13:00  
Day 2

### Topic TBC

13:00 - 13:30  
Day 2

### Networking lunch break

13:30 - 14:30

### Afternoon plenary chairman

14:30 - 14:35  
Day 2

### Keynote presentation

14:35 - 15:00  
Day 2

### European mid-market: expanding strategies by specialising in various ways to seek sustainable competitive advantage

15:00 - 15:30  
Day 2

- To what extent can sector-focused funds, strategy focused funds, funds with a key competency in sourcing, operational value-add or innovative fee structures offer LPs an edge within their programmes?

### Participants

**Panellists:** Jim Strang - Head of EMEA, Hamilton Lane

### Unlocking value in emerging markets

15:30 - 16:00  
Day 2

- With currency risk and political risk becoming ubiquitous, where should emerging and growth market private equity and venture capital sit in a global portfolio?
- How are leading GPs generating superior returns and protecting their investments? Is a specialist or generalist approach best?

### Participants

**Panellists:** Seymour Tari - CEO, Turkven Private Equity

### Afternoon refreshments and networking break

16:00 - 16:25

### Chair's opening remarks

16:25 - 16:30  
Stream A: Fundraising

### Chair's opening remarks

16:25 - 16:30  
Stream B: Value Add/Innovation

### Chair's opening remarks

16:25 - 16:30

Stream C: Co-investments

### Chair's opening remarks

16:25 - 16:30

Stream D: Growth equity

### A look into the PE industry's analytical tools of the future

16:30 - 17:00

Stream A: Fundraising

What AI can tell us already now about the human side of PE fund due diligence?

### Value-add and innovation in private equity strategies

16:30 - 17:00

Stream B: Value Add/Innovation

- How are leading managers continuing to innovate and stay ahead of the competition?
- What are the pros and cons of GPs developing multi-business lines?
- Why do some endeavors succeed whilst others fail?

### New frontiers for Co-investments

16:30 - 17:00

Stream C: Co-investments

- Where is the co-investment world heading?
- How successful are pass the parcel deals?
- Will LPs move to sponsorless deals?
- What are the challenges of faster process time lines and what risks and considerations do LPs need to take heed of given current market dynamics?

### Growth equity: where do the most compelling opportunities lie?

16:30 - 17:00

Stream D: Growth equity

- What are the best business models for sourcing deal flow?
- How are outsized returns being generated?
- What role does this strategy bring to a portfolio and how great is LP appetite?

### Characterising the fundraising environment for 2020: Is some uncertainty creeping in?

17:00 - 17:30

Stream A: Fundraising

- Examining the challenges of an excess number of funds in the market and compressed fundraising timelines.
- How critical is timing, positioning and communication for GPs to retain investor faith?
- How are LPs allocating resources and capital to generate the best returns?

### Sector specialisation: gaining traction in Europe

17:00 - 17:30

Stream B: Value Add/Innovation

- The evolving PE landscape is posing challenges for generalists, giving sector specialists an edge.
- What are the benefits of being sector specialized, and how can the risks be mitigated?
- Which specialist fund are best positioned to weather a downturn?

### LP appetite for co-investing: alpha or risk generator?

17:00 - 17:30

Stream C: Co-investments

- Does analysing co-investments make you a better fund picker?
- What are the entry points, what makes a good investment partner, and do co-investments really boost net performance?
- The importance of execution, quality and speed for success

### Participants

**Panellists:** **Chris Eckerman** - Portfolio Manager - Private Equity Co-Investments, State of Wisconsin Investment Board

### Future of growth equity

17:00 - 17:30

Stream D: Growth equity

Generating alpha via top-down identification of long-term trends such as digital, emerging middle class, industrial renaissance and healthy aging combined with bottom-up selection of companies that combine a high exposure to the selected themes with upside potential.

### Effect on LP allocation and due diligence processes in an era of high velocity fundraising

17:30 - 18:00

Stream A: Fundraising

- How have LPs had to adapt their due diligence practices when funds are coming back to market before the performance is through?
- How can LPs see beyond the pitch and make informed decisions?
- How is this affecting decisions to re-up?

### The rapid evolution of long term funds

17:30 - 18:00

Stream B: Value Add/Innovation

- Why has there been significant growth in longer term strategies?
- Are longer term funds complementary to traditional PE and if so how & why?
- What kind of long term strategies are working and why?
- How are LPs responding to longer term funds and looking at them from an asset allocation perspective?
- Where do long term funds go from here?

