



Private Markets Distressed Web Meeting

ZOOM & SLACK

March 24th & 25th, 2021



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BUSINESS CASUAL ATTIRE



Private Markets Distressed Web Meeting

ZOOM & SLACK– March 24th & 25th, 2021

Dear Colleague,

With the flood of liquidity from central banks, some firms being able to take advantage of the moment, encouraging data and vaccines on the way, are there still opportunities to be had in distressed investing? If so, what are some cyclical opportunities that investors can take advantage of as we start to exit the current global health crisis? Were too many companies going through negative secular changes, artificially kept alive as a result of this liquidity? And are there some take-private opportunities to be considered? The aim of this Web Meeting is to connect and educate distressed-focused 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 issues and solutions to inequality in the private markets. Panel discussions to be covered include: Turnaround Investing, Distressed Securities, Distressed Debt Investing, Distressed Real Estate.

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

WEDNESDAY
MARCH 24TH – DAY 1

10:55 pm ET

Welcoming Address

Roy Salsinha, President, CEO, Carmo Companies

11:00 am ET

State of the Market: Turnaround Investing

How can investors differentiate between companies and industries that have been temporarily impacted by Covid and those companies and industries whose business models or customer demand has been permanently changed?

Moderator:

Joshua Adams, Managing Director, **OpenGate Capital**

Panelists:

Bruce Ou, Managing Partner, **GroveStreet**

Michael Livanos, Principal, **Stellex Capital Management**

Nainish Bapna, CIO, **Veddis**

12:00 pm ET

Opportunities in Public Distressed Securities

The pandemic has left several industries and many public companies in financial trouble. How can you tell which ones will bounce back with a broader economic recovery and which ones won't be able to recover? How do you pick the best place in the capital structure to invest? What kinds of situations offer the best opportunities? And how do you make sure you're on the right side of the trade?

Presenter:

Shelly Lombard, Member, Board of Directors, **Spartacus Acquisition Corp (SPAC)**, Alaska Communications, HC2 Holdings



Agenda Outline

WEDNESDAY
MARCH 24TH – DAY 1

1:00 pm ET

State of the Market: Distressed Debt Investing

- Default rates - current and projected
- State of the debt markets, interest rates, and refinancing risk
- Opportunities in specific industries - hotels, airlines, retail
- Activist investing - when a distressed opportunity requires an investor to take control in order to maximize value

Moderator:

Arnett James, Vice President, **Kennedy Lewis Investment Management**

Panelists:

Eric Green, Senior Advisor, **Upwelling Capital Group**

Albertus Rigter, Partner, **Astra Asset Management UK Limited**

Robert Burke, Chief Executive Officer and Chief Investment Officer, **Par-Four Investment Management**

John Bohill, Partner, **StepStone Group**

2:00 pm ET

Distressed Real Estate

The Coronavirus pandemic has caused a massive migration, and thus lowered inventory in many markets. This coupled with low interest rates, has actually increased demand in areas like residential real estate. At the same time, hospitality, office, and perhaps retail with dining and entertainment, can be expected to make a sizeable return when the health crisis subsides. Are there still opportunities to be had in the area of distressed real estate? What are some overlooked opportunities?

Moderator:

Pat Jackson, Chief Investment Strategist and Senior Portfolio Manager, **Sabal Investment Advisors, LLC**

Panelists:

Jeff Reinstein, Principal, **Geolo Capital**

Robert Crowter-Jones, Private Capital Team, **Saranac Partners**

Chris Dzurinko, Chief Investment Officer, **Lightning Tree Capital**



Agenda Outline

WEDNESDAY
MARCH 24TH – DAY 1

3:00 pm ET

Institutional Investor Panel

Pensions, endowments and investment consultants discuss their appetite for investing in distressed investments. How have they made room in their portfolios to allocate to this strategy. Where are they focused geographically, US, Europe, emerging markets?

