

AGENDA AT A GLANCE

Time	Session	
12:30 PM – 12:35 PM	Welcome Remarks, Ballroom	
12:35 PM – 12:50 PM	Keynote Address: Keith Read, President, Business Finance, Cerberus Capital Management, L.P., Ballroom	
12:50 PM – 1:10 PM	Preqin Update, Ballroom	
1:10 PM – 1:55 PM	Investor Panel, Ballroom	
1:55 PM – 2:15 PM	Networking Break, Mirror Room & French Salon	
2:15 PM – 3:00 PM	Track A, Ballroom	Track B, Drawing Room
	Shark Tank: GP/ Banks	What's New in the EU and US
3:00 PM – 3:20 PM	Networking Break, Mirror Room & French Salon	
3:20 PM – 4:05 PM	Financial Markets and Structuring	Global Jurisdictions and Documentation
4:05 PM – 4:25 PM	Networking Break, Mirror Room & French Salon	
4:25 PM – 5:10 PM	How to Lose Money in Fund Finance	NAV and Secondary Facilities – Market Updates and Trends
5:10 PM – 5:30 PM	Networking Break, Mirror Room & French Salon	
5:30 PM – 6:10 PM	Industry Panel, Ballroom	
6:10 PM – 6:15 PM	Closing Remarks, Ballroom	
6:15 PM – 8:00 PM	Networking Cocktail Reception hosted by APPLEBY , Ballroom Reception	

Wifi Network: Claridge's
No password required

AGENDA

OCTOBER 20, 2016

Welcome

Ballroom

12:30 PM - 12:35 PM

Jeff Maier, Managing Director, Silicon Valley Bank
Nick Mitra, Executive Director, Natixis

Keynote Address

Ballroom

12:35 PM - 12:50 PM

Keith Read, President, Business Finance, Cerberus Capital Management, L.P.

Preqin Update

Ballroom

12:50 PM - 1:10 PM

Christopher Elvin, Head of Private Equity Products, Preqin

Investor Panel

Ballroom

1:10 PM - 1:55 PM

- Investment allocations, trends and 2017 forecasts
- Evolving Investor criteria for manager selection
- Innovative GP structures and offerings
- Investor views on subscription financing
- Investor views on fund level leverage

MODERATOR:

Mike Mascia, Partner, Cadwalader, Wickersham & Taft LLP

PANELISTS:

David Adler, Head of Real Estate, Global Investment Solutions

Jennifer Band, Managing Director, Evercore

Taz Katira, Vice President, Fund Investment Team, Europe, Hamilton Lane

Verena Kempe, Director Private Equity, FERI Trust

Kevin McLeod, Managing Director, Cerberus Capital Management, L.P.

Networking Break

Mirror Room & French Salon

1:55 PM - 2:15 PM

Shark Tank: GP/ Banks

Ballroom

2:15 PM - 3:00 PM

The bank “sharks” will battle it out in the shark tank to win the mandate from the fund borrowers in respect of a variety of structuring and funding proposals including:

- Subscription line to a new-to-bank customer
- Highly concentrated investor base
- Single / cornerstone investor & High Net Worth individual investors
- Hybrid/ NAV/ Aftercare facilities – providing financing across the entire life cycle of a fund

MODERATOR:

Zachary Barnett, Partner, Mayer Brown

PANELISTS:

Jason Blank, Co-Managing Partner, Brockton Capital

Eric Goldstein, Managing Director, Goldman Sachs

Tom Kirby, Director, Head of Fund Finance, Commonwealth Bank of Australia

Nick Mitra, Executive Director, Natixis

Stephen Quinn, Head of Sponsors, Lloyds Bank

Andrew Weber, Partner, CFA, Orchard Global Asset Management

What's New in the EU and US

Drawing Room

2:15 PM - 3:00 PM

- Brexit (Regulatory and other changes)
- Evolving Use of Sub Lines (FX, Hybrids etc.)
- US market: Private BDCs...new types of vehicles
- Bail-in
- Extension of Fund Facility duration
- Facilities to Family Office/HNW Investors
- Single Managed Accounts and Co-investment

MODERATOR:

Jeremy Cross, Partner, Cadwalader, Wickersham & Taft LLP

PANELISTS:

Kate Downey, Partner, Fried, Frank, Harris, Shriver & Jacobson LLP

Kyle Fox, Global Head of Capital Markets, HIG Capital

Amira Hajili, Head of European Equity Bridge Fund Financing, Natixis

Thomas Rapp, Director, Wells Fargo

Keith Read, President, Business Finance, Cerberus Capital Management, L.P.

