
CARMO
COMPANIES
Connecting Private Equity and Venture Capital
Investment Vehicles to Global Capital Sources

The European Private Equity & Venture Capital Web Meeting

ZOOM & SLACK

July 21st, 22nd & 23rd 2020
Central European Time

LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE

CARMO CONNECT

The European Private Equity & Venture Capital Web Meeting

ZOOM & SLACK– July 21st, 22nd & 23rd 2020

Dear Colleague,

It is with great pleasure that I invite you to The European Private Equity & Venture Capital Web Meeting. The aim of this Web Meeting is to connect private equity & venture capital funds, family offices, institutional investors, and other industry professionals across Europe and the world. Our online meeting brings together over 400 c-level executives that will join us to virtually network and discuss investment opportunities, allocations, and the current performance of all private equity & venture capital related asset classes. Panel discussions to be covered include topic on institutional investor, family office, private equity, and venture capital perspectives.

This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

We look forward to hosting you digitally!

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies

CARMO CONNECT

By the Numbers…

$5+ Trillion AUM in attendance

400+ Total participants

200+ Institutional & Private Wealth Investors

200+ Private Equity & Venture Capital Funds Managers

6 Industry Exclusive Panel Sessions

6 Hours of private virtual networking/speed dating

3 Day Zoom Web Conference

3 Day Slack networking tool access

In Attendance…

C-Level Executives

- European focused Private Equity Funds and Venture Capital Funds
- Hedge Funds
- Public Pension Funds
- Corporate Pensions Funds
- Pension Consultants
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Single Family Offices
- Multi Family Offices
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers

WEB MEETING APPS

- Our Video Conference will be Powered by ZOOM.
- You can access through web browser or download app on any Tablet, Laptop or Mobile device.
- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Zoom Conference

Powered by zoom

- Slack is a proprietary instant messaging platform that is typically used by companies in order to communicate efficiently rather than emailing back and forth on miniscule matters. It is also great for subdividing chats for group projects.
- For the purpose of our Web Meeting, this platform works perfectly to facilitate interaction of event attendees.
- We are allowing all webinar participants to join this instant messaging platform in order to communicate with each other freely and on a direct basis. Inside the slack platform there are also sub chats that are called “channels”. Each “channel” represents a different panel topic where participants can communicate with each other openly pertaining to that topic.

slack

- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Slack Chat.
- This chatroom is only open for the 3-day duration of the Web Conference.

CARMO COMPANIES

Agenda Outline

Tuesday, July 21st – Day 1

1:00 pm CEST

Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm CEST

A Conversation on ESG & Impact Investing

Terri Troy, former Canadian pension senior executive leads a discussion on Impact and ESG investing with Big Society Capital, a leading UK based ESG Limited Partner and Bethany Gorham, Vice President of Energy Impact Partners, a specialized global investment platform focused on technologies leading the transition towards a decarbonized, electrified, and digitized future

Speakers:

Douglas Sloan, Investment Director, **Big Society Capital**

Bethany Gorham, Vice President, **Energy Impact Partners**

Interviewer:

Terri Troy , CFA, ICD.D, President, **Troy Advisory Services**

2:00 pm CEST

State of Private Equity Secondaries Market

A balanced perspective of European GPs and LPs discussing their current global secondary market. Has there been an increase of LP liquidation in funds due to investment strategy shifts, allocation rebalancing, and portfolio liquidation? How are PE fund managers finding, qualifying and investing in the best secondary opportunities?

Moderator:

Madeleine Farman, Senior Reporter, **S&P Global Market Intelligence**

Panelists:

Briac Houtteville, Managing Director, **Greenhill**

Hani El Khoury, Principal, **Coller Capital**

Philippe Ferneini, Managing Director, **StepStone Group**

CARMO CONNECT

Agenda Outline

TUESDAY, JULY 21ST – DAY 1

3:00 pm CEST

Virtual Networking/Speed Dating

4 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

Sponsored by:

Schroder Adveq

5:00 pm CEST

End of Day 1

CARMO CONNECT

Agenda Outline

Wednesday, July 22nd – Day 2

1:00 pm CEST

Welcoming Address

President, CEO, **Carmo Companies** (New York)

1:05 pm CEST

Fireside Chat: Arcano Capital & Schroder Adveq

Ricardo Miro-Quesada, Managing Director of Arcano Capital, Emily Pollock, Senior Investment Director, Schroder Adveq and Tom Lewis, Alternatives Director, Schroder Adveq give their insights on the European private equity investment Market and where European shops are investing globally. Where do they see opportunity across all European markets and what is the current LP sentiment in this environment?

Speaker:

Ricardo Miró-Quesada, Managing Director, **Arcano Capital**

Emily Pollock, Senior Investment Director, **Schroder Adveq**

Tom Lewis, Alternatives Director, **Schroder Adveq**

2:00 pm CEST

State of the Venture Capital Market: A Balanced Perspective from GPs and LPs

Several leading VCs and LPs will explore the case for optimism as well as key challenges being faced by investors in the current environment. Topics to include the long-term implications of Covid-19 on enterprise and consumer behavior, lessons learned amidst Covid-19, VC opportunities outside of Silicon Valley, evolving risk appetites, and trends in VC liquidity and explore opportunities to improve diversity in the VC ecosystem.