Moderator:

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

Panelists:

Jeffrey Bush, Director, Illiquid Investments, **1888 Investments**

David Emerson, Senior Vice President and Principal, **LCG Associates**

Ping Zhu, CFA, CAIA, FRM, Portfolio Manager, Global Private Credit, Benefit Trust Investments, **Johnson & Johnson**

Anja Katharina Jegen, Senior Investment Manager/Private Equity, **Helaba Invest**

4:00 pm ET

End of Day 1



Agenda Outline

THURSDAY

MARCH 25TH – DAY 2

11:00 am ET

Distressed 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:

Stephen McClelland, Director of Credit Strategies, Virginia Retirement System
Byron Beene, Senior Portfolio Manager, KZVK-Dortmund
Katherine Seely, Investment Research Analyst, Hall Capital Partners
Wael Aburida, Managing Partner, Halo Investment Management
Gabriela Cohen, Head of PE and Private Debt, AFP Cuprum
Robert Crowder Jones, Partner, Saranac Partners
Feike van Eeghen, VP, Wilshire Associates
Tony Miller, Associate Wealth Manager, Schultz Financial Group
Michael Chimento, Senior Research Manager, Ballentine Partners, LLC
Albertus Rigter, Partner, Astra Asset Management
Scott Gosslee, Managing Director, ICP Group
Beau Olson, Director of Asset Acquisition, Della Parola Capital Management
Nabeel Laher, Head: International PE, Old Mutual
Gerry Fields, LL.B., J.D., President and General Counsel, Cornerstone Group Family Office
Andrew Kaufman, Managing Partner, ILBen Capital Management
Maria Aguirre, CEO, BLANCO SAFI S.A.C.
Mollie Mossman, Director, Harwood International
Phil Greenberg, General Manager, Pension Investments, US Steel and Carnegie Pension Fund
Gabriel Espana, Managing Director, Iskali Capital Group
Jesse Rodriguez, Associate, Upwelling Capital Group
Sam Mitchell, Associate, Artist Capital LLC
Joncarlo Mark, Founder, Upwelling Capital Group
Chin Chuan Wee, Director, Mermaid Ventures Pte Ltd
Ranjit Shahani, Partner, LifeSpan VC
Rachel Galvez, Senior Analyst, Kinneret Group, LLC
Leighton Zema, Head of Business Development, Terra Capital Partners

1:00 pm ET

End of Day 2





Sponsors

Founded in 2008, Atlantic Creek Real Estate Partners, LLC (“Atlantic Creek”) is a commercial real estate investment management firm with offices in New York, NY and Palm Beach, FL. Atlantic Creek targets “select opportunities” to acquire value-add or opportunistic, small and middle market multifamily, office, and other property types. The firm targets investments that exhibit a compelling basis with strong locational characteristics in high barrier-to-entry primary and secondary United States markets. Built on a foundation of commitment, discipline, and positive results, Atlantic Creek’s principals have in excess of 80 years of CRE experience and have contributed to over 250 CRE assignments totaling more than \$20 billion in estimated value, thereby gaining strong knowledge of a diversity of geographic locations, property types, and investment structures. By utilizing its network of relationships with owners, operators, and other capital market participants, Atlantic Creek pursues only those opportunities which are anticipated to provide the most attractive risk-adjusted returns.

Kennedy Lewis Investment Management LLC (“Kennedy Lewis”) is an opportunistic credit manager targeting event-driven and opportunistic financings across public and private markets and performing and stressed investment opportunities. Kennedy Lewis’ strategy primarily focuses on middle-market companies in the U.S. that are facing disruption, whether it be cyclical, secular or regulatory related or sparked by innovation. We also partner with high growth companies that are causing disruption, providing structured capital solutions to fit their needs. Kennedy Lewis is committed to serving as a partner to borrowers; we structure loans that set a company up to succeed and we will creatively tailor each investment to suit the needs of the company in a fiscally prudent manner. Through a rigorous and deep fundamental credit approach, complemented by established sector views, our portfolio construction concentrates on investments in sectors where capital can be deployed tactically to provide capital structure stability or, at times, fund growth.

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

Sabal Investment Holdings (“Sabal”) is the preeminent small balance commercial real estate (“CRE”) lending platform. Sabal launched in 2009 primarily to buy pools of distressed small balance loans + advise the FDIC. Today, Sabal manages over \$1bn across 3 institutional funds. Sabal is actively in market with a distressed fund (Sabal Strategic Opportunities Fund - “SSO Fund”), where they are currently taking advantage of compelling buying opportunities in commercial real estate (portfolios from failing banks, loans to distressed hospitality, financing to struggling REITs, etc.). SSO Fund has already raised roughly \$425m, with a target of \$600m and a hard cap of \$1bn. Sabal is backed by a number of large institutions and is targeting a final close for SSO in June 2021.



