



The Private Markets Secondaries Meeting

Fairmont Miramar

Santa Monica, CA

Wednesday, March 23rd, 2022



**NO PRESS WILL BE ALLOWED AT THIS EVENT AND
IT WILL NOT BE STREAMED OR RECORDED**



The Private Markets Secondaries Meeting

Fairmont Miramar, Santa Monica, CA– March 23, 2022

Table of Contents

Intro	3
By the Numbers	4
Covid Related Protocols	5
In Attendance	6
Lead Sponsor & Institutional Partner	7-8
Sponsors	9-11
Speaker Bios	12-19
Conference Agenda	20-23
Participation Options	24-30
Carmo Contact Info	31



The Private Markets Secondaries Meeting

Fairmont Miramar, Santa Monica, CA– March 23, 2022

Dear Colleague,

It is with great pleasure that I invite you to The Private Markets Secondaries Meeting. The aim of this Conference is to connect and educate institutional investors, asset owners, and investment managers on secondaries strategies across the various sectors of private markets, particularly in the current COVID environment. Our meeting brings together over 250 senior level investment professionals that will join us to network and discuss the recent evolution of secondaries, including current investment opportunities, structures, performance across secondaries in private equity, venture capital, credit and real assets. Panel topics include nuances of secondary transactions in a remote-work and diligence environment, planning and executing LP portfolio sales, GP-led secondaries, asset-concentrated secondaries and overcoming potential conflicts of interest amongst stakeholders.

We look forward to hosting you in person

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies





By the Numbers...

\$3 Trillion AUM in attendance

250 Total participants

100 Institutional & Private Wealth Investors

100 Secondaries Focused Fund Managers

50 Leading Service Professionals

6 Industry Exclusive Panel Sessions

5 Hours of Open Networking/Round Table
Discussions

1 day



Covid Related Protocols

The health and safety of our employees and attendees remain our top priority. We are working hard to make sure that we minimize risks related to the spread of COVID-19 to ensure a safe and comfortable experience for all guests. We will run in accordance with official government and local authority guidance, as well as any venue or location specific regulations.

- All attendees are required to provide proof of vaccine
- Temperature check upon entry
- Modified room set up and seating arrangements
- Sanitation stations
- Limited touch food and beverage service

Health & Safety Advisory: *If you have a fever, cough, shortness of breath, feeling unwell or suspect to have symptoms of COVID-19, please seek medical attention and do not attend the event.*



C-Level Executives

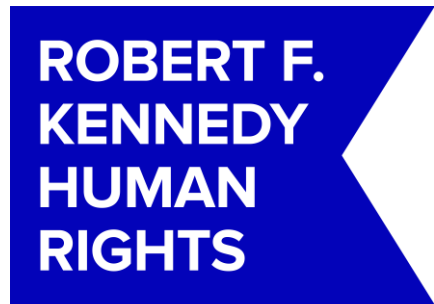
In Attendance...

- Asset Mangers, Private Equity Funds, Venture Capital Firms, Real Estate Firms
- Hedge Funds
- Pension Funds
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors

Institutional Partners



INSTITUTIONAL
LIMITED PARTNERS
ASSOCIATION



COMPASS
INVESTORS



Lead Sponsor



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.



Sponsors



Ares Management Corporation (NYSE: ARES) is a leading global alternative investment manager offering clients complementary primary and secondary investment solutions across the credit, private equity, real estate and infrastructure asset classes. We seek to provide flexible capital to support businesses and create value for our stakeholders and within our communities. By collaborating across our investment groups, we aim to generate consistent and attractive investment returns throughout market cycles. As of December 31, 2021, Ares Management Corporation's global platform had approximately \$306 billion of assets under management, with approximately 2,100 employees operating across North America, Europe, Asia Pacific and the Middle East. For more information, please visit www.aresmgmt.com.



Assure specializes in Special Purpose Vehicles (SPVs) and Fund Administration for the private investment marketplace. We offer a full range of back-office services, a team of experienced professionals to guide you, and an innovative technology platform called Glassboard that is changing how deals get done. When you outsource to Assure, you'll have more time to nurture your investor relationships and do more deals. Assure's experience and volume significantly outpaces other fund administrators. Their approach, which allows clients to structure and close deals faster, cheaper and with more transparency, helped pave the way for the ascendance of the "super angels," special purpose vehicles and micro VCs. The company has worked with more than 800 clients, including Angellist, EquityZen, Forge, Tribeca Angels, LAUNCH, and Bitwise, structuring and closing over 5,700 deals with over \$5.7 billion assets under administration. Assure offers a full suite of services including Special Purpose Vehicle administration, fund accounting and fund taxes, Exempt Reporting Advisor (ERA) services, KYC/AML services, 506(c) accreditation, bookkeeping, and deal coordination.

