



THE PRIVATE MARKETS CREDIT MEETING

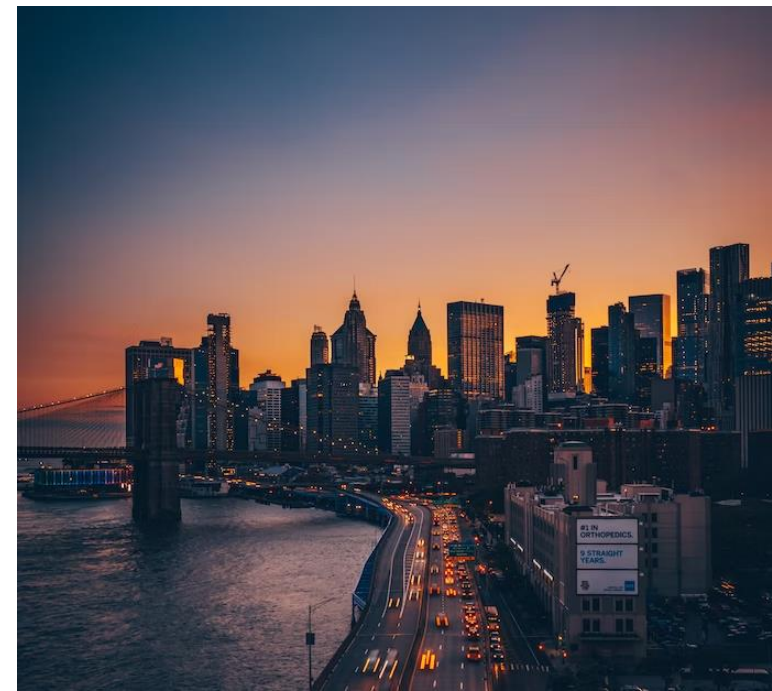
Metropolitan Club, New York, NY

March 8th & 9th, 2023



TABLE OF CONTENTS

Introduction	3
By The Numbers	4
In Attendance	5
Previous Sponsors	6
Institutional Partners	7
Sponsors	8-10
Speaker Bios	11-19
Conference Agenda	20-24
Participation Options	25-30
Carmo Contact Info	31





THE PRIVATE MARKETS CREDIT MEETING

METROPOLITAN CLUB, NEW YORK, NY
MARCH 8TH & 9TH, 2023

Dear Colleague,

It is with great pleasure that I invite you to the Annual Private Markets Credit Meeting. The aim of this Conference is to connect and educate institutional investors, family offices, and investment managers on credit and debt related strategies across the various sectors of private markets. Our meeting brings together over 250 senior level investment professionals that will join us to network and discuss the current investment climate in alternative credit. Discussions include current investment opportunities and structures and performance across this asset class. Industry experts will discuss what is alternative credit's role in an investor's portfolio, impact of rising interest rates on portfolio companies and returns, strategies to withstand high inflation and potential recession, and much more.

We look forward to hosting you in New York City.

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



BY THE NUMBERS

- \$5+ Trillion AUM in attendance
- 250+ Total participants
- 125+ Institutional & Private Wealth Investors
- 125+ Investment Firms/ Funds
- 5 Industry Exclusive Panel Sessions
- 5 Hours of Networking/Speed Dating
- 1 Full day Conference
- 1 Pre-Event Networking Cocktail





IN ATTENDANCE

C-Level Executives

- Corporate Pension Funds
- Endowments
- Foundations
- Private Equity Funds, Venture Capital Firms, Real Estate Firms,
- Hedge Funds
- Public Pension Funds
- Fund of Funds
- Sovereign Wealth Funds
- RIAs
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Credit Funds



PREVIOUS SPONSORS



INSTITUTIONAL PARTNERS

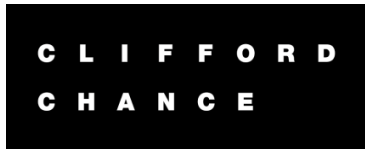




2023 SPONSORS



Carmo Hunter offers a consultative, high-touch approach and aim to foster relationships with our clients to better understand hiring needs, plans for growth and long-term vision. We can help you selectively source top talent across the country by creating a strategic recruiting solution that is specific to each company and firm. Carmo Hunter is a joint venture between San Francisco based Hunter SF and New York based Carmo Companies. We execute junior level to senior management positions.



Clifford Chance is one of the world's pre-eminent law firms, with significant depth and range of resources across 31 offices in 21 countries, enabling us to remain at the forefront of legal and commercial developments worldwide. Our Funds & Investment Management practice – ranked Band 1 by Chambers Global – is unique in offering teams in the Americas, Europe, Asia-Pacific and the Middle East. We advise clients throughout the full fund life cycle, including fund establishment, structuring and marketing, ongoing operational, regulatory and tax issues, and fund restructurings and secondary transactions. Our clients range in size from the world's leading asset management companies with a five continent footprint to start up or spin off funds, and we also represent investors in more than 500 private fund investments every year.



