



Private Markets Debt Web Meeting

ZOOM & SLACK

June 15th & 16th, 2021



LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE



Private Markets Debt Web Meeting

ZOOM & SLACK– June 15th & 16th, 2021

Dear Colleague,

It is great pleasure that I invite you to the Private Markets Debt Web Meeting. A great deal of regulation post global financial crisis made banks cede share of debt funding to traditional PE firms. Is this a trend that will continue post COVID? How does the COVID environment compare to the GFC and what can we draw from that recovery? All of the government stimulus has helped prop up credit markets – when will that go away and how do you find opportunities in that environment? The aim of this Web Meeting is to educate and connect private credit and private equity funds, family offices, institutional investors, and other industry professionals across the world. Our online meeting brings together over 300 c-level executives that will join us to virtually network and discuss solutions in private debt. Panel discussions to be covered include: Direct Lending, Real Estate & Infrastructure Debt, Transaction Financing and Special Situations. 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



Agenda Outline

TUESDAY
JUNE 15TH – DAY 1

10:00 am ET

Welcoming Address

Roy Salsinha, President, CEO, Carmo Companies

10:05 am ET

Panel- Institutional Investor Perspective

Leading Pensions, Endowments and Foundations discuss their allocation strategies and investment appetite for Debt and Credit related investments. What checks the boxes for allocating capital to funds or on a direct basis within this space? How are they measuring returns and what is their manager selection process for this asset class

Moderator:

David Emerson, Senior Vice President and Principal, LCG Associates

Panelists:

Ezekiel (Zeke) Maki, CFA, Director of Trust Fund Investment, NextEra Energy Resources

Nick Franchot, Managing Director, Hall Capital Partners

11:15 am ET

State of The Market: Direct Lending

How do high valuations in the market impact the landscape for lending or debt investments? Is there too much capital out there for direct lending? Is the competition for deals causing the return potential to deteriorate?

Moderator:

Eric Green, Senior Advisor, Upwelling Capital Group

Panelists:

Matthew Gordon Clark, Partner, LGT Capital Partners

David P. Scopelliti, Global Head of Private Credit, Mercer

Dan Cohn-Sfetcu, CFA, Managing Director, Portfolio Advisors, LLC

Bruce Eatroff, Managing Director & Investment Committee Member, Star Mountain Capital

Todd Lemkin, Partner & Chief Investment Officer, Canyon Partners



Agenda Outline

TUESDAY
JUNE 15TH – DAY 1

12:30 pm ET

Real Estate & Infrastructure Debt

With trillions being proposed for infrastructure, is this now an attractive opportunity? What should investors be mindful of? Other topics to be covered are the direct lending environment for real estate acquisitions and securitized real estate loans in the secondary market.

Moderator:

Eric Atlas, Head of US Residential Debt, **Man GPM**

Panelists:

Jay Morgan, Partner, **StepStone Group**

Michael Yager, Investment Officer, **California State Teachers' Retirement System**

Vincent Nobel, Head of Asset Based Lending, **Federated Hermes International**

1:30 pm ET

State of the Market: Alternative Yield End of Day 1

The private and public credit markets have slowly deteriorated in the last five years for a variety of reasons, including but not limited to a very high influx of capital leading to mature market efficiency, low interest rates, compressed spreads, and elevated risk in the form of high corporate leverage and the new normal of covenant-lite terms. The good news is that certain strategies have emerged that interesting absolute return and yield, with a fundamentally different risk profile than the rest of the credit markets. Investors are using these strategies to reduce overall risk through low (and different) correlations than are available from standard credit investments, with improved return profiles. In this session, we will explore what these strategies are, their common features, their return profiles, and how they provide differentiated correlations. We will speak with some of the practitioners in the space and hear how their strategies are executed, and how they produce compelling risk-adjusted returns.