Coller Capital

Coller Capital, founded in 1990, is one of the world's leading investors in the secondary market for private assets – and widely acknowledged as an innovator at the complex end of secondaries. The firm provides liquidity solutions to private markets investors worldwide, acquiring interests in private equity, private credit, and other private markets assets. With headquarters in London, and offices in New York and Hong Kong, Coller's multinational investment team has a truly global reach. In January 2021, the firm closed Coller International Partners VIII, with committed capital (including co-investment vehicles) of just over \$9 billion and backing from over 200 of the world's leading institutional investors. In February 2022, the firm closed Coller Credit Opportunities I, with committed capital (including co-investment vehicles) of c.\$1.4 billion and backing from over 30 institutional investors.



DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific, positioning us to help with legal needs around the world. We strive to be the leading global business law firm by delivering quality and value to our clients. Our clients range from multinational, Global 1000, and Fortune 500 enterprises to emerging companies developing industry-leading technologies. Our institutional investor practice features a team of lawyers with decades of combined experience working together to advise many of the world's leading institutional investors in thousands of domestic and international alternative investments annually. We handle secondary market transactions and represent investors in the creation of captive funds, separate accounts and managed account platforms. Our long-term experience in the market translates to invaluable insights into the latest structures and investment trends as well as the current state of key terms.

Sponsors



Bringing together traditional and alternative investments, Goldman Sachs Asset Management provides clients around the world with a dedicated partnership and focus on long-term performance. As the primary investing area within Goldman Sachs (NYSE: GS), we deliver investment and advisory services for the world's leading institutions, financial advisors and individuals, drawing from our deeply connected global network and tailored expert insights, across every region and market—overseeing more than \$2 trillion in assets under supervision worldwide as of December 31, 2021. Driven by a passion for our clients' performance, we seek to build long-term relationships based on conviction, sustainable outcomes, and shared success over time.



Industry Ventures has cultivated new segments of the venture capital market for over two decades. Today, the firm manages over \$5 billion of institutional capital and support founders, general partners, and institutions across the private tech ecosystem. The funds invest into companies and venture capital partnerships directly and via secondary transactions.



For over a decade Israel Secondary Fund ("ISF") has been on the forefront of the Israeli tech secondary market, propelling the high growth of the local technology eco-system. Since its inception, ISF has offered tailor-made and creative liquidity solutions to investors in funds and private tech companies. Led by a seasoned investment team, the fund has continuously delivered Top Quartile returns, while applying a unique diversified strategy.



Manulife Investment Management is the global brand for the global wealth and asset management segment of Manulife Financial Corporation. We draw on more than a century of financial stewardship and the full resources of our parent company to serve individuals, institutions, and retirement plan members worldwide. Headquartered in Toronto, our leading capabilities in public and private markets are strengthened by an investment footprint that spans 18 geographies. We're committed to investing responsibly across our businesses. We develop innovative global frameworks for sustainable investing, collaboratively engage with companies in our securities portfolios, and maintain a high standard of stewardship where we own and operate assets, and we believe in supporting financial well-being through our workplace retirement plans. For additional information, please visit manulifeim.com/institutional.

Sponsors



NewView Capital (NVC) empowers entrepreneurs, venture capitalists, and investors with the freedom to drive continual innovation and sustainable growth. With over \$2.2 billion in assets under management, the firm pairs flexible capital with operational excellence to build enduring, industry-defining companies. NVC offers direct investments and curated portfolio acquisitions in mid- to growth-stage opportunities, with an emphasis on B2B software as a service (SaaS), fintech, consumer internet, and artificial intelligence (AI). The NVC portfolio includes Plaid, Duolingo, Forter, Hims & Hers, MessageBird, and Scopely.



Northleaf Capital Partners is a global private markets investment firm with more than US\$19 billion in private equity, private credit and infrastructure capital commitments raised to date. Northleaf serves more than 200 institutional investors, including public, corporate and multi-employer pension plans, endowments, foundations and financial institutions, and family offices globally. Northleaf's team of more than 160 professionals, located in Toronto, Chicago, London, Melbourne, Menlo Park, Montreal and New York, is focused exclusively on sourcing, evaluating and managing private markets investments. Northleaf's portfolio includes more than 500 active investments in 40 countries, with a focus on mid-market companies and assets.



OnePrime Capital is the pre-eminent secondary direct investment firm focused exclusively on technology companies and technology company portfolios. We provide bespoke liquidity solutions to general partners, limited partners, corporations and individual investors/equity holders. OnePrime is focused on special situations, and invests via customized single asset, portfolio, and co-investment transactions. OnePrime seeks to be a strategic partner to all stakeholders in its transactions, including the selling shareholder as well as the underlying portfolio companies. We offer flexible sized investments and focus on operating with efficiency and discretion. The principals combine more than fifty years of primary technology investing expertise with their experience in executing transactions in special and complex situations.



Ponte Partners is a secondary firm headquartered in San Francisco, California, which collaborates with institutional and private investors, fund managers and entrepreneurs to solve their unique investment and liquidity needs and challenges. We acquire interests in private equity and venture capital funds, and privately owned companies. We have developed a strong expertise in technology and healthcare, and a variety of other growth sectors. We focus on the smaller end of the market in US and Europe. Our investor base comprises of financial institutions. Our name Ponte (pawn-te), which means bridge in Latin and many Romance languages, refers to our San Francisco roots and our ability to bridge the gap between those who desire to create continued value in their investments and those who seek liquidity.