Moderator:

Jonathan Hollis, Co-Founder, **Mountside Ventures**

Panelists:

Leyla Holterud, Principal, **StepStone Group**

Dominic Maier, Partner, **AXA Venture Partners**

David Dana, Head of VC Investments, **European Investment Fund (EIF)**

Lisa Edgar, Managing Director, **Top Tier Capital Partners**

Anton Brevde, Partner, **Prime Movers Lab**

CARMO CONNECT

Agenda Outline

Wednesday, July 22nd – Day 2

3:30 pm CEST

DACH LP Perspective

Leading German/Austrian/Swiss LP investors discuss their current perspectives on local and global investment climate. What is the sentiment in Germany & Switzerland. Are they actively investing in PE/VC through funds or direct deals? How do they go about manager selection?

Moderator:

Kristaps Ronis, Principal, Ion Pacific

Panelists:

Byron Beene, CFA, FRM Sr. Portfolio Manager, Kirchliche Versorgungskassen KZVK und VKPB

Georges Khneysser, Managing Partner, Decisive

Björn Waltmans, Managing Director, Wilshire Private Markets

Jobst Klemme, Director, Abbott Capital Management

4:30 pm CEST

Virtual Networking/Speed Dating

4 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

Sponsored by: ABBOTT CAPITAL

7:00 pm CEST

End of Day 2

CARMO CONNECT

Agenda Outline

Thursday, July 23RD – DAY 3

1:00 pm CEST

Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm CEST

State of the Israeli Venture Capital Market – Leading GPs Perspective

Leading Israeli early stage and growth VC funds discuss the current investment landscape in Israel and allocation abroad.
Moderator:

Dror Glass, Co-Founder, Israel Secondary Fund

Panelists:

Shay Grinfeld, Managing Partner, Greenfield Partners

Michal Geva, Managing Partner and Co-Founder, Triventures Life Science

Kobi Samboursky, Founder & Managing Partner, Glilot Capital Partners

2:00 pm CEST

Panel – US Opportunities for European LPs

European LPs discuss their current US fund and co-investment appetite. What does it take to work with European LP capital? What do European LPs seek in US managers?
Moderator:

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

Panelists:

Roy Kuo, Team Head-Alternative Strategies, Church Commissioners for England

Robert Crowter-Jones, Private Capital Team, Saranac Partners

Stefan Fällgren, Senior Investment Manager, Skandia Mutual Life Insurance Company

CARMO CONNECT

Agenda Outline

THURSDAY, JULY 23RD – DAY 3

3:30 pm CEST

State of Private Equity Market: Primaries, Secondaries, Co-investments

A balanced perspective of European GPs and LPs discussing their current global primary market. Has there been an increase of LP liquidation in funds due to investment strategy shifts, allocation rebalancing, and portfolio liquidation? How are PE fund managers finding, qualifying and investing in the best primary opportunities?

Moderator:

Kevin Colas, Partner, OceanIQ Capital

Panelists:

Cem Meric, Partner, LGT Capital Partners

Charlotte Henderson, General Counsel and COO, All Seas Capital

William van Eesteren, Managing Director, Wilshire Private Markets

Maria Prieto, Head of Investments UK & Spain, Schroder Adveq

5:00 pm CEST

Virtual Cocktail Hour/Speed Dating

4 randomized 30-minute breakout sessions of 5 people. Put on your best shirt and make your best drink. Web Cam is mandatory.

Sponsored by:

STAR MOUNTAIN CAPITAL

Investing in the Growth Engine of America®

7:00 pm CEST

End of Day 3

CARMO CONNECT

Sponsors

ABBOTT CAPITAL

Abbott was founded in 1986 and remains a leading independently owned and managed investment firm focused on providing its investors long-term continuity and accountability in private equity investment management. With over $9 billion in AUM, Abbott specializes in building customized private equity portfolios, managing assets for a global investor base comprised of public, corporate, and multi-employer pension funds, foundations, endowments, family offices, and high net worth individuals. Abbott has made over $21 billion in commitments to more than 500 private equity investments across primary, secondary, and co-investment opportunities on behalf of our clients.

ALL SEAS CAPITAL
Catalyst for Enterprise

All Seas Capital is a private capital fund manager founded in 2019 to address the lack of transformative capital available to performing Western European mid-market businesses. Founded on longstanding working relationships, All Seas Capital is led by a highly seasoned team with complementary skills and a proven investing track record. In delivering for our key stakeholders, our approach is built around the application of rigorous investment standards, sustainable investing principles while leveraging the competencies of our best-in-class strategic partners.

ENERGY IMPACT PARTNERS™

Energy Impact Partners (EIP) is a specialised global investment platform focused on technologies leading the transition towards a decarbonized, electrified, and digitized future. EIP works closely with its LPs, 30 of the largest, most innovative, and environmentally conscious corporations, as well as financial investors, to advance innovation and capitalize on high Impact, high return investment outcomes surrounding climate and social equity. Impact and ESG are core to EIP's strategy, embedded into the firm's policies and procedures, allowing the firm to capture opportunities and mitigate risks that drive long-term value to its portfolio and enhance risk-adjusted performance of its investments. With over $1.5 billion in assets under management, EIP invests globally across venture, growth, credit, and infrastructure and has offices in New York, San Francisco, Palm Beach, London, Cologne and soon, Oslo. EIP's European coalition partners include Nysno Climate Investments, TronderEnergi, EWE AG, Enterprise, Fortum, AGL, and Galp.

