



U.S. 2014

Main Conference, June 10 -12  
LP/GP Relations Summit, June 9  
Credit Strategies Summit, June 9  
Boston

[www.superreturnus.com](http://www.superreturnus.com)

The 7th Annual

# The U.S. Meeting Place For The Global Private Equity LP & GP Community

Join **500+** Private Equity Professionals  
Meet **190+** Powerful LPs  
**50+** Hours Of Superb Networking



P. J. O'Rourke  
Author & Political Satirist



Kevin T. Dalmat, THE UNIVERSITY  
SYSTEM OF MARYLAND FOUNDATION



James Zelter  
APOLLO CREDIT



J. Christopher Flowers  
J.C. FLOWERS & CO

Co Sponsors



Associate Sponsors



Morgan Stanley



# EVENT WELCOME

---

Book by  
March 21 and  
save up to  
\$1800



U.S. 2014

## We are now in our 7th year!

Now in its 7th year, SuperReturn U.S. is firmly established as the foremost meeting place for U.S. and global private equity professionals looking to network, learn and debate some of industry's most timely subjects. The conference has settled in Boston, where it feels very much at home, and prides itself on welcoming over 500 highly-talented and powerful private equity & venture capital investors, fund managers and intermediaries every June.

In response to in-depth and long-running conversations with you, the industry, SuperReturn U.S. has continually evolved both in terms of the topics covered and the formats used to address these topics and encourage interaction and conversations that unearth the issues that really do matter to you. This has prompted the birth of the hugely popular **Too Hot To Touch** sessions, the well-loved **Delegate Quickfire Showcase**, interactive **Polling** sessions, the annual **Head-To-Head Debate**, our fantastic networking portal **My SuperReturn**, and much more. And that's just in the past - keep your eye out for the introduction of even more new topics and novel formats this year.

Ultimately, our push to relentlessly improve and modernize the program content has prompted us to give a well-needed makeover to the SuperReturn U.S. brochure. We hope you like it!

Amelia Way  
Conference Director, SuperReturn U.S. 2014

\* Free for pension  
funds, endowments,  
foundations, SWFs, DFIs & ILPA  
members.  
E-mail [lgriffin@icbi.co.uk](mailto:lgriffin@icbi.co.uk) to apply

**Brand New**  
**Credit Strategies Summit**  
Monday June 9  
**LP/GP Relations Summit**  
Monday June 9

\* LPs/ Institutional Investors that qualify for complimentary passes include Public and Corporate Pension Funds, Foundations, Endowments, Sovereign Wealth Funds, Insurance Companies, DFIs and ILPA members that do not engage in third-party fundraising activities or collect fees for advisory/consulting services. All complimentary registrations are subject to validation and there is a maximum of 2 free passes per organisation. Contact [Laura.Griffin@icbi.co.uk](mailto:Laura.Griffin@icbi.co.uk) to find out if your organisation qualifies making sure you quote the conference name.

# CONTENTS

---

Page 2	Event Welcome Page
Page 3	Contents Page
Page 4&5	SuperReturn U.S. 2014 Program At A Glance
Page 6	The Networking Experience
Page 7	New & Interactive Formats
Page 8	Fresh Perspectives From Our Keynote Speakers
Page 9	Meet 190+ LPs
Pages 10&11	LP/GP Relations Summit Agenda
Pages 12&13	Credit Strategies Summit Agenda
Pages 14&15	Main Conference Day 1 Agenda
Pages 16&17	Main Conference Day 2 Agenda
Pages 18&19	Main Conference Day 3 Agenda
Pages 20&21	The 170+ Speaker Faculty
Page 22	Supporters Of SuperReturn U.S. 2014
Page 23	Essential Information: Venue, Travel & Accommodation
Page 24	Registration & Pricing Information

# EVENT SCHEDULE

---

## Monday June 9, 2014

- **LP/GP Relations Summit**
- **Credit Strategies Summit**

## Tuesday June 10 – Thursday June 12, 2014

- **SuperReturn U.S. Main Conference**

**Renaissance Boston Waterfront Hotel**

Scan with  
smartphone QR  
Reader App:



an **informa** business



[blogs.icbi-events.com/  
SuperReturn](http://blogs.icbi-events.com/SuperReturn)



[@SuperReturn](https://twitter.com/SuperReturn)



[SuperReturnTV](http://SuperReturnTV)



[SuperReturn Global Series](http://SuperReturn Global Series)



[SuperReturn U.S.](http://SuperReturn U.S.)



[SuperReturn Global  
Series](http://SuperReturn Global Series)

# SUPERRETURN U.S. PROGRAM AT A GLANCE



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

**Monday June 9th**

## The LP/GP Relations Summit

Learn what LPs are really thinking and explore in-depth the current LP/GP dialogue through high-level debates, latest data and a closed door 'Too Hot To Touch' session.

### Big Themes:

Managing Separate Accounts; The Changing World Of Investment Consultants; Fee Structures & Terms; Re-Upping; Evolution Of The LP/GP Relationship; Latest Data On LP Opinions & The Interdependence Between LPs & GPs.

### Key Speakers:

- **David Turner**, Managing Director, Head of Private Equity, **THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA**
- **François Houde**, Director, Funds Group, **CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC**
- **Sheryl Schwartz**, Managing Director, Investments, **CASPIAN PRIVATE EQUITY**
- **Edward Lewis**, Senior Managing Director – Head of Alternative Investments **CIGNA INVESTMENT MANAGEMENT**
- **Steven Costabile**, Managing Director, Global Head of Private Equity Funds Group **PINEBRIDGE INVESTMENTS**
- **Brian S. Abrams**  
Director, Alternative Investments  
**ALCATEL-LUCENT PENSION FUND**

**Monday June 9th**

## The Credit Strategies Summit

This brand new summit will open up discussion and explore the opportunity set in private debt, credit and mezzanine markets. Hear 20+ industry experts on where they see investment sweet spots, gain a global view of the private debt marketplace and take part in a closed-door 'Too Hot To Touch' session.

### Big Themes:

Credit Titans On The Opportunity Set; Private Debt In Europe; Mezzanine Investment Landscape; Credit Fund Structuring; Niche Private Debt Funds; Emerging Market Credit Funds; LP Appetite For Credit & Latest Performance Data.

### Key Speakers:

- **James Zelter**, Managing Director & CIO **APOLLO CREDIT**
- **David Albert**, Managing Director **THE CARLYLE GROUP**
- **Marc B. Wolpow**, Co-CEO, **AUDAX GROUP**
- **Christine Vanden Beukel**, Managing Director **CRESCENT CREDIT EUROPE**
- **Louis Salvatore**, Senior Managing Director, **BLACKSTONE GROUP** & Head of Portfolio Management, **GSO CAPITAL PARTNERS**
- **Scott Essex**, Managing Director, Head of Private Debt Americas **PARTNERS GROUP**

"The conference is very well organized and the format very effective.

I would recommend attendance to anyone in the PE industry."

Christophe Truong  
AIR CANADA PENSION  
INVESTMENTS

**Tuesday June 10th**

## **Main Conference Day 1**

The first day of the main conference will set the global investment scene. Hear from industry titans on market predictions and learn first-hand from the SEC what 2014/2015 has in store. Then dig deep into some of industry's most pertinent investment strategies and themes through extended and closed door sessions.

### **Session Highlights:**

U.S. Investment Landscape; Mid Market; Healthcare; Cleantech; Venture Capital; Fund Recapitalizations; Co-Investments; Special Situations; Distressed; Real Assets; Star GP Showcase; Tesla Car Case Study & Exhibition Car On Show!

### **Key Speakers:**

- **J. Christopher Flowers**, Chairman & CEO, **J.C. FLOWERS & CO**
- **Igor Rozenblit**, Private Equity Specialist, Asset Management Unit, Division of Enforcement, **SEC**
- **Jane Rowe**, Senior Vice President, Teachers' Private Capital **ONTARIO TEACHERS' PENSION PLAN**
- **Yann Robard**, Vice President, Head of Secondaries & Co-Investments **CANADA PENSION PLAN INVESTMENT BOARD**
- **Samuel M. Mencoff**, Co-CEO, **MADISON DEARBORN PARTNERS**
- **Michael Klein**, CEO, **LITTLEJOHN & CO.**

**Wednesday June 11th**

## **Main Conference Day 2**

Day two will provide further insight into selected global markets that will be important in 2014/2015. In addition to this, there will be an entire afternoon dedicated to hearing what LPs really think on some of industry's most important investment themes, a chance to dissect the world of secondaries, expert opinion on the energy market, and this year's guest keynote speaker, P. J. O'Rourke.

### **Session Highlights:**

Growth Equity; Emerging Markets; Energy; Europe; Latin America; Asia; Secondaries; Family Offices; LP Views On Allocation Plans, Differentiation & Due Diligence.

### **Key Speakers:**

- **Hartley Rogers**, Chairman, **HAMILTON LANE**
- **Brian Gimotty**, Director, Investments **UAW RETIREE MEDICAL BENEFITS TRUST**
- **P. J. O'Rourke**, Best-Selling Author & Political Satirist
- **Marco de Benedetti**, Managing Director & Co-Head of Europe Buyout Fund, **THE CARLYLE GROUP**
- **Kevin T. Dalmut**, Director of Private Market Investments **THE UNIVERSITY SYSTEM OF MARYLAND FOUNDATION**
- **Francisco Blanch**, Head of Global Commodities & Derivatives Research, **BANK OF AMERICA MERRILL LYNCH GLOBAL RESEARCH**

**Thursday June 12th**

## **Main Conference Day 3**

Day three is focused on fundraising and marketing. Kicking off with a Mid-Market case study showcase, the day will continue with latest data on the fundraising market, expert advice from some of industry's best fundraisers, perspectives from leading LPs and the chance to pitch your own fund to the audience. Plus, hear from 2014 keynote speaker Professor Robert Mackalski on how to create and maintain a winning brand.

### **Session Highlights:**

Mid Market Showcase; Fundraising Superstars; First Time Funds & Spin Outs; LP Views On Fundraising; Delegate Quickfire Showcase; Latest Data On Fundraising & The Haves & Have Nots.

### **Key Speakers:**

- **Robert Mackalski**, Professor of Marketing, Desautels Faculty of Management, **MCGILL UNIVERSITY**
- **Michele Kinner**, Partner & Head of US Private Equity Fund Investments, **QUILVEST GROUP**
- **Marc St John**, Head of Investor Relations **CVC CAPITAL PARTNERS**
- **Terrence M. Mullen**, Co-founder & Partner **ARSENAL CAPITAL PARTNERS**
- **John A. Hatherly**, Managing Partner, **WYNNCHURCH CAPITAL**
- **Emily Vavrichek**, Head of Investor Relations & Marketing **KPS CAPITAL PARTNERS**

# THE NETWORKING EXPERIENCE

---



Networking is what makes your conference experience both enjoyable and useful.

Throughout the conference there are a myriad of opportunities for you to make key contacts, meet business partners and catch up with old industry friends

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



## LP & VIP Hosted Lunch Tables

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



## 2 Splendid Gala Drinks Receptions!

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



## Networking Champagne Roundtables

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



## LP Closed Door Breakfast

Join Top Tier Capital Partners for an exclusive closed door LP breakfast briefing. An opportunity for international and local institutional investors to interact, pool knowledge and learn from each other. This session is open only to pension funds, endowments, foundations, DFIs, SWFs and ILPA members, subject to qualification. For more information, please contact  
Laura Griffin: lgriffin@icbi.co.uk



## MySuperReturn Networking Platform

Available to download two weeks before and for one week after the event, to all registered delegates and speakers. View the delegate list, arrange meetings, build a profile & manage your schedule before the event takes place!



