



Connecting Private Equity & Venture Capital  
Investment Vehicles to Global Capital Sources

# The US Private Equity & Venture Capital Web Meeting

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**ZOOM & SLACK**

June 16<sup>th</sup>, 17<sup>th</sup> & 18<sup>th</sup>, 2020



**LIVE ONLY, RECORDING IS PROHIBITED**  
**BUSINESS CASUAL ATTIRE**



# The US Private Equity & Venture Capital Web Meeting

ZOOM & SLACK– June 16th, 17th & 18th, 2020

Dear Colleague,

It is with great pleasure that I invite you to The US Private Equity and 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 the United States. Our online meeting brings together over 500 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 PE Fund Manager- Middle Market, Fund Manager- Venture Capital, PE Fund Manager- Distressed, US Pension Fund Perspective, US Endowment/Foundation Perspective and US Family Office Perspective.

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



# 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

- US 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



- 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.



- 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.



# Agenda Outline

TUESDAY, JUNE 16<sup>TH</sup> – DAY 1

1:00 pm EDT

## Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm EDT

## Fireside Chat with Ms. Debra Granatstein

Join Ms. Terri Troy and Ms. Debra Granatstein as they discuss various topics from an LP perspective. In addition to fielding real time questions from the conference participants, Ms. Troy and Ms. Granatstein will discuss the impact of Covid-19 on private portfolios, valuation considerations, transaction activity and due diligence considerations, as well as the outlook for private investments for the balance of the year.

Keynote Speaker:

Debra Granatstein, General Manager, Private Equity & Infrastructure, Canada Post Pension Plan

Interviewer:

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

2:00 pm EDT

## Panel - US Private Equity Fund Manager – Middle Market

Leading fund managers discuss the current PE market across all major sectors. How have they navigated through the current crisis. What are the largest threats to their current portfolios/funds and where do they see the best investment opportunities? What has been the impact of COVID-19 on the middle market so far?

Moderator:

Daniel Rhoads, Alternatives Director, Schroder Adveq

Panelists:

Brett Hickey, CEO & Founder, Star Mountain Capital

Tomas Vacek, Director, CIO, Fund Genesis Limited

Nick Markus, Managing Partner, Wolf Point Asset Management

Marc Frappier, Managing Partner, Eurazeo



# Agenda Outline

**TUESDAY, JUNE 16<sup>TH</sup> – DAY 1**

**3:00 pm EDT**

## **Panel- US Family Office Perspective**

Leading family offices discuss the current US private equity market. How has their investment perspective and philosophy changed since COVID-19. How were their investments affected? What opportunities or threats lie ahead? Are they currently investing in funds, direct, co-invest or both?

**Moderator:**

**Katie Schoen**, Vice President, **Baird Capital**

**Panelists:**

**Michael Ashley Schulman**, CFA, Partner & Chief Investment Officer, **Running Point Capital**

**Michael Beaudoin**, Director of Private Equities, **Mark IV Capital**

**Rafael Escalante**, CEO, **The Aleman Velasco Family Office**

**Kevin Colas**, Partner, **OceanIQ Capital**

**4:00 pm EDT**

## **Virtual Networking/Speed Dating**

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

Sponsored by:



**6:00 pm EDT**

**End of Day 1**



# Agenda Outline

WEDNESDAY, JUNE 17<sup>TH</sup> – DAY 2

1:00 pm EDT

## Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm EDT

## A Data-Driven View on Opportunities & Risks in Global Venture Capital & Growth Equity Markets

John Coelho (StepStone Partner and Global Head of VC/Growth) will lead a live and interactive Q&A discussion on how StepStone is viewing the market environment today, including the recent resilience and outperformance of software and biotechnology. Topics to include the case for capital efficient growth equity, trends in VC secondaries, emerging managers in VC, international VC/Growth opportunities, and a discussion of secular and post-COVID19 trends in technology and healthcare.

Keynote Speaker:

John Coelho, Partner and Global Head of VC & Growth Equity, StepStone Group

2:00 pm EDT

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

Brian Borton, StepStone Principal, will moderate a panel with several leading VCs and LPs to 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:

Brian Borton, Principal, StepStone Group

Panelists:

Scott Kupor, Managing Partner, Andreessen Horowitz

Mark Suster, Managing Partner, Upfront Ventures

Elliott Robinson, Partner, Bessemer Venture Partners

Chris Prestigiacomo, Portfolio Manager, State of Wisconsin Investment Board





# Agenda Outline

WEDNESDAY, JUNE 17<sup>TH</sup> – DAY 2

3:00 pm EDT

## Virtual Networking/Speed Dating

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

Sponsored by:



5:00 pm EDT

End of Day 2

# Agenda Outline

THURSDAY, JUNE 18<sup>TH</sup> – DAY 3

1:00 pm EDT

## Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm EDT

## The Next 10 Years of Venture Capital and Private Equity

Mike Jones will interview David Fann, whose legacy roots in the venture industry make him the one to talk to see where the industry is going next.