Sponsors

Schroders
capital

Schroders Capital is the dedicated private assets group within Schroders managing over \$65 billion in highly specialized offerings to complement institutional investors' typical portfolios. In line with the Schroders philosophy, each private asset class is managed by a dedicated investment desk with a strong reputation and track record in the respective space. Most topical of late is the GP-led secondaries space where Schroders Capital Private Equity has invested more than \$870m across 26 GP-led transactions in the last 12 months. Our team has a distinct access advantage in sourcing attractive secondaries opportunities often before they are released to the market. Our regional teams in Asia, Europe and North America bring specialized sector skillsets combined with experienced diligence and speed of execution, which make us the partner of choice for GP-led secondary allocations.



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.



VCFA pioneered the purchase of private equity interests on a secondary basis in 1982. Since then, we have completed hundreds of transactions with sellers including government agencies, Fortune 100 companies, foundations, wealthy individuals, and some of the largest financial institutions in the world including banks, hedge funds and insurance companies. VCFA has delivered over \$1 billion in cash returns for institutional and private investors and prides itself on discretion and good relationships in the private equity community. We are currently investing VCFA Venture Partners VI, L.P., a \$107 million fund focused on secondaries in venture and growth equity assets. The firm has an expertise in sourcing and completing smaller and more complex transactions. For more information see www.vcfa.com.

Keynote Speaker

David Kaplan

Co-Founder, Director, Partner and Co-Chairman of Private Equity Group,
Ares Management Corporation (Los Angeles)



Mr. Kaplan is a Co-Founder, Director and Partner of Ares Management Corporation and Co-Chairman of the Ares Private Equity Group. He is a member of the Ares Executive Management Committee and on the Ares Private Equity Group's Corporate Opportunities, Asia Private Equity and Special Opportunities Investment Committees. Additionally, Mr. Kaplan is the Co-Chairman and Chief Executive Officer of Ares Acquisition Corporation ("AAC"). Mr. Kaplan joined Ares in 2003 from Shelter Capital Partners, LLC, where he was a Senior Principal from June 2000 to April 2003. From 1991 through 2000, Mr. Kaplan was a Senior Partner of Apollo Management, L.P. and its affiliates, during which time he completed multiple private equity investments from origination through exit. Prior to Apollo Management, L.P., Mr. Kaplan was a member of the Investment Banking Department at Donaldson, Lufkin & Jenrette Securities Corp. Mr. Kaplan currently serves on the supervisory board of directors of MYT Netherlands Parent B.V., the parent entity of Mytheresa GmbH. Mr. Kaplan also serves as a member of the boards of directors of Guitar Center Holdings, Inc. and Number Holdings, Inc. and as the Chairman of the board of directors of the parent entity of Cooper's Hawk Winery & Restaurants. Mr. Kaplan's previous public company board experience includes Floor and Décor Holdings, Inc., Maidenform Brands, Inc., where he served as the company's Chairman, GNC Holdings, Inc., Dominick's Supermarkets, Inc., Stream Global Services, Inc., Orchard Supply Hardware Stores Corporation, Smart & Final, Inc. and Allied Waste Industries Inc. Mr. Kaplan also currently serves as the Vice Chairman of the Board of Directors of Cedars-Sinai Medical Center, a non-profit hospital, and on the President's Advisory Group of the University of Michigan. Mr. Kaplan graduated with High Distinction, Beta Gamma Sigma, from the University of Michigan with a Bachelor of Business Administration Degree, concentrating in Finance.

Barry Miller

Partner, Landmark Partners, an Ares company (New York)



Mr. Miller is a Partner in the Ares Secondary Solutions Group, where he focuses on private equity secondaries. He also serves on the Landmark Private Equity and Infrastructure Secondaries Investment Committees. Additionally, Mr. Miller serves on the Ares Diversity, Equity and Inclusion Council. Prior to joining Ares in 2021, he was a Partner in the Landmark Partners Private Equity Group, where he focused on transaction origination, underwriting and negotiation of private equity investments. Previously, Mr. Miller was Head of Private Equity at the New York City Retirement Systems ("NYCRS"), where he served on the LP Advisory Boards of more than 40 private equity funds. In addition, he was a Partner at Pomona Capital ("Pomona"), where he focused on sourcing and executing secondary transactions and was a member of the Pomona Capital Investment Committee. Prior to joining Pomona, he was a Senior Investment Manager at AXA Private Equity, where he was also Head of the New York office and served on the Global Investment Committee of AXA Private Equity. Mr. Miller currently serves on the Board of Directors for the Robert Toigo Foundation, an organization devoted to diversity in the investment management business and is a member of the Tulane School of Liberal Arts Deans' Advisory Council. Mr. Miller previously served as a member of the Sponsors for Educational Opportunity Limited Partner Advisory Council. Mr. Miller holds a B.A. from Tulane University in Economics.

Speakers

Jim Katarincic

Principal, Collier Capital (New York)

Jim is a Principal in the Investor Relations team and is based in the firm's New York office. Prior to joining Collier in 2014, Jim worked in the private equity fundraising groups at UBS and Citigroup. He has a BA in History from Colgate University and JD / MBA degrees from New York University.