Moderator:

Mark Perry, Managing Director, **Wilshire**

Panelists:

Guy Hopgood, Director, **bfinance**

Joaquin Lujan, Managing Director, **Cliffwater, LLC**

John Morabito, Senior Managing Director, Portfolio Manager, **EnTrust Global**

2:30 pm ET

End of Day 1



Agenda Outline

WEDNESDAY
JUNE 16TH – DAY 2

10:00 am ET

PGIM Private Capital's Approach to Direct Lending

Keynote Speaker:

Matthew Harvey, Managing Partner, Direct Lending, PGIM Private Capital

Interviewer:

Allison Lam, Product Specialist in Institutional Asset Management, PGIM Private Capital

10:30 am ET

Virtual Networking/Speed Dating

Join over 150 confirmed LP & GP event attendees for face-to-face networking. 4 randomized 30-minute breakout sessions of 5 people. Groups are shuffled every 30 minutes. Web Cam is mandatory.

Some Notable Confirmed Attendees Include:

Tomoya Nishikawa, Managing Director, Canyon Partners, LLC

Samuel Caffrey-Agoglia, Director, ICA

Justin Wei, SVP, Canyon Partners, LLC

Allen Latta, Managing Director, Campton Private Equity Advisors

Faye Andriejanssen, Analyst, EE Capital

Dan Cohn-Sfetcu, Managing Director, Portfolio Advisors

Luke Burton, Account Executive, Narwhal Capital Management

Gabriel Espana, Managing Director, Iskali Capital Group

Devon Ghelani, Director, Freestone Capital Management

Andrew Kaufman, Managing Partner, ILBen Capital Management

David Reiss, Principal, Steward Asset Management

Jesse Lynch, Principal / Private Capital and Real Assets Analyst, Prime Buchholz.com

HB Ooi, MD, Falconcrest limited

Christine Lin, CEO, Basel Capital Limited

Mark Nowak, Managing Director, True West Capital

Richard Shusman, Director, Business Development, Capital Dynamics

Maruja Aguirre, Gerente General, Blanco SAFI

Yennifer Frascione, Associate Director, LGT Capital Partners, USA Inc

Fernando Toledo, Gerente de Inversiones, Blanco SAFI

Andrea Huaranga, Coordinadora de Comunicaciones, Blanco SAFI

Sam Coatham, Managing Director, Nanjia Capital Limited

Maria C Perdomo, CIO, Northland

Daniel Sieradzki, CIO, OLS Capital

Angelique Sellers Sr., Director, Portfolio Management, Penn State University

Michael Ashley Schulman, Partner, CIO, Running Point Capital Advisors

William Kidd, President, Kidd & Company, LLC

Timothy Bray, Director of Alternatives, GuideStone Financial Resources

Leah Hiraoka, Senior Vice President, Canyon Partners

Robert Campion, Managing Director, Canyon Partners

Nabeel Laher, Head International PE, Old Mutual

Luke Albert, Vice President, HSCM

Francesco Battazzi, Head of Diversified Debt Funds/Equity Investments & Guarantees, European Investment Fund

Eren Cicekdagi, Managing Director, Golden Gate Global

Joseph Reid, Director - Investor Relations & Marketing, Monroe Capital

Derek Brown, Managing Director, Balbec Capital

Kai Havekost, VP Group Corporate Finance, Otto (GmbH & Co KG)

Kendal Stickland, Managing Director, Chatham Capital

Eren Cicekdagi, Managing Director, Golden Gate Global

Michele Joyeux, Managing Director, Co-Head of Business Development, Golub Capital

Neil Fillary, CEO and Founding Partner, Horizon Family Partners

Michael Paquette, Analyst, Brutton Global

Paul Saunders, Head of Americas Private Debt Business Development, Partners Group

Jimmy Berutti, Business Development, Man Group

Guy Hopgood, Director, bfinance

Dylan Eisner, Senior Associate, Investor Relations, Thoma Bravo

Michael Yager, Investment Officer, CalSTRS

T.J. Kistner, Head of Discretionary Portfolio Management & Solutions, Segal Marco Advisors

12:30 pm ET

End of Day 2



Sponsors

Founded and partner owned since 1990, Canyon employs a deep value, credit intensive approach across its investment platform. The firm specializes in value-oriented special situation investments across a broad range of asset classes, including distressed loans, corporate bonds, convertible bonds, securitized assets, direct investments, real estate, arbitrage, and event-oriented equities. On the private credit side, Canyon has facilitated over \$4.5 billion of primary financings during the past three years.