Sponsors

Heyman is creating a fully-fledged digital-only bank providing accessible and easy banking products. Deployment of the latest technology will be a crucial factor in differentiating us from incumbent banks by creating a more secure and efficient IT infrastructure and operating model. Our robust and secure microservices architecture facilitates time and cost-effective development of new features, the release of new products and platform improvements enabling more effective use of cloud services

Headquartered in Hong Kong with offices in Tel Aviv and London, we invest in the Innovation Economy to help manage the challenges of an increasingly complex global business environment. We provide creative and flexible capital to talented entrepreneurs, dynamic companies and like-minded members of the investment community, and offer the Innovation Ecosystem the latest in sophisticated solutions.

Israel Secondary Fund ("ISF") acquires interests in Israel related funds and private companies from investors, founders and employees. Since the inception of the secondary market in Israel in 1998, ISF's partners have played a major role in it, executing dozens of transactions. Our investment professionals have experience in a broad range of secondary transactions as well as hands on experience as partners in venture capital and private equity firms. We have collaborated with the majority of PE and VC funds active in Israel, international & Israeli institutions and have formed close relationships with employees, founders and managers of companies.

Sponsors

Kingbird deploys capital on behalf of Grupo Ferré Rangel and third-party family offices and other investors. As a family office investor and partner with a fiduciary mindset, Kingbird understands the importance of institutional best practices and open communication and is focused on protection and capital growth. The Kingbird executive management team has over 60 years of real estate investment experience with first-tier public companies, institutional real estate funds and family offices. With a commitment to trust, transparency and aligned interests, Kingbird builds long-term value by investing in a diversified portfolio of carefully selected properties, guided by a highly disciplined investment process, an experienced team and collaboration with carefully-selected local operating partners.

Kong Capital is a real estate private equity firm that specializes in strategic investments in the Senior Housing sector in the U.S. Led by CEO Coe Schlicher, Kong Capital offers a unique, well-rounded and innovative approach to developing and enhancing projects in this asset class. Our depth of experience across a range of industries — from healthcare to technology — ensures that we successfully source markets and manage the operational complexities involved in this growing and diverse sector.

Mountside Ventures seeks to optimise the fundraising process between European startups and investors. Firstly, they help the most ambitious entrepreneurs raise their Next Round of funding, with terms that are right for them, and causing the least amount of disruption to their business. Secondly, they connect the most promising Venture Fund Managers with forward-looking Limited Partners to promote the flow of venture capital into the European ecosystem.

Sponsors

Prime Movers Lab invests in breakthrough scientific startups founded by Prime Movers, the inventors who transform billions of lives. We invest in seed-stage companies reinventing energy, transportation, infrastructure, manufacturing, human augmentation, and computing.

Founded in 1997, Schroder Adveq is a leading asset manager investing in private equity globally. Schroder Adveq invests in all private equity strategies, including venture capital, growth capital, buyout, and turnarounds through primaries, secondaries, and direct-/co-investments. Schroder Adveq's client base comprises institutional investors such as pension funds, insurance companies, endowments, family offices, and other financial institutions located in Europe, North America, and the Asia-Pacific region. For many of its clients Schroder Adveq is a long-term partner for investments in private equity. Schroder Adveq has offices in Zurich, Frankfurt, London, Jersey, New York, Beijing, and Hong Kong.

Investing in the Growth Engine of America ® – Star Mountain Capital optimizes absolute and risk-adjusted returns as a specialized investor exclusively focused on providing capital to lower middle-market established small and medium-sized businesses that have between $3 million and $20 million of EBITDA. Star Mountain's data-driven approach, bringing large market expertise and resources to private equity and private credit investing / lending is powered by its custom-built technology, Collaborative Ecosystem ® and team who have been investing in this market since 2001. Star Mountain was recognized as one of the Best Places to Work by Crain's and Pensions & Investments in 2019.

Sponsors

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.

Top Tier Capital Partners is a venture capital specialist managing niche-focused funds of funds, secondaries and co-investment strategies. We make primary and secondary investments in venture capital funds and co-invest in select portfolio companies. Our team creates diverse portfolios that are built to spot emerging trends early and to deliver optimal venture returns. Our value-add lies in our experience, deep networks, industry insights and superior client service. We work collaboratively with our investors to help them build their private equity investment programs, and we partner closely with our managers to offer thoughtful, hands-on counsel. Our team has extensive experience in deal sourcing, due diligence, performance analysis, legal terms negotiation, investment monitoring and reporting. We seek long-lasting, open relationships that begin, not end, with the investment.

Speakers

Douglas Sloan
Investment Director, Big Society Capital (London)

Dougie is a member of the investment team, currently focusing on our Early Action & Prevention work. In particular, he is exploring the role for social investment in mental health, social venture capital, and angel impact investing. He has also been involved in work on communities & place, arts & culture, and debt fund investing. Dougie joined BSC on secondment from the Boston Consulting Group in 2016, to help construct BSC's new strategy, and became a member of the investment team full time in 2017. At BCG, he worked with media, finance, healthcare, energy, consumer, and social impact clients on a range of strategic and operational projects. Dougie is currently a trustee of social care charity Carefreebreaks and has mentored and provided strategic advice to a number of social enterprises and charities. He holds a degree from the University of Oxford in History & Economics.