## LP/GP Structured Speed Networking

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



## Too Hot To Touch Sessions

Run strictly under The Chatham House Rule, what is said in these closed-door discussions cannot be attributed to any individual, encouraging participants to speak more openly on the topics that really matter. Each session will focus on a specific theme and be led by industry experts.



## Delegate QuickFire Showcase

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



## New SuperReturn One-to-One Meeting Service

This year we are offering brand new One-to-One meeting packages, where GPs can sign up to have specific LP meetings arranged. LPs & GPs are matched through the SuperReturn One-to-One personalized service. To find out more, contact Ian Law: ilaw@icbi.co.uk



## Private Meeting Rooms

Reserve a private meeting room to meet with clients during the conference. How often are 500 industry members in the same place at the same time? Contact Ian Law for more information: ilaw@icbi.co.uk

# NEW FORMATS FOR 2014

Your guide to the  
SuperReturn U.S.  
agenda

## Take your pick from 2 Fantastic Summits!

Both summits on offer this year are jam-packed with debates, latest data, closed-door discussions and high-profile speakers:

- **LP/GP Relations Summit** – Monday June 9  
Hear from a range of LPs as they explore in-depth the current dialogue between LPs and GPs. Just some of the topics to be covered include:
  - The Evolving LP/GP Relationship
  - Fee Structures & Terms
  - Separate Accounts
  - Investment Consultants
- **NEW! Credit Strategies Summit** – Monday June 9  
Join some of the biggest names in Credit, Private Debt & Mezzanine in this brand new summit day dedicated to exploring how the best risk-adjusted returns can be generated through these investment strategies. Just some of the topics to be covered include:
  - Credit Titans On The Evolving Opportunity Set
  - Private Debt In Europe
  - LP Appetite For Credit & Mezzanine
  - Niche Private Debt Funds

## 4x 'Too Hot To Touch' Sessions

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



1. **Credit Strategies** – Monday June 9
2. **LP/GP Relations** – Monday June 9
3. **Co-Investing** – Tuesday June 10
4. **Fundraising** – Thursday June 12

## NEW! Introduce Your Firm In A Number Of New Showcases

This year we are launching the GP Star, Venture Capital & Mid-Market Fund Showcases, providing a unique opportunity for GPs to introduce their firm to a targeted group of LPs. To find out more, contact Ian Law: [ilaw@icbi.co.uk](mailto:ilaw@icbi.co.uk)





# 2014 GUEST KEYNOTE SPEAKERS

---



## The Political Satirist

**P. J. O'Rourke**

Best-Selling Author & Political Satirist

*Wednesday 11 June, 12.10*

“I rarely meet a politician that I don't like personally. They are generally well endowed with charm. Therein lies the danger.”

— P. J. O'Rourke

## The Branding Expert

**Robert Mackalski**, Professor of Marketing,  
Desautels Faculty of Management,  
**MCGILL UNIVERSITY**

*Thursday 12 June, 11.30*

Marketing doesn't get a lot of attention from investors - and, as often as not, neither does it get a lot of CEO mind share. In his address, Dr. Mackalski argues strongly that it should. Marketing done right can create winning brands, produce tremendous pull from the market, and generate completely disproportionate exits. The trick is, of course, doing it right. Dr. Mackalski will share stories on how to do this, drawing from his research, consulting work and entrepreneurial experiences.





# MEET 190+ LPS

SuperReturn U.S. is looking forward to welcoming over 190 LPs this year, 80+ of whom will share their knowledge and expertise as speakers at this year's forum. See below for some of 2014's most highly-anticipated sessions.

## LP Confidential

Has Private Equity In 2013/2014 Met LP Expectations? What Are The Driving Forces Behind LP Decisions In Rebalancing Private Equity Portfolios? Which Strategies Are LPs Favouring & How Do They Plan To Pursue These? Do LPs Believe That Overemphasising Yield & Liquidity Goals May Lead To The Detriment Of Returns?

Wednesday June 11, 10.30

### Brian Gimotty

Director, Investments  
**UAW RETIREE MEDICAL BENEFITS TRUST**

François Houde, Director,  
Funds Group, **CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC**

Kevin T. Dalmut, Director of  
Private Market Investments,  
**THE UNIVERSITY SYSTEM OF MARYLAND FOUNDATION**

J. Daniel Parker  
Investment Officer  
**HELMESLEY CHARITABLE TRUST**

## LP Allocation Plans

LPs Share Their Views On Where They Feel Over - & Underserved In Private Equity: A Review Of Asset Classes, Investment Strategies, Geographies & Portfolio Rebalancing Techniques

Wednesday June 11, 2.45

### Marina Mavrakis

Managing Director, Private Equity, Private High Yield & Distressed Investments  
**TIAA-CREF**

John Anderson, Senior  
Managing Director,  
Head of North American  
Bond Investing, **JOHN HANCOCK/MANULIFE**

Robert Wages  
Head of Private Equity  
**NATIONAL HOLDING**

Keith R. Watson, Director  
Pension Investments  
**TEXTRON**

## LPs On The Mid Market

What Can Mid Market Funds Do To Stand Out In An Overcrowded & Competitive Market? How Are LPs Gaining Access To The Top Decile Mid Market Funds?

Tuesday June 10, 3.15

### Sheryl Schwartz

Managing Director  
**CASPIAN PRIVATE EQUITY**

Elvin Lopez, Director -  
Domestic Private Equity  
**METLIFE INVESTMENTS**

Daryl B. Brown, Director  
& Portfolio Manager, Private  
Markets Group, **DUPONT CAPITAL MANAGEMENT**

David Punda, Director of  
Private Equity Investments,  
**NIPPON LIFE GROUP**

## Co-Investing

Resolving Conflicts Of Interest Around Timelines, Due Diligence, Company Valuation & Growth Prospects, Deal Structuring, Team Compensation, Adverse Selection Risk & Exit Plan: How Do GPs Select The LPs They Offer Opportunities To, Whilst Keeping All LPs Happy?

Tuesday June 10, 11.10

### Robin Filmer-Wilson

Investment Manager  
**USS**

Jane Rowe  
Senior Vice President  
Teachers' Private Capital  
**ONTARIO TEACHERS' PENSION PLAN**

## Plus! Brand New Star GP Showcase

Moderated by Jeffrey J. Eaton, Partner at Eaton Partners, a selection of leading GPs will have the chance to introduce their firm to the SuperReturn U.S. 2014 audience. Strictly limited to four participants. Please contact Ian Law if you are interested in taking part: [ilaw@icbi.co.uk](mailto:ilaw@icbi.co.uk)

Tuesday June 10, 11.55

Moderator:

**Jeffrey J. Eaton**, Partner  
**EATON PARTNERS**

**Travis R. Metz**, Partner  
**MONITOR CLIPPER PARTNERS**

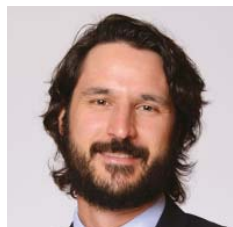
## 2014 LP Speakers Include:



Hartley Rogers  
**HAMILTON LANE**



Brian S. Abrams  
**ALCATEL-LUCENT PENSION FUND**



Yann Robard  
**CANADA PENSION PLAN INVESTMENT BOARD**



Roger Johanson  
**SKANDIA LIFE INSURANCE COMPANY**

# LP/GP RELATIONS SUMMIT

Monday  
June 9, 2014

## 8.30 Registration & Welcome Coffee

## 8.50 Opening Remarks From The Chair

## 9.00 SEPARATE ACCOUNTS – A GAME CHANGER?

What Does An Increase In The Number Of Separate Accounts Mean For The Private Equity Industry?  
Why & When Do LPs Want Separate Accounts, What Are Their Expectations & How Can Conflicts Of Interest Best Be Managed?

### David Turner

Managing Director, Head of Private Equity  
**THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA**

### Dennis A. Montz

Senior Vice President & Director of Private Investments  
**SENTINEL TRUST COMPANY**

### Cari B. Lodge

Managing Director  
**COMMONFUND CAPITAL**

## 9.30 THE INTERDEPENDENCE BETWEEN GPS & LPS

### Bronwyn Bailey

Vice President Of Research  
**PEGCC**

## 10.00 Morning Coffee

## 10.30 INVESTMENT CONSULTANTS

What Are The Different Roles & Strategies Investment Consultants Are Pursuing & How Is This Changing?  
How Much Overlap Is There With The Fund Of Fund Model & What Are The Alignment Conflicts That Can Arise From This?

### Moderator

### Charles Stucke

CIO  
**GUGGENHEIM INVESTMENT ADVISORS**

### Bradley Morrow

Senior Investment Consultant  
**TOWERS WATSON**

### Pete Keliuotis

Managing Director  
**STRATEGIC INVESTMENT SOLUTIONS**

### Chris Keller

Managing Director  
**SUMMIT STRATEGIES GROUP**

### Carla Haugen

Head of Private Equity Research, Founder & Partner  
**ROCATION INVESTMENT ADVISORS**

## 11.00 DATA PRESENTATION LP OPINIONS & TRENDS

### Kelly DePonte

Partner  
**PROBITAS PARTNERS**

## 11.30 FEE STRUCTURES & TERMS

How Commonplace Have Friendlier Terms & Fee Structures Become, & What Do They Look Like? Do LPs Believe That Terms Relating To Alignment Are More Important Than Governance & Economic Terms?  
Do Higher Fees & Less Favourable Terms Translate Into Better Performance?

### Moderator: Eric R. Harnish

Director of Private Market Research, NEPC

**Marc J.M. der Kinderen**, Managing Partner  
**747 CAPITAL**

**Brian S. Abrams**, Director, Alternative Investments  
**ALCATEL-LUCENT PENSION FUND**

## 12.00 Lunch Plus! 'Meet The LP' Lunch Tables

**David Turner**, Managing Director,  
Head of Private Equity, **THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA**

### Peter Keehn

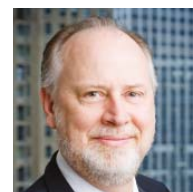
Global Head of Private Equity  
**ALLSTATE INVESTMENTS**

### Dennis A. Montz

Senior Vice President & Director of Private Investments  
**SENTINEL TRUST COMPANY**



Brian S. Abrams



David Turner



Bradley Morrow



Edward Lewis

# LP/GP Relations Summit

1.30

## RE-UPPING

How Frequently & To What Degree Are We Seeing LPs Re-up? What Characterizes The Funds & Firms That LPs Are Choosing To Re-up & Not Re-up With?

**Susanne Forsingdal**

Partner  
ATP PRIVATE EQUITY PARTNERS

**Steven Costabile**

Managing Director, Global Head of  
Private Equity Funds Group  
PINEBRIDGE INVESTMENTS

**Jamie Johnson**

Director of Private Equity  
HIRTLE CALLAGHAN

**François Houde**

Director, Funds Group  
CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC

2.00

## KEYNOTE ADDRESS

Speaker & Topic TBC

2.30

## Afternoon Coffee

3.00

## THE EVOLVING LP/GP RELATIONSHIP

What Is The Key To Building & Maintaining A Robust LP/GP Relationship? What Level & Nature Of Transparency Is Genuinely Useful For LPs, & How Often Should LPs & GPs Get In Contact? What Effect Has Increased Disintermediation Had On The LP/GP Relationship?