Federated Hermes is guided by the conviction that responsible investing is the best way to create long-term wealth. We provide specialised capabilities across equity, fixed income and private markets, in addition to multi-asset strategies and liquidity-management solutions. Through pioneering stewardship services, we engage companies on strategic and sustainability concerns to promote investors' long-term performance and fiduciary interests. Our goals are to help individuals invest and retire better, help clients achieve better risk-adjusted returns, and to contribute to positive outcomes in the wider world. All activities previously carried out by Hermes Investment Management now form the international business of Federated Hermes.

LGT Capital Partners is a leading alternative investment specialist with over USD 70 billion in assets under management and more than 550 institutional clients in 41 countries. An international team of over 550 professionals is responsible for managing a wide range of investment programs focusing on private markets, liquid alternatives and multi-asset class solutions. Since 2003, LGT Capital Partners has been encouraging the integration of ESG in its offering and its promotion in the financial industry. In 2008, the firm was one of the first signatories of the UN PRI, since 2018 LGT Capital Partners further engages with PRI as a member of its Board. Headquartered in Pfäeffikon (SZ), Switzerland, the firm has offices in New York, Dublin, London, Paris, Vaduz, Frankfurt am Main, Dubai, Beijing, Hong Kong, Tokyo and Sydney.

PGIM Private Capital manages a \$97.7 billion portfolio of private placements and mezzanine investments through its regional office network (Atlanta; Chicago; Dallas; Frankfurt, Germany; London; Los Angeles; Madrid; Mexico City; Milan; Minneapolis; Newark, New Jersey; New York; Paris; San Francisco and Sydney) and purchases up to \$13 billion annually of predominantly senior debt, direct lending, and junior capital investments. PGIM Private Capital manages more than \$20 billion in outside non-affiliated assets through its Institutional Asset Management unit and Alternative Investments unit, comprised of Direct Lending, PGIM Capital Partners and PGIM Energy Partners mezzanine funds. All data as of March 31, 2021. For more information, please visit pgimprivatecapital.com.



Sponsors

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.

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

Keynote Speaker



Matthew Harvey

Managing Partner, Direct Lending, PGIM Private Capital (Chicago)

Matthew Harvey is a Dedicated Partner and Head of Direct Lending for PGIM Private Capital. He is responsible for originating and underwriting Direct Lending investments, managing the portfolio, supporting the firm's fundraising efforts, and leading the team that supports Direct Lending efforts. He joined PGIM in 2003, originally on a team in the Chicago Corporate Finance office responsible for private placement investments throughout the Midwest region of the U.S. Mr. Harvey then joined PGIM Capital Partners, the middle-market mezzanine debt and structured equity fund management business sponsored by PGIM Private Capital, in 2005. In 2012, he relocated to the London office to lead the firm's European mezzanine investment efforts. He returned to PGIM Capital Partners in 2015 before leading the Direct Lending initiative in 2018. Mr. Harvey received a BS from DePaul University.

Speakers



David Emerson

Senior Vice President and Principal, LCG Associates (Seattle)

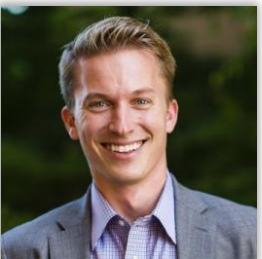
Mr. Emerson joined LCG Associates in 2003 and is a member of the Board of Directors. He is also a member of the Risk Management and Investment Committees. David's responsibilities include lead client relationships with utilities, healthcare organizations, endowments and foundations. Additionally, he conducts capital market and asset class research as well as investment manager due diligence. Prior to joining LCG, David worked for seven years in the investment consulting industry in a variety of roles from manager research to Consultant. David is a CFA Charterholder. He is an active member of the CFA Institute and CFA Society Seattle. He is also a Chartered Alternative Investment Analyst (CAIA) Charterholder. David holds an M.B.A. in Finance from the Smith School of Business at the University of Maryland. He graduated from the University of Michigan with an A.B. in Political Science.