Investing in the Growth Engine of America®



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.

Stellex Capital Management LP is a private equity firm that invests in middle-market companies in North America and Europe through its offices in New York and London. We seek to identify opportunities where we can deploy capital to provide stability, catalyze operational improvement and foster growth. We work closely with high quality management teams to unlock and enhance the value of the underlying franchise.

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.

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.

Speakers



Joshua Adams
Managing Director, OpenGate Capital (Los Angeles)

Mr. Adams is based in the firm's Los Angeles office as Managing Director where he is responsible for all aspects of deal origination processes including identifying, originating, and qualifying new investment opportunities. Mr. Adams joined OpenGate in 2012 and is a member of the Investment and Portfolio Committee. Prior to joining OpenGate, Mr. Adams was a Vice President at Platinum Equity, leading the firm's European business development team out of London. Prior to Platinum, he was a Corporate Finance Executive at Mazars LLP where he was trained and certified as an ACCA accountant.



Bruce Ou
Managing Partner, GroveStreet (Newton)

Bruce is a Managing Partner of GroveStreet and a member of the firm's Investment Committee. He is active in a number of our client relationships and leads fund and direct investments across all segments of private equity and venture capital in the US and China with both proven and emerging teams. He works closely with clients managing the development of new portfolios as well as the wind-down of mature portfolios. Prior to joining GroveStreet, Bruce was with the Monitor Group, a leading strategy consulting firm, where he focused on M&A, due diligence, corporate finance and strategy engagements for both corporate and private equity clients in carve-outs, investment diligence, growth initiatives, balance sheet optimization and strategic turnarounds. His engagements spanned the US/Canada, China, London, and Israel.



Michael Livanos
Principal, Stellex Capital Management (New York)

Mr. Livanos is a member of Stellex's investment team. Prior to joining Stellex in 2014, Mr. Livanos was a Vice President at Barclays in the Restructuring and Finance Group. Prior to Barclays, Mr. Livanos was an Associate at Houlihan Lokey in the Financial Restructuring Group. Before that, Mr. Livanos worked at Citigroup's Corporate Headquarters and at Citigroup International within the finance and corporate development functions. Mr. Livanos currently serves as a director on the board of Custom Glass Parent, LLC, Dominion Hospitality Topco Limited and Fenix Parent, LLC. Mr. Livanos received his B.S. in Computer Science and Business Administration from Carnegie Mellon University and his M.B.A. from Columbia Business School. He is a member of the alumni advisory board of Carnegie Mellon's School of Computer Science and remains active with Columbia Business School's Private Equity Program.

Speakers



Nainish Bapna
CIO, Veddis (London)

Nainish Bapna has been CIO of a London-based SFO since 2012, where he works closely with the entrepreneur principal to invest across multiple asset classes globally. Direct investments include early stage companies, special situation equities, structured debt and a portfolio of real estate developments in the US, UK and UAE. Funds are used to give balance – long/short equity or more exotic exposure – for example CLOs and emerging markets. This wide remit suits his career experience – previously being an equity research analyst, entrepreneur in media, software and renewable energy companies (gasification and anaerobic digestion) and partner in an India-based technology transfer fund. Whilst Nainish has not used his MEng in Computer Science directly, it has enabled him to stay abreast of the software revolution and allows him to adapt and add value to new situations rapidly.

Shelly Lombard

Member, Board of Directors, Spartacus Acquisition Corp (SPAC), Alaska Communications, HC2 Holdings (Bloomfield)



Shelly Lombard has 30 years of experience analyzing and investing in high yield and distressed debt and special situation equities. After earning her MBA in Finance from Columbia University, she joined Citibank's leveraged finance group where she worked on the RJR Nabisco buyout, which at that time was the largest LBO in history. Later, she joined the high yield group at Drexel Burnham Lambert, the firm that essentially created the new issue market for junk bonds, in particular the use of junk bonds to finance LBO and hostile take overs. Shelly spent the next 25 years working on both the buy side and the sell side. She helped start the bank debt trading desk at Chase Manhattan Bank and ran a proprietary trading desk at Barclays Capital. She was involved in many high-profile bankruptcies and has served on several creditors' committees. From 2003 to 2010, she worked as a high yield analyst, covering the automotive industry. During the 2007-2009 downturn and the General Motors bankruptcy, Shelly was one of the most quoted analysts on Wall Street and often appeared in the New York Times, Wall Street Journal, and on CNBC. After leaving Wall Street, Shelly taught courses in distressed analysis, credit analysis, valuation, and investing to hedge fund clients and for the executive education programs at Columbia University and the Wharton School of Business. She currently works for a family office, analyzing distressed and value investments. She is also on the Board of Directors of three public companies, including a SPAC.