Corbin Capital Partners is a woman-led independent alternative asset management firm that specializes in multi-strategy hedge fund and opportunistic credit investing. Corbin has experience creating and managing differentiated commingled and bespoke portfolios for investors globally. As a firm that strives to create high-quality solutions for clients, Corbin deploys a broad toolkit of investing techniques, including external fund investments, opportunistic co-investing and direct trading capabilities. The firm is focused on maintaining its client centric model and continuing to serve as a trusted partner to clients. As a woman-led firm, we are committed to diversity, equity, and inclusion throughout the organization, inspired by our diverse leadership team. As of January 1, 2023, Corbin has \$8.21 billion in assets under management.



Northleaf Capital Partners is a global private markets investment firm with US\$22 billion in private equity, private credit and infrastructure commitments raised to date from public, corporate and multi-employer pension plans, endowments, foundations, financial institutions and family offices. Northleaf's 200-person team is located in Toronto, Chicago, London, Los Angeles, Melbourne, Menlo Park, Montreal, New York and Tokyo. Northleaf sources, evaluates and manages private markets investments globally, with a focus on mid-market companies and assets.



2023 SPONSORS



Located in North Carolina's Research Triangle, NovaQuest was founded in 2010 by a team of accomplished industry professionals who began working together in 2000. A premier biopharmaceuticals investment firm, NovaQuest pioneered a PRODUCT FINANCE™ capital solution for the industry, providing at-risk, non-dilutive funding that enables partner companies to advance pivotal clinical trials, launch new brands, license products, and acquire accretive products. With more than \$2.5 billion raised across four funds, NovaQuest has invested in scores of biopharmaceutical assets across therapeutic areas with a clinical success rate significantly higher than the industry average. NovaQuest has investment platforms in human and animal health verticals.



OHA is a leading alternative investment firm with \$57 billion of capital under management across its private, distressed, special situations, liquid, structured credit and real asset strategies. OHA has generated attractive risk-adjusted returns over its more than 30-year history by specializing in performing and distressed credit-related investments in North America, Europe and other geographies. OHA employs more than 350 people globally and is headquartered in New York, with primary offices in London, Sydney, Hong Kong, Luxembourg and Fort Worth.



Pantheon is a leading global private markets asset manager currently investing on behalf of more than 1,000 investors, including public and private pension plans, insurance companies, endowments and foundations, and private wealth clients. With four decades' of experience since its founding in 1982, Pantheon has developed an established reputation as a trusted specialist offering solutions across the full lifecycle of private market investments, from primary fund investments to co-investments and secondary solutions, across all stages and geographies. Our investment programs include a range of global and regional pooled funds, as well as bespoke and customized separate accounts, across private equity, global infrastructure and real assets, private debt and real estate. As of September 30, 2022 Pantheon had \$88.9 billion in assets under management and advice and the firm currently has in excess of 460 employees located across its 10 global offices located in London, San Francisco, New York, Chicago, Bogota, Hong Kong, Seoul, Tokyo, Dublin and Berlin, including more than 140 investment professionals.



Percent has created the modern credit marketplace, empowering investors, borrowers, and underwriters with innovative technology to increase the speed and velocity of transactions at a fraction of the cost. The company's core infrastructure delivers public market efficiencies to the analog private credit market by powering the sourcing, structuring, syndication, surveillance and servicing of private credit transactions from beginning to end. Founded in 2018, Percent's platform is becoming the market standard for asset-backed and corporate lending, powering over \$1 billion in transaction volume in a multi-trillion-dollar private credit industry. For additional information, please visit www.percent.com.



2023 SPONSORS



Founded in 2010, Star Mountain Capital is a lower middle-market direct lending manager focused on two investment strategies: 1) providing debt and equity capital to established, growing small and medium-sized companies; and 2) purchasing LP positions, generally at a discount, from other investors in lower middle-market funds. Star Mountain manages +\$3 billion of AUM through funds and SMAs for some of the world's most sophisticated investors, including individuals, family offices, insurance companies, wealth managers, endowments / foundations, and pension plans. Star Mountain is 100% employee-owned and 100% of employees share in the investment profits across 90+ full-time team members and senior advisors/operating partners. Star Mountain's specialty is helping grow privately-owned businesses, both organically and through acquisitions, that have at least \$15 million of annual revenues and under \$50 million of EBITDA. Star Mountain has closed over 135 direct investments and 25 secondary / fund investments since its inception.



StepStone is a global private markets investment firm focused on providing customized investment solutions and advisory and data services to some of the most sophisticated investors in the world. With more than US\$280 billion of private markets allocations, including over US\$62 billion of assets under management as of December 31, 2019, StepStone covers the spectrum of opportunities in private markets across the globe. The firm uses a disciplined, research-focused approach to prudently integrate fund investments, secondaries and co-investments across the private equity, infrastructure, private debt and real estate asset classes.