Moderator:

**Jamie Johnson**  
Director of Private Equity  
HIRTLE CALLAGHAN

**Edward Lewis**

Senior Managing Director of Alternative Assets  
CIGNA INVESTMENT MANAGEMENT

**Peter Keehn**

Global Head of Private Equity  
ALLSTATE INVESTMENTS

**Nicole Musicco**

Vice-President  
ONTARIO TEACHERS' PENSION PLAN



**Sheryl Schwartz**



**Peter Keehn**



**Nicole Musicco**



**François Houde**

3.30

## FUNDS OF FUNDS

How Is The Fund Of Funds Market Continuing To Evolve? What Strategies Are Niche & Global Funds Of Funds Pursuing To Keep Their Edge & Ultimately Survive?

Moderator:

**Sheryl Schwartz**  
Managing Director, Investments  
CASPIAN PRIVATE EQUITY

**Gordon Hargraves**

Partner  
PRIVATE ADVISORS

**Steve Cowan**

Managing Director  
57 STARS

**Federico Schiffrin**

Senior Vice President  
UNIGESTION



4.00

## 'TOO HOT TO TOUCH' SESSION

Run strictly under The Chatham House Rule, what is said in this closed-door discussion cannot be attributed to any individual, encouraging participants to speak more openly on the topics that really matter.

Topics To Be Covered Include:

- What Can Be Done With The 10-12+ Year-Old Funds? Extensions Seem Almost Automatic, But Is There A Better Solution?
- How Can LPs Coordinate Better To Alter Negotiating Dynamics With GPs?
- When Should Fee Breaks Be Used & Are Current Fee Levels Sustainable?

Session Chairman:

**Simon Thornton**  
Founder  
PEARONLINE

Discussion Leaders Include:

**Eric T. Fitzgerald**  
Director, Alternative Investments  
METLIFE INVESTMENTS

**Edward Lewis**

Senior Managing Director of Alternative Assets  
CIGNA INVESTMENT MANAGEMENT

**Joncarlo Mark**

Founder  
UPWELLING CAPITAL

5.00

## End of Summit

# CREDIT STRATEGIES SUMMIT

Monday  
June 9 2014

## 8.30 Registration & Welcome Coffee

8.50 Opening Remarks From The Chair

## 9.00 DATA PRESENTATION: THE GLOBAL CREDIT OPPORTUNITY SET

**Neil N. Sheth**, Partner, Director of Hedge Fund Research  
NEPC

## 9.30 CREDIT STRATEGY TRAILBLAZERS

How Do Credit Titans See The Opportunity Set Evolving & Which Strategies Make Sense Now: Less Liquid Credit, Mezzanine, CLOs & Direct Lending? How Are Credit Funds Protecting Themselves From The Impending Rise In Interest Rates?

**Marc B. Wolpov**  
Co-CEO  
AUDAX MEZZANINE

**Robert Ruberton**  
Senior Portfolio Manager & Head of European Credit  
APOLLO CREDIT

**Thomas L. Newberry**  
Partner, Head of Private Credit Funds  
CVC CREDIT PARTNERS

## 10.00 Morning Coffee

## 10.30 PRIVATE DEBT IN EUROPE

Where Are Europe's Credit Leaders Sourcing Alpha? What Are We Seeing In Direct Lending, Structured Loans, NPLs & Beyond? How Attractive Are Illiquid Credit Opportunities Now & What Is An Acceptable Risk/Reward Ratio?

Moderator:  
**Ingrid Neitsch**  
Head of Credit Strategies  
IGNIS ASSET MANAGEMENT

**Christine Vanden Beukel**  
Managing Director & Head of European Credit Markets  
CRESCENT CAPITAL GROUP

**David Wilmot**  
Joint Head of Private Finance  
BABSON CAPITAL EUROPE



James Zelter

## 11.00 MEZZANINE

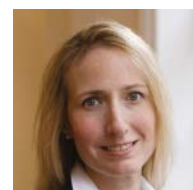
Exploring The Mezzanine Market In 2014/2015: Where Will Deal Flow Come From & How Should Mezzanine Investments Be Priced & Structured? Why Do Mezzanine Over BDCs?

**John Schnabel**  
Partner & Co-Portfolio Manager  
FALCON INVESTMENT ADVISORS

**Miguel Toney**  
Director  
MEZZVEST

**U. Peter C. Gummeson**  
Managing Director  
AUDAX MEZZANINE

**Louis Salvatore**  
Senior Managing Director, BLACKSTONE GROUP & Head of Portfolio Management  
GSO CAPITAL PARTNERS



Christine Vanden Beukel

## 11.30 FIRESIDE CHAT WITH A CREDIT TITAN

**James Zelter**  
Managing Director & CIO  
APOLLO CREDIT



Marc B. Wolpov

## 12.00 Lunch Plus! 'Meet The LP' Lunch Tables

**David Turner**  
Managing Director, Head of Private Equity  
THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA

**Peter Keehn**  
Global Head of Private Equity  
ALLSTATE INVESTMENTS

**Dennis A. Montz**  
Senior Vice President & Director of Private Investments  
SENTINEL TRUST COMPANY



Thomas L. Newberry

1.30

## CREDIT FUND STRUCTURING

How Are Credit Funds Being Structured To Maximize Returns & Minimize Downside Risk? What Factors Should LPs Consider When Investing In A Credit Fund?

Moderator: **Bernard Yancovich**

Managing Director

**GCM GROSVENOR PRIVATE MARKETS**

**George Cole**, Managing Partner

**THE RIVERSIDE COMPANY**

**Scott Essex**, Managing Director,

Head of Private Debt Americas, **PARTNERS GROUP**

2.00

## NICHE PRIVATE DEBT FUNDS

How Much Does It Make Sense To Specialize & What Are The Trade-offs? Exploring Opportunities In Infrastructure, Energy, Real Estate, Mid Market & Growth? What Are The New Products Coming To Market?

Moderator

**Heinz Blennemann**

Principal

**BLENNEMANN FAMILY INVESTMENTS**

**David Albert**

Managing Director

**THE CARLYLE GROUP**

**David Treitel**

Managing Director

**APOLLO AVIATION GROUP**

**Michael Weinmann**

Managing Director

**CAPITAL ROYALTY**

2.30

## Afternoon Coffee

3.00

## MAKING THE CASE FOR EMERGING MARKET CREDIT FUNDS

How Are Credit Opportunities Evolving In Growth Markets? Which Products Are Best Positioned To Allow LPs To Gain Access?

**Kalpesh Kikani**

Managing Director

**AION INDIA**

**Alex Hambly**, Regional Head of Private Equity

**EASTSPRING INVESTMENTS (SINGAPORE)**

3.30

## LP APPETITE FOR CREDIT & MEZZANINE

How Much Yield & Liquidity Are LPs Seeking, What Are Their Return Expectations & Does It Make Sense To Approach Credit Opportunistically? What Strategies Are Catching LPs' Attention & How Do They View The Long Term Outlook For This Asset Class?

Moderator:

**Louis Salvatore**

Senior Managing Director, **BLACKSTONE GROUP &**

Head of Portfolio Management

**GSO CAPITAL PARTNERS**

**William J. Indelicato**

Managing Director

**PORTFOLIO ADVISORS**

**John Fulton**

Managing Director

**CORRUM CAPITAL MANAGEMENT**

**Ingrid Neitsch**

Head of Credit Strategies

**IGNIS ASSET MANAGEMENT**

**Michael Brand**, Associate - Investments, **FRANKLIN PARK**



4.00

## 'TOO HOT TO TOUCH' SESSION

Run strictly under The Chatham House Rule, what is said in this closed-door discussion cannot be attributed to any individual, encouraging participants to speak more openly on the topics that really matter.

Topics To Be Covered Include:

- Are People Right To Hesitate To Invest In Private Credit?
- Is Allocating A Majority Of Your Asset To Private Credit Unreasonable &/Or Undiversified?
- What Areas In Private Credit Should LPs Avoid (e.g. Distressed, Securitized, Credit Without Collateral)?

Session Chairman:

**Heinz Blennemann**

Principal

**BLENNEMANN FAMILY INVESTMENTS**

Discussion Leaders Include:

**Robert P. Rakowski**

Principal

**UPWELLING CAPITAL GROUP**

**Michael Brand**, Associate - Investments

**FRANKLIN PARK**

5.00

## End of Summit



**Ingrid Neitsch**



**David Albert**



**David Treitel**



**William J. Indelicato**

# MAIN CONFERENCE DAY 1

Tuesday  
June 10, 2014

## 8.00 Registration & Welcome Coffee

8.20 Opening Remarks & Welcome From The Chair

8.30 **PRIVATE EQUITY INVESTING IN THE U.S.**  
Given Frothy Valuations Where Are The Best Deals Being Sourced? Which Strategies Make The Most Sense & Why?

**David McKenna**, Managing Partner  
**ADVENT INTERNATIONAL**  
**John A. Hatherly**, Managing Partner  
**WYNNCHURCH CAPITAL**  
**Samuel M. Mencoff**, Co-CEO  
**MADISON DEARBORN PARTNERS**

9.00 **DISCUSSION DUET WITH THE SEC:  
A RETROSPECTIVE**  
What Has The SEC Learnt From The First Round Of Exams & PF Filings & What Are The Most Common Failings? How Are Upcoming Guidelines On Co-Investments, Tail-End & Legacy Funds Taking Shape & What New Initiatives Are Planned For 2014/2015?

**Igor Rozenblit**, Private Equity Specialist,  
Asset Management Unit, Division of Enforcement  
**SEC**  
**Danforth Townley**, Attorney Fellow,  
Division of Investment Management  
**SEC**

9.30 **KEYNOTE ADDRESS**

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

## 9.55 Morning Coffee

10.25 **OPERATIONAL VALUE ADD IN THE MID MARKET**  
How Are GPs Finding Opportunities In An Increasingly Competitive & Efficient Market? How Important Is A Strong Operational Value Add Record In Giving Managers The Edge?

Moderator: **Alan Jones**  
Managing Director & Head of Global Private Equity  
**MORGAN STANLEY GLOBAL PRIVATE EQUITY**  
**Markus Solibieda**, Partner  
**MANDARIN CAPITAL PARTNERS**  
**Michael Klein**  
CEO  
**LITTLEJOHN & CO.**

10.55 **CO-INVESTMENTS**  
Resolving Conflicts Of Interest Around Timelines, Due Diligence, Company Valuation & Growth Prospects, Deal Structuring, Team Compensation, Adverse Selection Risk & Exit Plan: How Do GPs Select The LPs They Offer Opportunities To, Whilst Keeping All LPs Happy?

Moderator: **Darren Friedman**, Partner  
**STEPSTONE GROUP**  
**Robin Filmer-Wilson**, Investment Manager, USS  
**Jane Rowe**, Senior Vice President, Teachers' Private Capital, **ONTARIO TEACHERS' PENSION PLAN**

11.25 **MAKING THE CASE FOR DISTRESSED INVESTING**  
How Are The Most Successful GPs Generating Alpha In The Current Point In The Cycle? How Are GP Strategies Evolving In Order To Deploy The Funds Raised Prudently?