Arnett James

Vice President, Kennedy Lewis Investment Management (New York)



Arnett James was formerly a Senior Associate with Conway MacKenzie, responsible for providing restructuring advice to stressed and distressed corporations and municipalities, from 2018 to 2019. Prior to Conway MacKenzie, Mr. James was an Investment Banking Associate in the restructuring group with the Gordian Group, from 2016 to 2018. Prior to Gordian Group, he worked at Barclays Capital on the distressed and special situations trading desk, where he focused primarily on the metals & mining industry, from 2015 to 2016. Prior to Barclays, he was an Assistant Vice President in the commercial & industrial group at the CIT Group where he underwrote commercial and industrial senior secured loans, from 2010 to 2013. Mr. James began his career with the Gladstone Companies as an analyst in the portfolio management/workout group, from 2006 to 2010. Mr. James received a BS in Finance from Rutgers University and an MBA from the University of Chicago Booth 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.



Albertus Rigter

Partner, Astra Asset Management UK Limited (Zurich)

Albertus Rigter is a partner and member of the Investment Management Team. Mr Rigter joined Astra in Q1 2019 from LGT Capital Partners Ltd in Switzerland, where he was a Partner, Portfolio Manager of LGT's Crown Distressed Credit Opportunities Funds, Co-Head of Multi-Style Team, and Member of the Investment Committee. Before joining LGT in June 2008, Mr Rigter worked at Dexia Asset Management where from 2004, where he was responsible for event driven and emerging markets strategies and was a member of the investment committee. Prior to Dexia, Mr Rigter worked as a buy side analyst in emerging market equity at the asset management division of Banque Générale du Luxembourg (later Fortis Investments in 2003). Mr Rigter started his career in 1999 at Robeco Group, working in the securities lending department. Mr Rigter holds a Bachelor's degree in International Management from the International School of Economics Rotterdam and Groupe ESC Bordeaux, his Master's degree in Economics (Cum Laude) and a Master's degree in International Finance (Summa Cum Laude) from the University of Nancy II. Mr Rigter is also a CFA charter holder.



Robert Burke

Chief Executive Officer and Chief Investment Officer, Par-Four Investment Management (Woodcliff Lake)

Robert Burke is the Chief Executive Officer and Chief Investment Officer of Par-Four. He is responsible for risk management and heads Par-Four's Investment Committee. Mr. Burke brings over thirty-seven years of experience in the credit markets to the firm. Since founding Par-Four in 2003, Mr. Burke has managed various credit hedge funds and structured credit funds. In addition, he has held seats on the Boards of Directors for various companies both public and private. He has experience in credit analysis, leveraged loan syndication, high yield bond origination and distribution, risk mitigation, structured securitization and distressed restructurings sitting on various creditors committees. Prior to founding the firm, Mr. Burke spent twenty years working in various roles at investment banks. From 1996 through 2002, Mr. Burke held the position of Global Head of High Yield, Distressed, and Leveraged Loan Sales at Lehman Brothers. Before joining Lehman Brothers, Mr. Burke held positions in High Yield and Leveraged Loans, as well as Liability Management at Kidder Peabody and Dean Witter. He graduated from Villanova University in 1983 with a Bachelor of Science in Accountancy.

Speakers



John Bohill
Partner, StepStone Group (London)

Mr. Bohill is a member of the private debt team. He is also involved in the Firm's responsible investing initiative. Since Mr. Bohill joined StepStone in 2013, he has also been a director at Kish Capital, a distressed debt, real estate opportunities, and non-performing loan investor based in Dublin and Lisbon. Before joining Kish he acquired and operated several businesses on his own behalf, and was co-head of European technology and communications at BancBoston Capital, a principal private equity investor. Mr. Bohill graduated with first-class honors with a BBs in finance from Trinity College, Dublin.