Joncarlo Mark

Founder, Upwelling Capital Group (Sacramento)

Joncarlo R. Mark is founder of Upwelling Capital Group LLC, an investment adviser that provides capital solutions to premier institutional investors. Prior to forming Upwelling in 2011, Joncarlo was a Senior Portfolio Manager in the Alternative Investment Management (AIM) Program at the California Public Employees Retirement System (CalPERS). CalPERS is the largest US public pension fund, with over \$400 billion in overall assets. From 2007 to 2010, Joncarlo served as Chairman of the Board for the Institutional Limited Partners Association (ILPA), whose 250-member institutions at the time managed more than \$1 trillion of private equity capital. He continues to serve as a faculty member for the ILPA Institute, which provides executive education to its membership. From 2014 to 2020, Joncarlo was a trustee for the University of California Davis Foundation and held the role of Finance and Investment Committee chair from 2017 to 2019. From 2012 to 2018, he was also on the Board of Directors for AltExchange Alliance, an industry group dedicated to implementing standardization of financial reporting in private equity. Prior to joining CalPERS in 1999, Joncarlo spent six years with Premier Farnell PLC, a global industrial products manufacturing and distribution company. Joncarlo earned an MBA from the Graduate School of Management at the University of California Davis and received a BA from the University of California San Diego

Phil Greenberg

Vice President, Investments, US Steel and Carnegie Pension Fund (Pittsburgh)

Phil Greenberg joined U. S. Steel in May 2020 as general manager, pension investments. He has responsibility for the company's global alternative asset investments for both the defined contribution and defined benefit plans, as well as other related programs. Mr. Greenberg arrived at U. S. Steel from the Pennsylvania State Employees' Retirement System (SERS), where he served as managing director and managed a \$2.4 billion alternative asset portfolio for the prior three years. During his time at SERS, Mr. Greenberg was named a finalist for Change Maker of the Year by Institutional Investor. Prior to that, he served as senior managing director of C-III Capital Partners. Earlier in his career, Mr. Greenberg spent seven years in senior investment management roles with Cornell University's Investment Office. In this capacity, he was responsible for the management and investment for the \$650 million private real estate portfolio of the \$6 billion endowment. Mr. Greenberg has taught transactions, deal structuring and entrepreneurship at the graduate level for Cornell University and Ithaca College. Mr. Greenberg also served on a nuclear fast attack submarine in the US Navy and is qualified in submarines. Mr. Greenberg is a member of the CFA Institute and the Pension Real Estate Association. He is also an advisory board member of Institutional Real Estate Americas. In addition, Mr. Greenberg was a board member of both the Finger Lakes Land Trust and the Cayuga Heights School Age Program. A native of Waterford, Mich., Mr. Greenberg earned a bachelor's degree in finance, magna cum laude, from Arizona State University in Tempe, Ariz., and completed a master's degree in business administration at Cornell University in Ithaca, N.Y. Mr. Greenberg also holds the Chartered Financial Analyst designation.

Speakers



Cameron Rondo

Vice President, Aksia (San Diego)

Cameron is a Vice President on the Investment Research team with a focus on private equity investments and secondaries. He is involved in all phases of the investment research process including sourcing, due diligence, and monitoring. Prior to Aksia's acquisition of TorreyCove Capital Partners, Cameron was a Senior Associate, joining the firm in 2019. Prior to that, Cameron was a Senior Associate at Sweetwater Capital Partners, where he sourced, underwrote, and monitored secondary transactions and direct investments. Cameron graduated cum laude from Brigham Young University in Hawaii with a BS in Business Management.



Jesús Argüelles

Managing Director of Investments, Irvine Foundation (San Francisco)

Jesús Argüelles joined the Irvine Foundation in 2019. He works with the Chief Investment Officer and investments team, responsible for the sourcing, evaluation, recommendation, and monitoring of Irvine investment managers, opportunities, and the portfolio. Previously, he was a Director for the Private Capital Global Funds Team of Ontario Teachers' Pension Plan, where he sourced, evaluated, and managed new and established private equity fund opportunities in the Americas. Earlier in his career, Jesús served as a Portfolio Manager in the Private Equity (PE) Program with the California Public Employees' Retirement System (CalPERS). During his time at CalPERS, he invested across the private equity spectrum – from venture capital to distressed debt fund investing. He was also a member of the senior leadership that managed the PE Program's team and organizational development. Jesús served as Chair of the Emerging Market Private Association's Limited Partner Council, lectured as Practitioner Faculty at the Latin America Private Equity Association's Private Equity Executive Program, served as Co-Chair of the Principle for Responsible Investment's Private Equity Advisory Council, and was a board member of the Institutional Limited Partners Association. Jesús earned his Bachelor of Science in Managerial Economics from the University of California, Davis, and he serves as an Advisor to the Finance and Investment Committee of the UC Davis Foundation.