Keynote Speaker:

David Fann, Vice Chairman, Aksia

Interviewer:

Michael Jones, Co-Founder & Managing Partner of Science Ventures, Science Inc

2:00 pm EDT

## Fireside Chat- Apollo Global Management

A conversation on Structured Equity, Capital Solutions, and Distressed Investment. Mr. Michelini is a Senior Partner, Co-Head of Hybrid Value Strategy, and Co-Head of US Financials at Apollo having joined in 2006. Prior to joining Apollo, Mr. Michelini was a member of the Mergers & Acquisitions group at Lazard Frères & Co. from 2004 to 2006. Mr. Michelini serves on the board of directors of Athene Holdings, Athene Asset Management, and Venerable Holdings, Inc. and previously served on the boards of Metals USA, Noranda Aluminum, and Aleris International. At Apollo, Mr. Michelini has executed deals across the world including in North America, Europe, and Asia. Mr. Michelini is actively involved in various charities dedicated to helping underprivileged children in New York City. Mr. Michelini graduated from Princeton University with a BA in Mathematics and a Certificate in Finance and received his MBA from Columbia University and graduated from Princeton University with a BA in mathematics and a Certificate in finance.

Speaker:

Matthew Michelini, Senior Partner, Apollo Global Management

Interviewer:

Michael Ashley Schulman, CFA, Partner & Chief Investment Officer, Running Point Capital Advisors



# Agenda Outline

THURSDAY, JUNE 18<sup>TH</sup> – DAY 3

2:45 pm EDT

## Panel- Due Diligence in a COVID Environment

Are institutional investors transaction ready? Are investors “pencils up” or “pencils down?” How are investors overcoming the challenges of travel restrictions while completing due diligence on new managers? How is the concept of due diligence evolving? What is the roll of technology and artificial intelligence in the investigative process? How are investment groups performing due diligence on international allocations?

**Moderator:**

Julie Peck, Interim CEO, Vcheck Global

**Panelists:**

Brandon Laughren, Co-Founder & Chief Investment Officer, The Laughren Group

Bruce Ingram, Partner, Aon Hewitt

Nathan Locke, Managing Partner, Co-Head, Growth Equity, Kayne Anderson Capital Advisors

3:30 pm EDT

## Panel- US Institutional Investor Perspective

Leading US Institutional Investors discuss the performance of their portfolios and the current allocation strategy for private equity and venture capital in a COVID environment. Are they actively deploying capital to funds, co-investments and direct deals across PE & VC? Are LPs committing to funds right now? How are their approaches and tactics shifting? How is the timing of making commitments shifting? What investment strategies do you find compelling? What are profiles of managers? What are the biggest risks in the market?

**Moderator:**

Brett Hickey, CEO & Founder, Star Mountain Capital

**Panelists:**

David Andryc, Head of US Co-Investments, LGT Capital Partners

Meredith Rerisi, Managing Director, Abbott Capital

Gregory J. Garrett, Managing Director, Portfolio Advisors



# Agenda Outline

THURSDAY, JUNE 18<sup>TH</sup> – DAY 3

4:45 pm EDT

## 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:



7:00 pm EDT

End of Day 3



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.

## Contact Information

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# Lead Sponsor



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.

# Sponsors



Aksia is a specialist alternative investments consultant providing institutional investors with research, portfolio advisory and discretionary services in a flexible, client driven format since 2006. Together with the acquisition of TorreyCove earlier this year, Aksia now provides a wide spectrum of alts coverage, including private equity, private credit, real assets and hedge funds. Headquartered in New York City and with offices across North America, Europe, and Asia, Aksia currently has over \$150 billion of assets under advisement. Aksia's client base is global and comprised of sophisticated institutional investors, often with bespoke mandates. In addition to research and portfolio advisory services, Aksia's capabilities include client operations, accounting, and investment structuring services.



Apollo Global Management, Inc. (NYSE: APO) (together with its consolidated subsidiaries, "Apollo") is one of the world's leading alternative investment managers. Apollo's rigorous, contrarian approach aims to create uncommon opportunities for investors to achieve attractive risk-adjusted results through market cycles. With more than \$330 billion of assets under management in credit, private equity, and real assets (December 31, 2019), Apollo takes many paths to value. We seek to have a positive impact on the communities where we live and work, and promote sound environmental, social and governance practices.



Baird Capital makes venture capital, growth equity and private equity investments in strategically targeted sectors globally. Since 1989, we've raised and managed more than \$3.1 billion and invested in nearly 300 portfolio companies. We partner with company management, founders and entrepreneurs with the goal of building world-class companies across our sectors of focus: Healthcare, Industrial Solutions, and Technology and Services. We work with our companies to help them grow. Our team of investment, operating and human capital professionals collaborates closely to provide relationships and operating resources to our portfolio companies. As a global private equity firm with investment and operating professionals located across three continents, we are well-positioned to help lower-middle-market companies succeed in the global marketplace.