Viola Credit is a global alternative credit asset manager focused on the innovation economy, providing structured financing solutions for global technology companies through multiple credit offerings. Viola Credit manages \$1.2 billion in AUM and is the credit arm of Viola Group, which was founded in 2000 and is the largest technology investor in Israel, with over \$4.5 billion in AUM. Viola Credit has extensive expertise in both technology lending and asset backed lending (ABL) to FinTech lenders. The Fund consists of 25 professionals across sourcing, investing, risk management, technology, and operations. Viola Credit's flagship Alternative Lending Income Fund provides asset-backed lending to technology platforms originating assets exclusively in developed markets. The fund focuses on balance sheet lending transactions (warehouse lending) and on assets that are mainly SME lending products and secured consumer lending products. Viola Credit has executed over \$2 billion in these risk-sharing, floating-rate transactions.



Founded in 2011, Upwelling Capital Group LLC is an investment advisor focused on providing advisory and capital solutions to premier institutional investors and private capital managers. The Principals have cumulatively overseen over \$50 billion in global private equity commitments and have successfully managed over \$5 billion in legacy, tail-end commitments, transfers and workouts for leading institutional investors.



Bill Bohnsack

President and Senior Partner, Oak Hill Advisors (New York)

Bill Bohnsack is President and Senior Partner of Oak Hill Advisors, a leading alternative investment firm with \$57 billion of capital under management across performing and distressed credit investments in North America and Europe. He is responsible for day-to-day management of various aspects of OHA including client relationships, firm strategy, product development, operations, legal, finance and human resources. Mr. Bohnsack chairs or serves on various firm committees including the risk, investment strategy, valuation and ESG committees. In addition, he is a member of OHA's Diversity & Inclusion Council. Mr. Bohnsack joined OHA in 1993 as a high yield and distressed debt investor. He previously worked at Prudential Capital and Keystone Group as an investor in both the private and public credit markets. Mr. Bohnsack serves on the Board of Trustees of the Cape Eleuthera Foundation. He earned an M.B.A. from the J.L. Kellogg Graduate School of Management at Northwestern University and a B.A., magna cum laude, from St. Lawrence University.

John Ide

Managing Director, Star Mountain Capital (Chicago)



Mr. Ide is a senior executive with 30+ years of experience advising some of the world's largest and most sophisticated institutions and family offices on their investments as well as strategically guiding operating companies as their trusted corporate banker and lender. Mr. Ide spent approximately 22 years at JPMorgan Asset Management, the \$2+ trillion AUM investment manager that is part of the international commercial and investment banking group JPMorgan Chase (NYSE: JPM). As a Managing Director and member of the Strategic Client Group, he oversaw some of the largest and most sophisticated institutional clients and also served on various internal management committees. He oversaw approximately \$20 billion of client capital invested across a broad range of global strategies including JPMorgan's then affiliated \$15+ billion AUM Highbridge Principal Strategies' private credit, mezzanine and special situations funds. Mr. Ide was most recently a Managing Director at Deerpath Capital Management, a \$2+ billion AUM private credit manager focused on senior lending to private equity owned companies in the U.S. lower middle-market. Prior to JPMorgan Asset Management, Mr. Ide was a Director, Corporate Banker and lender at Banc One Capital Markets, a division of Bank One Corporation (NYSE: ONE) which was later acquired by JPMorgan Chase in 2004. While at Banc One Capital Markets, he originated, structured and underwrote more than \$3 billion in asset backed credit securities. Mr. Ide was also a Credit Analyst at The First National Bank of Chicago, which was later acquired by Bank One Corporation.

Vincent Kravec

Managing Director, Commonfund (Fairfield)



Vincent Kravec is a member of the Commonfund OCIO Investment team and is primarily responsible for investment monitoring, manager sourcing, rebalancing and reporting for investment portfolios with a focus in fixed income and credit strategies. Prior to joining Commonfund, Vincent was with Lazard Asset Management as a member of the Fixed Income operations staff. While at Lazard he was a trading assistant on the Emerging Markets team. He was also a supervisor in Fixed Income Accounting and had responsibilities in trading operations involving allocating trades and resolving trade problems for corporates, treasuries, municipals, asset backs and FX trading desks. Previous experience includes positions at Morgan Stanley, Alliance Capital and Evaluation Associates. Vincent earned his M.B.A. in from New York University's Stern School of Business and his B.A. from Fairfield University. He is also a CFA charterholder.

Ariel Goldblatt

Partner, Stepstone Group (New York)



Ms. Goldblatt is a member of the private debt team. Prior to joining StepStone, Ms. Goldblatt was a director of business development at CNBC, Inc., where she led business development and M&A activity. Prior to that, Ms. Goldblatt was a senior analyst at Eachwin Capital, L.P. an institutionally oriented investment management firm. Before that she worked in private equity and investment banking at Apax Partners LLP, Crescent Capital Group L.P. and Merrill Lynch & Co. Ms. Goldblatt received her MBA from The Wharton School, University of Pennsylvania and her BS in finance from the Schreyer Honors College, Pennsylvania State University.