Jon Gaffney

Senior Vice President, Wilshire (Santa Monica)

Jon is a Senior Vice President with Wilshire's Alternatives Manager Research Group, focusing on primary fund investments, direct co-investments, and secondaries. He is responsible for investment origination, due diligence, and monitoring across various private markets sectors. Prior to joining Wilshire in 2012, Jon worked at Ernst & Young in Transaction Advisory Services. Jon graduated from the University of Adelaide in Australia with a Bachelor of Laws (Honors) and a Bachelor of Commerce, and received a Masters of Applied Finance from Macquarie University.

Speakers



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.



John Kettlich

Partner, StepStone Group (La Jolla)

Mr. Kettlich a member of the private equity team, focusing on secondary investments. He is also involved in various portfolio management activities. Since StepStone's inception, Mr. Kettlich has helped to build the Firm's primary diligence and research platform, as well as its secondary investment business. He also spent time living in Beijing and London, where he focused on developing StepStone's international business. Before joining StepStone in 2007, Mr. Kettlich was with PCG Capital Partners, the direct investment arm of Pacific Corporate Group, where he sourced and evaluated middle-market buyout and growth equity investments. Mr. Kettlich graduated summa cum laude with a BBA from the University of San Diego and is a CFA charterholder.



Jenna Shen

Managing Director, Goldman Sachs Vintage Funds (New York)

Jenna Shen is a Managing Director of the Goldman Sachs Vintage Funds. With over \$38 billion in committed capital since inception, the Vintage Funds have been innovators in the secondary market for over 20 years. Investing globally and across a range of asset classes, the Vintage Funds provide liquidity, capital and partnering solutions to private market investors and managers worldwide. Jenna joined Goldman Sachs in 2007 in the Investment Banking Division, focusing on the technology, media and communications sectors. She is a member of the Vintage Funds Investment Committee and AIMS Co-Investment Strategies Investment Committee. Jenna also serves on the board of Grand Street Settlement, which provides community-based services to families in New York. Prior to joining Goldman Sachs, Jenna earned a BA, with honors, from Stanford University.

Speakers

David Guryn

Senior Investment Director, Schroders Capital (New York)

David is a Senior Investment Director of Schroders Capital, focusing on secondary opportunities in North America. David has spent his career in secondary private equity, most recently at Evercore in Private Capital Advisory, and prior to that at Committed Advisors, a global secondary firm. David has also worked at Pantheon and Willowridge Partners on the secondary investment teams, and at UBS in the Private Funds Group as a secondary advisor. David graduated magna cum laude from Boston University with a BS in Business Administration with a concentration in Finance.

Matthew Sparks

Managing Director, Northleaf Capital Partners (Toronto)

Matthew participates in all aspects of Northleaf's private equity investment activities, with a focus on the origination, evaluation and monitoring of secondary investments. Prior to joining Northleaf in 2010, Matthew was a consultant with Monitor Group where he worked on various acquisition, due diligence, growth strategy and post-merger integration projects for clients in a range of industries, including media, retail and business outsourcing. Matthew received an H.B.A. (Business) with distinction from the Ivey Business School, University of Western Ontario.

Jeremy Neilson

Co-Founder and CEO, Assure (Salt Lake City)

Jeremy Neilson, an Inc. 5000 entrepreneur, is a co-founder and CEO of Assure. Prior to Assure, Mr. Neilson launched and managed Utah's \$300M private equity program, the Utah Fund of Funds, which invested in 28 funds and across most of the private equity spectrum. Before the Utah Fund of Funds, Jeremy was an associate with the University Venture Fund where he spent time working closely with local and national venture capitalists on company due diligence. Jeremy has served as a venture capital fund advisory board member and investment committee member for various foundations. Jeremy hosts a podcast "The Assure Podcast with Jeremy Neilson" and does weekly video interviews with leaders in venture capital in a series called "What's Going on in Venture".

Speakers

Ravi Viswanathan

Founder & Managing Partner, NewView Capital (San Francisco)

Ravi is the Founder and Managing Partner of NewView Capital (NVC), a venture firm that empowers entrepreneurs, venture capitalists, and investors with the freedom to drive continual innovation and sustainable growth. With over \$2.2B under management, NVC invests in technology companies through both direct investments and curated portfolio acquisitions, pairing funding with significant operational support. Prior to founding NVC, Ravi was a General Partner at NEA, where he oversaw investment in enterprise software and fintech companies for 15 years. Ravi's investments of note include Braintree (acquired by eBay), MuleSoft (acquired by Salesforce), GlobalLogic (acquired by Apax Partners), TeleAtlas (Euronext: TA, acquired by TomTom), Plaid, and Forter. Ravi holds an MBA from Wharton, a PhD in Chemical Engineering from University of California Santa Barbara, and a BS in Bioengineering from the University of Pennsylvania. He is also the Chair of the Wharton Entrepreneurship Advisory Board.



Ira Simkhovitch

Managing Director, Industry Ventures (San Francisco)

Ira concentrates on originating, valuing and managing secondary investments. Prior to Industry Ventures, Ira was an investor at The Carlyle Group/AlpInvest Partners where he committed capital to private equity and venture capital funds. Previously, Ira was a Senior Analyst at Commonfund Capital investing in private equity funds, secondary investments and direct investments globally. Ira began his career at Booz Allen Hamilton on a team developing software and analytics for the Department of Defense. Ira received a BS in engineering from MIT and his MBA from Columbia Business School.