**Kayne Anderson**

*Capital Advisors, L.P.*

**KONG**  
CAPITAL

# Sponsors

Bow Capital is an early-stage (Series A and B focused) venture firm. Founded in partnership with the University of California, we're building a different kind of venture fund - one that bridges academia, sports and entertainment, and business. Our firm is led by 3 GPs, each of whom has founded and/or scaled companies of their own, including some of the biggest names in Silicon Valley. They bring deep operating experience coupled with institutional venture and angel investing experience to support our entrepreneurs in building legacies. The world is undergoing a fundamental shift toward Civilization 3.0, a new era in which data, ideas, and imagination are the raw materials to disrupting industries and forging new ones. We're pursuing the big ideas that will change society and leave a lasting impact.

Kayne Anderson Capital Advisors, L.P., founded in 1984, is a leading alternative investment management firm focused on infrastructure, real estate, credit, and private equity. Kayne's investment philosophy is to pursue niches, with an emphasis on cash flow, where our knowledge and sourcing advantages enable us to deliver above average, risk-adjusted investment returns. As responsible stewards of capital, Kayne's philosophy extends to promoting responsible investment practices and sustainable business practices to create long-term value for our investors. Kayne manages over \$29 billion in assets (as of 4/30/2020) for institutional investors, family offices, high net worth and retail clients and employs 400 professionals in five offices across the U.S.

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.



# Sponsors

Right Side Capital Management ('RSCM'), based in San Francisco, is the most active pre-VC stage investment firm in North America. We currently manage four venture funds and have invested in 1,000+ technology startups since 2012. At RSCM, we invest in capital-efficient technology companies that are raising smaller round sizes, and at earlier stages, than what most professionally managed funds are able to invest in. We focus on this segment of the startup ecosystem because it is much higher returning than the traditional VC market and there is no professional competition. We use a proprietary, data-driven, selection process to identify optimal investments and build massively diversified portfolios. Our strategy is designed to consistently deliver a 3 – 5X net return, largely tax free, to investors. By taking advantage of two extremely impactful sections of the tax code available to very early investors, we expect our funds to have an effective federal tax rate close to 0% over the life of the fund.



## Schroder Adveq

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.



We fund, develop and advise companies focused on solving the everyday problems of modern living. Science is a unique platform where talent, resources and financing are brought together in a bid to nurture and develop ideas, arm emerging businesses with the strategy, expertise and capital they need to grow, and to transform existing internet ventures, injecting them with new talent and innovation.



# Sponsors

Investing in the Growth Engine of America<sup>®</sup> – 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<sup>®</sup> 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.

Vcheck Global is a business-to-business provider of due diligence and background check investigations, employment screenings, document retrieval, and specialized research of business entities and individuals. Founded in 2013, Vcheck Global is based in Los Angeles with satellite offices in New York and Washington D.C. Vcheck Global has appeared on the Inc. 5000 list two years in a row as the fastest-growing company in the background check and due diligence investigation industry. Our staff have been profiled by many industry and national media outlets, including a 2009 Forbes Magazine article on financial advisor background checks. Check Global’s skilled staff of investigators deliver the highest quality of service. Our investigators combine their ability to produce extensive research and reporting with information gathered using artificial intelligence and machine learning.

# Keynote Speakers



## Debra Granatstein

General Manager, Private Equity & Infrastructure, Canada Post Pension Plan (Canada)

Debra Granatstein has been the General Manager, Private Equity and Infrastructure Investments at Canada Post Pension Plan (\$24 billion AUM) since 2007 and is responsible for the 10% target allocation to Private Equity and Infrastructure. Currently, Private Equity and Infrastructure investments total \$1.4 billion in market value and \$2.6 billion including undrawn commitments. Debra is responsible for sourcing, evaluating, and completing new private equity and infrastructure investments alongside her team of 5 dedicated professionals. Debra has 19 years of private equity experience. Prior to joining Canada Post Pension Plan, Debra held positions at Scotiabank Private Equity, Workbrain (a provider of enterprise management software now called Infor) and Working Ventures Canadian Fund (a \$650 million venture capital and buyout fund now called Growthworks). Debra received her Masters of Business Administration (M.B.A.) and her Honors Business Administration (H.B.A.) from the Richard Ivey School of Business, University of Western Ontario



## John Coelho

Partner and Global Head of VC & Growth Equity, StepStone Group (La Jolla)

Mr. Coelho is a member of the private equity team, focusing on venture capital, growth equity, and co-investments. Prior to joining StepStone in 2007, Mr. Coelho was an assistant vice president with ATEL Capital Group, a venture debt and asset-based lender. Before that he served as a venture capital advisor to Unigestion, an alternative asset manager based in Geneva, and as an associate at Plantagenet Capital Management, a private equity firm that focused on early stage and turnaround investments. Mr. Coelho received his BS and MBA from the Haas School of Business at the University of California, Berkeley.