Robin Smith, Partner, Carey Olsen

Networking Break

Mirror Room & French Salon

3:00 PM - 3:20 PM

Financial Markets and Structuring

Ballroom

3:20 PM - 4:05 PM

Fund financing transactions are characterised by the interaction of fund structuring and financing considerations. Our panel will cover current fund structures from a financing perspective, together with specific considerations relevant to manage their structural and geographical diversity. We will discuss how to structure credit facilities and security over investor commitments, interaction with depositaries, the role and impact of AIFMs, and the possibilities offered by specific financing language in the fund documentation. We will also consider the use of derivatives by funds and related questions, as well as different forms of fund financings encountered in today's market throughout the geographical diversity represented on the panel.

MODERATOR:

Steve Jacoby, Partner, Luxembourg, Clifford Chance

PANELISTS:

Jen Yee Chan, Partner, King & Wood Mallesons

James Gaudin, Partner, Appleby

Peter Hughes, Partner, Finance, Travers Smith LLP

Dr. Volker Kraft, Managing Partner, ECE Real Estate Partners G.m.b.H.

Kerill O'Shaughnessy, Of Counsel, Walkers

Global Jurisdictions and Documentation

Drawing Room

3:20 PM - 4:05 PM

- Commonly encountered jurisdictions in European private equity – current patterns and trends
- Governing law – in a cross-border environment which law should govern?
- Legislative, regulatory and product innovation in key jurisdictions
- Killer Bees? The impact of BEPS and Brexit

MODERATOR:

Rob Duggan, Managing Partner, London, Mourant Ozannes

PANELISTS:

Jeremy Berchem, Partner, Corporate, Guernsey, Appleby

Katrina Edge, Partner, Jersey, Ogier

Philippe Max, Partner, Dentons

Tina Meigh, Partner, Cayman Islands, Maples and Calder

Sophie Reguengo, Senior Associate, Walkers

Networking Break

Mirror Room & French Salon

4:05 PM - 4:25 PM

How to Lose Money in Fund Finance

Ballroom

4:25 PM - 5:10 PM

The purpose of this panel is to explore in an in-depth fashion the specific risks related to subscription finance transactions and discuss potential areas of risk. This panel has been tasked to highlight areas of risk and to predict or carry-forward theoretical adverse scenarios. The panel will also discuss risk in the context of current market conditions and developing trends, with a view on what they expect to see in the years to come.

MODERATOR:

Tom Byrne, Group Head - Global Fund Banking Practice, Silicon Valley Bank

PANELISTS:

Lee Doyle, Partner, Ashurst

Andrew Husdan, Partner, London, Clifford Chance

Tim Powers, Partner, Haynes and Boone, LLP

Katherine Rowney, Director, Non-Bank Financial Institutions Private Equity Funds, Barclays

Emma Wallace, Managing Director, State Street Bank and Trust Company

NAV and Secondary Facilities - Market Updates and Trends

Drawing Room

4:25 PM - 5:10 PM

The panel will discuss alternative fund finance products, focusing on leveraging fund assets:

- The rise of NAV and Secondary Facilities
- Attractiveness of structure throughout a Fund's lifespan
- Strategies and structures lending to Secondary Funds and Fund of Funds
- Coexistence with Subscription Facilities

MODERATOR:

Ann Richardson Knox, Partner, Mayer Brown

PANELISTS:

Samantha Hutchinson, Partner, Dentons

Leon Stephenson, European Head of Funds Finance, Reed Smith LLP

Scott Turner, Director, Financial Sponsors, Lloyds Bank

Mike Vitelli, Senior Managing Director, Macquarie Group

Networking Break

Mirror Room & French Salon

5:10 PM - 5:30 PM

Industry Panel

Ballroom

5:30 PM - 6:10 PM

This year's industry panel includes top industry sponsors and one of the top finance lawyers in subscription financings. They will share high level views about BREXIT, the macro environment, focus on opportunities, and subscription financings.

We intend to ask the audience a few questions as well and invite your questions along the way.

MODERATOR:

Dee Dee Sklar, Managing Director, Asset-Backed Finance, Wells Fargo

PANELISTS:

Mike Koester, Managing Director, Goldman Sachs - Merchant Bank Division

Fred Nada, Head of Central Europe for Private Debt, BlueBay Asset Management LLP

Paul Quinlan, Managing Director and Chief Financial Officer, Blackstone

Mary Touchstone, Partner, Simpson Thacher & Bartlett LLP

Ramon Walsh, Director of Banking, Actis

Closing Remarks

Ballroom

6:10 PM - 6:15 PM

Terry Hatton, Managing Director & Group Head Funds Finance, Union Bank

Mike Mascia, Partner, Cadwalader, Wickersham & Taft LLP

Networking Cocktail Reception Hosted by Appleby

Ballroom Reception

6:15 PM - 8:00 PM