Chris Grizzard

Director, Bayshore Capital (Tampa)

Chris Grizzard is a Director with Bayshore Capital and a member of the firm's investment committee. He is responsible for investment research, due diligence, and execution, with a primary focus on private credit, private equity, and venture capital. He was previously in the Investment Banking division of Robert W. Baird & Co., completing M&A, IPO, and debt refinancing transactions for Baird's global industrial clients. Chris graduated with a Bachelor of Science degree in Accounting and Finance from Florida State University, and a Master of Science degree in Finance from the University of Florida. Chris is a CFA and CAIA charterholder.



David Sheng

Managing Director, Portfolio Advisory, Aksia (New York)

David is a Managing Director on the Portfolio Advisory team and has over 15 years of experience in alternative investments. He is responsible for alternative investment programs in North America, including portfolio management and construction, as well as manager evaluation. David also focuses on business development efforts and marketing initiatives across North America. Prior to joining Aksia in 2018, David was a Senior Manager Research Analyst at Man FRM focused on sourcing and evaluating alternatives strategies, as well as active portfolio management. Prior to Man FRM, David was a Vice President within the Institutional Sales and Trading business at HSBC, and before that he worked at Morgan Stanley, where he covered institutional clients across the hedge fund, asset management, and sovereign wealth fund universe, with a focus on fixed income and foreign exchange. David graduated from Princeton University with a BA in Economics and holds an MBA from Columbia University.



Ron Wooten

Senior Founding Partner, NovaQuest Capital Management (Durham)

Ron Wooten, Senior Founding Partner of NovaQuest Capital Management, has over 30 years of healthcare and investing experience. Mr. Wooten founded the NovaQuest business in 2001 and co-founded NovaQuest Capital Management in 2010. Since the formation of the NovaQuest unit at IQVIA in 2000 through 2010, Mr. Wooten led the platform in creating and managing unique relationships, structured finance and equity investments with more than \$2 billion in gross commitments, capital or services to companies of all sizes. Mr. Wooten's previous experience includes nine years with First Union Securities, where he served as a Managing Director of Investment Banking focusing on M&A transactions across the middle market. Before he began his finance career, he played for the New England Patriots football team from 1981 to 1990. Mr. Wooten received his bachelor's degree in Chemistry from the University of North Carolina at Chapel Hill and earned an MBA from Boston University.



John M. Kyles

Managing Director, Portfolio Advisors (Connecticut)

John M. Kyles is a Managing Director of Portfolio Advisors and serves as the portfolio manager for the Credit Strategies Fund (PACSF). Formed in 2012, PACSF was the first fund dedicated to purchasing credit secondaries. John joined Portfolio Advisors in 2009. Previously, he was a Director at Citigroup where he spent eight years in the Private Equity Placements Group. While at Citigroup, he structured and executed private placements for public and private companies in a variety of industries. At business school, he was a Park Fellow and a co-founder of BR Ventures, a student-managed venture capital fund. John is serving as an Advisory Board member of 22 private equity and credit partnerships. (B.A. from Bucknell University, J.D. from DePaul University College of Law and M.B.A. from Cornell University)



Rakesh Jain

Partner, Pantheon (New York)

Rakesh (Rick) is a Partner and Global Head of Private Credit and Member of Pantheon's Global Credit Committee. Since joining the firm in 2019 to start a private credit effort focused on credit secondaries and co-investments, the business has grown AUM to over \$6.1 bn and is one of the largest providers of secondary solutions capital to GPs and investors in private credit globally. Prior to joining Pantheon, Rick was a senior principal investment professional and investment committee member at several direct credit firms across a range of strategies, including unsponsored/sponsored direct lending, special situations/distressed, asset-based finance/specialty finance, mezzanine finance and minority control private equity. Rick was previously at Stone Tower Capital (acquired by Apollo), Green Brook Capital (founded), Star Mountain Capital, and Citigroup Alternative Investments. Rick began his career in the Financial Institutions Group at Morgan Stanley & Co. Rick received a B.Com in Economics and Finance (Hons.) from McGill University and is a native of Toronto, Ontario.



David Fann

Senior Managing Director and Vice Chairman, Apogem Capital (New York)

David Fann is a Senior Managing Director and Vice Chairman of Apogem Capital, a subsidiary of New York Life. He has held senior leadership roles in organizations that have invested over \$50 billion in private equity, private credit, real assets, and real estate for institutional clients. Previously, he was a Partner and Vice Chairman of Aksia LLC. He was also a co-founder, President and CEO of TorreyCove Capital Partners LLC and President and CEO of PCG Asset Management. David also was a Managing Director of US Trust and started his career at Citibank, where he was a Vice President of Citicorp Venture Capital Ltd. He holds a Bachelor of Arts and Sciences degree in Industrial Engineering and Economics from Stanford University. David also serves on the advisory board for the Robert Toigo Foundation and the Association of Asian American Investment Managers.