Bethany Gorham
Vice President, Energy Impact Partners (New York)

Ms. Gorham is a Vice President at Energy Impact Partners where she heads global fundraising and impacting investing activities supporting the firm’s European, North American, Credit and Infrastructure platforms. Additionally, she oversees EIP’s portfolio impact measurement and reporting activities, as well as GP-LP partnerships and collaboration on shared ESG priorities. Prior to joining EIP, as a Senior Product Manager, she oversaw renewable energy and ESG data and content businesses at S&P Global Market Intelligence and served on S&P Global’s cross-divisional ESG Task Force. Earlier in her career, Bethany worked in technical analyst roles at the U.S. Department of Energy’s National Renewable Energy Laboratory (NREL), as well as the Natural Resources Defense Council (NRDC). Bethany has a Masters of Liberal Arts in Environmental Management and Climate Sustainability from Harvard University and a BBA in Finance and Marketing from Texas Christian University, summa cum laude.

Speakers

Terri Troy, CFA, ICD.D

President, Troy Advisory Services (Toronto)

Terri Troy recently retired as CEO of the Halifax Regional Municipality Pension Plan. She has more than 25 years of experience in investment management, pensions, corporate strategy, and mergers and acquisitions. As CEO of the Halifax Regional Municipality Pension Plan, she transformed the governance structure, investment strategy, and customer service function between 2006-2017. Innovative investment strategies implemented included factor investing, portable alpha, and a significant emphasis on private investments including co-investments, syndications/club deals with other large institutional investors, and direct investments, etc. While CEO, Terri was a Board member of Calon Energy, a UK based energy company and a Board member of Alignvest Management, a Canadian financial services corporation. She was a member of Investor Advisory Committees for various global private investments including UK, European and US private equity; UK, Australian and Canadian infrastructure; European, UK, Asian, US and Canadian real estate; and European, UK, and US private debt. Prior to the CEO role, Terri was responsible for the investment strategy for RBC’s 33 global pension plans between 2000-2006. Prior to RBC, Terri held various roles at CIBC including corporate strategy, mergers & acquisitions, and wealth management.

Madeleine Farman

Senior Reporter, S&P Global Market Intelligence (London)

Madeleine joined S&P Global Market Intelligence in 2019 as a Senior Reporter covering the private equity industry. She reports breaking news and writes in-depth features on a variety of issues including fundraising, strategies and new firm initiatives. Prior to joining S&P Global Market Intelligence Madeleine was a Senior Reporter at Real Deals magazine covering European mid-market private equity trends and deal news.

Speakers

Briac Houtteville
Managing Director, Greenhill (London)

Mr. Houtteville joined Greenhill in 2015 as part of Greenhill's acquisition of Cogent Partners. He principally advises clients on the structuring and execution of secondary transactions. Prior to joining Greenhill, Briac was a part of Cogent Partners since 2009. He has been responsible for managing all aspects of client engagements and transaction execution and has served a wide range of limited partners and general partners throughout Europe, Middle East and Asia. Prior to that, he was a Manager at Ernst & Young Transaction Advisory Services in Paris, where he advised private equity funds and corporate clients on corporate finance, transaction support and restructuring issues. Briac began his career at KPMG. Briac holds degrees from the ESSEC Business School and the Grenoble INP Institute of Technology.

Hani El Khoury
Principal, Coller Capital (Netherlands)

Hani is an Investment Principal based in the firm's London office. Prior to joining Coller Capital in 2012, Hani was an Associate at Arcapita, where he focused on European private equity and infrastructure investments. Previously, he worked on European M&A deal execution at both Nomura International and Lehman Brothers. Hani has a BS in Computer Science from the American University of Beirut, and an MSc in Management from École de Management de Lyon.

Speakers

Philippe Ferneini

Managing Director, StepStone Group (London)

Mr. Ferneini is a member of the private equity team focusing on Secondaries. Prior to joining StepStone in 2019, Mr. Ferneini spent five years at Glendower Capital and Deutsche Bank focusing on Secondaries transactions. Previously Mr. Ferneini was an Investment Banker at Credit Suisse and Management Consultant at Strategy& (formerly Booz & Company). Mr. Ferneini holds an MBA from the University of Chicago Booth School of Business and a M.Eng Grande Ecole diploma from Telecom Paris.

Ricardo Miró-Quesada

Managing Director, Arcano Capital (Madrid, Spain)

Private equity - secondary transactions (LP stakes and GP-leds) and primary fund investments as well as direct co-investments. More than €4 billion of assets under management and advisory - invested globally, with a strong ESG focus, through funds and directly in companies, mainly in Europe and the US.