Sumeet Jain

Managing Partner, OnePrime Capital (San Francisco)

Sumeet brings a perspective to investing that comes from having been intimately involved with venture capital investing and technology from multiple angles – as an experienced investor, a startup executive and operator, an engineer, a strategy consultant, and an investment banker. Sumeet previously was a director at Intel Capital, co-founder and General Partner of LUMA Capital Partners and partner at Presidio Partners. Previously, Sumeet was with Goldman Sachs & Co. where he executed on more than \$3B in equity and debt financings and M&A transactions for several leading venture and private equity backed companies. Sumeet has a B.S. in Electrical Engineering & Computer Science from Cornell University and a MBA in Finance and Entrepreneurial Management from the Wharton School at the University of Pennsylvania.



Speakers

Dror Glass

Co-Founder, Israel Secondary Fund (Israel)

Investing in the Israeli secondary market since 2001 with 25 years of investment experience. Previously Managing Director at Nexus Global Partners, a global management consulting firm. Former Managing Director, Orama Investments, member of the IDB group, Senior Investment Manager, Israel Corporation and the Executive Director, the Wharton – Recanati Program at the Tel Aviv University. Served on the boards of various private and public companies, both in Israel and abroad. Registered C.P.A.(Isr) and holds a B.A. in Accounting and Finance and an M.B.A. in International Business and Finance from the University of Southern California (Dean's List).

Ghia Griarte

Managing Partner, Ponte Partners (San Francisco)

Ms. Griarte is a Managing Partner of Ponte Partners, a secondary fund focused on acquiring direct private companies, PE/VC portfolios, and LP interests in digital health, technology (security, fintech, enterprise software, mobility), and other growth sectors. She serves on several private company boards and recently served as Board of Trustee for the City of San Jose Police and Fire Retirement Plan, a \$4.7 billion public pension fund, where she chaired the investment and governance committees and served on personnel and audit committees, and Mayor Sam Liccardo's Retirement Stakeholders Working Group. Ms. Griarte has been in private equity and venture capital for 20+ years as a Managing Director at Saints Capital, a secondary firm with \$1B+ of assets under management with 200+ global portfolio of companies across US, Europe and Asia. She received an MBA from Northwestern's Kellogg School of Management, an MEM from McCormick School of Engineering, and BS in EECS from University of California, Berkeley.

Igor Rozenblit

Founder, Iron Road Partners, Former Founder and Co-Head, SEC's Division of Examinations' Private Funds Unit. (New York)

Igor Rozenblit is the managing partner at Iron Road Partners. Previously at the U.S. Securities and Exchange Commission's (SEC) he helped shape their regulatory approach to the private capital markets and focuses on helping clients successfully navigate a broad range of challenges stemming from regulatory examinations, investigations, litigation, disputes and other crisis scenarios. At the SEC, he held various leadership positions including, Fellow in the Division of Enforcement's Asset Management Unit, founder and co-head of the Division of Examinations' Private Funds Unit and co-lead for the agency's inter-divisional Private Fund Specialized Working Group. Before joining the SEC, he held various senior investment roles, which included heading the North American private market investment activities for Amundi Asset Management.

Speakers

David Parrish

Partner, DLA Piper (Austin)

David B. Parrish focuses on alternative investments, including fund formation and investment matters. He represents domestic and foreign investors in reviewing and negotiating investment documentation including limited partnership agreements, subscription agreements, and private placement memoranda, and in negotiating and preparing side letters. In addition, David advises investors in co-investments, GP removal matters, acquisitions of manager stakes, advisory board matters, single investor funds, fund dissolution and secondary transactions. David's experience involves all types of alternative investment strategies including buyout, credit, real estate, venture capital, growth, energy, real estate, timber and infrastructure.

Paul Sanabria

Senior Managing Director and Global Co-Head of Secondaries, Manulife Investment Management (Boston)

Paul Sanabria is a Senior Managing Director and Global Co-Head of Secondaries at Manulife Investment Management where he exclusively focuses on the GP-Led sector of the secondary market. Mr. Sanabria has spent two decades as a principal investor and advisor exclusively focused on the secondary market. He also spent nine years as a management consultant focused on the financial services sector. Prior to Manulife, he was as Co-Head of Houlihan Lokey's Illiquid Financial Assets practice, a unit he co-founded and built into the leading advisory group focused on customized transactions for holders of illiquid securities. Previously, Mr. Sanabria was Senior Managing Director at Bear Stearns Asset Management where he founded and co-led the private equity fund and secondary investing unit with aggregate AUM over \$2b. Mr. Sanabria received a B.S. from California State University at Sacramento and an MBA from Harvard University.