Greg Richter

Chief Executive Officer, Medalist Partners (New York)



Greg Richter is the Chief Executive Officer of Medalist Partners, a \$2.3 billion alternative credit manager focused on asset-based private credit, structured credit, and CLOs. Prior to forming Medalist and its predecessor firm Candlewood Investment Group, Mr. Richter worked at Credit Suisse as a portfolio manager heading their structured credit effort. Prior, Mr. Richter was the Global Head of Credit Suisse's Specialty Finance Group and a member of Credit Suisse's Fixed Income Operating Committee, where he was responsible for the combined Global Asset Finance Capital Markets and the Specialty Finance Banking Groups. The Global Asset Finance Capital Markets division was responsible for loan origination and securitization activity in the U.S., Europe, Australia and Emerging and structured and originated a wide array of securitized products. Prior to this, in addition to running Credit Suisse's ABS/CDO trading/syndicate effort, Mr. Richter also headed the Asset Backed Securities Home Equity (ABSHE) shelf which bought and packaged mortgage loans. Prior to joining Credit Suisse, Mr. Richter spent 15 years at Prudential Securities in New York where most recently, he was Managing Director and served as the head of Trading and Syndicate for all structured products. Mr. Richter holds a B.A. in Economics from Colgate University.

Brett Lauber

Managing Director, Northleaf Capital Partners (Chicago)



Brett participates in the origination, evaluation and monitoring of private credit investments in North America, and leads Northleaf's Chicago office. Prior to joining Northleaf, Brett was at Fifth Street Asset Management as a Senior Vice President and Team Leader, where he was responsible for screening, structuring, underwriting, documenting and managing middle market sponsor-backed transactions. Previously, Brett was a Vice President at GE Antares Capital within the Restructuring and Workout Group. Brett began his career in GE Capital's Investment Analyst Program. Brett received a bachelor's degree from the University of Wisconsin-Madison and an MBA from Northwestern University's Kellogg School of Management.

Ido Vigdor

Managing Partner, Viola Credit (Tel Aviv)



Ido Vigdor is an experienced credit executive bringing with him over 15 years of asset management and credit investment experience. Ido joined Viola Credit in 2013 and is a Managing Partner at the Firm. Since joining Viola Credit, Ido successfully executed credit transactions exceeding \$1.5 billion across multiple credit strategies. At Viola Credit, Ido led the formation of the alternative lending income strategy and is responsible for all aspects of fund management including deal sourcing, execution, ongoing management of transactions and investor relations. Ido serves as an observer on the boards of several portfolio companies. Before joining Viola Credit, Ido held a senior role as a manager at Ernst & Young's M&A advisory practice where he focused on industrial and high growth technology companies. Ido holds a B.A., Magna Cum Laude, in Finance, Investments, and Math from Baruch College's Zicklin School of Business in New York and an M.B.A. in Finance & Strategy from Tel Aviv University.



Eric Green

Partner, Upwelling Capital Group (New York)

Eric Green is a Partner of Upwelling Capital Group. Most recently, Eric was the Global Co-Head of Private Markets at Muzinich & Co., a \$38B corporate credit firm. Previously, Eric was a Managing Director of Cyrus Capital Partners (a \$2B credit opportunities spin off from Och-Ziff). Eric has held several senior positions in Middle Market investing, including Senior Partner and Portfolio Manager of FriedbergMilstein, Partner and Managing Director of JP Morgan Partners and Managing Director of the Merchant Banking Group at BNP Paribas. He began his career at GE. He earned a BA in economics from Wabash College and an MBA from New York University's Leonard N. Stern School of Business.



Joe Lee

Managing Director, Churchill Asset Management (New York)

Joe is a Managing Director on the senior lending investment team at Churchill Asset Management, an affiliate of Nuveen (the asset manager of TIAA). With \$46 billion of committed capital, Churchill is a nationally-recognized private capital manager offering clients customized solutions across the capital structure. Joe has extensive private equity and leveraged finance experience and was previously a Vice President in Structured Finance Investing and Lending at Goldman Sachs, focused on principal investments across corporate credit and structured products. Before Goldman Sachs, he worked at Antares Capital, where he structured and executed middle market leveraged buyout transactions. Prior to that, Joe was on the originations team at Mubadala GE Capital, focused on sourcing global debt investment opportunities, and he was also an investment professional for GE Equity, the global private equity arm of GE Capital. Joe began his career at GE Capital, where he graduated from the Financial Management Program. Joe earned his B.S. in Accounting from Boston College, Carroll School of Management.



Ian Haas

Managing Director, Portfolio Manager, Neuberger Berman Alternative Investment Management (New York)

Ian Haas, CFA, Managing Director, joined Neuberger Berman in 2000. Ian is a member of the Investment Committee, serves as Head of Quantitative and Directional Strategy Research and is a Portfolio Manager on the NB Alternative Investment Management team. His responsibilities include sourcing, screening, due diligence, monitoring and portfolio construction for hedge funds and co-investments. Prior to joining the team, Ian was an associate in Lehman Brothers' portfolio strategy group, where he focused on asset allocation and manager selection. Prior to that, he was a member of the financial institutions group within the investment banking division of Lehman Brothers, where he worked on M&A advisory projects and capital market financings for clients in the financial services industry. Ian earned a BS with a concentration in finance from the University of Oregon, and has been awarded the Chartered Financial Analyst designation.