Speakers

Emily Pollock

Senior Investment Director, Schroder Adveq (United Kingdom)

Emily Joined Schroders 2018, having previously worked in the New York office on the Schroder Adveq Opportunity team, where she covered small market buyout and distressed investments. More recently, Emily was the senior member of the investment team for 50 South Capital based in London. At 50 South Capital she managed the European investment portfolio, co-led efforts in infrastructure and private debt globally, and assisted in portfolio construction and fundraising. Emily started her career in 2005 at Northern Trust, in Chicago, where she sourced, led and monitored buyout, growth and venture capital fund investments in the US. Qualifications: BA from Trinity college, Hartford, CT

Tom Lewis

Alternatives Director, Schroder Adveq (United Kingdom)

Tom joined Schroders' private assets team in 2019. Tom has over 10 years' experience in financial services, the last 6 of which have been in private equity, focusing on fundraising and secondary market transactions for lower mid-market buyout funds globally

Speakers

Jonathan Hollis

Co-Founder, Mountside Ventures (United Kingdom)

Jonathan is the Managing Partner of Mountside Ventures, a company specialising in helping early stage companies and emerging VC fund managers raise their next round of funding. Previously, he launched PwC's early stage propositions who's alumni have raised over £400m with a combined valuation of £2bn. He is an ICAEW Chartered Accountant and holds the CISI Corporate Finance Certificate, which is recognised by the FCA. He also runs Tech London Advocates' SaaS Group and is a mentor on a number of accelerators.

Leyla Holterud

Principal, StepStone Group (London)

Ms. Holterud is a member of the private equity team, focusing on investments in Europe and the Middle East, venture capital, secondaries, and co-investments. Prior to StepStone, Ms. Holterud was an equity research analyst on the European consumer staples team at Bank of America Merrill Lynch. Before that she worked as a member of the EMEA private equity team at Morgan Stanley Alternative Investment Partners. Ms. Holterud holds an MSc in accounting and finance from the London School of Economics and a BA in international economics and management from Bocconi University.

Speakers

Dominic Maier
Partner, AXA Venture Partners (London)

Prior to joining AXA Venture Partners, Dominic was a Vice President at Adams Street Partners in the Global Primary Investment team based in London. Dominic gained extensive experience evaluating funds ranging from technology and life sciences venture capital, growth capital and buyout funds, as well as monitoring investments as a member of Advisory Boards. Before that, Dominic worked at EY in their Financial Services Business Modelling team where he worked on transactions in the banking and asset management sub-sectors. Dominic is a Chartered Accountant with the Institute of Chartered Accountants of Scotland. He holds a First Class degree in Accounting, Auditing & Finance from Lancaster University Management School and is fluent in Swedish and Croatian. He is based in London.

David Dana
Head of VC Investments, European Investment Fund (EIF) (Luxembourg)

David is heading the VC ICT Team of the EIF, representing circa EUR 1bn of commitments per year, where he has been working for almost ten years. Previously, he has been in charge of the investments in VC funds in France, Israel, and of a specific mandate to support the diversification of the economy of Luxembourg. David was also overviewing EIF activities with Accelerators. David has been investing in all the sectors covered by EIF investment programs, such as ICT, Life Sciences, and Cleantech. To date, David made 40+ commitments in VC funds (approx. EUR 2bn of commitments) from micro-seed strategies to growth financing. David is EIF’s representative in a large number of funds across Europe and a regular speaker in industry conferences and tech events. Prior to joining the EIF, David spent two years at PwC Corporate Finance where he was in charge of fundraising activities for start-ups and businesses valuations.David started his career in the Private Equity department of Société Générale Asset Management in Paris for five years, where he was part of the VC fund-of-funds team. David holds a Master Degree in Financial & Tax Engineering from ESCP-EAP Paris, a Master Degree in Portfolio Management from University Paris XII, and a Master Degree in Finance & Management from University Paris I La Sorbonne.

Speakers

Lisa Edgar
Managing Director, Top Tier Capital Partners (London)

Lisa is a Managing Director and member of the Investment Committee at Top Tier Capital Partners. She focuses on manager selection, due diligence and investment monitoring of Top Tier's primary investments. Leveraging her 25 years of experiences, Lisa is particularly interested in helping up-and-coming micro funds structure themselves for success in the future, including strategic fundraising, thoughtful portfolio construction, effective capital deployment and management succession. When she is not advising our GPs and LPs, Lisa is supporting diversity within private equity with the intent that the profile of venture firms mirrors those who are benefiting from the capital deployed by those firms. Lisa joined Top Tier's predecessor firm Paul Capital in 2003. Prior to Top Tier, Lisa was part of the asset management team at WR Hambrecht + Co focusing on new and emerging private equity funds. Before that, she spent ten years at Horsley Bridge Partners. Lisa began her career as an analyst at the Federal Reserve Bank of San Francisco. Lisa graduated from the University of San Francisco with a B.S. in applied economics and an M.B.A. from the Haas School of Business.

Anton Brevde
Partner, Prime Movers Lab (Austin, Texas)

Anton is a Partner at Prime Movers Lab where I source, diligence and lead investments in breakthrough scientific startups. Anton supports our existing portfolio companies by leveraging my seven years of startup experience as founder and CEO of Asseta. At Asseta, Anton oversaw our global sales and business development pipeline where we worked with Fortune 1000 companies like Intel, Globalfoundries, Micron, etc. Anton is passionate about helping founders navigate the customer development process.

Speakers

Kristaps Ronis

Principal, Ion Pacific (Hong Kong)

Kristaps Ronis is a founding team member and Principal at Ion Pacific, a Hong Kong headquartered investment firm focused on providing liquidity solutions to the venture ecosystem globally. On a daily basis, Kristaps works with venture capital GPs, LPs and technology company founders to provide liquidity through structured secondary investments at both fund and single company level. Previously, Kristaps was a member of the investment banking team at Reorient Financial Markets in Hong Kong. Kristaps holds a master's degree in quantitative finance from Peking University and is an ACCA qualified accountant.