Pre-Event Networking Cocktail

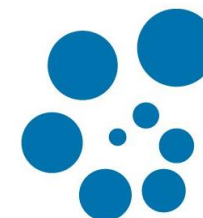
Tuesday, March 22nd

Location: Santa Monica Proper Hotel

700 Wilshire Blvd, Santa Monica, CA 90401

Time: 5:30pm to 8:30pm

Sponsored By:



Upwelling
CAPITAL GROUP

GIBSON DUNN



Agenda Outline

7:30 am PST

Registration & Breakfast Networking

Sponsored by: TBD

8:30 am PST

Welcoming Address

President, CEO, Carmo Companies (New York)

8:35 am PST

Presentation: State of Secondaries Market

Presenter:

Jim Katarincic, Principal, Collier Capital

9:00 am PST

LP Panel – Secondaries & Portfolio Rebalancing

On this pure LP panel, institutional investors discuss secondaries as a strategy. How do LPs view secondaries as a strategy for their overall PE programs? How do LPs think about GP-led transactions? Effects on primary market – are LPs allocating more to secondaries or is primary market still as healthy as always? what makes a secondary a fit for LP program? How is performance of LP secondary program?

Moderator:

Joncarlo Mark, Founder, Upwelling Capital Group

Panelists:

Phil Greenberg, Vice President, Investments, US Steel and Carnegie Pension Fund

Cameron Rondo, Vice President, Aksia

Jesús Argüelles, Managing Director of Investments, Irvine Foundation

Jon Gaffney, Senior Vice President, Wilshire

10:15 am PST

Morning Networking Break

Sponsored by:



Agenda Outline

11:00 am PST

Keynote Fireside Chat: Ares Management Corporation

A discussion about the overall global private equity market as well as Ares' recent acquisition of Landmark Partners, a secondaries firm which manages over \$22 billion of AUM across a range of alternative asset classes, including private equity, real estate and infrastructure.

Keynote Speakers:

David Kaplan, Co-Founder, Director, Partner and Co-Chairman of Private Equity Group, **Ares Management Corporation**

Barry Miller, Partner, **Landmark Partners**, an Ares company

Interviewer:

Joncarlo Mark, Founder, **Upwelling Capital Group**

12:00 pm PST

GP Led Secondaries- What's Next on the Horizon?

Leading Secondaries focused fund managers discuss the future of secondaries, pros and cons of different GP-Led liquidity options and potential pitfalls and critical steps necessary to execute a transaction. What are the biggest factors today effecting secondaries? What are implications of the wave of GP-led deals? Are they different today versus two years ago? What are implications of the wave of GP-led deals? Are they different today versus two years ago? What are the Necessary tools to be effective secondary investor? Are their more deals percolating from outside of the US and Europe?

Moderator:

Eric Green, Partner, **Upwelling Capital Group**

Panelists:

John Kettlich, Partner, **StepStone Group**

Jenna Shen, Managing Director, **Goldman Sachs Vintage Funds**

David Guryn, Senior Investment Director, **Schroders Capital**

Matthew Sparks, Managing Director, **Northleaf Capital Partners**

1:00 pm PST

Networking Luncheon

Sponsored by:

**Goldman
Sachs**

Asset
Management



Agenda Outline

2:00 pm PST

Secondaries in Venture

Leading Secondaries focused VC investors discuss Secondaries-Direct opportunities and founder's liquidity. Is interim liquidity a good thing? Why? What is driving activity in this market? When should an investor seek interim liquidity? Is there a strong negative perception around founders selling shares before a definitive exit? How does the company or seller actually identify and choose the best direct secondary buyer? What is the greatest risks for a direct secondary buyer? How should the secondary market determine valuation?

Moderator:

Jeremy Neilson, Co-Founder and CEO, **Assure**

Panelists:

Ravi Viswanathan, Founder & Managing Partner, **NewView Capital**

Ira Simkhovitch, Managing Director, **Industry Ventures**

Sumeet Jain, Managing Partner, **OnePrime Capital**

Dror Glass, Co-Founder, **Israel Secondary Fund**

3:00 pm PST

New SEC Reporting Rules: What are the implications for the secondary market?

Leading Legal, regulatory and secondary experts discuss the importance of new disclosure requirements as well as unintended consequences for the industry.

Moderator:

Ghia Griarte, Managing Partner and Co-Founder, **Ponte Partners**

Speakers:

Igor Rozenblit, Founder, **Iron Road Partners**, Former Founder and Co-Head, **SEC's Division of Examinations' Private Funds Unit**.

David Parrish, Partner, **DLA Piper**

Paul Sanabria, Senior Managing Director and Global Co-Head of Secondaries, **Manulife Investment Management**

4:00 pm PST

Event Cocktail Networking

Sponsored by:



5:00 pm PST

End of the Event



Participation Options

IN-PERSON 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.
- **Priority Networking Instrument**
 - 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

Price- \$50,000 USD



Participation Options

IN-PERSON PRESENTATION SPONSORSHIP

- **Stand-Alone Presentation**
 - Sponsor is entitled to a 30-minute standalone presentation discuss topic of choice (first come first serve basis)
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 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 sponsor table in “sponsor lounge” for 1 on 1 meetings
- **Brand Placement & Material Distribution**
 - Sponsor’s Corporate logo to be placed 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 may wish to include a full-page advertisement to be placed in 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
- **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 5 attendee passes for sponsor employee executives
 - Each additional pass needed will receive 25% discount of standard registration fee
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.