### Closed door session on co-investments

17:30 - 18:00

Stream C: Co-investments

- Comparing different strategies for running a co-investment process: pros and cons
- What value can an LP bring to the table? How much LP involvement do GPs really want?
- How can you be seen as the co-investment partner of choice?
- How do the challenges and pitfalls presented to an investor vary depending on the different pipes that source the deal?
- Opaque fee structures: where are the potential misalignment of interests?
- Challenges of under-performance and adverse selection

### Run under the Chatham House Rules.

No press.

### Is tech going mainstream and how will that affect growth equity?

17:30 - 18:00

Stream D: Growth equity

- As new sources of capital enter the market how are definitions changing?
- Tech was once the realm of the VC but is the digitalisation of economies leading to mainstream growth equity entering the market?

### End of Main Conference Day 2

18:00 - 18:05

# SESSIONS

MAIN CONFERENCE DAY 2 - 27/02/2020

SuperReturn International

25 - 28 February 2020  
InterContinental Hotel  
Berlin

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**Evening networking reception – Beer &  
Sausage Party**

18:05 - 19:30

# SCHEDULE

MAIN CONFERENCE DAY 2 - 27/02/2020

SuperReturn International

25 - 28 February 2020

InterContinental Hotel  
Berlin

TIME	DAY 2	ENGAGED CONVERSATION	LP ONLY	STREAM A: FUNDRAISING	STREAM B: VALUE ADD/INNOVATION	STREAM C: CO-INVESTMENTS	STREAM D: GROWTH EQUITY
<b>08:00</b>	<p><b>08:00</b> - Registration and welcome coffee</p> <p><b>08:30</b> - Chair's welcome address</p> <p><b>08:40</b> - Impact investing – big business but does the reality match up to fund managers' claims?</p>	<p><b>08:00</b> - Registration and welcome coffee</p>	<p><b>08:00</b> - Registration and welcome coffee</p>	<p><b>08:00</b> - Registration and welcome coffee</p>	<p><b>08:00</b> - Registration and welcome coffee</p>	<p><b>08:00</b> - Registration and welcome coffee</p>	<p><b>08:00</b> - Registration and welcome coffee</p>
<b>09:00</b>	<p><b>09:10</b> - Electronic polling session: Where are we in the cycle?</p> <p><b>09:35</b> - Keynote interview: What investment opportunities does the digital economy hold?</p>		<p><b>09:15</b> - LP only session</p>				
<b>10:00</b>	<p><b>10:05</b> - Fireside chat: Lessons learned building a preeminent PE business</p> <p><b>10:30</b> - Keynote panel: Is your firm undertaking diversity efforts? If not, why not?</p>						
<b>11:00</b>	<p><b>11:00</b> - Morning coffee and networking break</p> <p><b>11:30</b> - Keynote Interview</p>	<p><b>11:00</b> - Morning coffee and networking break</p>	<p><b>11:00</b> - Morning coffee and networking break</p>	<p><b>11:00</b> - Morning coffee and networking break</p>	<p><b>11:00</b> - Morning coffee and networking break</p>	<p><b>11:00</b> - Morning coffee and networking break</p>	<p><b>11:00</b> - Morning coffee and networking break</p>
<b>12:00</b>	<p><b>12:10</b> - Value creation in an overheated market</p> <p><b>12:35</b> - Guest speaker</p>	<p><b>12:30</b> - SuperReturn boardroom: LP only session</p>					

# SCHEDULE

MAIN CONFERENCE DAY 2 - 27/02/2020

SuperReturn International

25 - 28 February 2020

InterContinental Hotel  
Berlin

TIME	DAY 2	ENGAGED CONVERSATION	LP ONLY	STREAM A: FUNDRAISING	STREAM B: VALUE ADD/INNOVATION	STREAM C: CO-INVESTMENTS	STREAM D: GROWTH EQUITY
13:00	13:00 - Topic TBC 13:30 - Networking lunch break	13:30 - Networking lunch break	13:30 - Networking lunch break	13:30 - Networking lunch break	13:30 - Networking lunch break	13:30 - Networking lunch break	13:30 - Networking lunch break
14:00	14:30 - Afternoon plenary chairman 14:35 - Keynote presentation						
15:00	15:00 - European mid-market: expanding strategies by specialising in various ways to seek sustainable competitive advantage 15:30 - Unlocking value in emerging markets						
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# SCHEDULE