John Hartwell Cocke

Partner, Corbin Capital Partners (New York)

John serves as the Co-Portfolio Manager of Credit Strategies and is a Partner at Corbin Capital Partners. John oversees public and private credit assets across a wide variety of implementation types, including funds, SMAs, co-investments, and direct investments. Prior to joining Corbin in March 2006, John was with UBS Investment Bank as an Analyst in the Global Telecommunications Group. Previously, he was an Investment Analyst at Bluestem Asset Management LLC, a hedge fund investment firm, where he performed research and participated in a variety of additional functions. While at Bluestem, John was a Graduate Instructor at the University of Virginia, McIntire School of Commerce where he taught Introductory Financial Accounting and Managerial Accounting classes. John earned his M.S. in Accounting and B.S. in Commerce from the McIntire School of Commerce at the University of Virginia and was awarded the CFA charter in 2007.



Michael Steepe

President & CCO, Steepe & Co (Toronto)

Michael Steepe is the founder, President and Chief Compliance Officer of Steepe & Co., a registered exempt market dealer and investment fund manager based in Toronto. The firm is focused on allocating to U.S. private credit managers through various Canadian trust and GP/LP structures. Steepe & Co. raises the Canadian capital into the required Canadian fund structures, hedges currency, addresses cross-border tax and compliance issues, provides US manager oversight and allocates US dollars according to the Canadian funds' mandate. Since 2007, Steepe & Co. Ltd. has specialized in bringing private and public, short-term, Canadian and U.S. mortgage/credit/direct lending funds to the Canadian retail and institutional marketplaces. Prior to Steepe & Co., beginning in 1990, Michael worked in real estate, insurance, trust and banking, credit underwriting and global asset management where he held senior roles with various financial institutions.



Andrea Propp Knorring

Head of Business Development & Investor Relations, IceCap Group (New York)

Andrea Propp Knorring is the Head of Business Development & Investor Relations at the IceCap Group, a private lender based in New York City that has originated over \$1.7Bn of private residential real estate transition loans since its inception in 2017. Andrea manages a real estate debt fund, a private REIT, and will be launching a third fund in Q2 2023, all targeting 13 to 18% net cash-on-cash returns. Prior to her current role, Andrea was a Director of Marketing and Investor Relations at LibreMax Capital, a \$8bn structured credit asset manager. From 2014 to 2018, Andrea was responsible for investor relations and marketing at Jamison Capital Partners, a commodity trading hedge fund that was \$2bn in AUM at its peak. From 2010 to 2014, she worked at Goldman Sachs as an energy sales analyst in Calgary (2010 to 2012) and as a relationship manager with the Institutional Client Group in New York (2012 to 2014). She holds a BComm in Energy Management from the Haskayne School of Business at the University of Calgary.

Nelson Chu

Founder & CEO, Percent (New York)



Nelson Chu is an experienced serial entrepreneur and the Founder and CEO of Percent, the modern credit marketplace. After witnessing the inefficiencies in the private credit markets, Nelson was inspired to transform this industry for the better and founded Percent in 2018. He and his team have built an end-to-end credit platform unlike any other, empowering borrowers, underwriters, and investors to transact with confidence through governance, asset transparency, and market standardization. Nelson has been recognized by Private Debt Investor as a Rising Star in their annual list of the top 40 individuals shaping the future of private credit. Prior to Percent, Nelson founded a strategy consulting firm that helped companies build products and raise capital for growth, creating over \$1B in equity value. He also brings his background from global financial institutions, including Bank of America and BlackRock, to Percent. Outside of Percent, Nelson pursues his personal interests in angel investing, art, and philanthropy. His angel investment portfolio includes companies such as BlockFi, Care/Of (Acq: Bayer AG), Clover Health (NAS: CLOV), dv01 (Acq: Fitch), Eden Health, Plentina, Tala, and Uala. He has been actively involved in several nonprofits, including serving as a Board Member of The Bubble Foundation, Host Committee Member for Alicia Keys' Keep a Child Alive, and Yamba Malawi. Nelson graduated from Rutgers University with a Bachelor of Arts degree in Economics and Political Science.

Ran Eliasaf

Founder & Managing Partner, Northwind Group (New York)



Ran founded Northwind Group in 2008 and oversees all company investment activities across both the debt and equity strategies. Throughout his career, Ran has executed over 100 real estate transactions totaling over \$3 billion in value and spearheaded the formation of Northwind's dedicated closed-end real estate debt funds with \$1.2 billion in AUM. Under his leadership Northwind has also amassed a +\$1.5 billion portfolio in NYC consisting of residential and office properties and a +\$1 billion portfolio of healthcare and senior living properties. Ran has evolved Northwind into a reputable institutional grade private equity firm, consistently improving its capabilities, expanding its operations, know-how and industry recognition, while adhering to strict core values of honesty and transparency.