Price- \$20,000 USD



Participation Options

IN-PERSON SPEAKING SPONSORSHIP

- **Speaking/Moderating Position**
 - Moderating/speaking position on panel of choice. (first come first serve basis)
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 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 sponsor table in “sponsor lounge” for 1 on 1 meetings
- **Brand Placement & Material Distribution**
 - Sponsor’s Corporate logo to be placed 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 may wish to include a full-page advertisement to be placed in 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
- **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 5 attendee passes for sponsor employee executives
 - Each additional pass needed will receive 25% discount of standard registration fee
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.

Price- \$15,000 USD

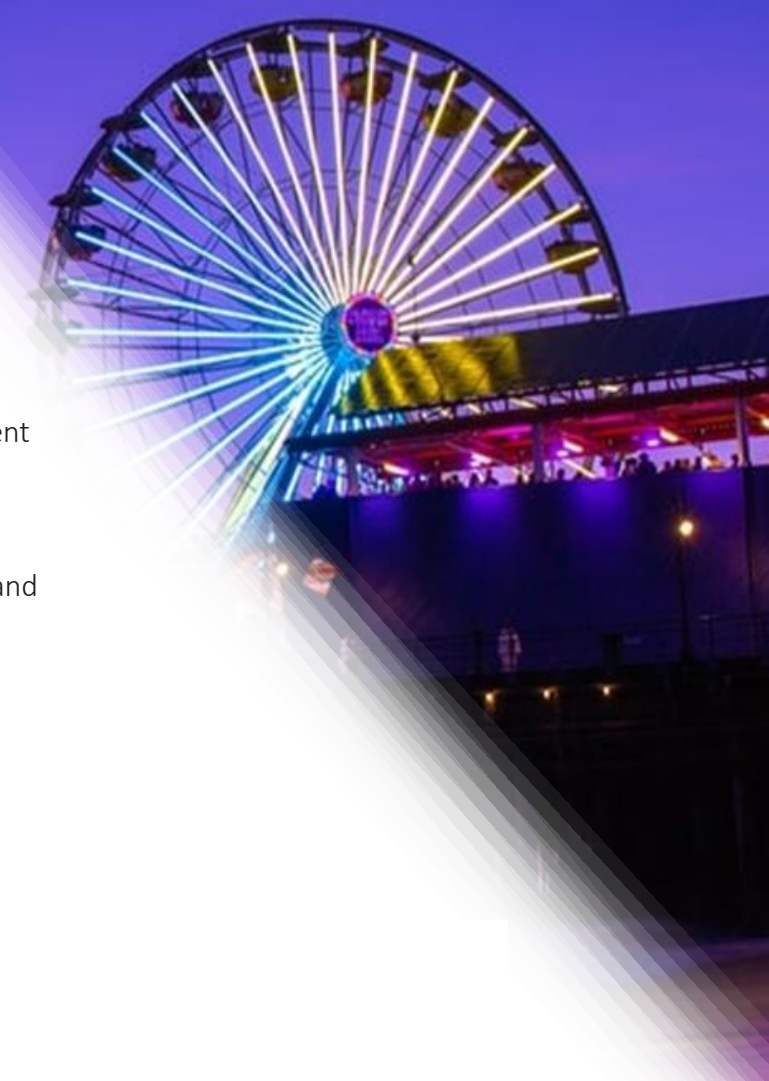


Participation Options

IN-PERSON CAP-INTRO SPONSORSHIP

- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated sponsor table in “sponsor lounge” for 1 on 1 meetings
- **Brand Placement & Material Distribution**
 - Sponsor’s Corporate logo to be placed 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 may wish to include a full-page advertisement to be placed in 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
- **Company Profiling**
 - Company description to be published online and in print (150 words max)
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes companies, names, professional titles, profiles, and specific attendee allocation information.
- **Conference passes**
 - Up to 5 attendee passes for sponsor employee executives
 - Each additional pass needed will receive 25% discount of standard registration fee
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.

Price- \$12,500 USD



Participation Options

LANYARD SPONSORSHIP

- **Lanyard**
 - Event lanyards with sponsor corporate logo to be distributed to all conference attendees
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$10,000 USD

STAND SPONSORSHIP

- **Stand**
 - Sponsor may have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$7,500 USD



Participation Options

SEAT DROP SPONSORSHIP

- **Seat Drop**
 - Sponsor to exclusively drop corporate information/deck on all conference attendee seats
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$7,000 USD

NETWORKING BREAK SPONSOR

- **Networking Break**
 - Branding and announcement to all attendees.
 - Ability to upgrade food and beverages for networking
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Brand Placement & Material Distribution**
 - Sponsor's Corporate logo to be placed 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.
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$7,500 USD



Participation Options

STANDARD PASS:

- Pass
 - 1 individual pass to in-person meeting
- **Networking App Access**
 - 1 pass to event networking app for 1 week.

Early Bird: \$1,200 USD *Ends: February 23rd*

Pre-Registration: \$1,600 USD *Ends: March 11th*

Standard: \$2,000 USD

COMPLEMENTARY:

- We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants, Foundations, Sovereign Wealth Funds, Endowments, 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.





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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Thank You

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