# Keynote Speakers



**David Fann**  
Vice Chairman, Aksia (New York)

David is Vice Chairman and has over 30 years of experience in the private markets industry. David is responsible for the overall framework of the firm's private markets offering and provides senior advisory support to Aksia TorreyCove's client advisory and private market investment research activities. Prior to Aksia's acquisition of TorreyCove Capital Partners, David was co-founder, President and Chief Executive Officer of TorreyCove Capital Partners. He was responsible for managing the day-to-day business activities of the firm. Prior to TorreyCove, David was the President and Chief Executive Officer of Pacific Corporate Group. Throughout his career, David has led investment organizations that have invested/committed over \$45 billion in private equity investments. He has invested in 26 leveraged buyout, private equity and venture capital investments as a lead investor or co-investor, of which ten became publicly traded through initial public offerings – a number were acquired by Fortune 500 companies. Previously, he was a Managing Director of US Trust and Vice President of Citicorp Venture Capital. David has served on the board of directors of eleven companies, as a board observer for seven, as chairman of the board of directors for two companies, and currently serves on the Honorary Advisory Board for the Association of Asian American Investment Managers and on the advisory board for the Robert H. Toigo Foundation. He graduated from Stanford University with a BAS in Industrial Engineering and Economics (dual degree).

# 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.



**Daniel Rhoads**  
Alternatives Director, Schroder Adveq (New York)

Private equity executive with more than 20 years of expertise encompassing investment management, investor relations and business development. Consistently high producer with unique perspective having been on both the general partner and limited partner sides of private equity, and experience encompassing senior positions at notable direct private equity shops as well as bulge bracket and boutique asset management firms.

# Speakers



**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.



**Tomas Vacek**  
Director, CIO, Fund Genesis Limited (New York)

Tomas is the co-founder and Chief Investment Officer (CIO) for Fund Genesis, focusing on cross-border transactions in capital raising, acquisitions and private placements. Until 2015, Tomas was on the investment team at Silver Lake Partners, a \$43 billion private equity fund specialized in technology investments. Prior to Silver Lake, Tomas worked at Goldman Sachs in Healthcare Investment Banking and as Equity Derivatives Trader on the Single Stock Volatility desk. Tomas earned his BA in Economics from Stanford University in 2010, where he was awarded Phi Beta Kappa and wrote his Honors Thesis under the direction of Prof. John Taylor discovering proof of LIBOR inaccuracy and deviations during the 2008 financial crisis. Tomas actively supports the community through leadership positions including the Outreach Committee at HKSJ, ASSU Student Senator and Freshman Class President at Stanford University. In his free time, Tomas enjoys flying planes as a licensed FAA pilot, sailing boats, skiing and traveling.

# Speakers



## Nick Markus

### Managing Partner, Wolf Point Asset Management (Chicago)

Mr. Markus co-founded Wolf Point Asset Management (“Wolf Point”) in 2014 and is a Managing Partner and Chief Compliance Officer. Wolf Point is a private equity fund of funds based in Chicago. He has over 16 years of private equity experience and over 26 years of collective private equity, financial services and legal experience. Prior to Wolf Point, Mr. Markus was a Senior Vice President at GE Capital, where he made and managed private equity fund investments and equity co-investments. He also co-led a \$1 billion portfolio divestiture of more than 300 funds and executed opportunistic secondary transactions. He was also an advisory board member on multiple funds. Mr. Markus previously worked at One Equity Partners, the private equity arm of JPMorgan (formerly First Chicago and Bank One), where he made and managed private equity fund investments and equity co-investments. He also worked in the Private Placements and Retail Banking groups at First Chicago. Mr. Markus also worked as an attorney for two Chicago area law firms and as General Counsel for a Midwest-based corporation. Mr. Markus has an MBA from The University of Chicago Booth School of Business, a JD from Northwestern University Pritzker School of Law and a BA from the University of Michigan. Mr. Markus is also a CFA charterholder.



## Marc Frappier

### Managing Partner, Eurazeo (New York)

Marc Frappier joined Eurazeo’s investment team in 2006. He is a member of the executive committee since 2009 and at the head of Eurazeo Capital since 2012. At Eurazeo, he has participated in the investment or in the oversight of Accor/Edenred, Albingia, Elis, Foncia, iM Global Partner, Planet, Rexel and Seqens. He also led Eurazeo’s effort in China leading to the partnership with CIC and participated to the set-up of the Brazilian and New York office to accelerate international development of portfolio companies. Marc is also actively involved in the digital innovation for the group. Mr. Frappier currently holds 9 chairmanship or board member positions for Albingia (Insurance), DORC (Medtech), Grandir (Education), iM Global Partner (Asset Management), Planet (Payments), Seqens (Pharmaceuticals), Sommet (Education), WorldStrides (Education) and Elemica (Software). He began his career in 1996 as a financial auditor with Deloitte & Touche in Paris and New York. From 1999 to 2006, he worked for the Boston Consulting Group (BCG) in Paris and Singapore, where he participated in numerous strategy and operational effectiveness assignments in the business services, TMT and financial services sector.