Michael Sabin

Partner, Global Funds and Investment Management Group, Clifford Chance (New York)



Michael Sabin is co-head of Clifford Chance's U.S. Funds & Investment Management Group. Michael specializes in advising sponsors on the structuring and formation of private funds and accounts across all strategies, including private credit, private equity, real estate, energy and infrastructure, as well as related strategic transactions and internal arrangements. He has extensive experience advising on a variety of credit fund strategies, including real estate and infrastructure debt, direct lending, distressed credit, structured credit, specialty finance and private credit secondaries. He also advises sponsors and investors in connection with complex secondary transactions and fund restructurings.

David Warren

Founding Partner, CEO, and Chief Investment Officer, DW Partners (New York)



Mr. Warren founded DW Partners in 2009. As Chief Executive Officer and Chief Investment Officer, Mr. Warren oversees and has ultimate responsibility for all activities of DW. Mr. Warren has 36 years of capital markets experience, the bulk in structured finance and other complex financings. Prior to founding DW, Mr. Warren was a Partner and Head of Credit Trading at Brevan Howard, as well as CEO of Brevan Howard's US business. Mr. Warren joined Brevan Howard in 2008 from Morgan Stanley, where he ran multiple credit trading desks, including a proprietary trading team. Over his thirteen years at MS, Mr. Warren was in charge of credit products ranging from residential and commercial mortgage-backed securities to high yield to distressed to credit derivatives, and also oversaw loan origination. Mr. Warren joined Morgan Stanley as a Managing Director in 1994 from CS First Boston, where he was a Managing Director also focused on mortgage- and asset-backed investments and structured products. Mr. Warren graduated from Yale University in 1986 with a BS in Computer Science.

Reed Van Gorden

Managing Director, Head of Origination, Deerpath Capital (Boston)



Mr. Van Gorden is a Managing Director of the Investment Manager and a member of the Investment Team. He joined the Investment Manager in 2015 and has 21 years of industry experience. He previously worked in leveraged finance and private equity at Golub Capital, Abingworth Management and JP Morgan. Mr. Van Gorden is a graduate of the Wharton School of the University of Pennsylvania (M.B.A., 2012) and Northwestern University (B.A., 2006)



PRE-EVENT NETWORKING COCKTAIL

Wednesday, March 8th

5:30pm – 8:30pm EST

Location: Clifford Chance US LLP

31 West 52nd Street, New York, NY 10019

Sponsored By:

**C L I F F O R D
C H A N C E**

AGENDA OUTLINE

THURSDAY
March 9th

8:00 AM EST

Registration & Breakfast Networking

Sponsored by:



9:00 AM EST

Opening Remarks

Roy Salsinha, President, CEO, Carmo Companies

9:00 AM EST

LP Perspectives on Credit

Leading institutional investors discuss what is alternative credit's role in an investor's portfolio, How much do they allocate to private credit, what is their process for manager selection and how are they viewing this crowded space?

Moderator:

John Ide, Managing Director, **Star Mountain Capital**

Panelists:

Vincent Kravec, Managing Director, **Commonfund**

David Sheng, Managing Director, Portfolio Advisory, **Aksia**

Chris Grizzard, Director, **Bayshore Capital**

AGENDA OUTLINE

THURSDAY
March 9th

10:00 AM EST

AM Networking Break

Sponsored By:



10:30 AM EST

Keynote Fireside: Oak Hill Advisors

Apogem's David Fann speaks with Bill Bohnsack of Oak Hill Advisors, L.P. about the current dynamics in the private credit market, the state of asset management, and the opportunities and risks in the current environment.

Interviewer

David Fann, Senior Managing Director and Vice Chairman, **Apogem Capital**

Keynote Speaker:

Bill Bohnsack, President and Senior Partner, **Oak Hill Advisors**

11:00 AM EST

Direct Lending

How do high valuations in the market impact the landscape for direct lending or debt investments? Is there too much capital out there for direct lending? Is the competition for deals causing the return potential to deteriorate? How are rising interest rates effecting portfolio companies and portfolio returns? How have managers positioned their strategy to withstand high inflation and a potential recession?

Moderator:

Joe Lee, Managing Director, **Churchill Asset Management**

Panelists:

Brett Lauber, Managing Director, **Northleaf Capital Partners**

Reed Van Gorden, Managing Director, Head of Origination, **Deerpath Capital**

Greg Richter, Chief Executive Officer, **Medalist Partners**

AGENDA OUTLINE

12:00 PM EST

Credit Secondaries

As LPs look for liquidity solutions, the secondaries market for private assets has grown substantially. The credit segment within secondaries is poised for parabolic growth and with limited groups investing in this segment, there is no lack of opportunities to purchase LP interests at fair discount. LPs may find that investing in credit through secondaries transactions may provide the best risk-adjusted returns with a shorter investment horizon.