Byron Beene, CFA, FRM

Sr. Portfolio Manager, Kirchliche Versorgungskassen KZVK und VKPB (Dortmund)

Byron Beene is Senior Portfolio Manager of a large German institutional investor, responsible for the €1B+ alternatives portfolio. Upon starting his current position in 2016, he implemented a defensive portfolio strategy, staying away from large cap buyouts, venture, RE, and any commodity/energy exposures. Investments over the last 3+ years have focused on less cyclical smaller buyouts, healthcare and tech/digitization. He has more than 10 years' experience in manager research/selection. He has worked for the investment consultancies of both Willis Towers Watson and Aon Hewitt. In New York City, he worked in portfolio management at Invesco Real Estate and later at Cohen and Steer's for their real estate multi-manager fund (PERE funds and co-investments). Byron earned his Bachelors from the University of Tulsa and his Masters from New York University.

Speakers

Georges Khneysser
Managing Partner, Decisive (Switzerland)

Decisive is an independent ultra-high net worth advisor which provides wealth advisory and access to a large variety of investment opportunities to our clients world-wide. Decisive strives to be at the apex of the financial industry, we are unique in our service delivery. Decisive is entirely devoted to accompanying entrepreneurs, families and institutions on their journey. Our service and solutions are organized around 3 fundamental pillars: Wealth Management, Entrepreneurial Advisory, and Curated Investment Management. We never stop providing the best for our clients. Our determination is to accompany, guide, and deliver. We bring innovative solutions and forward-looking opportunities to the attention of our clients.

Björn Waltmans
Managing Director, Wilshire Private Markets (Netherlands)

Mr. Waltmans serves on WPM's global Investment Committee and is co-responsible for the private markets activities in Europe. He has close to ten years of investment experience. Prior to joining WPM in 2011, he worked in investment banking and private equity. Mr. Waltmans received an BSc & MSc degree in Aerospace Engineering from Delft University of Technology and an BSc degree in Economics & Business from the Erasmus University Rotterdam.

Speakers

Jobst Klemme

Director, Abbott Capital Management (Germany)

Mr. Klemme has more than 21 years of private equity investment experience. He reviews investment opportunities with specific emphasis on analysis and due diligence for prospective investments. Mr. Klemme also serves on several partnership advisory boards. Mr. Klemme manages Abbott Capital (Europe), Ltd, Abbott's subsidiary which is authorized and regulated by the UK Financial Conduct Authority and located in London. Mr. Klemme worked for Bethmann Bank AG as Director in its Private Equity Solutions group. Prior to working at Bethmann Bank, he worked at Credit Suisse as Vice President, also in its Private Equity Solutions group. Mr. Klemme received his M.B.A from ESCP Europe and his Bachelor of Arts in Business Administration from Georg-August University Goettingen.

Dror Glass

Co-Founder, Israel Secondary Fund (Israel)

Co-founded Israel Secondary Fund ("ISF"), 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 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).

Speakers

Shay Grinfeld
Managing Partner, Greenfield Partners (Tel Aviv)

Shay is an experienced entrepreneur and investor. Before he joined Greenfield Partners, Shay was Managing Director of Thylacine Capital, a family office investing in technology and real estate in New York, including: Vectra Capital, Florida Commerce Park and Happify. Shay previous experiences are VP CorpDev & BD, WebCollage (acquired by Answers.com), CEO, eGlue (acquired by NICE) and VP Product, Alfy. Shay holds a B.A. from Farleigh Dickinson University and a E.M.B.A. from Columbia Business School.

Michal Geva
Co-Founder and Managing Partner, Triventures (Israel)

Michal is the Co-Founder and Managing Partner of Triventures and brings over 25years of experience in medtech and digital health in Israel and the U.S. She co-founded Triventures in 2010 to provide what was then missing in the ecosystem- a deep understanding of commercial integration of innovative technologies into the healthcare system. Triventures was one of the first funds in to focus on digital health in Israel and Michal was the first woman to found and manage a venture capital firm in Israel. Since founding Triventures, Michal has grown the fund into a multi-stage investment platform and industry leader. Prior to launching Triventures, Michal served for many years in the healthcare start-up ecosystem and held multiple executive positions with GI View, Advanced Stent Technologies (acquired by Boston Scientific), ByPass, TriReme Medical (IPO) and others. Michal ran several business departments from operations to regulatory and marketing and helped scale and steer the companies towards successful exits. In 2017, Michal was recognized as one of the 50 most influential women in Israel by Globes, Israel's leading financial journal and in 2011 she was recognized as one of the 40 most promising leaders in Israel by The Marker, Israel's leading business journal. With a hands-on approach, Michal is involved in all the fund's major decisions, leads investments and serves as an active board member in the majority of the portfolio companies.

