



THE PRIVATE MARKETS CREDIT MEETING

Metropolitan Club, New York, NY
March 6th & 7th, 2024



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THE PRIVATE MARKETS CREDIT MEETING

METROPOLITAN CLUB, NEW YORK, NY
MARCH 6TH & 7TH, 2024

Dear Colleague,

It is with great pleasure that I invite you to the 2nd 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 150 senior level investment professionals that will join us to network and discuss the current investment climate in alternative credit. Discussions include current investment opportunities, 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.

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



BY THE NUMBERS

- \$5+ Trillion AUM in attendance
- 150+ Total participants
- 75+ Institutional & Private Wealth Investors
- 75+ 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
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Debt Funds



SPONSORS

AXONIC

Axonix Capital is a \$4.6 billion commercial real estate ("CRE") and structured credit asset manager, headquartered in New York City. Our business model is providing niche opportunistic investment solutions from an experienced team with expertise in creating unique advantages through our horizontally integrated platform. Over the course of our 14-year track record the firm has made over \$25 billion in CRE investments to date

BRIDGE INVEST

BridgelInvest is a vertically integrated investment manager focused on capital preservation and yield enhancement for its investors' credit portfolios by structuring and investing in diversified portfolios of senior-secured loans collateralized by U.S. commercial real estate assets. Since its inception in 2011, BridgelInvest has invested over \$1.6 billion in senior-secured credit across multiple funds and co-investment vehicles with no realized loss of principal to date. The firm has raised over \$1 billion in capital commitments from institutional LPs, family offices, RIAs, private banks, and UHNW investors, primarily from the U.S. and Latin America.

CLIFFORD CHANCE

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.

COLUMBIA THREADNEEDLE INVESTMENTS

At Columbia Threadneedle Investments, we provide a broad array of investment strategies for individual and institutional investors — including pension funds, defined contribution plans, and endowments and foundations. Our clients rely on us as a leading global asset manager to help pursue positive outcomes for the individuals they serve; together they entrust us with \$637 billion. Whatever world our clients want, our purpose is to help them achieve it. We do this by being globally connected and intense about research, and by having a responsible ethos and a focus on continuous improvement.



SPONSORS



Foley & Lardner's Fund Formation & Investment Management (FFIM) practice group offers a full suite of services to GPs and LPs, including private credit funds (both on and off-shore), closed-end and evergreen funds, AIFMD-compliant funds, separately managed accounts and investment management agreements, tax-structuring solutions, ESG and SFDR compliance. Our deep bench of corporate funds attorneys is complimented by integrated specialists across multiple practice disciplines, including tax, ERISA, finance and transactions. We understand the business objectives, dynamics and trends of GPs, LPs and the entire private funds industry.



HQ Capital is a global private equity specialist that has deployed \$10.5 billion of capital into globally and regionally focused private equity investments on behalf of its funds and separate accounts since 1989. As of September 30, 2022, the firm has invested in 810 funds and direct companies alongside 293 fund managers across North America, Europe, and Asia. HQ Capital's investments include private equity primary funds, secondary funds, and co-investments along relationship deal sponsors. With around 80 employees based in New York, Bad Homburg and Hong Kong, HQ Capital leverages local relationship networks and market knowledge to provide clients with sustainable value creation, diversification, attractive risk-adjusted returns, and responsible investing strategies alongside leading global private equity managers.



ICG provides flexible capital solutions to help companies develop and grow. We are a leading global alternative asset manager with over 30 years' history, managing c. USD80 billion of assets and investing across the capital structure. We operate across four asset classes: Structured and Private Equity, Private Debt, Real Assets, and Credit. We develop long-term relationships with our business partners to deliver value for shareholders, clients, and employees, and use our position of influence to benefit the environment and society. We are committed to being a net zero asset manager across our operations and relevant investments by 2040. ICG is listed on the London Stock Exchange (ticker symbol: ICP). Further details are available at www.icgam.com.



JADE Financial partners is a real estate investment firm specializing in preferred equity & mezzanine debt strategies. Since 2007, the JADE team has acquired more than \$2 billion of assets comprised of over 35,000 multifamily units and 1.5 million square feet of commercial space, & has originated & arranged over \$10 billion in commercial debt. With over 75 years of combined experience in the real estate industry, the JADE team has a proven track record of successfully investing in undervalued assets and debt secured by commercial real estate. JADE's strategy will concentrate on opportunities in which preferred equity and mezzanine financing will provide the existing common equity with more flexibility to withstand an elevated interest rate environment, while lowering the weighted cost of debt



SPONSORS



Manulife Investment Management is the asset management arm of Manulife Financial Corporation (Manulife). We draw on more than a century of financial stewardship to serve the investment and retirement needs of individuals, institutions, and retirement plan members. Our leading capabilities in equity, fixed income, and private market investments are strengthened by an investment footprint that spans 20 geographies worldwide. To learn more, please visit our website to see our latest whitepapers: <https://www.manulifeim.com/institutional/us/en/viewpoints>



Marathon Asset Management LP, formed in 1998 by Bruce Richards (Chairman & Chief Executive Officer) and Louis Hanover (Chief Investment Officer), seeks attractive absolute returns through investments in the global credit markets and real estate related markets with a long-term goal of building a world-class asset management platform. Marathon's core competency is opportunistic investing in the global corporate, emerging market and structured credit markets based on fundamental, bottom-up research across distinct investment funds, managed vehicles, and separate accounts. Marathon's private credit business includes direct lending, asset based lending, including healthcare and aircraft leasing along with real estate lending. Marathon's team has significant experience investing in credit dislocations through multiple cycles. Marathon's team is fully integrated to capitalize on credit opportunities globally. Marathon possesses a unique, broad-based skill set and proprietary platform to research, analyze and act upon complex capital structures and situations.