Moderator: **Jim Geregthy**, Managing Director  
**SIGULER GUFF**  
**Ron Beck**, Managing Director  
**OAKTREE CAPITAL MANAGEMENT**  
**David Matlin**, CEO  
**MATLINPATTERSON GLOBAL ADVISERS**  
**Conner Searcy**, Managing Partner  
**TRIVE CAPITAL**

11.55 **SUPERRETURN U.S. STAR GP SHOWCASE**

Moderator: **Jeffrey J. Eaton**, Partner  
**EATON PARTNERS**  
**Travis R. Metz**, Partner  
**MONITOR CLIPPER PARTNERS**

12.35 **CASE STUDY: THE TESLA MOTOR STORY**  
From Superchargers To Social Impact: How Tesla Is Helping To Create A New Category Of Impact Venture Capital

**Ira Ehrenpreis**  
Board Member  
**TESLA MOTORS**

13.00 **Lunch**  
**Plus! 'Meet The LP' Lunch Tables**

**Ross Posner**  
Group Head of Infrastructure & Real Assets  
**ALLSTATE INSURANCE COMPANY**  
**Yann Robard**  
Vice President, Head of Secondaries & Co-Investments  
**CANADA PENSION PLAN INVESTMENT BOARD**

See the real thing!



The all-electric sedan will be on display and available for tour. Tesla representatives will be in attendance at SuperReturn U.S. to provide information about Tesla and the award-winning Model S.



# Main Conference Day 1

## Track A – Mid Market

- 2.15** **ACHIEVING ALPHA IN THE LOWER MID MARKET**  
How Can LMM Firms Convince LPs That Outsized Returns Can Still Be Generated In An Increasingly Competitive Market? How Important Is Fund Size?  
**Brian Gallagher**  
TWIN BRIDGE CAPITAL PARTNERS  
**Terrence M. Mullen**  
ARSENAL CAPITAL PARTNERS  
**Thomas S. Bagley**, PFINGSTEN PARTNERS

- 2.45** **SPECIALIZATION**  
In Which Sectors & To What Degree, Does It Make Sense To Specialize? Are Specialist Funds Better Equipped Than Generalist Funds To Access More Competitively Priced Proprietary Deal Flow & Source Stronger Exit Routes?  
Moderator: **Philip Godfrey**  
BAY HILLS CAPITAL MANAGEMENT  
**Dipanjnan "DJ" Deb**, FRANCISCO PARTNERS

- 3.15** **LPS ON THE MID MARKET**  
What Can Mid Market Funds Do To Stand Out In An Overcrowded & Competitive Market? How Are LPs Gaining Access To The Top Decile Mid Market Funds?  
**Sheryl Schwartz**  
CASPIAN PRIVATE EQUITY  
**Elvin Lopez**, METLIFE INVESTMENTS  
**David Punda**, NIPPON LIFE GROUP  
**Daryl B. Brown**  
DUPONT CAPITAL MANAGEMENT

- 3.45** **Afternoon Refreshments & LP/GP Speed Networking**

## Track A – Sector Spotlights

- 4.15** **CLEANTECH: WHERE ARE THE POCKETS OF OPPORTUNITY?**  
Is Now A Good Time To Invest & How? How Replicable Are Recent Success Stories Such As Tesla Motors?  
Moderator: **Ira Ehrenpreis**, TESLA MOTORS  
**Christian Zabbal**, BLACK CORAL CAPITAL  
**Raj Atluru**, SILVER LAKE KRAFTWERK

- 4.45** **HEALTHCARE**  
How Are Smart GPs Positioning Their Portfolio Companies To Capitalize On Opportunities Created By Recent Reforms In The Sector? Where Can Private Equity Add Value In This Sector & Are Specialist Funds Best Placed To Source The Best Deals?  
Moderator: **John Kelliher**, MARWOOD GROUP  
**Andrew Carragher**  
DW HEALTHCARE PARTNERS  
**David Katz**, GTCR

- 5.15** **SUPERRETURN U.S. CHAMPAGNE ROUNDTABLES**  
Africa: **Adiba Ighodaro**, ACTIS • Venture Capital: **Linda Lynch**, FISHER LYNCH CAPITAL • Technology: **Dipanjnan (DJ) Deb**, FRANCISCO PARTNERS  
• Why Should An LP Invest In PE vs Other Asset Classes? **John Anderson**, JOHN HANCOCK/MANULIFE

- 5.30** **SuperReturn U.S. Gala Drinks Reception**

- 7.00** **End of Main Conference Day 1**

## Track B – Venture Capital

- EXTENDED SESSION**  
**THE CHANGING VENTURE CAPITAL MODEL**  
Who Is Competing For Deals In VC & Have The Large Brand Names Lost Their Edge? What Is Behind The Great Exits We Have Recently Seen? How Is Innovation Being Created Now?  
Moderator: **David A. York**  
TOP TIER CAPITAL PARTNERS  
**Jeff Fagnan**, ATLAS VENTURE  
**R. Narayan Chowdhury**, FRANKLIN PARK  
**Jon Karlen**  
FLYBRIDGE CAPITAL PARTNERS

- Followed by:  
**VENTURE CAPITAL HOT DEAL SHOWCASE**  
1. CASE STUDY  
**Jeff Fagnan**, ANGELLIST VENTURE

- LPS ON VENTURE CAPITAL**  
Sophisticated LPs Share Their Experiences On Overcoming Access, Liquidity & Risk Challenges: Is A Fund Of Fund The Best Route & How Can LPs Get The Most From Venture Distributions & Stock? What Does A Top Tier GP Look For In An LP?  
**Eric T. Fitzgerald**, METLIFE INVESTMENTS  
**George Arnold**  
KNIGHTSBRIDGE ADVISERS  
**Roger Johanson**, SKANDIA LIFE  
INSURANCE COMPANY  
**Linda Lynch**, FISHER LYNCH CAPITAL  
**Christopher A. Douvos**  
VENTURE INVESTMENT ASSOCIATES

## Track B – Real Assets & Special Situations

- SPECIAL SITUATIONS**  
How Opportunistically Should LPs Approach Investing In This Space? How Replicable Are The Best Deals & How Easy Is It To Underwrite Various Investments?  
**Chris Lagan**  
CONGRESS ASSET MANAGEMENT  
**David Ericson**, EBF & ASSOCIATES  
**Peter B. Spasov**  
MARLIN EQUITY PARTNERS

- REAL ASSETS**  
Where Should Real Assets Fit In An LP Portfolio Domestically & Internationally? Exploring The Investment Landscape For Oil & Gas, Metals & Mining, & Agriculture: Does It Make Sense To Go For The Niche Strategies?  
Moderator: **Marc Cardillo**  
CAMBRIDGE ASSOCIATES  
**Ross Posner**  
ALLSTATE INSURANCE COMPANY  
**Michael Dean**  
MEKETA INVESTMENT GROUP

## Track C – Fund M&A

- EXTENDED SESSION**  
**FUND RECAPS: HOW TO MAKE THE STARS ALIGN**  
What Situations Constitute A Great Recap Opportunity & How Can The Misalignment Of LP, GP & Secondary Buyer Motivations Be Managed? Why Have So Many Potential Fund Recaps Not Materialized?  
**Joncarlo Mark**  
UPWELLING CAPITAL GROUP  
**Sarah Ashmore Bradley**, KAINOS CAPITAL  
**Yann Robard**, CANADA PENSION PLAN  
INVESTMENT BOARD  
**Matt Shafer**, VISION CAPITAL

- Followed by: **CASE STUDY SESSION**  
Exploring The Anatomy Of The Success Stories  
Asset Selling vs Fund Recapitalisation vs Tail-End Fund Restructuring

- Speaker & Topic TBC

## Track C – Co-Investments

- 'TOO HOT TO TOUCH' SESSION**  
Run strictly under The Chatham House Rule, what is said in this closed-door discussion cannot be attributed to any individual, encouraging participants to speak more openly on the topics that really matter.

## UNPICKING THE NUTS & BOLTS OF CO-INVESTING

- Topics To Be Covered Include:  
- Supposed vs Actual Conflicts Of Interest  
- How To Know If You Are Avoiding Adverse Selection  
- How Quick Is Quick Enough?  
- Can All LPs Really Be Kept Happy?

- Discussion Leaders Include:  
**Marc J.M. der Kinderen**, 747 CAPITAL  
**Darren Friedman**, STEPSTONE GROUP