Ezekiel (Zeke) Maki, CFA

Director of Trust Fund Investment, NextEra Energy Resources (West Palm Beach)

Ezekiel (Zeke) Maki is the Director of Trust Fund Investment at NextEra Energy. NextEra Energy is the world's largest alternative energy producer, and is the holding company that includes Florida Power & Light, which is one of the largest electric utilities in the U.S. serving over 5.5 million customers. Zeke leads the team responsible for investing ~\$14B in pension and nuclear decommissioning assets. NextEra's portfolios are invested across the spectrum of capital markets, with an extensive alternatives program. Prior to joining NextEra Mr. Maki was the CEO of FCG Chemical, a private equity backed early stage chemical engineering company. He began his professional career with Marvin & Palmer Associates, a global equity manager, where he spent two decades as a portfolio manager, analyst and trader. Zeke currently resides in Jupiter, Florida with his family.



Nick Franchot

Vice President, Hall Capital Partners (San Francisco)

Nick Franchot is a Vice President at Hall Capital Partners in the Absolute Return group, responsible for research, identification, due diligence, and monitoring of liquid and illiquid credit and distressed funds, event-oriented and arbitrage-oriented hedge funds, and traditional fixed income funds. Mr. Franchot is also responsible for the firm's Opportunity Zone investments. Mr. Franchot joined the firm in 2017. Prior to joining Hall Capital Partners, Mr. Franchot worked at Passport Capital, a global investment firm that utilizes macro and equity long-short strategies. At Passport Capital, Mr. Franchot was a Senior Investment Analyst who led the firm's investments in financial services companies and helped develop the firm's macro outlook. Prior to Passport Capital, Mr. Franchot served at the US Treasury Department as a Senior Policy Advisor in the Office of Capital Markets and developed policy related to financial institutions and capital markets. Mr. Franchot is a Senior Advisor to the board of the National Wildlife Federation. He graduated from Yale University with a B.A. in Political Science and earned an M.B.A from the Stanford Graduate School of Business.

Speakers



Eric Green

Senior Advisor, Upwelling Capital Group (New York)

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



Matthew Gordon Clark

Partner, LGT Capital Partners (United Kingdom)

Matthew Gordon Clark is a partner at LGT European Capital Ltd. (formerly European Capital). He joined the firm in 2005 from Mezzanine Management Limited, where he was a director focusing on UK and European investments. Deal responsibilities included origination and structuring of new investments and management and exit of portfolio companies. Prior to joining Mezzanine Management Limited in 2000, Mr. Gordon Clark worked for the acquisition finance team at NM Rothschild & Sons, having previously completed a six-year commission in the British Army. He currently sits on the board of a number of portfolio companies. Mr. Gordon Clark holds a BA in Politics and International Relations from the University of London, and he is fluent in English and conversant in French.



David P. Scopelliti

Global Head of Private Credit, Mercer (Norwalk)

David Scopelliti is a US investment manager and business executive, recognized as an expert in alternatives investments and ESG. David was a Managing Director & Portfolio Manager at Alcentra - US Direct Lending & Equity Co-Investments, global illiquid credit, while also serving multiple C-level roles (CEO & CIO) his restructuring of Alcentra Capital Corp. (NASDAQ "ABDC"). Prior to that, David was a Partner at Garmark Partners investing debt & equity in middle market companies. He served on multiple private boards and led performance improvement initiatives at various portfolio companies. Prior to that, David was responsible for the private investment program at the State of Connecticut's \$30+ billion pension fund. He restructured and rebuilt the pension plan's private equity & private credit program, after well-publicized fraud and mismanagement. His efforts greatly improved performance by instituting a robust investment and risk framework. He spent a decade at ING Capital building and leading the principal debt & equity co-investment business backing PE sponsors and entrepreneurs in buy & build strategies across numerous industries. David served as Vice Chairman of the Institutional Limited Partners Association where he spearheaded the development of the GP Summit. He also has substantial public & private board experience covering audit, governance, and compensation matters. While a director of Student Transportation Inc. (TSX/NASDAQ "STB"), David led the effort to invest in the nation's largest alternative fuel school bus fleet, expanded the diversity of the board and reshaped executive compensation working with ISS and other stakeholders.