REALTERM

Realterm is an independent global investment manager focused on the transportation industry. We acquire, develop, finance and manage differentiated real estate and infrastructure assets serving land, air, sea and rail networks across the world. Realterm currently manages over \$11 billion in assets.



Built specifically for rising, uncertain rate environments, RMWC's short-term, low loan-to-value, floating rate, primarily senior secured exposures are specifically designed to perform well in current market conditions. Coleman Andrews, Co-founding Partner of Bain Capital, and Steven Fischler, a veteran of the 2008-2011 Lehman real estate recoveries, lead RMWC's team of 13 professionals. By emphasizing capital preservation under all circumstances, over the past 11+ years RMWC averaged realized annual loan losses of 1 basis point. RMWC is accepting new capital into Fund IV, which is currently generating net annualized returns of 11-13% with REIT-based tax advantages.



SPONSORS



SDI is a U. S. boutique investment firm focusing on a niche investment strategy: under performing debt backed by commercial real estate assets throughout the United States. Founded in 2009, our current team has been together for 7+years, covering distressed CRE assets with strong performance during both upcycles and downcycles. Each senior management team member has 10+ years of experience with vast knowledge across an array of disciplines including property management, finance, capital markets, acquisitions, law, development, sales, and leasing. SDI has implemented and refined an origination and underwriting process to successfully acquire, manage, and reposition distressed loans and REO leading to opportunistic returns. Our Asset Management team is another cornerstone of our value proposition - the team is comprised of seasoned professionals that bring a common sense and hands on business approach. SDI focuses on what we call the small balance loan market – we concentrate on opportunities in the US\$3-25 Mn range with our sweet spot between US\$5-15 Mn. Our holistic approach seeks to generate alpha by focusing on the highest portion of the capital stack (senior debt) while generating equity-like returns with a lower risk profile compared to other alternative investments.



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.



Willow Tree Credit Partners is a fast-growing private credit alternatives firm established in 2017 by industry veterans Timothy Lower and James Roche. Headquartered in New York, with satellite offices in Miami and Dallas, Willow Tree manages in excess of \$3 billion in AUM (as of 12/31/23). The firm provides flexible capital solutions to North American, family-owned and financial sponsor-backed middle market businesses through senior secured, floating rate middle market loans. Willow Tree seeks to deliver attractive risk-adjusted returns with a focus on capital preservation and recession-resistant businesses supported by exceptional management teams.



Bruce Richards

Chairman & Chief Executive Officer, Marathon Asset Management (New York)

Bruce Richards is the Chief Executive Officer & Chairman of Marathon Asset Management who is responsible for general oversight of funds Marathon manages on behalf of its institutional investors. Mr. Richards leads Marathon's Executive Committee, representing senior leadership at Marathon, where the firm's strategic direction is established. Mr. Richards sits on Marathon's Investment Committee, which convenes weekly to evaluate select investments and establishes guidelines for asset allocation. Prior to founding Marathon in 1998, Mr. Richards worked on Wall Street for 15 years, including 10 years as a Managing Director in the fixed income divisions of Smith Barney and Donaldson, Lufkin & Jenrette where he was head of a trading desk responsible for principal investments and market making. Mr. Richards has demonstrated a strong commitment to philanthropy and was the recipient of Help for Children | Hedge Fund Cares' Award for Caring and the CFA Society's Humanitarian Award. He has also been honored by the UJA Federation of New York and HELP USA, and was the recipient of the Boomer Esiason Foundation's Most Valuable Player Award and the R Baby Foundation's Philanthropic Leadership Award. Mr. Richards served on the Investment Committee of The University of Maryland for 10 years. Mr. Richards is married with two children and resides in Manhattan. He received his B.A. in Economics, summa cum laude, from Tulane University and a member of Phi Beta Kappa.



Mohamed Elkordy

Senior Investment Officer, New York State Common Retirement Fund (New York)

Dr. Elkordy is a Senior Investment Officer in the \$240B New York State Retirement where he focuses on opportunistic Private Investments including direct and co-investments in equity, credit and venture. He joined from the \$6B Texas Trust where he oversaw the Opportunistic and Independent return programs across private and public markets. Before joining Texas Trust, Mohamed spent 15 years on Wall Street as a derivatives trader at JP Morgan and as head of the multi-assets pension strategy Team at Barclays. Mohamed also served as Assistant Administrator for the \$100B Michigan Retirement where he established the derivatives program across asset classes and assisted in building the external management program. He received his Ph.D. from the University of NY in Artificial Intelligence and an MBA from the University of Michigan Ross School of Business.

Steven Fischler

Chief Investment Officer and Co-Owner, RMWC (New York)



Steven is the Chief Investment Officer and Co-Owner of RMWC, managing the Firm's real estate investment strategies. Steven oversees the origination, underwriting and asset management team and he directs RMWC's Investment Committee. Prior to joining RMWC in 2020, Steven started his career at Lehman Brothers in 2004 and worked in the commercial real estate group through 2011. After Lehman's bankruptcy in September 2008, Steven was retained by the bankruptcy experts managing the Lehman Estate to specialize in condominium and mixed-use project workouts. From 2008-2011, Steven managed over 200 investments and oversaw some of the most complicated Lehman real estate investments where he completed workouts, restructurings, foreclosures, and other recovery strategies on properties including condominiums, multi-family, hospitality, retail, golf courses across the US. Steven also executed at a property level, including restarting sales & marketing campaigns to sell unsold condominium units, ran dual leasing/sales strategies, oversaw property operations and HOA's. After Lehman, Steven founded SRF Ventures, a boutique real estate advisory firm, and co-founded New Gables Capital, a private commercial real estate lender. From 2011 until merging with RMWC, Steven successfully built both enterprises by advising on, asset managing, and/or originating over \$3.0 billion of real estate loans and investments, primarily in Top 30 metropolitan markets across the US. Steven holds an M.S. in Real Estate Finance, with distinction, from New York University, and a B.B.A. from the University of Miami.