# Speakers



## Katie Schoen

Vice President, Baird Capital (Milwaukee)

Katie oversees investor relations for Baird Capital. Prior to joining Baird Capital, she spent 12 years in Baird's Private Wealth Management Research team, overseeing the equity and fixed income analysts who support Baird's Financial Advisors with portfolio management and security selection using individual stocks, bonds and ETFs. Katie graduated cum laude from Marquette University with a Bachelor of Science degree in finance and international business. She holds both the Chartered Financial Analyst and Chartered Alternative Investment Analyst designations. Katie is the current President of the CFA Society of Milwaukee and is a past chair of Baird's Women's Associate Resource Group, Ascend.



## Michael Ashley Schulman, CFA

Partner & Chief Investment Officer, Running Point Capital (El Segundo)

As chief investment officer and a founding partner of Running Point Capital Advisors, Michael Ashley Schulman is responsible for Running Point's global macro outlook, research, investment strategies, asset allocation, and portfolio management. Michael brings to his role more than 20 years of institutional and high-net-worth portfolio management, research, trading, and asset allocation experience across fixed-income, equity, hedge fund, and alternative investment classes. He has built quantitative and fundamental models, implemented wrap and robostrategies, and managed a fixed-income arbitrage and multi-asset fund. Prior to Running Point, Michael was a partner, managing director, senior portfolio manager, and hedge fund manager at Hollencrest Capital Management; vice president, collateralized debt obligation (CDO)/quantitative analysis specialist at Deutsche Bank; manager at Accenture; director of strategy at Open Ratings; and a portfolio manager at Pacific Income Advisors. He has also effectively consulted for the World Federation of Exchanges, the Colombian Financial Exchange, and several high-tech firms, and has presented at forums and conferences in California, New York, Malaysia, Argentina, and Spain. Michael serves on the advisory board of an impact fund and is a past president and board member of the CFA Society of Orange County. In his spare time, he enjoys art and adventure travel, most recently island-hopping in Fiji and mountain biking in Mongolia to raise funds for underprivileged Mongolian children.



# Speakers



## Michael Beaudoin

Director of Private Equities, Mark IV Capital (Newport Beach, CA)

Michael Beaudoin currently invests in private equities, including providing venture capital to rapidly growing early stage companies, on behalf of Mark IV Capital located in Newport Beach, CA. Prior to joining Mark IV Capital, Michael created and operated AT&T's Aspire Accelerator. This accelerator was focused on enhancing education by supporting and mentoring the most promising and innovated startups in ed-tech. The mission of the Aspire Accelerator was to support innovations that have potential to help every student achieve a bright, successful future-exponentially and as scale. Michael began his career in investment and commercial banking at Bank One, and later went on to Merrill Lynch and had the privilege to serve as a Vice President at both JPMorgan Chase and Deutsche Bank where he led teams focused on wealth management. Michael graduated with an MBA from Pepperdine University's Gradazio School of Business in 2011. His degree included certificates in "Social, Ethical, & Environmental Responsibility" and "Dispute Resolution" from the Pepperdine University School of Law. Michael is also the proud father of his twins Ty and Carson and happily married to his supportive wife Katelyn.



## Rafael Escalante

CEO, The Aleman Velasco Family Office (Mexico City)

Rafael Escalante holds a law degree from the Escuela Libre de Derecho in Mexico City and a master in financial analysis from the Universidad Carlos III in Madrid, Spain. He joined the Aleman Family Office in 2005, serving as its Executive Director for the last 5 years. In that term, the single family office has extended its services in wealth management to different branches of the family and is currently on the process of becoming a multi-family enterprise with the Aleman Family as its anchor. With its real estate holdings in the main touristic regions of Mexico as a lever in the development of business opportunities, the Aleman Family became a pioneer in the media sector in Mexico and for the last 13 years a leader in the aviation industry with Interjet.

# Speakers



**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.



**Brian Borton**

Principal, StepStone Group (La Jolla)

Mr. Borton is a member of the private equity team, focusing on venture capital and growth equity investments. Prior to joining StepStone in 2012, Mr. Borton was an investment banking associate at Focus Strategies, where he advised middle market clients on mergers and acquisitions, recapitalizations, private placements, and corporate strategy. Before that he was a member of the equity research associate program at Brandes Investment Partners, a leading investment advisory firm managing US\$30 billion of global equity portfolios for institutional and high net worth clients. Mr. Borton graduated with a BBA in finance from The University of Texas at Austin and is a CFA charterholder.

# Speakers



## Scott Kupor

Managing Partner, Andreessen Horowitz (Menlo Park, California)

Scott Kupor is the managing partner at Andreessen Horowitz where he is responsible for all operational aspects of running the firm. He has been with the firm since its inception in 2009 and has overseen its rapid growth, from three employees to 150+ and from \$300 million in assets under management to more than \$10 billion. Prior to joining Andreessen Horowitz, Scott worked as vice president and general manager of Software-as-a-Service at Hewlett Packard. Scott joined HP in 2007 as part of the Opsware acquisition, where he was senior vice president of Customer Solutions. In this role, he had global responsibility for customer interaction, including professional services, technical pre-sales, and customer support. Scott joined Opsware shortly after the company's founding and held numerous executive management positions including vice president, financial planning and vice president, corporate development. In these roles, he led the company's private financing activities as well as its initial public offering in 2001. Scott also started the company's Asia Pacific operations and led the execution of the company's multiple acquisitions. Prior to Opsware, Scott represented software companies in both financing and mergers and acquisitions transactions at Credit Suisse First Boston and Lehman Brothers.