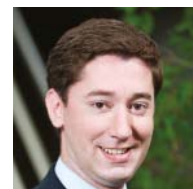
# MAIN CONFERENCE DAY 2

Wednesday  
June 11 2014

7.15	<b>LP Closed Door Breakfast</b> Open Only To Pre-Registered Pension Plans, Foundations, Endowments, Insurance Companies, DFI's & SWFs	Hosts Include: <b>Elvin Lopez</b> , Director - Domestic Private Equity, <b>METLIFE INVESTMENTS</b> <b>David A. York</b> , Managing Director <b>TOP TIER CAPITAL PARTNERS</b>
8.00	<b>Registration &amp; Welcome Coffee</b>	
8.10	Opening Remarks & Welcome From The Chair	
8.15	<b>GROWTH EQUITY: FINDING ITS PLACE IN A PORTFOLIO</b> Where Are The Best Growth Deal Opportunities Within The US? What Are The Best Ways To Generate Alpha In Growth Equity Deals & How Do The Risk/Return Profiles Compare Between Restructuring V. Earnings V. Revenue? Why Has Growth Equity Outperformed Late Stage Venture?	<b>Bruce R. Evans</b> , Managing Director <b>SUMMIT PARTNERS</b> <b>Brian Rich</b> , Managing Partner & Co-Founder <b>CATALYST INVESTORS</b> <b>Brian J. Conway</b> , Chairman, <b>TA ASSOCIATES</b>
8.45	<b>KEYNOTE ADDRESS</b> The CIO's Illiquidity Dilemma: Do Private Asset Returns Justify The Constraints?	<b>Hartley Rogers</b> , Chairman, <b>HAMILTON LANE</b>
9.15	<b>EXTENDED SESSION</b> <b>EMERGING MARKETS PE PERFORMANCE – NEW DATA &amp; ANALYSIS: 9.15 - 9.40</b> Latest Data On Returns In Emerging Markets Private Equity: How Do The Opportunities Compare With Those Of Developed Markets & What Is The Nature Of The Correlation Between Public & Private Markets? Followed by: 9.40 - 10.10 <b>2014 BIG DEBATE: EMERGING MARKETS</b> Putting Money To Work, Generating Alpha, Exit Environment & Investment Case Going Forward Asia vs. Africa vs. LatAm vs. India	<b>Suprabha A.D.</b> , Global Head of Financial Research <b>CRISIL GLOBAL RESEARCH &amp; ANALYTICS</b> Moderator: <b>Suresh Krishnamurthy</b> Director, Financial Research <b>CRISIL GLOBAL RESEARCH &amp; ANALYTICS</b> INDIA: <b>Sumir Chadha</b> , Co-founder & Managing Director <b>WESTBRIDGE CAPITAL PARTNERS</b> AFRICA: <b>Peter Schmid</b> , Head of Private Equity, <b>ACTIS</b>
10.10	<b>Morning Coffee</b>	
10.30	<b>LP CONFIDENTIAL</b> Has Private Equity In 2013/2014 Met LP Expectations? What Are The Driving Forces Behind LP Decisions In Rebalancing Private Equity Portfolios? Which Strategies Are LPs Favouring & How Do They Plan To Pursue These? Do LPs Believe That Overemphasising Yield & Liquidity Goals May Lead To The Detriment Of Returns?	<b>Brian Gimotty</b> , Director, Investments <b>UAW RETIREE MEDICAL BENEFITS TRUST</b> <b>François Houde</b> , Director, Funds Group <b>CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC</b> <b>Kevin T. Dalmut</b> , Director of Private Market Investments <b>THE UNIVERSITY SYSTEM OF MARYLAND FOUNDATION</b> <b>J. Daniel Parker</b> , Investment Officer <b>HELMSEY CHARITABLE TRUST</b>
11.00	<b>EXTENDED SESSION</b> <b>THE SHALE REVOLUTION &amp; THE WORLD ECONOMY: 11.00 - 11.40</b> Followed by: 11.40 - 12.10 <b>PRIVATE EQUITY ENERGY OPPORTUNITIES</b> Where Are The Pockets For Private Equity Investment In The Energy Sector & How Do GPs View Regulatory, Reputational, Construction & Development Risk?	<b>Francisco Blanch</b> , Head of Global Commodities & Derivatives Research, <b>BANK OF AMERICA MERRILL LYNCH GLOBAL RESEARCH</b> <b>David I. Foley</b> , Senior Managing Director, Private Equity Group & CEO, <b>BLACKSTONE ENERGY PARTNERS</b> <b>Samuel Oh</b> , Senior Partner <b>APOLLO GLOBAL MANAGEMENT</b> <b>Jeffrey W. Miller</b> , Co-founder & Managing Partner <b>VORTUS INVESTMENTS</b>
12.10	<b>*SPECIAL GUEST SPEAKER* AN AFTERNOON WITH P. J. O'ROURKE</b>	<b>P. J. O'Rourke</b> , Best-Selling Author & Political Satirist
13.10	<b>Lunch</b> <b>Plus! 'Meet The LP' Lunch Tables</b>  <b>Plus! VIP Hosted Lunch Table</b>	<b>Marina Mavrikis</b> , Managing Director, Private Equity, Private High Yield & Distressed Investments, <b>TIAA-CREF</b> <b>Keith R. Watson</b> , Director Pension Investments <b>TEXTRON</b> <b>Kevin T. Dalmut</b> , Director of Private Market Investments <b>THE UNIVERSITY SYSTEM OF MARYLAND FOUNDATION</b> <b>P. J. O'Rourke</b> , Best-Selling Author & Political Satirist



Hartley Rogers



Kevin T. Dalmut



Brian Gimotty



Francisco Blanch

# Main Conference Day 2

## Track A – LP Perspectives

Chairman: **Mark O'Hare**, Founder, PREQIN

2.15

### LPS ON ENERGY

How Well Are Energy Investments Meeting LPs' Expectations? How Are Sophisticated LPs Gaining Exposure To The Energy Revolution & How Does Private Equity Compare To Other Asset Classes For This Sector?

**Brad Young**, ALTIUS ASSOCIATES

**Tony Van Bommel**, BDC VENTURE CAPITAL

2.45

### LP ALLOCATION PLANS

LPs Share Their Views On Where They Feel Over & Underserved In Private Equity: A Review Of Asset Classes, Investment Strategies, Geographies & Portfolio Rebalancing Techniques

**Marina Mavrakis**, TIAA-CREF

**John Anderson**, JOHN HANCOCK/MANULIFE

**Robert Wages**, NATIONAL HOLDING

**Keith R. Watson**, TEXTRON

3.00

### HAVE ALL THE DIFFERENTIATORS BECOME THE SAME?

Given The Increasing Level Of Competition & Erosion Of Advantages Held By GPs In Sourcing, Sector Specialization & Execution, How Are LPs Deciding Who To Invest With?

**Brian K. Welker**, ALLIANZ CAPITAL PARTNERS

**Christopher Baer**, MUNICH PRIVATE EQUITY PARTNERS

**John Haggerty**, MEKETA INVESTMENT GROUP

3.30

### Afternoon Refreshments

## Track A – LP Perspectives

4.00

### FAMILY OFFICES

What Are The Aspirations & Preferred Investment Strategies Of These Unique LPs & What Are The Key Forces That Impact Their Decision Making? Where Are Potential Conflicts Of Interest & How Can Family Offices Convince GPs They Are Not Their Competitors?

**Paul Jacobs**, PALISADES HUDSON ASSET MANAGEMENT

**Jonathan M. Bergman**, TAG ASSOCIATES

**Anselm Adams**, PECA

**Dennis A. Montz**, SENTINEL TRUST COMPANY

**Joakim Bergander**, THIRD LAKE CAPITAL

4.30

### BEYOND STANDARD DUE DILIGENCE

What Really Counts For LPs & What Information Can GPs Provide To Make The Process More Efficient? How Can LPs Find Out What GPs Really Don't Want Them To Know?

Moderator: **Janna Laudato**, HAUSER PRIVATE EQUITY

**Joakim Bergander**, THIRD LAKE CAPITAL

**Evan Darr**, INVESCO

**Michiel Timmerman**, IGNIS ASSET MANAGEMENT

5.00

### SuperReturn U.S. Gala Drinks Reception

6.00

### End of Main Conference Day 2

## Track B – Global Markets

### EUROPE – ON THE REBOUND?

Which Markets In Europe Are Ripe For Investment & How Are Global & Local GPs Harnessing These Opportunities? Are The Real Growth Stories In Europe Being Overlooked? What Is The Best Way For An LP To Gain Exposure & Deploy Capital In Europe?

**Louis Trincano**, ACCESS CAPITAL PARTNERS

**Marco de Benedetti**, THE CARLYLE GROUP

**Andrea C. Bonomi**, INVESTINDUSTRIAL

**Alberto Forchielli**, MANDARIN CAPITAL PARTNERS

### ASIA

How Is Asia Justifying Its Place In An International Private Equity Portfolio Given Concerns Over Slowing Growth In Key Markets & A Lack Of Returns? How Are Market Leading GPs Achieving Alpha In Asia? Exploring The Evolving Opportunity Sets In China, South East Asia & Japan

Moderator: **Kunal K. Shah**, MEKETA INVESTMENT GROUP

**Gregory Hara**, J-STAR

### LATIN AMERICA

How Are Returns Being Generated In Brazil In Spite Of The Slowdown Of Credit, Political Gridlock, Currency Devaluation & Stagnant Stock Market? How Are New Reforms Changing The Investment Landscape In Mexico & What Kinds Of Deals Are Being Done In The Smaller Andean Region?

**Sebastián Villa**, SOUTHERN CROSS GROUP

**Felipe Iragorri**, TRIBECA ASSET MANAGEMENT

**Thomaz Malavazzi**, TARPON INVESTMENTS

## Track B – Secondaries

### SECONDARIES: DOES A GREAT TIME TO SELL MEAN A UNWISE TIME TO BUY?

What Is Driving Secondaries Deal Flow & Pricing & Is The Opportunity Large Enough To Absorb The Amount Of Capital Raised? How Are Intelligent Investors Generating Alpha In This Increasingly Efficient Market? How Attractive Are Energy, Credit & Infrastructure Secondaries?

**John Wolak**

MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS

**Eric ter Braak**, ROBECOSAM PRIVATE EQUITY

**John Toomey Jr**, HARBOURVEST PARTNERS

**Verdun S. Perry**, STRATEGIC PARTNERS

**Lee Tesconi**, LEXINGTON PARTNERS

### LPS ON SECONDARIES

How Are LPs Using Secondaries To Both Re-Weight Legacy Portfolios & Add Exposure To Sectors/Managers They Are Targeting? What Innovative Structures, Mechanisms & Relationships Are The Various Stakeholders Using To Implement More Permanent Secondaries Functions To Their Institutional Programs?

Moderator: **Cari B. Lodge**, COMMONFUND CAPITAL

**Brian Gimotty**, UAW RETIREE MEDICAL BENEFITS TRUST

**Ian Charles**, LANDMARK PARTNERS

**8.40 Registration & Welcome Coffee**

**8.50** Opening Remarks & Welcome From The Chair

**9.00 MID MARKET CASE STUDY SHOWCASE**

3x Mid Market case studies will be presented and feedback will be given by our expert judging panel

**CASE STUDY 1:** How To Take A Company From \$90mm To \$900mm Enterprise Value In Three Years

**Terrence M. Mullen**, Co-founder & Partner  
**ARSENAL CAPITAL PARTNERS**

**CASE STUDY 2:** Humanetics - The Story Of A Successful Turnaround

**John A. Hatherly**, Managing Partner  
**WYNNCHURCH CAPITAL**

**10.00 THE U.S. PRIVATE EQUITY FUNDRAISING MARKET: THE HAVES & HAVE NOTS**

A Cross Section Of The Fundraising Market: How Big Is The Haves Portion & What Is Characterizing The Funds Who Can Raise Capital Easily? Who Sits In The Middle & What Does A Widening Gap Mean For The Broader Industry?

**Mark O'Hare**, Founder, **PREQIN**

**10.30 FUNDRAISING SUPERSTARS**

What Is Behind The Most Successful Fundraises? Experienced Fundraisers Share Their Wisdom On Standing Out From The Crowd, Incentives That Work & Building & Maintaining Strong LP/GP Relations

Moderator: **Simon Thornton**, Founder  
**PEARONLINE**  
**Marc St John**, Head of Investor Relations  
**CVC CAPITAL PARTNERS**  
**Emily Vavrichuk**  
Head of Investor Relations & Marketing  
**KPS CAPITAL PARTNERS**

**11.00 Coffee**

**11.30 EXTENDED SESSION  
PERFECTING YOUR BRANDING STRATEGY**

**IT'S STORYTIME** 11.30 - 12.00

**REDUCE RISK THROUGH A COHERENT  
BRAND STRATEGY** 12.00 - 12.30

How To Minimize Your Risk & Maximize On Your Returns By Evaluating Investments Based On An Organization's Potential Brand

12.30- 12.40  
Interactive Q&A With The Branding Experts

**Robert Mackalski**  
Professor of Marketing, Desautels Faculty of  
Management  
**MCGILL UNIVERSITY**

**Jean-Pierre Lacroix**  
President  
**SHIKATANI LACROIX**

**12.40 SUPERRETURN U.S. DELEGATE QUICKFIRE  
SHOWCASE**

In this informal session, delegates will have 90 seconds to promote their firm to a panel of LPs without using fund data, statistics or overt comparisons to other funds. Our expert LP judging panel will provide constructive feedback to each delegate & then select a winner based on content, style & presentation. The winner will receive a fabulous prize.

Host:  
**Simon Thornton**  
Founder  
**PEARONLINE**

**1.00 Lunch  
Plus! 'Meet The LP' Lunch Tables**

**Plus! Interactive Lunch Case Study Session -  
Perfecting Your Branding Strategy**

During this informal lunch, led by Robert MacKalski, Professor of Marketing at McGill University, a short case study will be distributed to all those attending. Delegates will work in teams and will be encouraged to speak openly about their questions relating to the case study as well as broader branding-related issues, with Professor MacKalski on-hand to offer his expert feedback and opinion.