Eric Kaufman

Managing Director, Co-Head of Opportunistic Real Estate, Axonic Capital (New York)



Mr. Kaufman joined Axonic in 2018 and is responsible for developing and implementing acquisition and asset management activities across Axonic's commercial real estate debt and equity strategies. Prior to Axonic, he was a Senior Associate at Mack Real Estate Group, where he was responsible for underwriting, asset management, development, lease negotiations, JV negotiations, and dispositions. Prior to Mack, Mr. Kaufman was an Associate at Lone Star Funds/Hudson Advisors. Mr. Kaufman graduated from University of Maryland, College Park with a BS in Finance & Economics.

Stuart Katz

Chief Investment Officer, Robertson Stephens Wealth Management (New York)



Stuart Katz creates and leads the firm's investment strategy, global asset allocation, portfolio analytics, risk management, manager selection and overall long-term strategic portfolio and near-term tactical asset allocation investment process. Stuart has nearly 30 years of institutional and family office investment experience as both a direct investor and allocator across traditional public asset classes and alternative strategies. Prior to joining Robertson Stephens, Stuart also served as President and Founding Member responsible for establishment of The Heyman Enterprise LLC, a single family investment office as well as Managing Director and member of the Investment Committee of alternative asset management firm, Amber Capital LP. He began his career at Goldman, Sachs & Co., serving in multiple roles including overseeing private equity and private credit investments in the Merchant Banking Division across financial services, media, industrial and other sectors. Stuart earned an MBA from Harvard Graduate School of Business and an AB from Dartmouth College where he graduated Phi Beta Kappa, magna cum laude. He also studied at the London School of Economics.



Benjamin Wilson

Managing Director, Global Head of Secondaries, HQ Capital (New York)

Ben Wilson is a Managing Director and Global Head of Secondaries at HQ Capital based in New York. As a secondary expert with over 15 years of relevant experience in the industry, he is focused on HQ Capital's global secondary market activity. Prior to joining HQ Capital, he worked on secondary investments at Pantheon and PEI Funds, focusing on sourcing, evaluating, analyzing and pricing secondary transactions. Mr. Wilson has an investment banking background and holds an accounting and business administration degree from Washington and Lee University as well as an MBA from Columbia University.



Brett A. Hickey

Founder & CEO, Star Mountain Capital (New York)

Brett Hickey is the Founder & CEO of Star Mountain Capital, LLC, a specialized U.S. lower middle-market investment firm. Star Mountain employs a data-driven approach to provide value-added debt and equity capital to established small and medium-sized companies leveraging its large market expertise, scale-driven resources, and longstanding relationships. Star Mountain also has a secondary fund investment business. Brett has been investing in this end of the market for over 15 years and began his career as an investment banker at Citigroup / Salomon Smith Barney. Mr. Hickey graduated from McGill University with a finance and accounting degree. He is an alumnus of Harvard Business School via its Owner/President Management executive leadership program. He Chair's Star Mountain's Charitable Foundation which supports the career development of women, veterans and athletes as well as health & wellness initiatives including cancer research. He is a member of YPO and on the global boards of Harvard Alumni Entrepreneurs and Help for Children. Additionally, Brett is a former Canadian national gold medalist speed skater.



Mark Andraos

Partner, Regency Wealth Management (Ramsey)

Mark Andraos is a Partner at Regency Wealth Management, a boutique registered investment advisory firm in Ramsey, NJ. Mark brings 12 years of industry expertise in the areas of private wealth management, investment research, manager due diligence and portfolio construction. Mark graduated with honors from the Rutgers Business School in New Brunswick, NJ and has been a CFA Charterholder since 2019 and a CERTIFIED FINANCIAL PLANNER™ since 2015. Mark serves as Treasurer of the Board of Trustees for the Rutgers Business School Alumni Association. Mark has been quoted in The Wall Street Journal, US News & World Report, the New York Post, Yahoo! Finance and others.



Joe McCurdy

Senior Managing Director/ Head of Origination, Guggenheim Partners (New York)

Mr. McCurdy is a Senior Managing Director and Head of Origination in the Corporate Credit Group. He leads Guggenheim's effort in sourcing and structuring directly negotiated transactions for both middle market private debt investments and larger underwritten co-arranger transactions. He is a member of the Investment Committee and a portfolio manager. Mr. McCurdy was previously Co-Head of Research and has been with Guggenheim Partners since 2004. Mr. McCurdy continues to be active in Guggenheim's European Lending business based in Dublin, Ireland, an office he helped establish from 2007 to 2009. Mr. McCurdy received a B.A. in History from Williams College.



Joshua A. Liebow, CFA

Co-Head of Junior Credit, Private Equity and Credit, Manulife Investment Management(New York)

Josh co-leads the junior credit business, which focuses on providing subordinated and second-lien debt and structured equity solutions to private equity sponsors and their portfolio companies. He joined Hancock Capital Management—now operating as Manulife Investment Management—in 2004 and Manulife Investment Management's private equity and credit group in 2007. Previously, he spent three years as a member of the John Hancock North American corporate finance transportation team. Josh holds the Chartered Financial Analyst designation. Education: B.A., Business Administration, Babson College/ Joined the company: 2004/ Began career: 2004



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.