## Mark Suster

Managing Partner, Upfront Ventures (Los Angeles)

Mark Suster is the Managing Partner at Upfront. He previously was the founder & CEO of two successful enterprise software companies, the most recent of which was sold to Salesforce.com where Mark became VP, Products. Prior to being a founder, Mark was a software developer at Accenture where he lived and worked in Europe, Japan and the U.S. Mark is a graduate of UCSD and has an MBA from the University of Chicago.

# Speakers

## Elliott Robinson

Partner, Bessemer Venture Partners (San Francisco)



Elliott Robinson is a partner in the San Francisco office where he focuses primarily on growth investments in SaaS and cloud companies. He co-authors Bessemer's iconic 10 Laws of Cloud Computing and the annual State of the Cloud Report. He looks to partner with companies and management teams that are defining their market category while also maintaining a set of core values that will allow them to grow their leadership position. Elliott is currently a board member for Hyperscience and a board observer for Hinge Health. Prior to joining Bessemer, Elliott was a partner with M12, leading investments in companies such as Livongo (IPO: LVGO), BlueVine, Trusona, and Cooler Screens. Elliott started his career with Syncom Venture Partners, investing in both early and growth stage enterprise software and frontier tech companies such as CLEAR and Iridium Communications (IPO: IRDM). After six years with Syncom, he joined Georgian Partners, investing in a number of successful growth stage software companies such as TurnItIn (acquired by Advance), Kinnser (acquired by Medware), and eSentire. Elliott earned his M.B.A from Columbia Business School and a Bachelor of Science in mathematics from Morehouse College. He is also a member of the Kauffman Fellows Class 22.

## Chris Prestigiacomo

Portfolio Manager, State of Wisconsin Investment Board (Madison, Wisconsin)



Chris is currently a Portfolio Manager within the Private Markets Funds Alpha Division at the \$128 billion State of Wisconsin Investment Board (SWIB). In this role, Chris is responsible for all aspects of building out SWIB's private debt and venture capital portfolios. Chris has been with the State of Wisconsin Investment Board since 2001. His private debt responsibilities include the origination, negotiation, and monitoring of direct senior and mezzanine debt investments in companies across various industries. Chris is also responsible for originating, negotiating, and monitoring venture capital limited partnerships and investments in which SWIB is a direct investor in venture backed companies. Prior to arriving at SWIB, he was a vice president in the wholesale banking division of a large regional bank where he worked for over 10 years with companies in various industries. Chris holds an undergraduate degree from the University of Wisconsin–Madison and a master's in business administration with an accounting concentration from Edgewood College in Madison. Chris is a CFA charterholder.

# Speakers



## Michael Jones

Co-Founder & Managing Partner of Science Ventures, Science Inc (New York)

As a founder of studio and venture fund Science Inc., Mike leverages his operational expertise and keen entrepreneurial talent to help Science founders scale highly profitable and successful businesses. Mike develops predictive strategies for portfolio companies, and the firm overall, that taps into future societal shifts and disrupts entrenched markets. A longtime Internet executive, entrepreneur, and strategic adviser, Mike spent his career growing businesses ranging from early stage startups to private equity-backed assets to public media companies. Mike's ability to predict the next shift extends beyond his work at Science to when he served as the CEO of Myspace. In his role he foresaw the impact of social influence over software, a predictive strategy he also saw as CEO of Userplane (acquired by AOL), and investment in HouseParty (acquired by Epic). Mike's work with Mammoth Media, Hello Society and Famebit also highlights how he spotted the future of content and built these brands to thrive at the onset of GenZ's as content consumers and influencer takeover. His experience and expertise in both large and small companies focuses on strategy, growth, and operational efficiency, and has resulted in over \$2B in exits (three of which were in 2016 alone). You can get a glimpse of his thought process in this Dollar Shave Club case study or his take on GenZ and Mammoth Media in a case study. Mike currently resides in Los Angeles with his wife and two children, whom he loves writing about.



## Matthew Michelini

Senior Partner, Apollo Global Management (New York)

Mr. Michelini is a Senior Partner, Co-Head of Hybrid Value Strategy, and Co-Head of US Financials at Apollo having joined in 2006. Prior to joining Apollo, Mr. Michelini was a member of the Mergers & Acquisitions group at Lazard Frères & Co. from 2004 to 2006. Mr. Michelini serves on the board of directors of Athene Holdings, Athene Asset Management, and Venerable Holdings, Inc. and previously served on the boards of Metals USA, Noranda Aluminum, and Aleris International. At Apollo, Mr. Michelini has executed deals across the world including in North America, Europe, and Asia. Mr. Michelini is actively involved in various charities dedicated to helping underprivileged children in New York City. Mr. Michelini graduated from Princeton University with a BA in Mathematics and a Certificate in Finance and received his MBA from Columbia University and graduated from Princeton University with a BA in mathematics and a Certificate in finance.

# Speakers

## Julie Peck

Interim CEO, Vcheck Global (Los Angeles)



Julie Peck is the CEO of Vcheck Global, one of the fastest growing Due Diligence businesses in the country. She has built a distinguished career leading high growth software and technology-enabled businesses in the GRC industry. She has held senior executive positions across a wide variety of sectors including the banking, media, legal, tax & accounting, compliance, and payments sectors. She most recently was the Chief Operating Officer of Exiger, a New-York based company focused on Financial Crime and AML/KYC compliance. Prior to that, Julie held senior executive roles in product innovation, marketing, and general management in large global companies including Wolters Kluwer, Bowne & Co., Pitney Bowes, Gannett and Bank of NY Mellon. She has also built a reputation as a growth advisor to a number of private equity firms, boards and C-Suite teams, helping private companies establish and execute growth strategies, strengthen their P&Ls, and pursue PE and VC investment for growth and M&A. Julie brings nearly 25 years of experience in senior leadership roles at companies that leverage both subject matter expertise and purpose-built technology with a strong reputation for driving operational excellence in global businesses that operate in highly-regulated environments. She holds a BA in Business Management from Sacred Heart University, and an MBA in Finance from University of Connecticut, graduating both programs Summa Cum Laude.



## Brandon Laughren

Co-Founder & Chief Investment Officer, The Laughren Group (New York)

Brandon K. Laughren, Managing Director, Co-Founder and CIO of the Laughren Group, a single family office with investments private equity, private debt, venture capital and real estate. In addition, he serves as a mentor for two startup accelerators. Prior to co-founding the Laughren Group, Mr. Laughren founded and managed Stone Laughren LLC, a private equity and venture capital advisory firm. Mr. Laughren has acted as a transaction advisor and an investor for 30+ years. He has been involved in M&A transactions totaling more than \$50 billion in value and debt and equity raises in excess of \$10 billion.

# Speakers



**Bruce Ingram**

Partner, Aon Hewitt (Chicago)

Bruce serves as a senior member of the global private equity group and has been investing in private equity for over 16 years. Bruce is directly involved in the development of private equity investment policy for all of HEK's private equity and infrastructure clients and is a member of the Global Private Equity Investment Committee. Bruce has served on numerous fund advisory boards, has managed secondary sales and launched a fund of funds. Bruce holds an MBA, with Honors, from the University of Chicago and a BBA, with High Distinction, in Finance from the University of Michigan. He also attended the London Business School.



**Nathan Locke**

Managing Partner, Co-Head, Growth Equity, Kayne Anderson Capital Advisors (Los Angeles)

Nathan Locke is a managing partner for Kayne Anderson Capital Advisors' growth equity activities. He is primarily responsible for identifying and analyzing investment opportunities, monitoring of portfolio companies, and deal execution. Prior to joining Kayne Anderson in 2008, Mr. Locke worked as a senior analyst on the finance team of Romney for President, Inc., and as the controller for The Commonwealth Political Action Committees. Mr. Locke earned a B.S. in Finance from the University of Utah, where he graduated magna cum laude from the David Eccles School of Business.

# Speakers



David Andryc

Head of US Co-Investments, LGT Capital Partners (New York)

David Andryc is a Partner at LGT Capital Partners (USA) Inc. and Head of US Co-investments. Prior to joining the firm in 2014, he was a managing director for 13 years at Auda International L.P., where he founded and managed the global co-investment program and was a shareholder of the firm. Prior to Auda, Mr. Andryc was a partner at Behrman Capital, a US private equity firm. He began his investment career at Lazard. Mr. Andryc holds an BA in Comparative Religion from Dartmouth College and an MBA from Harvard Business School.



Meredith Rerisi

Managing Director, Abbott Capital (New York)

Ms. Rerisi has more than 19 years of private equity investment experience. She reviews investment opportunities, with specific emphasis on analysis and due diligence for prospective investments, and is engaged in the negotiation of business and legal issues, ongoing monitoring of investments and profit realization from distributed securities. Ms. Rerisi also serves on several partnership advisory boards. Ms. Rerisi originally joined Abbott in 1998 and returned in the fall of 2002, following receipt of her M.B.A. Prior to joining Abbott, Ms. Rerisi was an equity analyst at American High Growth Equities Corporation. Ms. Rerisi received her B.S. in Applied Economics and Business Management from Cornell University and her M.B.A. from The Fuqua School of Business at Duke University.



# Speakers



## Gregory J. Garrett

Managing Director, Portfolio Advisors (New York)

Greg joined Portfolio Advisors in 2010 and is the Head of the U.S. Primary Fund research and investment due diligence team. He is primarily engaged in sourcing, evaluating and recommending investment opportunities in private equity funds. From 2001 to 2010, Greg was with Adams Street Partners, as a Partner and member of its Primary Partnership Investment Subcommittee, contributing to the assessment of investment opportunities across its portfolio. Prior to Adams Street, Greg was a Manager at the Boston Consulting Group and a Captain in the United States Air Force commanding aircraft in support of international military operations. Greg has served or is serving as an Advisory Board member of twenty-two private equity partnerships.