**Michele Kinner**  
Partner & Head of US Private Equity Fund Investments  
**QUILVEST GROUP**

Led by: **Robert Mackalski**  
Professor of Marketing, Desautels Faculty  
of Management  
**MCGILL UNIVERSITY**



**Robert Mackalski**



**John A. Hatherly**



**Terrence M. Mullen**



**Michele Kinner**

## Main Conference Day 3

---

2.00

### FIRST TIME FUNDS & SPIN OUTS

How Big Is The Pool Of First Time Funds? Why Do LPs Want To Gain Exposure To These Funds & What Kinds Of Funds Are Most Attractive? What Hurdles Have To Be Overcome & What Needs To Be Shown To Make An LP Comfortable Enough To Commit?

Moderator: **Suzanne Troy Cole**, Partner  
**TROY INVESTMENT ASSOCIATES**  
**Michele Kinner**  
Partner & Head of US Private Equity Fund Investments  
**QUILVEST GROUP**  
**Anna Dayn**, CEO, DAYN ADVISORS

2.30

### LP VIEWS ON FUNDRAISING

LPs Share Their Views On Common Mistakes, Fundraising Horror Stories, The Best Way To Make A Lasting Impression & The Catalysts Behind Past Commitments

Moderator:  
**Kelly DePonte**  
Partner  
**PROBITAS PARTNERS**  
**Janna Laudato**  
Managing Director  
**HAUSER PRIVATE EQUITY**  
**Nicolas Drapeau**  
Director, Private Markets  
**BIMCOR**



3.00

### 'TOO HOT TO TOUCH' SESSION

Run strictly under The Chatham House Rule, what is said in this closed-door discussion cannot be attributed to any individual, encouraging participants to speak more openly on the topics that really matter.

Session Chairman:  
**Simon Thornton**  
Founder  
**PEARONLINE**

### FUNDRAISING – THE REAL DOS & DON'TS

Topics To Be Covered Include:

- How Can You Overcome Discrepancies In Sources Of Performance Data ?
- How Can You Get A Quick 'No' From An LP ?
- What Really Turns An LP Off During Fundraising ?
- How Much Contact Is Enough?
- Horror Stories & Lessons Learnt

Discussion Leaders Include:  
**Anna Dayn**, CEO, DAYN ADVISORS

4.00

### End of SuperReturn U.S. 2014!

## THE HOW TO

---

### Raise Your Profile

We create bespoke packages for individual firms taking into account their strategies and budgets so that you can make the most of your attendance at SuperReturn U.S. Whether you are interested in a speaking role, capitalizing on one of the many branding opportunities or hosting a networking event, there are many ways for you to still get involved. Want to know more? Get in touch with Ian Law on +44 (0) 20 7017 7297 or [ilaw@icbi.co.uk](mailto:ilaw@icbi.co.uk)



### One-to-One Meeting Service

Benefit from private meetings arranged for you with key LPs. Let us know more about your fund and who you want to meet and the SuperReturn U.S. team will arrange up to six private meetings for you. For more information, please contact Ian Law: [ilaw@icbi.co.uk](mailto:ilaw@icbi.co.uk)



### Network & Set Up Meetings

Registered and paid delegates can use the brilliant My SuperReturn Networking Platform to view the delegate list, build a profile, contact fellow delegates & arrange meetings. My SuperReturn will be available two weeks before the event and only to delegates registered for the main conference.

# THE 170+ SPEAKER FACULTY

---

**Brian S. Abrams**, Director, Alternative Investments  
**ALCATEL-LUCENT PENSION FUND**

**Suprabha A.D.**, Global Head of Financial Research  
**CRISIL GLOBAL RESEARCH & ANALYTICS**

**Anselm Adams**, Director - Senior PE Portfolio Manager, **PECA**

**David Albert**, Managing Director, **THE CARLYLE GROUP**

**John C.S. Anderson**, Senior Managing Director, Head of North American  
Bond Investing, **JOHN HANCOCK/ MANULIFE**

**George Arnold**, Managing Principal, **KNIGHTSBRIDGE ADVISERS**

**Hany Assaad**, Co-Founder, **AVANZ CAPITAL**

**Raj Atluru**, Managing Director, **SILVER LAKE KRAFTWERK**

**Christopher Baer**, Investment Director  
**MUNICH PRIVATE EQUITY PARTNERS**

**Thomas S. Bagley**, Founder & Senior Managing Director  
**PFINGSTEN PARTNERS**

**Bronwyn Bailey**, Vice President Of Research, **PEGCC**

**Ron Beck**, Managing Director, **OAKTREE CAPITAL MANAGEMENT**

**Joakim Bergander**, CEO, **THIRD LAKE CAPITAL**

**Jonathan M. Bergman**, Managing Director, **TAG ASSOCIATES**

**Francisco Blanch**, Head of Global Commodities & Derivatives Research  
**BANK OF AMERICA MERRILL LYNCH GLOBAL RESEARCH**