Moderator:

Eric Green, Partner, Upwelling Capital Group

Panelists:

Ariel Goldblatt, Partner, Stepstone Group

Rakesh Jain, Partner, Pantheon

John M. Kyles, Managing Director, Portfolio Advisors

John Hartwell Cocke, Partner, Corbin Capital Partners

1:00 PM EST

Networking Luncheon

Sponsored by:



3:00 PM EST

Alternative Yield

Certain strategies have emerged that have interesting absolute return and yield, with a fundamentally different risk profile than the rest of the credit markets. In this session, we will explore what these strategies are, their common features, their return profiles, and how they provide differentiated correlations. We will speak with some of the practitioners in the space and hear how their strategies are executed, and how they produce compelling risk-adjusted returns.

Moderator:

Michael Steepe, President & CCO, Steepe & Co

Panelists:

Ron Wooten, Senior Founding Partner, NovaQuest Capital Management

Ian Haas, Managing Director, Portfolio Manager, Neuberger Berman Alternative Investment Management

Ido Vigdor, Managing Partner, Viola Credit

Nelson Chu, Founder & CEO, Percent

AGENDA OUTLINE

4:00 PM EST

Real Estate & Infrastructure Debt

Real estate debt provides a consistent yield opportunity that is attractive from an asset-backed perspective and has low volatility. Commercial mortgage spreads in 2022 widened noticeably for all forms of commercial real estate credit, core loans, bridge loans and construction loans, due to interest rate volatility and liquidity constraints. Financing aggregation strategies within alternative real estate sectors may be an attractive opportunity for lenders. Panelists discuss the direct lending environment for acquisitions and development and securitized real estate loans in the secondary market. They discuss the flexibility of their capital, structuring expertise and deep operational perspectives across Senior loans, mezzanine loans and preferred equity. Panelists also discuss Infrastructure lending and how the asset class offers the possibility of delivering attractive returns, matching long-term liabilities, and diversifying traditional business cycle-sensitive investment holdings.

Moderator:

Michael Sabin, Partner, Global Funds and Investment Management Group, **Clifford Chance**

Panelists:

Ran Eliasaf, Founder & Managing Partner, **Northwind Group**

Andrea Propp Knorring, Head of Business Development & Investor Relations, **IceCap Group**

David Warren, Founding Partner, CEO, and Chief Investment Officer, **DW Partners**

5:00 PM EST

Cocktail Reception

Sponsored by:



5:00 PM EST

End of Conference





PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLEMENTARY

We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants/OCIOs, Superannuation Funds, Foundations, Sovereign Wealth Funds, Endowments, Hospital Systems, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria.
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are invited as an LP and are caught pitching a fund or deal, you will be banned from the Carmo platform. There is nothing wrong with raising capital, just be honest with us and your intentions. If you're not a true LP, you must pay to play.

STANDARD PASS

• Pass

- 1 pass to full conference, event cocktail hours and networking sessions.
- *Attendee list Not included*

Early Bird: \$2,000 USD **Ends February 10th**

Pre-Registration: \$2,500 USD **Ends March 3rd**

Standard: \$3,000 USD

ATTENDEE LIST SPONSORSHIP

- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Networking Break or Stand (Optional)**
 - Branding and announcement to all attendees during networking break
 - Ability to upgrade food and beverages for networking
 - Sponsor may choose to have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$10,000 USD

CAP-INTRO SPONSORSHIP

- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$15,000 USD

PARTICIPATION OPTIONS

SPEAKING SPONSORSHIP

- **Speaking Position**
 - Client may choose to speak, moderate or present on panel of choice at event of choice
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
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\$20,000 USD

PRESENTATION SPONSORSHIP

- **Presentation**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
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- **Branding**
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 - Entitled to a Full-Page Advertisement in conference brochure

\$30,000 USD

EXCLUSIVE TITLE SPONSORSHIP

- **Priority Brand Placement & Material Distribution**
 - Sponsor's Corporate logo to be placed above and in a larger format on the conference brochure, agenda, website, banners and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
 - Sponsor to include a full-page advertisement to be placed on back cover of conference brochure.
 - Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress.
 - Sponsor to have all attendee lanyards with company logo.
- **Exclusivity**
 - First access to conference attendee list 3 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds/investors).
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated private sponsor room for 1 on 1 meetings

- **Exclusive Sponsor Cocktail/Dinner**
 - Carmo to help facilitate private cocktail party/dinner with selected investors night before the event
- **Speaking/ Moderating Positions**
 - 2 Moderating/speaking or presentation positions on panel of choice. (first come first serve basis)
- **Company & Speaker Profiling**
 - Company description to be published online and in print (150 words max)
 - Speaker bio to be published online and in print (150 words max)
- **Conference passes**
 - Up to 10 attendee passes for sponsor employee executives

\$70,000 USD



Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

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