Speakers



Dan Cohn-Sfetcu, CFA
Managing Director, Portfolio Advisors, LLC (Darien)

Dan joined Portfolio Advisors in 2018 and is the Head of the Senior Credit team. Dan is primarily engaged in the origination, evaluation, structuring, execution, and monitoring of senior credit investments by the firm. Previously, he was a Managing Director in the Private Credit team at The Carlyle Group from 2015 to 2018. Prior to that, Dan spent twelve years investing in middle-market private equity and credit with American Capital, Richardson Capital and Brookstone Partners. Dan began his career as an investment banker at RBC Capital Markets in Toronto and SG Cowen in New York.



Bruce Eatroff
Managing Director & Investment Committee Member, Star Mountain Capital (Sarasota)

Bruce Eatroff has over thirty years of private equity, private credit, fund investing, investment banking and operational experience through various senior roles including at Goldman Sachs, UBS, CIBC and BMO Capital Markets. In 2000, Mr. Eatroff founded Halyard Capital, raising over \$600 million, a U.S. lower middle-market private equity fund manager with sophisticated institutional investors including Goldman Sachs, Abbott Capital and Bank of Montreal. Mr. Eatroff has a broad spectrum of private equity investing experience across technology enabled services industries including Human Capital Management, Digital and Direct Marketing and IT/Cybersecurity Services. He has in the past represented and currently represents Halyard on the board of directors of over a dozen portfolio companies. Mr. Eatroff has also overseen and helped integrate more than 40 add-on acquisitions for portfolio companies. Mr. Eatroff started his career as an investment banker at Lehman Brothers in 1985. After business school, he then spent six years ending as a Vice President in investment banking and principal investing at Goldman Sachs. Mr. Eatroff then became a Managing Director at UBS, CIBC and later BMO Capital Markets where he was also US Head of Media & Communications Investment & Corporate Banking overseeing investment, corporate and merchant banking groups including oversight for a \$3 billion loan portfolio. At Goldman Sachs, UBS, CIBC and BMO, Mr. Eatroff was on the principal / merchant banking investment teams making private equity investments, private credit investments and fund investments, in addition to investment banking activities. Mr. Eatroff is a recognized thought leader in the alternative asset management industry having spoken at over 100 industry conferences. He is the Co-President of the Wharton Private Equity & Venture Capital Association and the former Chairman of the Lafayette College Leadership Council (2011 – 2015). Mr. Eatroff received an MBA from The Wharton School at the University of Pennsylvania and a BA with honors from Lafayette College. Mr. Eatroff started as a personal investor and Senior Advisor prior to becoming a Managing Director and Investment Committee Member.



Todd Lemkin
Partner & Chief Investment Officer, Canyon Partners (Los Angeles)

Mr. Lemkin is the Chief Investment Officer of Canyon Partners, LLC. Mr. Lemkin directs and manages the efforts of Canyon Partners' portfolio team to develop, analyze, and implement investment ideas across the firm's global platform. Mr. Lemkin has extensive investment expertise across the cable, media, telecom, satellite, industrials, real estate, gaming and packaging sectors. Mr. Lemkin has also previously focused on Canyon's European investment effort and the firm's London office. Prior to joining Canyon in 2003, Mr. Lemkin was with Scoggin Capital Management in New York, where he focused on analyzing securities of distressed and bankrupt companies. Mr. Lemkin was also an Investment Banker in the Healthcare Group of Banc of America Securities and the Mergers & Acquisitions Group of Lehman Brothers. Mr. Lemkin is also a director and trustee of a number of nonprofit and charitable organizations. Mr. Lemkin is a graduate of the University of California, Berkeley (B.A., English).