**Heinz Blennemann**, Principal, **BLENNEMANN FAMILY INVESTMENTS**

**Andrea C. Bonomi**, Founder & Senior Principal, **INVESTINDUSTRIAL**

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

**Michael Brand**, Associate - Investments, **FRANKLIN PARK**

**Daryl B. Brown**, Director & Portfolio Manager, Private Markets Group,  
**DUPONT CAPITAL MANAGEMENT**

**Marc Cardillo**, Managing Director, Global Real Assets Research  
**CAMBRIDGE ASSOCIATES**

**Andrew Carragher**, Founder, Managing Director  
**DW HEALTHCARE PARTNERS**

**Sumir Chadha**, Co-founder & Managing Director  
**WESTBRIDGE CAPITAL PARTNERS**

**Ian Charles**, Partner, **LANDMARK PARTNERS**

**R. Narayan Chowdhury**, Managing Director, **FRANKLIN PARK**

**George Cole**, Managing Partner, **THE RIVERSIDE COMPANY**

**Brian J. Conway**, Chairman, **TA ASSOCIATES**

**Steven Costabile**, Director & Global Head of Private Funds Group  
**PINEBRIDGE INVESTMENTS**

**Steve Cowan**, Managing Director, **57 STARS**

**Kevin T. Dalmut**, Director of Private Market Investments  
**THE UNIVERSITY SYSTEM OF MARYLAND FOUNDATION**

**Evan Darr**, Principal, **INVESCO**

**Anna Dayn**, CEO, **DAYN ADVISORS**

**Marco de Benedetti**, Managing Director & Co-Head of Europe Buyout Fund  
**THE CARLYLE GROUP**

**Michael Dean**, Senior Vice President, **MEKETA INVESTMENT GROUP**

**Dipanjana "DJ" Deb**, Managing Partner, **FRANCISCO PARTNERS**

**Kelly DePonte**, Partner, **PROBITAS PARTNERS**

**Marc J.M. der Kinderen**, Managing Partner, **747 CAPITAL**

**Christopher A. Douvos**, Managing Director  
**VENTURE INVESTMENT ASSOCIATES**

**Nicolas Drapeau**, Director, Private Markets, **BIMCOR**

**Jeffrey J. Eaton**, Partner, **EATON PARTNERS**

**Ira Ehrenpreis**, Board Member, **TESLA MOTORS**

**David Ericson**, Managing Partner, **EBF & ASSOCIATES**

**Scott Essex**, Managing Director, Head of Private Debt Americas  
**PARTNERS GROUP**

**Bruce R. Evans**, Managing Director, **SUMMIT PARTNERS**

**Jeff Fagnan**, Partner, **ATLAS VENTURE**

**Robin Filmer-Wilson**, Investment Manager, **USS**

**Eric T. Fitzgerald**, Director - Alternative Investments  
**METLIFE INVESTMENTS**

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

**David I. Foley**, Senior Managing Director, Private Equity Group & CEO  
**BLACKSTONE ENERGY PARTNERS**

**Alberto Forchielli**, Managing Partner, **MANDARIN CAPITAL PARTNERS**

**Susanne Forsingdal**, Partner, **ATP PRIVATE EQUITY PARTNERS**

**Darren Friedman**, Partner, **STEPSTONE GLOBAL**

**John Fulton**, Managing Director, **CORRUM CAPITAL MANAGEMENT**

**Brian Gallagher**, Partner, **TWIN BRIDGE CAPITAL PARTNERS**

**Jim Gerehty**, Managing Director, **SIGULER GUFF**

**Brian Gimotty**, Director, Investments  
**UAW RETIREE MEDICAL BENEFITS TRUST**

**Philip Godfrey**, Partner, **BAY HILLS CAPITAL MANAGEMENT**

**U. Peter C. Gummesson**, Managing Director, **AUDAX MEZZANINE**

**John Haggerty**, Managing Principal, Director of Private Investments  
**MEKETA INVESTMENT GROUP**

**Alex Hambly**, Regional Head of Private Equity  
**EASTSPRING INVESTMENTS (SINGAPORE)**

**Gregory Hara**, Representative Director, **J-STAR**

**Gordon Hargraves**, Partner, **PRIVATE ADVISORS**

**Eric R. Harnish**, Director of Private Market Research, **NEPC**

**John A. Hatherly**, Managing Partner, **WYNNCHURCH CAPITAL**

**Carla Haugen**, Partner, **ROCATON INVESTMENT ADVISORS**

**François Houde**, Director, Funds Group  
**CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC**

**Adiba Ighodaro**, Partner, **ACTIS**

**William J. Indelicato**, Managing Director, **PORTFOLIO ADVISORS**

**Felipe Iragorri**, Partner, **TRIBECA ASSET MANAGEMENT**

**Paul Jacobs**, CFP & CIO, **PALISADES HUDSON ASSET MANAGEMENT**

**Roger Johanson**, Head of Venture Capital & Infrastructure Investments  
**SKANDIA LIFE INSURANCE COMPANY**

**Jamie Johnson**, Director of Private Equity, **HIRTLE CALLAGHAN**

**Alan Jones**, Managing Director & Head of Global Private Equity  
**MORGAN STANLEY GLOBAL PRIVATE EQUITY**

**Jon Karlen**, General Partner, **FLYBRIDGE CAPITAL PARTNERS**

**David Katz**, Managing Director, **GTCR**

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

**Pete Keliuotis**, Managing Director  
**STRATEGIC INVESTMENT SOLUTIONS**

**Chris Keller**, Managing Director, **SUMMIT STRATEGIES GROUP**

**John Kelliher**, Senior Managing Director, **MARWOOD GROUP**



**Kalpesh Kikani**, Managing Director, **AION INDIA**

**Michele Kinner**, Partner & Head of US Private Equity Fund Investments  
**QUILVEST**

**Suresh Krishnamurthy**, Director, Financial Research  
**CRISIL GLOBAL RESEARCH & ANALYTICS**

**Michael Klein**, CEO, **LITTLEJOHN & CO.**

**Jean-Pierre Lacroix**, President, **SHIKATANI LACROIX**

**Chris Lagan**, Managing Director, COO  
**CONGRESS ASSET MANAGEMENT**

**Janna Laudato**, Managing Director, **HAUSER PRIVATE EQUITY**

**Edward Lewis**, Senior Managing Director – Head of Alternative Investment  
**CIGNA INVESTMENT MANAGEMENT**

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

**Elvin Lopez**, Director - Domestic Private Equity, **METLIFE INVESTMENTS**

**Linda Lynch**, Managing Director, **FISHER LYNCH CAPITAL**

**Robert Mackalski**, Professor of Marketing, Desautels Faculty of  
Management, **MCGILL UNIVERSITY**

**Joncarlo Mark**, Founder, **UPWELLING CAPITAL GROUP**

**Thomaz Malavazzi**, Investment Officer, **TARPON INVESTMENTS**

**David Matlin**, CEO, **MATLINPATTERSON GLOBAL ADVISERS**

**Marina Mavrikis**, Managing Director, Private Equity, Private High Yield &  
Distressed Investments, **TIAA-CREF**

**David McKenna**, Managing Partner, **ADVENT INTERNATIONAL**

**Samuel M. Mencoff**, Co-CEO, **MADISON DEARBORN PARTNERS**

**Travis R. Metz**, Partner, **MONITOR CLIPPER PARTNERS**

**Jeffrey W. Miller**, Co-founder & Managing Partner  
**VORTUS INVESTMENTS**

**Dennis A. Montz**, Senior Vice President & Director of Private Investments  
**SENTINEL TRUST COMPANY**

**Bradley Morrow**, Senior Private Markets Consultant  
**TOWERS WATSON INVESTMENT SERVICES**

**Terrence M. Mullen**, Co-founder & Partner  
**ARSENAL CAPITAL PARTNERS**

**Nicole Musicco**, Vice-President, **ONTARIO TEACHERS' PENSION PLAN**

**Ingrid Neitsch**, Head of Credit Strategies, **IGNIS ASSET MANAGEMENT**

**Thomas L. Newberry**, Partner, Head of Private Credit Funds  
**CVC CREDIT PARTNERS**

**Samuel Oh**, Senior Partner, **APOLLO GLOBAL MANAGEMENT**

**Mark O'Hare**, Founder, **PREQIN**

**P.J. O'Rourke**, Best-Selling Author & Political Satirist

**J. Daniel Parker**, Investment Officer, **HELMSLEY CHARITABLE TRUST**

**Verdun S. Perry**, Senior Managing Director & Co-Head  
**STRATEGIC PARTNERS**

**Ross Posner**, Group Head of Infrastructure & Real Assets  
**ALLSTATE INSURANCE COMPANY**

**David Punda**, Director of Private Equity Investments  
**NIPPON LIFE GROUP**

**Robert P. Rakowski**, Principal, **UPWELLING CAPITAL GROUP**

**Brian Rich**, Managing Partner & Co-Founder, **CATALYST INVESTORS**

**Yann Robard**, Vice President, Head of Secondaries & Co-Investments  
**CANADA PENSION PLAN INVESTMENT BOARD**

**Hartley Rogers**, Chairman, **HAMILTON LANE**

**Jane Rowe**, Senior Vice President, Teachers' Private Capital  
**ONTARIO TEACHERS' PENSION PLAN**

**Igor Rozenblit**, Private Equity Specialist, Asset Management Unit,  
Division of Enforcement, **SEC**

**Robert Ruberton**, Senior Portfolio Manager & Head of European Credit  
**APOLLO CREDIT**

**Louis Salvatore**, Senior Managing Director, **BLACKSTONE GROUP &**  
Head of Portfolio Management, **GSO CAPITAL PARTNERS**

**Federico Schiffrin**, Senior Vice President, **UNIGESTION**

**Peter Schmid**, Head of Private Equity, **ACTIS**

**John Schnabel**, Partner & Co-Portfolio Manager  
**FALCON INVESTMENT ADVISORS**

**Sheryl Schwartz**, Managing Director, **CASPIAN PRIVATE EQUITY**

**Conner Searcy**, Managing Partner, **TRIVE CAPITAL**

**Kunal K. Shah**, Principal, **MEKETA INVESTMENT GROUP**

**Matt Shafer**, Partner, **VISION CAPITAL**

**Neil N. Sheth**, Partner, Director of Hedge Fund Research, **NEPC**

**Markus Solibieda**, Partner, **MANDARIN CAPITAL PARTNERS**

**Peter B. Spasov**, Partner, **MARLIN EQUITY PARTNERS**

**Marc St John**, Head of Investor Relations, **CVC CAPITAL PARTNERS**

**Charles Stucke**, CIO, Co-Head of Business  
**GUGGENHEIM INVESTMENT ADVISORS**

**Eric ter Braak**, Investment Director, Manager, Secondary Fund Investments  
**ROBECOSAM PRIVATE EQUITY**

**Lee Tesconi**, Partner, **LEXINGTON PARTNERS**

**Simon Thornton**, Managing Director, **PEARONLINE**

**Michiel Timmerman**, CIO, **IGNIS ASSET MANAGEMENT**

**Miguel Toney**, Director, **MEZZVEST**

**John Toomey Jr**, Managing Director, **HARBOURVEST PARTNERS**

**Danforth Townley**, Attorney Fellow, Division of Investment Management  
**SEC**

**David Treitel**, Managing Director, **APOLLO AVIATION GROUP**

**Louis Trincano**, Advising Partner, **ACCESS CAPITAL PARTNERS**

**Suzanne Troy Cole**, Partner, **TROY INVESTMENT ASSOCIATES**

**David Turner**, Managing Director, Head of Private Equity  
**THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA**

**Tony Van Bommel**, Senior Managing Partner,  
Energy/Cleantech Venture Fund, **BDC VENTURE CAPITAL**

**Christine Vanden Beukel**, Managing Director  
**CRESCENT CREDIT EUROPE**

**Emily Vavrichek**, Head of Investor Relations & Marketing  
**KPS CAPITAL PARTNERS**

**Sebastián Villa**, Partner, **SOUTHERN CROSS GROUP**

**Robert Wages**, Head of Private Equity, **NATIONAL HOLDING**

**Keith R. Watson**, Director Pension Investments, **TEXTRON**

**Michael P. Weinmann**, Managing Director, **CAPITAL ROYALTY**

**Brian K. Welker**, Investment Director, **ALLIANZ CAPITAL PARTNERS**

**David Wilmot**, Joint Head of Private Finance, **BABSON CAPITAL EUROPE**

**John Wolak**, Managing Director  
**MORGAN STANLEY ALTERNATIVE INVESTMENT PARTNERS**

**Marc B. Wolpow**, Co-CEO, **AUDAX GROUP**

**Bernard Yancovich**, Managing Director  
**GCM GROSVENOR PRIVATE MARKETS**

**David A. York**, Managing Director, **TOP TIER CAPITAL PARTNERS**

**Brad Young**, Co-CEO & Head of Investments, **ALTIUS ASSOCIATES**

**Christian Zabbal**, Managing Director, **BLACK CORAL CAPITAL**

**James Zelter**, Managing Director & CIO, **APOLLO CREDIT**

# SUPPORTERS OF SUPERRETURN U.S. 2014

## Co-Sponsors



CRISIL Global Research & Analytics (GR&A) is the world's largest and top-ranked provider of high-end research and analytics services. We are the world's largest provider of equity and credit research services. We are also the foremost provider of end-to-end risk and analytics services to trading and risk management functions at the world's leading financial institutions and corporations. We are committed to delivering cutting-edge analysis, opinions, and solutions. This underscores our proposition of being the best people to work with.



Established in 2007, Mandarin Capital Partners is a leading independent fund manager focused on cross border investment activities between China and Europe. As the first Sino-European private equity fund, it is dedicated to medium sized companies with high growth potential, and has a privileged access to Asian emerging markets growth through a downside protected European platform. The proven and replicable value creation model is based on an integrated team with established local presence in China, Italy, and Germany. The Fund is an answer to the needs of:

- European companies seeking production capacity in China as well as local presence in the Chinese market
- Chinese companies on the route to globalization, looking for distribution channels, global brands, technologies and know-how

With a balanced and diversified investment strategy, the Fund has achieved strong underlying performance, while promoting cooperation and exploiting synergies between the Chinese capabilities and European know-how and brands. The Fund's current investments are focusing on four areas: advanced manufacturing, pharmaceuticals, environmental protection, and high-quality consumer goods. Mandarin Capital has recently had a first close on its second fund.

## Associate Sponsors



### Deutsche Bank

Deutsche Bank Fund Services provides innovative solutions for administration, middle office, regulatory reporting and custody to alternative asset managers managing hedge funds, fund of funds, private equity funds, real estate funds, infrastructure funds, hybrid funds, separately managed accounts and managed account platforms. Fund services includes: portfolio reporting, fund accounting (NAV Calculation), partnership accounting, transfer agency, trustee, securities custody, cash management, depository, regulatory reporting and specialist corporate services. Combining highly experienced staff in strategic global locations, a best-in-class technology platform and flexible reporting solutions, Deutsche Bank Fund Services delivers top rated client service to some of the largest and most complex funds in the industry.



Forbes Private Capital Group ("FPCG") is the leading independent financial advisory and capital formation firm focusing on private partnerships in private equity, hedge funds, real estate, real assets and direct strategies in developed and emerging markets. FPCG represents a dynamic partnership between Forbes Private Capital Group, LLC and Forbes Financial Services, LLC, a division of Forbes Media, which combines the world class financial services brand of Forbes with the global distribution expertise of the FPCG fundraising team. This partnership provides FPCG with an unrivaled global network of ultra high net worth and institutional investor relationships that will serve as an invaluable resource in the capital raising process. Forbes Private Capital Group engages only a select number of funding assignments from the hundreds reviewed by our team annually to ensure we provide real investment solutions to LP's and each client is afforded the resources necessary to an efficient and successful fundraise while avoiding any conflicts of interest. With this in mind, we provide our clients with a comprehensive suite of services, including competitive positioning and a global marketing strategy. Our highly experienced project management team offers clients advisory services that mirror the rigorous due diligence and documentation assistance of broader mandates but with a more focused and select approach to the capital raising effort.

## Morgan Stanley

Morgan Stanley Global Private Equity makes privately negotiated equity and equity-related investments in middle-market entities primarily in North America and opportunistic evaluation of Europe and other regions. We utilize Morgan Stanley's vast resources, including the Firm's global franchise and relationships with leading corporate management teams and financial sponsors, to source attractive opportunities for its investment funds. The team seeks to create value in portfolio companies primarily through operational improvement as opposed to financial engineering. Morgan Stanley's roots in private equity investing date back to 1985 and to date, Morgan Stanley Global Private Equity, through five funds, has invested approximately \$6.7 billion of equity across a broad spectrum of industries.



Founded in 1983, Eaton Partners is one of the oldest, largest and most experienced placement agents in the world, having raised more than \$57 billion across 80 highly differentiated funds. With over 50 professionals across offices in North America, Europe and Asia, the firm raises institutional capital for investment managers across a full range of alternative strategies – private equity, real assets, real estate and hedge funds/liquid products. Eaton Partners is currently in the market with 18 funds whose strategies include: real estate, energy, timberland, agriculture, growth equity, sector-specific and general buyout, credit/special situations, long/short equity, operational activist, and fund-of-funds. Partnering with a select number of the highest-quality fund managers, Eaton Partners has represented some of the most innovative funds of the last two decades. With extensive institutional relationships, deep sector knowledge, fresh insights and a partner-driven approach, Eaton Partners is dedicated to every client's success.