Pat Jackson
Chief Investment Strategist and Senior Portfolio Manager, Sabal Investment Advisors, LLC (Corona del Mar)

Pat Jackson is Chief Investment Strategist and Senior Portfolio Manager of Sabal Investment Advisors, LLC ("SIH") Under Pat's leadership, Sabal has acquired over \$6B in assets on behalf of its clients and investors including the FDIC and other institutional partners. The firm has grown to include offices in locations across the United States. In addition to its investment business, Sabal's advisory/consulting business has completed over 175 bank valuation assignments including extensive engagements with the FDIC. Former CEO and founder of IndyMac Commercial Lending Corporation, which he developed and grew into a leading nationwide small balance commercial and multifamily lending platform with an annualized production of \$1B.



Jeff Reinstein
Principal, Geolo Capital (San Francisco)

Jeffrey brings a wealth of development experience- especially in the boutique and lifestyle hotel spaces- to his Principal role on acquisitions and development team. His responsibilities include overseeing and originating new investments in hospitality, multi-family and real estate technology sectors. Prior to joining Geolo, Reinstein held several positions at Geolo's legacy hospitality business, which was sold to Hyatt in 2018. Two Roads Hospitality, previously known as Commune Hotels + Resorts. While at Commune, Reinstein served as the Senior Director of Acquisitions and Development where his primary responsibilities included sourcing, acquiring, and negotiating management contracts and investment opportunities for each of Commune's unique hotel brands. Reinstein graduated from Cornell University with a B.S. from the school of Hotel Administration.

Speakers



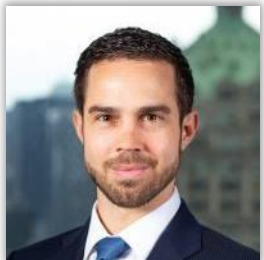
Robert Crowter-Jones
Private Capital Team, Saranac Partners (London)

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



Chris Dzurinko
Chief Investment Officer, Lightning Tree Capital (Denver)

Chris Dzurinko, CFA is the Chief Investment Officer for Lightning Tree Capital which oversees the operations and investments of a multi-generational single-family office. In addition to many passive investments in hospitality and mixed-use projects, the family owns and operates a diverse real estate portfolio including multi-family properties, agriculture, and various land holdings. Previously, Chris was a Partner and the Chief Investment Officer for IWP Family Office, a Denver-based multi-family office that provides investment and family office services to families across the U.S. Prior to joining IWP, Chris held multiple positions at private equity, institutional public equity, and real estate firms. Immediately preceding IWP, Chris was a senior financial analyst for the Alta Group, a boutique private equity firm serving the needs of two international single-family offices. Before that, he spent five years at JPMorgan and other Wall Street firms conducting sell-side equity research in the technology sector. Chris started his career at Ernst & Young as a real estate consultant. A graduate of Pepperdine University, Chris is a CFA charterholder.



Brett A. Hickey
Founder & CEO, Star Mountain Capital (New York)

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

Speakers



Jeffrey Bush
Director, Illiquid Investments, 1888 Investments (Denver)

Jeff works for 1888 Investments, a single-family office located in Colorado. Prior to joining 1888, Jeff led a corporate development team at Koch Industries in Wichita, Kansas. Prior to joining Koch, Jeff worked as a private equity investor at Summer Street Capital and DeltaPoint Capital, both in Western New York. Jeff began his career as an investment banking analyst at FBR & Co. in Arlington, Virginia. Jeff is a graduate of Ithaca College.



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.



Ping Zhu, CFA, CAIA, FRM
Portfolio Manager, Global Private Credit, Benefit Trust Investments, Johnson & Johnson (New Jersey)

Ping Zhu, CFA, FRM, CAIA, is Portfolio Manager at Johnson & Johnson's Benefit Trust Investments, responsible for making private investments for Johnson & Johnson's corporate pension funds. Before joining Johnson & Johnson, Ping served as Senior Associate Director at Verus Investments, responsible for investment due diligence and capital market research across a broad spectrum of asset classes and investment strategies. In addition, Ping is Adjunct Assistant Professor at Saint Mary's College of California, where he teaches graduate-level courses for the School of Economics and Business Administration.

Speakers



Anja Katharina Jegen

Senior Investment Manager/Private Equity, Helaba Invest (Frankfurt Rhine-Main)

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-March 12th

Pre-Registration: \$400 USD- March 19th

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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