Speakers



Eric Atlas

Head of US Residential Debt, Man GPM (New York)

Eric Atlas is Head of US Residential Debt at Man Global Private Markets ('Man GPM'). He is responsible for overseeing the US residential debt business, including origination, underwriting and execution of real estate loans. Prior to joining Man GPM in December 2019, Eric was a portfolio manager at 1Sharpe Capital, an investment manager focused on the US bridge loan space between 2018 and 2019. Before that, he worked at Cerberus Capital Management in the residential credit group and related portfolio companies for more than 10 years, most recently as portfolio manager of a single family rental portfolio. Eric holds a Bachelors' degree from the University of Pennsylvania.



Jay Morgan

Partner, StepStone Group (Cleveland)

Mr. Morgan is a member of the real estate team. Prior to StepStone, Mr. Morgan was with Courtland Partners, where he was the consultant to several state and sovereign, director of research, portfolio manager for the fund-of-funds platform and a member of the investment committee. Before that he was a partner and head of research at Hartland & Co. Mr. Morgan received his MBA from Case Western Reserve University and his BS from Denison University.



Michael Yager

Investments, Real Estate, California State Teachers' Retirement System (Sacramento)

Michael is an investment officer with the California State Teachers' Retirement System, CalSTRS, where he serves in the management and oversight of \$4 billion of capital focused on senior first-lien mortgages on transitional assets and construction projects. Implemented in 2014, the portfolio was designed and continues to be utilized as an "outside the benchmark" tactical position for the greater Real Estate Portfolio. Additionally, Michael led efforts to develop and implement CalSTRS' credit-based construction financing program, and he continues to serve in a capital markets role. The credit-based construction financing program, \$3.5 billion in size, has led to multiple benefits to CalSTRS, including an estimated \$80+ million in rate and fee savings since its development in 2011. Michael additionally continues to serve in a similar capacity in securing permanent financing for the Real Estate Portfolio's stabilized assets. Michael holds a B.A. from the University of California, Berkeley, and received his M.B.A. in finance from the Leavey School of Business at Santa Clara University.

Speakers

Vincent Nobel

Head of Asset Based Lending, Federated Hermes International (London)

Vincent joined the international business of Federated Hermes in January 2015 as the Head of Real Estate Debt and is now responsible for all asset-based debt strategies. He is responsible for leadership of the team and the coordination, origination, execution and management of commercial real estate debt investments for the Real Estate Senior Debt strategy and the Multi Asset Credit strategies. Prior to this, Vincent was a senior member of the M&G Real Estate Debt team from 2011, where he helped found and develop the Senior Real Estate Debt Fund. This fund successfully raised capital from third-party investors, and Vincent deployed over £2 billion in senior real estate debt investments across a range of assets and structures. Prior to this, Vincent worked for three years at Barclays Corporate in their specialist debt team, and before that at Barclays Capital from 2004, where he successfully led the structuring and negotiating of secured lending transactions within the Real Estate Group. Vincent has a MSc in International Business Studies from the University of Maastricht and an MA from Sciences-Po (IEP) in Paris.

Mark Perry

Managing Director, Wilshire (Los Angeles)

Mark Perry serves on WPM's Management Committee and its Investment Committee. He is responsible for sourcing, performing due diligence on and monitoring investments across private markets sectors within the U.S. and Canada. Prior to joining Wilshire, Mark was a Vice President at Centinela Capital Partners. He obtained his Bachelor of Science in Electrical Engineering and Master of Business Administration in Finance from the University of California, Los Angeles, and his MS in Electrical Engineering from Stanford University. Mr. Perry joined Wilshire in 2012.