Speakers

Kobi Sambboursky

Founder & Managing Partner, Glilot Capital Partners (Israel)

Kobi, a serial entrepreneur at heart with over twenty-five years of experience in various technology and investment fields, co-founded Glilot Capital Partners in 2011. Kobi's vision for Glilot was to provide an environment for a solid partnership and investment model between entrepreneurs and investors. Kobi brings his previous experience in building businesses and effective execution to his role in Glilot's portfolio. His contributions have resulted in three exits over the past three years and a strong portfolio. Prior to founding Glilot, Kobi founded and successfully exited several technology companies including Lamda Communication Networks (acquired by NICE Systems) and iWeb Technologies (acquired by a Japanese consortium). He was a member of the founding team of Infogear Technologies, the creator of the original iPhone (acquired by Cisco). Kobi served as an Officer in an Elite IDF technology unit. Kobi holds a B.Sc. (Cum Laude) in Computer Science from the Technion Israel Institute of Technology and an MBA (Magna Cum Laude) in Finance & Technology from Tel Aviv 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.

Speakers

Roy Kuo

Team Head-Alternative Strategies, Church Commissioners for England (London)

Roy is the Team Head of Alternative Strategies at the Church Commissioners, which manages the Church of England's endowment. He is responsible for managing and growing the endowment's allocations in the alternatives sector. Roy was previously the Head of Research at Dexion Capital, where he was responsible for the firm's fund of funds mandates and for establishing investment partnerships with major investment managers in the credit, hedge fund, infrastructure and real estate sectors. Prior to this, he was the Alternatives Fund Manager at boutique fund of funds company Bramdean Asset Management. Roy holds a MBA from Said Business School (Oxford) and graduated from the University of Texas at Austin.

Robert Crowter-Jones

Private Capital Team, Saranac Partners (London)

Robert is a member of the Private Capital and Financing & Solutions proposition team at Saranac Partners. He supports clients source, structure and execute corporate finance related opportunities. Robert has helped clients raise debt and equity capital at Saranac and is involved with the complex illiquid investment assets that clients hold. Prior to joining Saranac in 2016, Robert worked at Barclays where he had developed private equity, debt and real estate syndication offerings. Robert holds a BA in Politics, Philosophy and Economics from the University of Oxford

Speakers

Stefan Fällgren

Senior Investment Manager, Skandia Mutual Life Insurance Company (Sweden)

Stefan Fällgren is a senior investment manager in the Private Equity group at Skandia Mutual Life Insurance Company. Having joined the firm in 2017 and being based in Stockholm, Sweden, he focuses on investments in US and European venture capital and buy-out funds out of Skandia's USD 5bn private equity program. Prior to Skandia, Stefan worked at Swedish life science venture firm HealthCap and with HealthCap portfolio companies in Sweden and California, e.g. helmet technology company MIPS AB. Other experiences include investment banking and later stage investing in London, United Kingdom.

Kevin Colas

Partner, OceanIQ Capital (Redwood Shores, CA)

Mr. Colas is the co-CIO in charge of investment management and new business development. Most recently he worked with Hap Klopp, founder and former CEO of The North Face, a global leader in outdoor apparel and accessories, to raise funding for a consumer and lifestyle venture fund. Prior to that he led strategy consulting project teams for startups and Fortune 500 companies in IT, healthcare, consumer, industrials and telecom at Vaxa Inc., and the first business analytics team for the healthcare insurance exchange GoHealth. Prior, Mr. Colas worked 7 years in asset management as portfolio manager at A2 Gestion, equity sales at Merrill Lynch, institutional marketing at State Street Corp, and M&A at Credit Lyonnais. He holds an MBA from Hult, an MPhil in finance from Aix-Marseille U., an MS in management from Skema and a BS in economics from Grenoble U.

Speakers

Cem Meric

Partner, LGT Capital Partners (Zürich Area, Switzerland)

Cem Meric is a Partner and Head of Private Equities Primaries Europe team at LGT Capital Partners Ltd. Prior to joining the firm in early 2001, Mr. Meric began his career at Argos Soditic (a pan-European middle market buyout group) as an analyst, where he was a member of the Swiss Investment team. He holds an AMP from Harvard Business School and a Master in Finance from the University of Strasbourg (Science Po) in France. During and after his studies, Mr. Meric gained experience in M&A as well as private equity with Banexi-BNP in Paris. Mr. Meric serves on the advisory board of a number of private equity partnerships. He is fluent in English, Turkish and French, and conversant in German.

Charlotte Henderson

General Counsel and COO, All Seas Capital (United Kingdom)

Charlotte Henderson is an investment professional, GC/COO at All Seas Capital, a London/Luxembourg based GP which provides preferred equity, minority equity and credit/equity instruments to the European mid-market. Charlotte has 16 years' experience as a debt finance and M&A lawyer, nine of which were in asset management firms. She has worked on several high-profile transactions in the UK, Europe, US and across Emerging Markets, investing across the capital structure. She is admitted to practise English and New York law, having spent the majority of her private practice career at Sullivan & Cromwell LLP. Charlotte holds a MA, BA (hons) in Jurisprudence from Oxford University and speaks fluent Swedish.

Speakers

William van Eesteren

Managing Director, Wilshire Private Markets (Netherlands)

William E. van Eesteren is a managing director and member of the management committee for Wilshire Private Markets and is a member of Wilshire's Board of Directors. He is co-responsible for Wilshire Private Markets' activities in Europe. He also serves as a director for Wilshire Associates Europe B.V. Mr. van Eesteren received an MSc degree in Business Administration from Erasmus University in Rotterdam. Prior to joining Wilshire, Mr. van Eesteren worked in investment banking, most recently as Vice President with ING Barings. He also previously held positions with NationsBank and Bank of America in London.