MAIN CONFERENCE DAY 2 - 27/02/2020

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Berlin

TIME	DAY 2	ENGAGED CONVERSATION	LP ONLY	STREAM A: FUNDRAISING	STREAM B: VALUE ADD/INNOVATION	STREAM C: CO-INVESTMENTS	STREAM D: GROWTH EQUITY
17:00				<p><b>17:00</b> - Characterising the fundraising environment for 2020: Is some uncertainty creeping in?</p> <p><b>17:30</b> - Effect on LP allocation and due diligence processes in an era of high velocity fundraising</p>	<p><b>17:00</b> - Sector specialisation: gaining traction in Europe</p> <p><b>17:30</b> - The rapid evolution of long term funds</p>	<p><b>17:00</b> - LP appetite for co-investing: alpha or risk generator?</p> <p><b>17:30</b> - Closed door session on co-investments</p>	<p><b>17:00</b> - Future of growth equity</p> <p><b>17:30</b> - Is tech going mainstream and how will that affect growth equity?</p>
18:00	<p><b>18:00</b> - End of Main Conference Day 2</p> <p><b>18:05</b> - Evening networking reception – Beer &amp; Sausage Party</p>	<p><b>18:00</b> - End of Main Conference Day 2</p> <p><b>18:05</b> - Evening networking reception – Beer &amp; Sausage Party</p>	<p><b>18:00</b> - End of Main Conference Day 2</p> <p><b>18:05</b> - Evening networking reception – Beer &amp; Sausage Party</p>	<p><b>18:00</b> - End of Main Conference Day 2</p> <p><b>18:05</b> - Evening networking reception – Beer &amp; Sausage Party</p>	<p><b>18:00</b> - End of Main Conference Day 2</p> <p><b>18:05</b> - Evening networking reception – Beer &amp; Sausage Party</p>	<p><b>18:00</b> - End of Main Conference Day 2</p> <p><b>18:05</b> - Evening networking reception – Beer &amp; Sausage Party</p>	<p><b>18:00</b> - End of Main Conference Day 2</p> <p><b>18:05</b> - Evening networking reception – Beer &amp; Sausage Party</p>

# SESSIONS

MAIN CONFERENCE DAY 3 - 28/02/2020

SuperReturn International

25 - 28 February 2020  
InterContinental Hotel  
Berlin

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## LP only breakfast

08:15 - 09:30  
LP Only

Informative and invaluable networking for LPs.

*Open to pre-registered development finance institutions, endowments, foundations, insurance companies, pension funds and sovereign wealth funds, subject to qualification*

**By Invitation Only**

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## Registration and welcome coffee

09:00 - 09:25  
Day 3

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## Chair's welcome address

09:25 - 09:30  
Day 3

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## Latest academic research

09:30 - 10:10  
Day 3

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## Follow up panel

10:10 - 10:40  
Day 3

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## Morning coffee and networking break

10:40 - 11:10

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## Will multi-billion dollar family offices start investing directly and how will this change the LP landscape?

11:10 - 11:45  
Day 3

- What do family offices want from their exposure to private markets?
  - What is the appetite for investing directly, alternative fund structures and various private asset classes?
  - Do these LPs most often take an opportunistic approach and is a strategic partnership preferable to the traditional LP-GP relationship?
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## Regulatory update

11:45 - 12:15  
Day 3

Regulation, self-regulation and politics: the main challenges for PE in 2019 and how the industry is preparing to deal with them

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## Special Guest Speaker

12:15 - 13:00  
Day 3

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## Networking lunch break

13:00 - 14:15

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## Fund selection masterclass

14:15 - 14:45  
Day 3

One respected LP will direct a series of questions on various investment scenarios to a panel of three GPs.

The GPs will be seated behind a screen so the LP will be unable to see them. After all questions have been answered, the LP will choose the GP they would most like to invest with today in light of the responses given. Live & uncut!

## Participants

**Host:** Peter Flynn - Director, Candela Capital

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## Off the record session: Boardroom discussion of red-hot issues

14:45 - 15:30  
Day 3

**Run under the Chatham House Rules.**

**No press.**

*Up-to-the-minute agenda to be announced.*

**Come along for a beer to help get the debate going!**

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## Close of Conference

15:30 - 15:35  
Day 3



# SCHEDULE

MAIN CONFERENCE DAY 3 - 28/02/2020

SuperReturn International

25 - 28 February 2020  
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TIME	DAY 3	LP ONLY
08:00		08:15 - LP only breakfast
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11:00	11:10 - Will multi-billion dollar family offices start investing directly and how will this change the LP landscape? 11:45 - Regulatory update	
12:00	12:15 - Special Guest Speaker	
13:00	13:00 - Networking lunch break	13:00 - Networking lunch break
14:00	14:15 - Fund selection masterclass 14:45 - Off the record session: Boardroom discussion of red-hot issues	
15:00	15:30 - Close of Conference	