Staten Hudson

Director, Hedge Fund Research, BlackRock (New York)

Staten Hudson, CFA, Director, is a member of the BlackRock Manager Research (BMR) team within the Multi-Asset Strategies & Solutions group (MASS). BMR generates alpha through disciplined manager research, selection and monitoring across public and private asset classes, with dedicated investment professionals across three specialized pillars: Investment Due Diligence (IDD), Operational Due Diligence (ODD) and Quantitative Due Diligence (QDD). Staten is a member of the Fixed Income – Private Markets team within the IDD pillar, which uses qualitative methods to source, evaluate and monitor top-tier investment managers. The Multi-Asset Strategies & Solutions (MASS) team is the investment group at the heart of BlackRock's portfolio construction, asset allocation, and active management ecosystem. MASS draws on the full toolkit of BlackRock's index, factor, and alpha-seeking investment capabilities to deliver precise investment outcomes and cutting-edge alpha insights. MASS constructs active asset allocation strategies and whole portfolio solutions across a wide spectrum of commingled funds, separate accounts, model portfolios, and outsourcing solutions in the wealth and institutional channels.



Judy Chou

Sr. Advisor- Credit Strategies, Cooper Family Office (New York)

Judy Chou joined the Cooper Family Office as a senior investment advisor with extensive credit experience including roles in investment management, buy-side business development, and mergers & acquisitions. Ms Chou graduated from the Walter A Haas School of Business at the University of California, Berkeley, with a Bachelor of Sciences. She also holds the Chartered Alternative Investments Analyst (CAIA) designation. Judy started her career as a mergers & acquisitions investment banker covering private equity firms at JPMorgan Chase, where she received her credit training. Subsequently, Ms Chou was a Senior Credit Analyst at Callidus Capital, a CLO asset manager, where she managed a portfolio of leveraged loans and high yield bonds. Consequently, she was an advisor to True Course Capital, a private credit boutique. Judy was then a product specialist on the marketing team at CIFC Asset Management, an alternative credit-manager. Immediately prior to joining the Coopers Family Office, Judy was a Sales Director and Senior Relationship Manager at CreditSights/Covenant Review, a FitchSolutions Company, establishing and maintaining relationships with a broad array of investor clients in the leveraged finance space.



Robert Picard

Head of Alternative Investments, Hightower Advisors (New York)

Robert Picard joined Hightower in June 2022 as a Managing Director, Head of Alternative Investments. Mr. Picard has 34 years' experience on both the buy and sell side, having built multi-billion-dollar alternative investment programs at First Republic Wealth Management, The Carlyle Group, Optima Fund Management, RBC Capital Markets and InfraHedge/State Street. In his most recent role as First Republic's head of alternative investments, he consolidated two alternative investment businesses and generated meaningful growth in both wealth management team participation and fund offerings across all asset classes. Prior to that, he spent more than a decade as founder of The Rumson Ridge Group, a consultancy focused on building alternative investment platforms. He is a graduate of the College de Geneve, and attended the University of Geneva Law School. Mr. Picard has spent much of his career performing due diligence on manager strategies, visiting over 1,000 firms globally in the last 25 years.

Kevin D. White

Founder and Managing Partner, Spring Hill Capital Advisors (New York)



Kevin D. White is the Founder and Managing Partner of Spring Hill Capital Partners, LLC. Serves as a Vice Chairman, Board of Directors, United States Olympic and Paralympic Foundation (USOPF) and Board Member of the Beginning with Children Foundation (BwCF), a Brooklyn-based charter school management organization. Has 24 years of experience across a wide array of disciplines in structured finance, fixed income, and real estate. Key member of Lehman Brothers Global Real Estate Group; responsible for distribution of internal real estate portfolio, including loans, debt, and bridge equity. Headed Lehman Brothers Global Structured Finance Syndicate, which was comprised of ABS, CDO, CMBS, RMBS, and Principal Finance. Under his tenure, the Firm was awarded IFR's Securitization House of the Year Award in 2006. Other Lehman Brothers roles included heading Fixed Income Middle Markets Institutional Client Group Sales, co-heading Structured Investments Americas, and overseeing Fixed Income distribution for third party Dealer Group Sales. M.B.A. in Finance from Northwestern University's Kellogg Graduate School of Management; B.A. in Chemistry from the College of the Holy Cross. Married and lives in Ridgefield, CT with four young children.

Sriram Vedula

Director, Private Debt, British Columbia Investment Management Corporation (New York)



Sriram Vedula is a Director in the Private Credit Fund at BCI. In this capacity, Sriram makes investment decisions that lead to the deployment of capital into direct lending, co-investments, and syndicated loan opportunities across sectors and geographies. He currently leads BCI's direct lending platform in New York. Prior to BCI, Sriram was an experienced and highly regarded investment banker with 17+ years of domestic and cross-border M&A and corporate finance experience at various investment banks in New York and Calgary, including Credit Suisse, TD Securities, and Deutsche Bank. In his investment banking career, Sriram led the execution of several landmark M&A, Equity and High Yield Debt transactions and has built an extensive network of corporate clients, institutional investors and family offices. Sriram has an MBA from NYU's Stern School of Business, where he was the recipient of the Director's Fellow Scholarship, and a bachelor's in engineering from Andhra University in India.

Lynnette Ferguson

Managing Director, JP Morgan Asset Management (New York)



Lynnette Ferguson (CFA) is the Global Co-Head of Investment Specialists focusing on Americas for J.P. Morgan Alternative Asset Management Hedge Fund & Alternative Credit Solutions. She sits on both the JPMAAM Investment and Management Committees. Prior to joining JPMAAM, she was a Partner and CEO at Blantyre Capital, a special situations private credit manager, from 2016 to 2017, where she was an Investment Committee member and ran the non-investment side of the business. Prior to Blantyre, she spent 5 years as the Head of Marketing & Investor Relations for the JPS Credit Opportunities Fund, a relative value credit hedge fund owned by JPMorgan Asset Management. Earlier in her career, she spent 9 years in Manager Research at Financial Risk Management. Ms. Ferguson holds a Master's Degree from the University of Cambridge (United Kingdom) and holds the Chartered Financial Analyst® (CFA) designation.