# 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.

## 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

## 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 conference attendee list before, during and after the event (companies, names, titles, profiles).
    - Event networking app only shows first and last name of 300+ attendees.
    - Full attendee list is guide for knowing specific information as attendee profiles and their allocation strategies.
    - By knowing their information, you can search who you want to message directly on networking app.

Early Bird: \$600 USD

Pre-Registration: \$700 USD

Standard: \$800 USD



# Participation Options

## Company Sponsorship:

- Branding
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- 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.
- Attendee List
  - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
    - Event networking app only shows first and last name of 300+ attendees.
    - Full attendee list is guide for knowing specific information as attendee profiles and their allocation strategies.
    - By knowing their information, you can search who you want to message directly on networking app.

Early Bird: \$1,500 USD

Pre-Registration: \$2,000 USD

Standard: \$2,500 USD

## CAP-INTRO Sponsorship:

- Email Introductions
  - Carmo will provide one on one introductions via email to all prospective clients of choice (funds, investors, etc..).
  - 30 email introductions will occur after the event and once conference attendee list is finalized to avoid repetition.
- Attendee List
  - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
    - Event networking app only shows first and last name of 300+ attendees.
    - Full attendee list is guide for knowing specific information as attendee profiles and their allocation strategies.
    - By knowing their information, you can search who you want to message directly on networking app.
- Branding
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- 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.

Early Bird: \$7,500 USD

Pre-Registration: \$8,500 USD

Standard: \$10,000 USD



# Participation Options

## Speaking Sponsorship:

- Speaking Opportunity
  - 1 moderating/speaking position on panel of choice (pending availability).
- Branding
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- 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.
- Attendee List
  - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
    - Event networking app only shows first and last name of 300+ attendees.
    - Full attendee list is guide for knowing specific information as attendee profiles and their allocation strategies.
    - By knowing their information, you can search who you want to message directly on networking app.

Early Bird: \$7,500 USD

Pre-Registration: \$8,500 USD

Standard: \$10,000 USD

## Full Access Sponsorship:

- Speaking Opportunity
  - 1 moderating/speaking position on panel of choice (pending availability).
- Email Introductions
  - Carmo will provide one on one introductions via email to all prospective clients of choice (funds, investors, etc..).
  - 30 email introductions will occur after the event and once conference attendee list is finalized to avoid repetition.
- Attendee List
  - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
    - Event networking app only shows first and last name of 300+ attendees.
    - Full attendee list is guide for knowing specific information as attendee profiles and their allocation strategies.
    - By knowing their information, you can search who you want to message directly on networking app.
- Branding
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- 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.

Early Bird: \$10,000 USD

Pre-Registration: 11,000 USD

Standard: \$12,500 USD



# Participation Options

## Lead Sponsorship:

- 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 sponsor
- Private Virtual Networking/Cocktail Hour
  - Carmo to help organize and host a private virtual networking hour with hand-picked and desired event participants, at day and time of choice.
- Speaking Opportunity
  - 2 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).
- Priority Email Introduction
  - Carmo will provide one on one introductions via email to all prospective clients of choice before all other event sponsors.
  - Unlimited email introductions will occur before and after the event.
- Attendee List
  - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
    - Event networking app only shows first and last name of 300+ attendees.
    - Full attendee list is guide for knowing specific information as attendee profiles and their allocation strategies.
    - By knowing their information, you can search who you want to message directly on networking app.
- Lead Branding
  - Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.
- Networking App Access
  - 10 company passes to event networking app for 1 week.
- Passes
  - 10 company passes to 3-day web meeting and virtual networking/speed dating sessions.

Early Bird: \$17,500 USD

Pre-Registration: \$18,500 USD

Standard: \$20,000 USD



# upcoming events

 LIVE ONLY, Recording Prohibited

## The US Institutional Real Estate

### Web Meeting

*June 9th, 10th & 11th 2020  
Eastern Daylight Time*

## The Asia/Pacific Institutional

### Real Estate Web Meeting

*August 4th, 5th & 6th 2020  
Singapore Standard Time*

## The US Private Equity & Venture Capital Web Meeting

*June 16th, 17th & 18th 2020  
Eastern Daylight Time*

## The Asia/Pacific Private Equity & Venture Capital Web Meeting

*August 18th, 19th & 20th 2020  
Singapore Standard Time*

## The European Institutional Real Estate Web Meeting

*July 7th, 8th & 9th 2020  
Central European Time*

## The Latin America Institutional Real Estate Web Meeting

*September 1st, 2nd & 3rd 2020  
Brasilia Time*

## The European Private Equity & Venture Capital Web Meeting

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

## The Latin American Private Equity & Venture Capital Web Meeting

*September 8th, 9th & 10th 2020  
Brasilia Time*

Visit our website at [www.carmocompanies.com/connect](http://www.carmocompanies.com/connect)



# Thank You

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