Maria Prieto

Head of Investments UK & Spain, Schroder Adveq (Switzerland)

Maria Claudia Prieto covers Schroder Adveq's investment activities in Europe focusing on co-investments, emerging managers, club funds and turnaround investments. Prior to joining Schroder Adveq in 2013, Maria Claudia worked for Capital Dynamics where she focused on co-investments and structured finance. She started her career in the Investment Banking division of Credit Suisse. Maria Claudia holds a Bachelor of Arts in History and a Master's of Science in Statistics from Yale University, New Haven, US.

Participation Options

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.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are caught sneaking in and pitching a fund or deal, you will be banned from the Carmo platform. You must pay to play.

STANDARD PASS:

- Pass
  - 1 pass to 3-day web meeting and networking/speed dating sessions.
- Networking App Access
  - 1 pass to event networking app for 1 week.

Early Bird: $300 USD
Pre-Registration: $400 USD
Standard: $500 USD

CARMO CONNECT

Participation Options

FULL ACCESS PASS:

- **Pass**
  - 1 pass to 3-day web meeting and networking/speed dating sessions.

- **Networking App Access**
  - 1 pass to event networking app for 1 week.

- **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 registration Q&A.
  - Q&A includes:
  - Does your organization invest with outside fund managers?
  - Does your organization invest in direct deals or co-invest? * Are you currently fundraising?
  - Have you invested in a fund in the last 12 months?
  - Are you looking to invest in a fund in the next 12 months?
  - How much do you typically invest? (<$5M, $5-$20M, >$20M)
  - Which of the following interests you the most (special situations, fund of funds, secondaries, venture capital, LBOs, etc…)

$1,000 USD

Participation Options

COMPANY SPONSORSHIP:

(10 MAXIMUM)

- **Pass**
  - 1 pass to 3-day web meeting and networking/speed dating sessions.
- **Networking App Access**
  - 1 pass to event networking app for 1 week.
- **Branding**
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- **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 registration Q&A.
  - Q&A includes:
  - Does your organization invest with outside fund managers?
  - Does your organization invest in direct deals or co-invest? * Are you currently fundraising?
  - Have you invested in a fund in the last 12 months?
  - Are you looking to invest in a fund in the next 12 months?
  - How much do you typically invest? (<$5M, $5-$20M, >$20M)
  - Which of the following interests you the most (special situations, fund of funds, secondaries, venture capital, LBOs, etc…)

$2,500 USD

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Participation Options

VIRTUAL ROAD SHOW SPONSORSHIP

(5 MAXIMUM)

- **Passes**
  - 5 company passes to 3-day web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
  - 5 company passes to event networking app for 1 week.
- **Branding**
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- **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 registration Q&A.
- Q&A includes:
- Does your organization invest with outside fund managers?
- Does your organization invest in direct deals or co-invest? * Are you currently fundraising?
- Have you invested in a fund in the last 12 months?
- Are you looking to invest in a fund in the next 12 months?
- How much do you typically invest? (<$5M, $5-$20M, >$20M)
- Which of the following interests you the most (special situations, fund of funds, secondaries, venture capital, LBOs, etc…)

- **Post-Event Virtual Road Show**
  - Pick your best 30 event attendees (Investors, funds, prospective clients)
  - Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.

$10,000 USD

CARMO CONNECT

Participation Options

EXCLUSIVE SPONSORSHIP :

(TWO MAXIMUM)

- **Passes**
  - 10 company passes to 3-day web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
  - 10 company passes to event networking app for 1 week.
- **Lead Branding**
  - Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.
- **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 registration Q&A.
- Q&A includes:
- Does your organization invest with outside fund managers?
- Does your organization invest in direct deals or co-invest? * Are you currently fundraising?
- Have you invested in a fund in the last 12 months?
- Are you looking to invest in a fund in the next 12 months?
- How much do you typically invest? (<$5M, $5-$20M, >$20M)
- Which of the following interests you the most (special situations, fund of funds, secondaries, venture capital, LBOs, etc…)

- **Post-Event Virtual Road Show**
  - Pick your best 50 event attendees (Investors, funds, prospective clients)
  - Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
- **Speaking Opportunity**
  - 2 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).
- **Exclusivity**
  - No other company with competitive strategy or focus can be an event sponsor.
  - GP Example- Exclusive debt focused fund manager
  - Service Provider Example- Exclusive Law Firm/Accounting sponsor

$20,000 USD

CARMO CONNECT

upcoming events

LIVE ONLY, Recording Prohibited

The European Private Equity & Venture Capital Web Meeting
July 21st, 22nd & 23rd 2020
Central European Time

Private Markets Diversity Web Meeting
August 13th & 14th 2020
Eastern Daylight Time

The European Institutional Real Estate Web Meeting
September 8th, 9th & 10th 2020
Central European Time

The Asia/Pacific Private Equity & Venture Capital Web Meeting
September 28th, 29th & 30th 2020
Singapore Standard Time

The Asia/Pacific Institutional Real Estate Web Meeting
October 27th, 28th & 29th 2020
Singapore Standard Time

The Latin America Institutional Real Estate Web Meeting
November 10th, 11th & 12th 2020
Brasilia Time

The Latin American Private Equity & Venture Capital Web Meeting
Decemeber 8th, 9th & 10th 2020
Brasilia Time

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Visit our website at www.carmocompanies.com/connect

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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