Hart Orenstein

Principal, Pantheon Ventures (New York)

Hart is a Principal in Pantheon's Private Credit team. Prior to joining Pantheon, Hart was an Executive Director at Morgan Stanley Private Credit, originating and transacting on first and second lien debt, first-out / last-out, unitranche and equity co-investment opportunities. He previously served as a credit investment analyst at UBS O'Connor, a multi-strategy hedge fund manager, having started his finance career at JPMorgan, where he worked both in the Credit Trading Group covering special situation high yield bonds and leveraged loans as well as in the Syndicated and Leveraged Finance group focusing on the technology, media and telecom industries. Hart holds a bachelor's degree in Engineering from Queen's University in Canada and received his MBA from the Ross School of Business at the University of Michigan.



Vincent Salerno

Partner, Alternative Credit, Ares Management (New York)

Mr. Salerno is a Partner in the Ares Credit Group, where he focuses on alternative credit. Additionally, he serves as a member of the Ares Credit Group's Pathfinder Core Investment Committee. Prior to joining Ares in 2013, Mr. Salerno was a Director at Brevet Capital Management, where he focused on sourcing, structuring and executing debt investments secured by non-traditional assets. Previously, Mr. Salerno pursued a variety of structured finance mandates, including creation of an acquisition platform for specialty finance assets within the commercial bank affiliate of Greystone & Co. In addition, Mr. Salerno was a Managing Director at Fortress Investment Group, where he focused on originating, structuring and executing investments across a wide array of consumer and commercial assets. Previously, he helped found the New York Asset Securitization Group of DZ Bank AG, where he focused on structuring and executing commercial paper-funded asset-backed loan transactions. Prior to that, Mr. Salerno was an Associate in the Asset Finance Group at ING Capital, where he focused on managing multiple revolving warehouse facilities secured by off-the-run asset classes. Mr. Salerno holds a B.S., with distinction, from Cornell University in Applied Economics and Management.



Dan Quiat

Managing Director, Head of Private Markets Risk, Aksia (New York)

Dan is Managing Director, Head of Private Markets Risk and has over 9 years of industry experience. He oversees performance and risk analysis of private markets funds, which includes providing a detailed assessment of underlying positions each quarter and aggregating risk exposures across private markets investment programs. Dan chairs the Private Markets Risk Committee, overseeing risks across client's private market portfolios, and the Valuation Committee, responsible for valuations of co-investments. Dan is also an instructor for private credit seminars, including ILPA's "Private Credit for the Limited Partner", a one day, deep-dive seminar offered to ILPA members. Prior to joining Aksia in 2021, Dan held several roles at Monroe Capital LLC, an asset manager specializing in private credit. In his most recent role, he was responsible for portfolio management and analysis across direct lending and opportunistic strategies. Dan graduated from the Indiana University, Kelley School of Business with a BS in Finance and holds an MBA in Finance, Strategic Management and Entrepreneurship from the University of Chicago Booth School of Business.



Tom Tull

Former CIO, Employees Retirement System of Texas (Dallas)

Tom Tull, CFA, with 40+ years of investment experience in both private and public capital markets was the Chief Investment Officer at the Employees Retirement System of Texas (ERS) where he managed a \$36 billion Trust. While at ERS Mr. Tull has been involved with over 200 completed investment transactions totaling \$13 billion encompassing private equity, private real estate, global credit, hedge funds and special situations. Previously, he was a founding partner of Gulfstream Global Investors, Ltd., an SEC-registered investment adviser specializing in international equity management that was sold to West LB of Germany in January 2001. Mr. Tull is the former Director - Employee Benefit Fund Investments for The LTV Corporation and also served as President of Western Reserve Capital Management, Inc., the pension asset management subsidiary of The LTV Corporation. In this capacity, he was responsible for the investment of a \$1.2 billion retirement trust. Prior to joining LTV in February 1983, Mr. Tull served for seven years as Director - Pension Investments of The Cleveland-Cliffs Iron Company. He managed an in-house pension fund, introduced international investing and other diversification policies and performed a variety of corporate duties including corporate acquisitions. His investment career began in 1971. Mr. Tull received a B.S. in Finance from Ohio State University and an M.B.A. from Xavier University, and is a CFA® Charterholder. He also is a Board member and Advisory Board Member of a variety of organizations such as The Dallas CFA Society, The Long Center Endowment, and The Dallas Police & Fire Pension. Mr. Tull is a U.S. Army veteran with service time in both Korea and Vietnam.



Ran Eliasaf

Founder/ Managing Partner, Northwind Group (New York)

Ran founded Northwind Group in 2008 and oversees all company investment activities across its equity and debt strategies. Throughout his career, Ran has executed over 225 real estate transactions in the U.S. totaling over \$4.0 billion in value, amassing a well-diversified portfolio in NYC consisting of residential and office properties and a significant portfolio of healthcare and senior living properties across the US. In 2017 Ran spearheaded the creation of Northwind's debt platform including the formation of Northwind's dedicated closed-ended real estate debt funds with over \$1 billion in AUM. Under Ran's leadership Northwind has evolved 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. Ran is a sought-after speaker in the NYC real estate community and is frequently quoted by several real estate news outlets. Prior to forming Northwind Group, Ran, led the real estate investments of one of Israel's largest family offices, and invested in a 5 million square foot portfolio of 32 grocery anchored shopping centers located in Florida and Texas. Ran is a retired Captain of the Israeli Navy, where he served active combat duty as Commander of a naval warship. Ran currently sits on the Board of AFN, a non-profit, apolitical organization providing vital assistance to army veterans and civilians suffering from PTSD and on the board of American Friend of Unistream which supports entrepreneurship programs in the periphery of Israel. He is passionate about real estate, surfing and most importantly serving as a good role model to his three children.



Ian Glaser

Partner, BridgelInvest (Miami)

Partner and Investment Committee Member of BridgelInvest since 2012. Ian oversees capital origination, fund structuring and management, finance and investor relations at BridgelInvest. Over the past decade, Ian has raised and structured over \$1 billion of equity capital commitments across BridgelInvest's suite of funds and co-investments. Prior to joining BridgelInvest, Ian was a member of the Alternative Investments group at Credit Suisse where he marketed private equity and hedge fund strategies. Ian received a Bachelor of Arts degree from Columbia University, graduating with honors.



Luis Sierra

Vice President, Marquette Associates (Washington DC)

Luis Sierra is a vice president with 13 years of investment experience and works from Marquette's Baltimore office. He joined the firm in 2017 and is a member of the diversity, equity, and inclusion committee, sustainable investing group, and nonprofit services group. Luis serves as the investment consultant on several client relationships with a focus on public funds and nonprofit clients. Prior to joining Marquette, Luis worked as an investment counselor at Fisher Investments. Previously, he worked as an operations administrator at Efficient Advisors. Luis holds a B.S. in finance and international business from Drexel University and an M.B.A. in international business and an M.S. in finance from Temple University's Fox School of Business. Luis is a CFA® charterholder and a member of the CFA Institute and the CFA Society of Baltimore. He serves as treasurer and board member of JANE (Jewels Advancing, Nurturing, and Empowering), Inc.



Joseph Trencher

Head of Research, PSQ Capital (New York)

Joe Trencher is the Head of Research at PSQ Capital, a family office based in New York. He has worked at PSQ since 2008, investing in both public and private markets, on a direct basis and through managers. Joe has extensive experience with portfolio construction, asset allocation, idea and deal origination, and manager due diligence. He is also the portfolio manager for the internally managed liquid multi-asset class strategy. Additionally, he manages the firm's risk models and the firm's associates. Previously, Joe worked at JPMorgan Chase in structured credit. He holds a Bachelor of Science degree from NYU Stern School of Business and is a CFA charterholder. Joe lives in New York with his wife and kids.



Chris Hunt

Senior Vice President- Private Credit Secondaries, Portfolio Advisors (New York)

Chris is a Senior Vice President on Portfolio Advisors' Credit Secondaries team. Prior to joining Portfolio Advisors, he worked in the middle-market private capital group at MetLife where he focused on providing junior capital and unitranche financing solutions to sponsor-backed, middle-market companies. Previously, Chris held positions in fixed income credit research at Travelers and in middle-market direct lending at NewStar Financial. Chris holds a B.S. from Boston College, an M.B.A. from Cornell University, and is a Chartered Financial Analyst.

Wynne Comer

Chief Operating Officer, AGL Credit Management (New York)



Comer has over thirty years of experience in the structured credit markets. Prior to AGL, from 2007 to 2019, she served at Bank of America where her last post was Global Head of the CLO Primary business, leading a team in New York and London to originate, structure, market and syndicate CLOs and other securitized credit products. The business achieved consistent top 3 rankings during Comer's tenure, as well as industry recognitions such as Risk Magazine's Structured Products House of the Year. Prior to joining Bank of America Merrill Lynch in 2007, Comer spent 14 years at Citigroup in a wide range of roles, including Global Structured Products, Global Structured Bonds and Public Finance. Notably, Comer structured the inaugural tobacco settlement securitization for New York City (TSASC). Comer started her career in Tokyo as an analyst at Sanwa Bank, the predecessor firm of Mitsubishi UFJ. Comer has a BA in Economics from Cornell University and an MBA from the Amos Tuck School at Dartmouth College. She is serving as a Board Member of the Loan Syndications and Trading Association for the second time and is a sustaining member of the President's Council of Cornell Women.

Mary B. Shaifer

Head of CLO Business Development, Senior Analyst, Columbia Threadneedle Investments (El Segundo)



Mary Shaifer is the head of CLO business development and a senior analyst for the U.S. Bank Loan team at Columbia Threadneedle Investments. In this role, she is responsible for CLO structuring, origination, and investor relations. She is also responsible for analyzing and monitoring investments in the leveraged loan and high yield bond markets. Mary joined one of the Columbia Threadneedle Investments legacy firms in 2005 and has been a member of the investment community since 1998. She was previously employed as a senior analyst at Centre Pacific, where she was responsible for analyzing and monitoring high yield and investment-grade debt issuers in a variety of industries. Prior to joining Centre Pacific, she was a vice president at Alcentra, covering high yield issuers. She began her career at JP Morgan Chase in the investment bank training program. She received a B.A. from Vassar College and an MBA from Cornell University.

Karen Lau

Managing Director, Head of CLOs, Marathon Asset Management (New York)



Karen Lau is a Managing Director, a member of the firm's Executive Committee, and a member of Marathon's Performing Credit Investment Committee. Ms. Lau joined Marathon from Onex Credit, where she served as a Managing Director, Head of U.S. CLOs, managing over \$10 billion of AUM across 20 vehicles, and member of the Par Loans & High Yield Investment Committee. Prior to Onex, Ms. Lau spent six years at TPG Institutional Credit Partners as Co-Head of Portfolio Strategy focused on the CLO portfolios. Similar to TPG, Karen joined Blackstone Credit at the inception of its CLO business in the early 2000s, serving over ten years as Senior Investment Analyst covering a wide range of sectors. Ms. Lau received a B.S. in Finance from the Leonard Stern School of Business at New York University.



