



# Private Markets Middle East Web Meeting

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ZOOM & SLACK

July 28<sup>th</sup> & 29<sup>th</sup>, 2021



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



# Private Markets Middle East Web Meeting

ZOOM & SLACK– July 28th & 29th, 2021

Dear Colleague,

It is great pleasure that I invite you to the Private Markets Middle East Web Meeting. This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

Private investors in the region are uniquely placed to play a key role in the forthcoming economic transformation. The Middle East is home to some of the world's largest investors, with the 10 largest institutions in the region managing a combined \$3.71tn. In 2020, 200 cross-border deals were announced between Middle East-based investors and USA-based companies for a total \$85 Billion deployed. This data excludes the acquisition of SABIC by Saudi Aramco for approximately \$69 billion. The appetite for investment in North America and Europe should continue to accelerate, led by groups like Investcorp which plan to double their AUM in the coming years. The continued sophistication and need for diversification of Middle East based investors have led to the expansion of investment appetite across, Buyout, Secondaries, Venture/Growth and Real Assets. The purpose of this online conference is to connect and educate Middle East based institutional and family office investors with fund, direct and co-investment opportunities in the West. We hope you enjoy learning from and virtually networking with over 300 LPs and GPs involved in this niche, cross border opportunity.

We look forward to hosting you digitally!

Best,  
Roy Carmo Salsinha  
President, CEO  
Carmo Companies



# Agenda Outline

**WEDNESDAY**  
**JULY 28<sup>TH</sup> – DAY 1**

**15:00 Dubai Time**

## **Welcoming Address**

Roy Salsinha, President, CEO, Carmo Companies

**15:05 Dubai Time**

## **Middle East Family Office Perspectives**

- Current appetite for fund, direct and co-investment opportunities locally and Globally
- Preference on GP/LP structures and tax reporting changes/requirements
- The do's and don'ts of working with Middle East based FOs. A short lesson on Sharia Compliance.

Moderator:

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

Panelists:

Ahmed Al Saleh, Chairman & CEO, Masaleh Investments

Nabil Nazer, CEO, Alsulaiman Investments

Junaid Jafar, Investment Director - Financial Investments, Al Muhaidib Group

Mohamed Khashoggi, Managing Director, StepStone Group

**16:00 Dubai Time**

## **Seeking Unicorns in Private Markets**

Keynote Speaker:

Michael Lee-Chin, Founder and Chairman, Portland Holdings

Interviewer:

Ahmed Khalil, Principal, Relationship Management, Hamilton Lane



# Agenda Outline

**WEDNESDAY**  
**JULY 28<sup>TH</sup> – DAY 1**

**17:00 Dubai Time**

## **Arabian Appetite for Real Assets in Europe & US**

- COVID's disruption and impact on real estate asset classes in US & Europe
- Brexit Impact on European Real Estate
- Favorable structures for foreign capital sources
- Discussion on Inflation, Valuations and where real estate goes from here

**Moderator:**

**Grace Cheung**, CEO & CIO, TGIM Assets

**Panelists:**

**Vaughn Weatherdon**, Head of Real Estate Investment & Advisory, QInvest

**William H. Schwab**, Former Global Head of Real Estate, Abu Dhabi Investment Authority

**Mohamed Ali**, Managing Director, BMA Capital Corp

**Chase Chehadem**, Vice President, Capital Markets, Thor Equities

**18:00 Dubai Time**

## **Middle Eastern Perspectives on Venture Capital**

- COVID as an accelerant for digital transformation in E-commerce, Healthcare and Ed-Tech.
- The role of Crypto in investor portfolios.
- Middle Eastern LP appetite in VC funds, Fund of Funds and Co-Invests.
- Current state of Global VC (including Asia)

**Moderator:**

**Darwin Ling**, Founder & General Partner, Good AI Capital

**Panelists:**

**Himanshu Khandelwal**, Managing Director, Asas Capital Ltd.

**Manar Zarroug**, Managing Director and Founder, Omnia Ventures

**Brian DeFee**, Director, Top Tier Capital Partners

**Pranav Sharma**, Co-Founder, Woodstock Fund

**19:00 Dubai Time**

**End of Day**



# Agenda Outline

**THURSDAY**  
**JULY 29<sup>TH</sup> – DAY 2**

**16:00 Dubai Time**

## Platform Technology Eco-Systems Opportunities in the MENA Region

Keynote Speakers:

Amir Farha, Managing Partner, COTU Ventures

Talal Bayaa, CEO, Bayzat

Interviewer:

Ali Malihi, President, Founder and Managing Director, Back Bay Group

**17:00 Dubai Time**

## Middle East 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:

Andrew Kaminski, Vice President, Cliffwater

Mohamed Khashoggi, Managing Director - Business Development, MENA, StepStone Group

Nabil Nazer, CEO, Alsulaiman Investments

Ahmad Nehlawi, Principal, Northgate Capital

Vishnu Mohanan, Director - Private Markets, HRM Pension Plan

Lina Fathalla, Portfolio Analyst, KZVK

Nabeel Laher, Head International PE, Old Mutual

Naava Mashiah, CEO, ME LINKS

Manish Vekaria, Founder, ARQ

Min Shin, Managing Partner, Luna

Amr Nosseir, CEO, Hidden Brook Capital

Cathy Do, Director, Bin Zayed Venture

Elizabeth Holmes, Principal, The Martin Group

Nicos Mashias, Director, Albourne Partners

Kapil Pandit, Investment Associate, United Alsaqer Group

Jesse Rodriguez, Associate, Upwelling Capital Group

Junaid Jafar, Investment Director, Muhaidib Group

Mohamed Ali, MD, BMA Capital Corp.

Borhene BenMena, CEO, Shipa Delivery Agility

Khalil Hibri, Head of Business Development, Excelsa Properties

BJ Khan, Senior Advisor, Dominus Capital

Rima Batal, Principal, Hodes Weill UK LLP

Chin Chuan Wee, Director, Mermaid Ventures Pte Ltd

Taylor Bennett, Managing Principal, Wilshire Capital Partners, LLC

Nadine Milne, Chief Compliance Officer, Portland Investment Counsel Inc

Simon Potter, Director, Nanjia Capital

Mohsen Khairaldin García, Investments Director, Sharqiya Group

**19:00 Dubai Time**

**End of Day 2**





# Sponsors

Good AI Capital is a venture fund focusing on early-stage AI companies in Fintech, Healthcare, B2B Enterprise SaaS (Software as a Service). With a mission-driven thesis of doing well by doing good, we invest in technical founders who are keen on applying AI towards solving some of the acutest problems faced across industries. With our ample commercialization experiences as well as strong ties with industry leaders such as Novartis, Merck, and Illumina, we look for some of the most transformative IPs in Nanotech, Autonomous Driving, Robotics, CRISPR, Next Gen Sequencing, Gene/Cell Therapy, Microbiome and Precision Medicine, turning them into the most successful companies.

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.

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.

TGIM Assets is a niche London-based Real Assets Private Equity firm group specialised in real estate, digital infrastructure assets, renewable energy and energy transition related investments. Established since 2014, TGIM Assets and its Founder have combined decades of experience and track record in all key commercial real estate sectors and scaled development projects across spectrum of asset classes; and have executed and advised over billions of capital in private markets alternative investments. On real estate, we focus on major European markets including the UK whereas we have global coverage relating to the infrastructure segments. We thrive on customised investment structuring as PE sponsor/investor and on adding value to equity partners via expertise deal origination through to deep-dive due diligence and integrated asset management. Protection of capital, risk management, sustainability and well-researched investment approach are among our emphasis. Our sophisticated investment team, access to proprietary information, capability to do deals and robust underwriting approach help us create value for investors in any economic environment from distressed to core or trophy assets. Strong deal flow and considerably diverse deal types and asset classes are what appeal to our usual pool of LPs and new clients. Our professional execution and alignment-of-interest approach allow investors to benefit the most from what private markets have got on offer. We deliver, apart from the new funds, variety of deal investment structures that suit individual investors'/institutions' requirements. [www.tgimassets.co.uk](http://www.tgimassets.co.uk)



# Sponsors

Thor Equities is a global investment firm with a 35 year track record of investing in global urban mixed use real estate. The firm has AUM of \$9.2 billion and over 180 properties in addition to a realized IRR of 21.0% and 1.9x equity multiple over the past 20 years. Thor has offices in US, Mexico, the UK, Spain and France. The firm has a unique insight into commercial real estate markets and trends through its integrated business lines and activities. The firm's strategy is currently focused on Life Sciences and Last Mile Logistics through separate accounts, direct investments and funds.

Founded in 2019, Woodstock Fund is a multi-asset global investment fund, focusing on investments in Public blockchains, Decentralized Finance, Tokenization and Web 3.0 protocols. The Fund invests in equity, convertibles and tokens in both listed and unlisted space. Woodstock works at the intersection of technology and value creation alongside its portfolio companies to help them scale and grow their ecosystem. Their portfolio companies include Holochain, Elrond, Casper Labs, Brand Protocol, Marlin Protocol, Stafi, Frontier, Unilend, AllianceBlock, Covalent and Paraswap. Woodstock's mission is to unlock the potential of blockchain technology, creating immense investment opportunities that can offer multi-bagger returns to investors. Woodstock's core team consists of serial entrepreneurs and corporate leaders who have built companies from the ground up, achieved consumer traction, and successfully exited businesses. They also have operating teams in India and Southeast Asia.

# Keynote Speakers



**Michael Lee-Chin**  
Founder and Chairman, Portland Holdings (Canada)

Michael Lee-Chin is widely regarded as a visionary entrepreneur whose philosophy of “doing well and doing good” has resulted in extraordinary business success and inspiring philanthropic initiatives. Michael is founder and chairman of Portland Holdings, a privately held investment company that manages public equity and private equity and has an ownership interest in a collection of diversified businesses operating globally in sectors including financial services, insurance, consumer goods, media, tourism, agriculture, real estate development and targeted radionuclide therapy. Having acquired AIC Limited in 1987 with under \$1 million in assets under management, Michael grew AIC into the largest privately held mutual fund company in Canada with over \$15 billion in assets under management at its peak. Within the financial services industry, Michael, along with the Portland Private Equity team, currently manages the Caribbean Basin’s largest private equity vehicle. In 2002, Michael acquired the National Commercial Bank of Jamaica Limited (NCB) and its subsidiaries, which is now Jamaica’s largest financial services provider. The NCB Financial Group (NCBFG) today also owns almost 62% of Guardian Holdings Limited (GHL), the leading insurer of the Caribbean region. NCBFG also has a majority stake in Clarien Group Limited, the owner of Clarien Bank Limited in Bermuda. In addition to his interests in the financial services industry in the Caribbean, Michael currently serves as the Executive Chairman, Chief Executive Officer and Portfolio Manager for Portland Investment Counsel, the Portland group’s asset management arm in Canada which is focused on providing all wealth-seeking investors with access to unique opportunities to co-invest with the Portland Holdings group of companies in high quality private and alternative investments.



**Amir Farha**  
Managing Partner, COTU Ventures (United Arab Emirates)

Current CEO of COTU Amir Farha, the co-founder and Managing Partner of Beco Capital has bid farewell to the Dubai-based firm to focus on pre-seed and seed-stage investing. Amir had co-founded Beco Capital with his cousin Dany Farha (who also happens to be the co-founder of region’s leading careers platform Bayt.com) in 2012 to invest in early-stage startups in the Middle East & North Africa.



# Keynote Speakers



## Talal Bayaa CEO, Bayzat (Dubai)

Talal Bayaa is the CEO and co-founder of Bayzat, a UAE-based technology start-up that empowers businesses with smart and effective insurance & HR solutions. Launched officially in April 2013, the platform is the first one-stop-shop to offer a real-time comparison of health insurance rates in UAE and much more. The company has recently introduced HR Administration services that help companies automate all their admin work from data entry to managing employee records. As Chief Executive Officer, Talal is responsible for providing the vision, overall leadership and strategic management for the company as well as ensuring the highest quality of the services provided. Prior to setting up his own company, Talal worked for a private equity & corporate finance firm, followed by two years at an investment bank. After sensing an opportunity in the financial products market, Talal started Bayzat with his school friend and now co-founder Brian Habibi. The duo led Bayzat to where it is today and is now known widely as the company that provides insurance and smart HR solutions that simplify and empower lives with using world-class technology. Talal studied bioengineering at the University of California, Los Angeles, USA. He is a CFA Charter holder as well as finance, investment and banking expert. During his free time, the 29-year-old Palestinian-American entrepreneur enjoys being outdoors and travelling.

# 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.



**Ahmed Al Saleh**  
Chairman & CEO, Masaleh Investments (Kuwait)

Ahmed Fawzi Musaad Al Saleh graduated from Boston College in USA with major in Operations Strategic Management and Applied Statistics. He owns various responsibilities across several companies along with his cousins 24 C-suite individuals in all under Musaad Al Saleh Group a conglomerate based in Kuwait having its global presence with exposure across diversified sectors and Asset size of over USD\$ 1.5 Billion. Some of the companies under the group are MSS Contracting Co ([www.mss.com.kw](http://www.mss.com.kw)) a 1930s established Grade A Contractor, Al Massaleh Real Estate Co ([www.alamassaleh.com](http://www.alamassaleh.com)) and Tameer Real Estate Co ([www.altaameer.com.kw](http://www.altaameer.com.kw)) both of which are Kuwait Stock Exchange listed Entity holding a portfolio of residential and real estate buildings and several real estate projects within Kuwait and in the region. Musaad Al-Saleh Travel Agency <http://www.msstravel.net> one of the oldest Travel Agency in Kuwait, Al Massaleh Investments Co ([www.massalehinvest.com](http://www.massalehinvest.com)) manages portfolio direct as well as indirect of proprietary funds as well as for third parties both in the local/regional as well as international markets. Ahmed Al Saleh is the majority owner of Bayan School Kuwait, Fawzia Sultan International School, Fawzia Sultan Rehabilitation Centre which are non profit entities operating in Kuwait which is structured under FAWSEC ([www.fawsec.com.kw](http://www.fawsec.com.kw)). Currently he is the Chairman and CEO of Massaleh Investments, Vice Chairman of First Services Co for Administrative & Economic Consultancy Kuwait.



**Nabil Nazer**  
CEO, Alsulaiman Investments (Saudi Arabia)

# Speakers



## Junaid Jafar

Investment Director - Financial Investments, Al Muhaidib Group (Saudi Arabia)

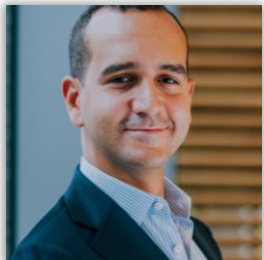
Junaid Jafar is the Investment Director responsible for Financial Investments at Al Muhaidib Group. With around 30 years of experience in investment banking and investment management, Junaid has worked for J.P. Morgan and Henderson Global Investors (now Janus Henderson) in London and Emerging Markets Partnership and Tadamon Capital in Bahrain. His experience includes both direct and fund investments across private equity, private credit and real estate in a diverse set of sectors in both emerging and developed markets. Junaid holds a Bachelor's degree in Economics and Political Science from Middlebury College in Vermont, USA and is a Chartered Accountant (ICAEW).



## Mohamed Khashoggi

Managing Director, StepStone Group (London)

Mr. Khashoggi is a member of the business development team, focusing on the Middle East region. Prior to joining StepStone, Mr. Khashoggi was Head of International Private Equity Fund Investments at SEDCO Capital headquartered in Jeddah, Saudi Arabia. Previously, Mr. Khashoggi worked for the National Commercial Bank where he was a Senior Corporate Banker in the Institutional Banking Group. Prior to joining NCB, he worked at Siraj Capital, a PE firm investing directly into portfolio companies in the GCC and Samba Financial Group in Saudi Arabia where he was a Relationship Manager in the Corporate Banking Department of the Bank and a member of the Credit Committee. Mr. Khashoggi received his BA in economics and art history from Columbia University.



## Ahmed Khalil

Principal, Relationship Management, Hamilton Lane (London)

Ahmed is a Principal in Hamilton Lane's Relationship Management Department, based in the firm's London office, where he is responsible for all aspects of European and Middle Eastern client relations including portfolio construction and strategic planning. Prior to joining Hamilton Lane in 2017, Ahmed was a Vice President at BlackRock Private Equity Partners, London, where he managed European and Middle Eastern clients as a product specialist and relationship manager. Ahmed began his career as a lawyer at Clifford Chance LLP's Energy and Infrastructure Finance division. Ahmed received a post-graduate LPC in Corporate Law from the College of Law of England and Wales (University of Law), London, UK. He is a qualified lawyer with the Solicitors Regulatory Authority and holds an Investment Management Certificate with the CFA Society.

# Speakers

## Grace Cheung CEO & CIO, TGIM Assets (London)

Grace established TGIM Assets in 2014 upon evolving the investment business of her family office. Prior to leading her private equity firm group, she spent two decades serving in top-executive, management and director roles in significant PLCs, family offices and big family trusts where she reported to the relevant Boards and UBOs direct. Her investment cum financier execution expertise and implementation management skills are far and wide whereas her real estate/real assets investment experience is deep and solid. Grace has overseen and executed hundreds of billions of investment capital as principal investor capacities. On real estate, she holds strong track record in significant development and investment projects across offices, residential, logistics, special industrial and hotel sectors. Whereas she has also established wide industry connections related to life sciences, digital technology, renewables and energy transition infrastructure investments. She was tertiary educated in land economics, finance, investment management and real estate surveying and holds M.Sc. Finance (University of London). She has been registered business valuer and chartered surveyor for over 25 years. Grace chairs the Board and the investment committee and is responsible for overseeing the investment strategy and portfolio construction.

## Vaughn Weatherdon Head of Real Estate Investment & Advisory, QInvest (Doha)

Vaughn Weatherdon is the Head of Real Estate Investment & Advisory at QInvest. In this role, he is responsible for allocating capital to international real estate opportunities, generating sustainable returns for clients based on their specific investment objectives. Vaughn also leads the Real Estate team in developing proprietary investment products that are designed to capture market trends. Since joining QInvest in 2011, Vaughn has concluded investment and advisory transactions totaling US\$ 1.5 billion and has played an instrumental role in successfully allocating funds across credit and multifamily assets, value add mixed-use portfolios and development assets in Europe, the US and the GCC. Vaughn has over 13 years of experience across real estate investing, financing, and advisory in the US, Europe, and the Middle East. He was previously based in Saudi Arabia as a Senior Manager within Samba Capital's Real Estate division. Prior to this, he worked at Wachovia (now Wells Fargo) in the US, as part of its real estate capital markets group. Vaughn holds a BA from the University of Virginia, USA and is a CFA Charterholder.

## William H. Schwab Former Global Head of Real Estate, Abu Dhabi Investment Authority

Bill Schwab has served as Global Head of Real Estate for the Abu Dhabi Investment Authority (ADIA) from January 2009 to June 2018. He was responsible for an investment portfolio comprising direct and indirect investments, public and private debt and equity, across global markets. Bill joined ADIA in January 2009 from JP Morgan Securities Ltd. where he was Managing Director for EMEA. Previously, he worked for Deutsche Bank, London, and Goldman Sachs, New York. Prior to his banking experience, he had worked in real estate development and construction, including service as a job superintendent, project manager and director of acquisitions and dispositions. Bill's educational background includes: MIT, BS economics; The Wharton School, MBA real estate finance; Temple University, MST taxation; Pennsylvania State University, Certificate construction technology. He is a CFA charter holder. Bill is now developing an investment entity – LCI Investment Company - that reflects a new approach to investing for large, low-constraint investors which emphasizes a high deployment pace, high returns, improved risk management and co-ownership of the value created in the company.

# Speakers



## