

unquote ”
ANNIVERSARY
SUMMIT

20

Origination, Fundraising and Returns



Thursday 22 September 2011
London
unquoteprivateequitysummit.com

Welcome

Whilst reviewing two decades of unquote”, one theme was consistent throughout: the significance of LP/GP relations. This, and fundraising, have always been the most crucial elements of the private equity market: without funds, there would be no deals. And without the deals, there would be no returns for investors. Nor would there be a positive economic impact from the hands-on management private equity offers its investee companies.

The last decade has seen the market change greatly, not least in terms of fundraising. No longer can GPs take re-ups for granted; just as LPs cannot wholly rely on distributions to fund capital calls. The current round of fundraising in Europe is hands-down its most challenging. Many funds will look different to their predecessors, in terms of size, terms, and investor make-up.

To reflect the inflexion point the industry has reached, unquote” has launched a 1-day Summit to review the current state of affairs. In addition to these perennial issues, topics such as sustainable investment, risk measurements in private equity, and co-investment will also be addressed.

This event will bring together Europe’s leading deal-doers and the investors that have supported the industry’s growth for so many years. I do hope you will join us on 22 September in London to participate in the debate.

I look forward to meeting you at the Summit.



Kimberly Romaine
Editor-in-Chief, unquote”



**Join us after the Summit for the unquote”
British Private Equity awards!**
Visit britishprivateequityawards.com for further information

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Exhibitor:

DEAL:MARKET

Speakers and Panellists

Please visit the event website, unquoteprivateequitysummit.com for a full list of our speakers

Janet Brooks,
Managing Director,
MONUMENT GROUP



Richard Ellis,
Director of CSR,
ALLIANCE BOOTS

**Eduardo Gutierrez-
Garcia,**
Partner,
DEVELOPMENT
PARTNERS
INTERNATIONAL



Dörte Höppner,
Secretary General,
EVCA

Vince O'Brien,
Director,
MONTAGU
PRIVATE EQUITY



Michael Russell,
Partner and
Head of EMEA,
ALTIUS ASSOCIATES

Oliver Schumann,
Director,
CAPITAL DYNAMICS



Claudio Siniscalco,
Vice-President,
HARBOURVEST
PARTNERS



Programme

08:00 Registration and coffee

09:00 Welcome address: 20 years of unquote - deal making, fundraising and returns
Kimberly Romaine, Editor-in-Chief, UNQUOTE"

09:10 KEYNOTE ADDRESS: The global fundraising landscape

Speaker to be confirmed, please visit unquoteprivateequitysummit.com for updates

09:50 SPECIAL GUEST ADDRESS: What impact may regulatory change have on fundraising?

- The AIFM directive – how will this impact small / medium sized funds in particular?
- Solvency II and its impact on global funding availability
- Basel III (2014/15)

Dörte Höppner, Secretary General, EVCA

10:30 Morning break and an opportunity to network

11:00 JOINT PRESENTATION: Risk measurements in private equity

Christian Diller, Partner and Co-Founder, MONTANA CAPITAL PARTNERS

Davide Deagostino, Risk Manager, 3i

11:30 ESG PANEL DISCUSSION: Accelerating the transition to sustainable investing

- Practical ideas to overcome the key barriers to sustainable investing in the investment chain
- Practical ideas for operational implementation from boardroom to mailroom
- Implications for due diligence and engagement at LP and GP level

Ludo Bammens, Director of European Corporate Affairs, KKR

Tom Rotherham, Associate Director - Private Equity, HERMES EQUITY

OWNERSHIP SERVICES

Richard Ellis, Director of CSR, ALLIANCE BOOTS

Further speaker to be confirmed, please visit unquoteprivateequitysummit.com for updates

12:10 PANEL DISCUSSION: The internationalisation of private equity- pros and cons of investing in new private equity hot areas

- The case of Brazil
- The case of Asia
- The case of Africa
- The case of Russia

Eduardo Gutierrez-Garcia, Partner, DEVELOPMENT PARTNERS INTERNATIONAL

Further speaker to be confirmed, please visit unquoteprivateequitysummit.com for updates

12:50 Lunch and an opportunity to network

13:50 Fundraising: Lessons from recently closed funds

Vince O'Brien, Director, MONTAGU PRIVATE EQUITY

Further speakers to be confirmed, please visit unquoteprivateequitysummit.com for updates

14:30 CLOSING ROUNDTABLE: LP investment style - selecting a partner vs. selecting a strategy

- Going it alone vs. partnering with a fund manager
- Selecting a fund manager – FoF or direct investment
- Co-investment – who it suits and how to be offered the best opportunities
- Evolution of fundraising terms and conditions and how much pressure is coming from LPs in this area

Moderator: Janet Brooks, Managing Director, MONUMENT GROUP

Claudio Siniscalco, Vice-President, HARBOURVEST PARTNERS

Michael Russell, Partner and Head of EMEA, ALTIUS ASSOCIATES

Simon Moss, Head of Europe, HERMES GPE

Oliver Schumann, Director, CAPITAL DYNAMICS

15:10 Chairman's closing remarks

15:20 End of the conference

18:30 unquote" British Private Equity Awards

What's in it for you?

- Hear from our panel of experts as they debate the pros and cons of investing in private equity hot areas
- Presentation by **Dörte Höppner**, Secretary General of **EVCA**, on regulatory updates: AIFM, Solvency II and Basel III and how these will impact fundraising decisions
- Joint Presentation by **Christian Diller**, Montana Capital, and **Davide Deagostino**, 3i, on risk measurements in private equity
- Unique opportunity to learn from top industry players in a 1-day conference
- Understand the transition to sustainable investing on a panel discussion with representatives of **KKR**, **Hermes Equity Ownership Services** and **Alliance Boots**
- Learn from **Monument Group**, **Harbourvest**, **Altius Associates**, **Hermes GPE** and **Capital Dynamics** on a panel discussion on LP investment style: selecting a partner vs. selecting a strategy

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Anniversary Saver Book before 30 June	£949+VAT	£250
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Early bird 2 Book before 19 August	£1,149+VAT	£50
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