Paul Sisson

Head of Credit, Realterm (New York)

Mr. Sisson has over 30 years of real estate and investing experience in credit, acquisitions, development, and asset management involving in excess of \$20 billion in projects. Prior to joining Realterm, Mr. Sisson oversaw the origination, closing and management of commercial real estate loans for Starwood Capital, Brookfield Asset Management, CBRE Investment Management and Canan Pratt. He has a BA in Economics from Colgate University and an MS in Real Estate Finance from New York University. Mr. Sisson leads the Realterm Credit Solutions Fund ("RCSF") and is a member of the RCSF Investment Committee.



Jeffrey Rabel

Managing Director, Intermediate Capital Group (New York)

Mr. Rabel is a Managing Director and Investment Committee Member at ICG in the North American Private Credit Business based in New York. The North American Private Credit Business focuses on providing senior debt, subordinated and second lien debt and structured equity solutions to private equity portfolio companies. Mr. Rabel is responsible for origination, execution and portfolio monitoring along with his duties on the investment committee and with LP management and fund raising for the various strategies. From 2006-2015, Mr. Rabel was a Managing Director in Barclays' Global Financial Sponsor Group based in New York. Mr. Rabel worked on a variety of transactions including M&A Advisory, Acquisition Financing (Leverage Finance) and Equity across a wide range of industries. Prior to Barclays he performed similar duties while working at Credit Suisse from 2002-2006 in their Global Industrial Group. Mr. Rabel was also a manager with Ernst & Young LLP providing accounting and management consulting services to a wide range of clients. Mr. Rabel has a B.S. in Accounting and Economics from Bucknell University where he graduated Magna Cum Laude and also holds a M.B.A from the Kellogg School of Management at Northwestern University where he graduated with honors. He is also a Certified Public Accountant.



Andrew Young

Partner – Global Financial Markets, Clifford Chance (New York)

Andrew Young advises financial investors and other stakeholders on all aspects of debt finance transactions across all capital structures and sectors. Andrew regularly counsels lenders on complex private credit and leveraged finance matters, which often draws on his expertise on cross-border financings, asset-based loans, acquisition finance, special situations, hybrid capital, private placements, and financings in the tech, insurance, entertainment, gaming, home building, services and LatAm spaces. Andrew also advises clients in respect of structured equity investments, equity kickers, intercreditor arrangements, and work-outs.



Andrew Parchman

Managing Director, New Holland Capital (New York)

Andrew Parchman is a Managing Director at New Holland Capital (NHC). Andrew is responsible for sourcing, evaluating, and monitoring investments across NHC's client portfolios as well as overseeing portfolio analysts' efforts. Prior to joining NHC in 2012, Andrew was an Analyst at UBS Investment Bank. Andrew graduated from Harvard College with an AB in Classics and is a CAIA charterholder.



Jean-Michel Tricot

Managing Director, AXA IM Alts (New York)

Jean-Michel Tricot is a Managing Director at AXA IM Alts and a senior member of the firm's Alternative Credit investment team. AXA IM's Alternative Credit platform includes a diversified range of strategies, including Leveraged Loans and Private Debt, CLOs, Asset Backed Securities, Bank Regulatory Capital / Significant Risk Transfer Solutions, Insurance Linked Securities, Mortgages, and others. Jean-Michel has been with AXA IM since 2005 and has been managing the platform flagship hedge fund since 2008. He has been in a broad range of roles within the firm's Alt Credit business and is now leading AXA IM's structured finance platform in the US (in both private and public markets). Jean-Michel holds a Master of Science in Electrical Engineering and Computer Science from French Engineering School SUPELEC (now CentraleSupélec) and a Master of Business and Administration from French Business School ESSEC.



Edward Cong

Partner, Asset-Based Finance, Marathon Asset Management (New York)

Ed Cong is a Partner and a Member of the Executive Committee, Investment Committee, and Diversity and Inclusion Council. Mr. Cong is responsible for portfolio construction, asset allocation and overall fund strategy for Marathon's long-only, high-yield and private asset-based investment strategies. He is currently a portfolio manager for asset-based lending and structured finance investments in Marathon's investment vehicles, including separate accounts. He joined Marathon from Citigroup Corporate Investment Banking where he specialized in asset-backed debt financings in the firm's Financial Institutions Group. Previously, he worked as a quantitative researcher at Morgan Stanley Capital International. He holds a BS in Operations Research and Financial Engineering from Princeton University.

PRE-EVENT NETWORKING MIXER

Wednesday, March 6th

5:00pm – 7:00pm ET

Location: **The Bar Room**

117 East 60th Street,
New York, New York 10022

Sponsored By:



AGENDA OUTLINE

THURSDAY
March 7th

7:30 AM ET

Registration & Breakfast Networking

Sponsored By:



8:30 AM ET

Opening Remarks

Roy Salsinha, President, CEO, Carmo Companies

8:30 AM ET

State of Credit Markets

An overview on the evolving landscape for private credit exploring the growth, trends and major drivers of the private debt markets.

Presenters:

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

Dan Quiat, Managing Director, Head of Private Markets Risk, **Aksia**

9:00 AM ET

Keynote Panel- Institutional Investor Insights: Navigating the Credit Cycle

On this session experienced investors discuss motivations, expectations and portfolio construction considerations for the asset class.

Moderator:

Brett A. Hickey, Founder & CEO, **Star Mountain Capital**

Keynote Speakers:

Tom Tull, Former CIO, **Employees Retirement System of Texas**

Mohamed Elkordy, Senior Investment Officer, **New York State Common Retirement Fund**

Staten Hudson, Director, Hedge Fund Research, **BlackRock**

Sriram Vedula, Director, Private Debt, **British Columbia Investment Management Corporation**

10:00 AM ET

AM Networking Break

Sponsored By:



THE PRIVATE MARKETS CREDIT MEETING



AGENDA OUTLINE

11:00 AM ET

Direct Lending to Middle-Market Companies

Panelists discuss the risks and rewards of investing in privately held SMEs. Discussions include focus on junior credit and structured equity.