Guernsey is increasingly viewed by leading US fund promoters as the jurisdiction of choice for domiciling and servicing private equity funds. The Island's total AUM is US\$ 438 billion, including US\$135 billion of private equity funds from promoters such as Apax, BC Partners, Collier Capital, HarbourVest and Permira. Guernsey has an ideal infrastructure and expertise to service this business: experienced fund managers, administrators and custodians; pragmatic regulation; fast track capability; access to global capital markets; modern legislation; competitive tax environment; bespoke IT solutions; accounting services; and legal expertise. The high quality of Guernsey's infrastructure and expertise is reflected in the fact that more than \$US250 billion worth of funds domiciled in other jurisdictions are serviced in Guernsey. Guernsey's dual regime in response to AIFMD shows that the Island always strives to provide the best solutions for its truly global client base, including the US market.

## LP Breakfast Sponsor



Top Tier Capital Partners, LLC (TTCP) is a venture capital specialist managing niche-focused funds of funds. We make primary and secondary investments in venture capital funds and co-invest in select portfolio companies. Our team creates diverse portfolios that are built to spot emerging trends early and to deliver optimal venture returns. Our value-add lies in our experience, deep networks, industry insights, and superior client service. We work collaboratively with our investors to help them build their private equity investment programs, and we partner closely with our managers to offer thoughtful, hands-on counsel. We seek long-lasting, open relationships that begin, not end, with the investment. Based in San Francisco with roots back to 1999, the TTCP team manages \$2.4 billion in commitments from a global base of institutional investors including pension funds, insurance companies, foundations, and family offices. Top Tier Capital Partners is an SEC registered investment adviser.



# ESSENTIAL EVENT INFORMATION

---



## Venue Address

Renaissance Boston Waterfront Hotel  
606 Congress Street, Boston, Massachusetts  
02210  
USA  
Tel: 1-617-338-4111  
Fax: 1-617-338-4138  
[www.marriott.co.uk/hotels/travel/boswf-renaissance-boston-waterfront-hotel/](http://www.marriott.co.uk/hotels/travel/boswf-renaissance-boston-waterfront-hotel/)



## Travel To The Renaissance Boston Waterfront From The Airport

The closest airport is Boston Logan International. A taxi from the airport will cost approximately \$25.  
Alternative Transportation:  
City Water Taxi: \$12 (one way)  
Bus Service \$2.5 (one way)  
Subway Service: \$2.5 (one way)



## Dress Code

Business attire



## By Car

Driving directions from Boston Logan International Airport:  
Follow the signs toward I-90 West/Ted Williams Tunnel. Take Ted Williams Tunnel to Exit 25. Keep right at the fork to Congress Street and hotel.



## Accommodation

We have a special conference rate at the Renaissance Boston Waterfront. Please visit our website at [www.superreturnus.com](http://www.superreturnus.com) and view the accommodation page for more information on rate and terms.



## Parking

The Renaissance Boston Waterfront has the following parking options available:  
Valet parking: \$46 daily  
Off-site parking: \$10 hourly, \$32 daily



*SuperReturn U.S. presents an unrivalled opportunity to raise your profile and align your brand with the most highly respected Private Equity conference in the USA. For an unrivalled mixture of the leading LPs and GPs in the industry look no further than Boston, June 2014. For a bespoke proposal please do not hesitate to contact me via email or phone to discuss the possibilities.*

Kind Regards

Ian Law, Business Development Manager    +44 (0) 20 7017 7297    [ilaw@icbi.co.uk](mailto:ilaw@icbi.co.uk)

## Register Now – Four Easy Ways!

1. Fax this form on +44 (0)20 7017 7807
  2. Telephone us on +44 (0)20 7017 7200
  3. Email: [info@icbi.co.uk](mailto:info@icbi.co.uk)
  4. Via the website: [www.superreturnus.com](http://www.superreturnus.com)
- Always quote your VIP CODE when registering.



Scan with smartphone  
QR Reader App

"I continue to marvel at the depth, breadth and content contained in each of the sessions at SuperReturn U.S. and the talent that you are able to attract as participants."

Edward Lewis, CIGNA INVESTMENT MANAGEMENT

Please do not cover VIP code Conference Code: FKR2362

**15% Discount**  
**VIP Code: FKR2362EMSPK**

**Dates**

- LP/GP Relations Summit: June 9, 2014
- Credit Strategies Summit: June 9, 2014
- Main Conference: June 10-12, 2014

[www.superreturnus.com](http://www.superreturnus.com)

Free for Public and Corporate Pension Funds, Foundations, Endowments, Sovereign Wealth Funds, Insurance Companies, DFIs and ILPA members that do not engage in third-party fundraising activities or collect fees for advisory/consulting services. Please contact Laura Griffin at [lgriffin@icbi.co.uk](mailto:lgriffin@icbi.co.uk)



**U.S. 2014**

**Venue Details**

Renaissance Boston Waterfront Hotel  
606 Congress Street,  
Boston,  
Massachusetts  
02210  
USA  
Tel: 1-617-338-4111  
Fax: 1-617-338-4138  
Web: <http://www.marriott.co.uk/hotels/travel/boswf-renaissance-boston-waterfront-hotel/>

**MULTI-BOOKING DISCOUNT:**  
If you register more than 2 delegates, the 3rd and each subsequently registered delegate will receive **50%** the fee for any packages that include the main conference.

### 1st Delegate

Name	
Job title	Department
Direct Tel	Mobile Tel
Email Address	
I would like to receive information on future events & services via email. By giving you my email address I am giving ONLY INFORMA companies the permission to contact me by email.	
Hd of Dept: Name	
Job title	Department
Direct Tel	Mobile Tel
Email Address	
Booking Contact: Name	
Job title	Department
Direct Tel	Mobile Tel
Email Address	
Person who will attend if I have to cancel:	
Name	
Job title	Department
Direct Tel	Mobile Tel
Email Address	

### 2nd Delegate:

2nd Delegate:	
Name	
Job title	Department
Direct Tel	Mobile Tel
Email Address	
I would like to receive information on future events & services via email. By giving you my email address I am giving ONLY INFORMA companies the permission to contact me by email.	
3rd Delegate:	
Name	
Job title	Department
Direct Tel	Mobile Tel
Email Address	
I would like to receive information on future events & services via email. By giving you my email address I am giving ONLY INFORMA companies the permission to contact me by email.	

### COMPANY DETAILS

Company Name:	Nature of Company's business:
Address:	Postcode:

PLEASE SELECT YOUR PACKAGE	DATES	Register By March 21, 2014	SAVE	Register By April 17, 2014	SAVE	Register By May 16, 2014	SAVE	Register After May 16, 2014	SAVE
<input type="checkbox"/> <b>4 DAY PACKAGE: Main Conference &amp;</b> <input type="checkbox"/> LP/GP Relations Summit OR <input type="checkbox"/> Credit Strategies Summit	9-12 June 2014	\$4598	<b>\$1800</b>	\$5098	<b>\$1300</b>	\$5298	<b>\$1100</b>	\$5498	<b>\$900</b>
<input type="checkbox"/> <b>3 DAY PACKAGE: Main Conference Only</b>	10 - 12 June 2014	\$3599	<b>\$800</b>	\$3999	<b>\$400</b>	\$4199	<b>\$200</b>	\$4399	<b>-</b>
<input type="checkbox"/> <b>1 DAY PACKAGE: Please choose below</b> <input type="checkbox"/> LP/GP Relations Summit <input type="checkbox"/> Credit Strategies Summit	9 June 2014	\$1899	<b>\$100</b>	\$1999	<b>-</b>	\$1999	<b>-</b>	\$1999	<b>-</b>

The VAT rate is subject to change and may differ from the advertised rate. The amount you are charged will be determined when your invoice is raised. Savings include Multiple Package & Early Booking Discounts. All discounts can only be applied at the time of registration and discounts cannot be combined (apart from Early Booking discounts that apply to everyone). All discounts are subject to approval. Please note the conference fee does not include travel or hotel accommodation costs. **£200 discount for fourth and subsequently registered delegate fee for any packages that include the main conference.**

We are happy to accept a replacement delegate for the whole event, however delegate passes cannot be split or shared between delegates under any circumstances. Conference code FKR2362

### PAYMENT DETAILS

Please use this form as our request for payment. Fax and phone bookings should be made with a credit card number, or followed up by a posted registration form. Places are only guaranteed by full payment, which must be received before the conference. I will pay by:

☐ Cheques/bankers draft made payable to ICBI for £.....

☐ Invoice to be sent to my company

☐ Bank transfer - full details of bank transfer options will be given with your invoice on registration.

**To make payment by credit card:** to ensure we provide the highest level of security for your credit card details we are unable to accept such payments via email or fax which ensures that these details are never stored on our network. To make payment by credit card on-line, please enter your credit card details in our secure payments website that you will use when making your booking via the event website: [www.superreturnus.com](http://www.superreturnus.com). Alternatively call our customer service team on +44 (0) 20 7017 7200

**TERMS AND CONDITIONS:** Attendance at this conference is subject to the ICBI Delegate Terms and Conditions at <http://www.informaglobalevents.com/division/icbi/termsandconditions>. Your attention is drawn in particular to clauses 6, 8 and 14 of the ICBI Delegate Terms and Conditions which have been set out. Cancellation Policy: If you cancel in accordance with this policy, you will receive a refund of your fees paid to ICBI (if any): (i) if you cancel your registration 28 days or more before the Conference, subject to an administration charge equivalent to 10% of the total amount of your fees plus VAT; or (ii) if you cancel your registration less than 28 days, but more than 14 days before the Conference, subject to an administration charge equivalent to 50% of the total amount of your fees plus VAT. ICBI regrets that the full amount of your fee remains payable in the event that your cancellation is 14 days or less before the Conference or if you fail to attend the Conference. All cancellations must be sent by email to [info@icbi.co.uk](mailto:info@icbi.co.uk) marked for the attention of Customer Services and must be received by ICBI. You acknowledge that the refund of your fees in accordance with this policy is your sole remedy in respect of any cancellation of your registration by you and all other liability is expressly excluded. **Changes to the conference:** ICBI may (at its sole discretion) change the format, speakers, participants, content, venue location and programme or any other aspect of the Conference at any time and for any reason, whether or not due to a Force Majeure Event. In each case without liability. **Data protection:** The personal information which you provide to us will be held by us on a database. You agree that ICBI may share this information with other companies in the Informa group. Occasionally your details may be made available to selected third parties who wish to communicate with you offered related to your business activities. If you do not wish to receive these offers please contact the database manager. For more information about how ICBI use the information you provide please see our privacy policy at: <http://www.informaglobalevents.com/division/icbi/termsandconditions>. If you do not wish your details to be available to companies in the Informa Group, or selected third parties, please contact the Database Manager, Informa UK Ltd, Maple House, 149 Tottenham Court Road, London, W1T 7AD. Tel: +44 (0)20 7017 7077, fax: +44 (0)20 7017 7828 or email [integrity@intltd.co.uk](mailto:integrity@intltd.co.uk).

**Incorrect Mailing:** If you are receiving multiple mailings or you would like us to change any details, or remove your name from our database, please contact the Database Manager at the above address quoting the reference number printed on the mailing label.

By completing and submitting this registration form, you confirm that you have read and understood the ICBI Delegate Terms and Conditions and you agree to be bound by them.