Guy Hopgood

Director, bfinance (Chicago)

Guy is a Director in bfinance's Chicago, US, office. Before moving from London, UK, Guy was part of bfinance's Private Markets research team. His research focused on a broad range of real asset strategies including infrastructure, real estate, agriculture and timber, as well as more esoteric strategies such as trade finance, leasing and life settlements. He joined from JLT Investment Consulting (now Mercer), where he was an Investment Consultant and Head of Alternatives Manager Research. Guy graduated with an Economics degree from Rollins College having also spent part of his course studying at Shanghai Jiao Tong University, China.

Speakers



Joaquin Lujan
Managing Director, Cliffwater, LLC (Los Angeles)

Joaquin is a Managing Director of Cliffwater LLC and a member of our investment research team. Prior to joining Cliffwater in 2021, Joaquin was Co-Head of Alpha Strategies and Director of Rates and Credit with Public Employees Retirement Association of New Mexico, where his responsibilities included overseeing Alpha Profit Centers. Previous experience includes roles with the Treasurer's Office of New Mexico and Glass Lewis & Co. He earned a BA in Economics from Occidental College.



John Morabito
Senior Managing Director, Portfolio Manager, EnTrust Global (New York)

John Morabito is a Senior Managing Director at EnTrust Global and serves as the Portfolio Manager of the firm's Blue Sky Aviation strategy. Mr. Morabito joined the firm as a Managing Director in January 2018 with 17 years of prior experience in the industry. Before joining the firm, Mr. Morabito was Head of the Financial Institutions Group at CIT Group where he was responsible for the Commercial Aviation segment and managed a global team of 15 investment professionals. Mr. Morabito holds a BA in Finance from the University of North Carolina at Chapel Hill.



Allison Lam
Product Specialist in Institutional Asset Management, PGIM Private Capital (New York)

Allison Lam is a Product Specialist in Institutional Asset Management for PGIM Private Capital, located in Newark. She is responsible for Institutional Fundraising/Marketing for PGIM Private Capital's platform across U.S. institutional investors. She joined Prudential in 2019. Prior, she was at BlackRock covering global asset managers and hedge funds. Allison received her B.S. from the Haas School of Business, University of California Berkeley. She holds the Chartered Financial Analyst® designation.

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.



Participation Options

STANDARD PASS:

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

Early Bird: \$300 USD- *June 4th*

Pre-Registration: \$400 USD- *June 11th*

Standard: \$500 USD

FULL ACCESS PASS:

- **Pass**
 - 1 pass to 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 virtual event. Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

\$2,000 USD



Participation Options

COMPANY SPONSORSHIP:

- **Speaking Position**
 - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
 - 5 Company passes to event 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 allocation information

\$5,000 USD



Participation Options

PRESENTATION SPONSORSHIP:

- **Speaking Position**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Passes**
 - 5 Company passes to event 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 allocation information

\$7,500 USD



Participation Options

VIRTUAL ROAD SHOW SPONSORSHIP

- **Meeting Facilitation/ Post-Event Virtual Road Show**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
 - Carmo to put best effort of obtaining at least 15 LP/GP meetings with client and prospective LPs.
- **Speaking Position**
 - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
 - 5 Company passes to event 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 allocation information.

\$10,000 USD



Participation Options

EXCLUSIVE 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/Accounting sponsor

• Lead Branding

- Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.

• Speaking Opportunity

- 1 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).

• Meeting Facilitation/ Post-Event Virtual Road Show

- Select targeted LP attendees from previous events
- Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
- Carmo to put best effort of obtaining at least 15 LP meetings with client and prospective LPs.

• Passes

- 10 Company passes to web meeting and virtual networking/speed dating sessions.

• Networking App Access

- 10 Company passes to event networking app for 1 week.

• Attendee List

- Exclusive access to updated conference attendee list before, during and after the virtual event.
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

\$20,000 USD



By the Numbers...

- \$5+** Trillion AUM in attendance
- 250+** Total participants
- 125+** Institutional & Private Wealth Investors
- 125+** Investment Firms/ Funds
- 4** Industry Exclusive Panel Sessions
- 3** Hours of Private Virtual Networking/Speed Dating
- 2** Day Zoom Web Conference
- 7** Days of Slack networking tool access



In Attendance...

C-Level Executives

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

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.





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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