Moderator:

Andrew Young, Partner – Global Financial Markets, **Clifford Chance**

Panelists:

Joe McCurdy, Senior Managing Director/ Head of Origination, **Guggenheim Partners**

Joshua A. Liebow, CFA, Co-Head of Junior Credit, Private Equity and Credit, **Manulife Investment Management**

Jeffrey Rabel, Managing Director, **Intermediate Capital Group**

Luis Sierra, Vice President, **Marquette Associates**

12:00 PM ET

The Intersection of Public & Private Credit

Interviewer:

Robert Picard, Head of Alternative Investments, **Hightower Advisors**

Keynote Speaker:

Bruce Richards, Chairman & Chief Executive Officer, **Marathon Asset Management**

12:30 PM ET

Networking Luncheon

Sponsored by:



1:30 PM ET

Are CLOs The Way To Go?

CLO investors and managers discuss how this segment offers diversification, transparency and returns.

Moderator:

Judy Chou, Sr. Advisor- Credit Strategies, **Cooper Family Office**

Panelists:

Wynne Comer, Chief Operating Officer, **AGL Credit Management**

Karen Lau, Managing Director, Head of CLOs, **Marathon Asset Management**

Mary B. Shaifer, Head of CLO Business Development, Senior Analyst, **Columbia Threadneedle Investments**

AGENDA OUTLINE

2:15 PM ET

The Rise of Specialty Finance

Specialty finance offers very attractive returns with low correlation to other markets. Investors discuss the growing market for niche credit strategies highlighting specific investment themes such as Portfolio Financing, Intellectual property patent rights, media, entertainment and content royalties, healthcare royalties, industrial and equipment leasing, litigation finance, aerospace & defense and more.

Moderator:

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

Panelists:

Andrew Parchman, Managing Director, **New Holland Capital**

Vincent Salerno, Partner, **Alternative Credit**, Ares Management

Jean-Michel Tricot, Managing Director, **AXA IM Alts**

Edward Cong, Partner, Asset-Based Finance, **Marathon Asset Management**

3:00 PM ET

Real Estate Debt

Panelists explore opportunities in this specific asset class and their unique risk considerations.

Moderator:

Kevin D. White, Founder and Managing Partner, **Spring Hill Capital Advisors**

Panelists:

Steven Fischler, Chief Investment Officer and Co-Owner, **RMWC**

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

Ian Glaser, Partner, **BridgInvest**

Eric Kaufman, Managing Director, Co-Head of Opportunistic Real Estate, **Axonic Capital**

Paul Sisson, Head of Credit, **Realterm**

4:00 PM ET

PM Networking Break

Sponsored By:

CLIFFORD
CHANCE

AGENDA OUTLINE

4:30 PM ET

Credit Secondaries

Panelists discuss secondary market opportunities and strategies for buying and selling existing private credit positions.

Moderator:

Lynnette Ferguson, Managing Director, JP Morgan Asset Management

Panelists:

Benjamin Wilson, Managing Director, Global Head of Secondaries, HQ Capital

Hart Orenstein, Principal, Pantheon Ventures

Chris Hunt, Senior Vice President- Private Credit Secondaries, Portfolio Advisors

5:15 PM ET

RIA & Family Office Perspectives

On this session experienced RIA and family office investors discuss motivations, expectations and portfolio construction considerations for the asset class.

Moderator:

Joseph Trencher, Head of Research, PSQ Capital

Panelists:

Stuart Katz, Chief Investment Officer, Robertson Stephens Wealth Management

Mark Andraos, Partner, Regency Wealth Management

Robert Picard, Head of Alternative Investments, Hightower Advisors

6:00 PM ET

Closing Cocktails & End of Conference

Sponsored By:



HQ Capital





PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLIMENTARY

We only invite allocators at no cost. We use ILPA standards for determining who is invited. The complimentary passes are for institutions (and individuals within those institutions) who invest or intend to invest in a portfolio of private equity funds or direct investments primarily for their own account.

To be eligible, an applying organization must meet the following criteria:

- Organization is actively investing in private markets as an institutional investor through any limited partner (LP) vehicle including funds, fund of funds and co-investments.
- Organization primarily invests captive/passive capital.
- Organization does not raise external capital, charge asset management fees, charge promote, and is not a service provider.

Groups that may qualify include:

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.

To apply to attend as an allocator, please email:
carmo@carmocompanies.com

INDIVIDUAL PASS

• Standard Pass

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

~~Early Bird: \$1,700 USD~~ **Ends January 26th**

~~Pre-Registration: \$2,200 USD~~ **Ends February 23rd**

Standard: \$2,700 USD

• VIP Pass

- 1 pass to full conference, event cocktail hours and networking sessions.
- *Attendee list included and shared 1 week prior to the event*
 - *List includes specific attendee allocation information and appetite. Contact information not included.*

\$6,600 USD **Ends March 6th**



PARTICIPATION OPTIONS

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

WORKSHOP SPONSORSHIP

- **Workshop**
 - Client to host an intimate workshop during event on topic of choice.
 - Workshop invitation and detailed information will be distributed to all attendees 1 week prior to the event.
- **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.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$12,500 USD

COCKTAIL/MIXER SPONSORSHIP

- **Cocktail/Mixer**
 - Client to exclusively sponsor and host a pre-event or post-event cocktail party.
 - Carmo will invite entire conference audience to mixer.
 - Carmo to coordinate all logistics including badges, rsvp's, food and beverage.
 - Cocktail can be at client offices, venue or elsewhere.
- **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.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
 - Unlimited company passes to mixer
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns and cocktail

\$15,000 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

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.
 - 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

\$17,500 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
- **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

\$27,500 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

\$50,000 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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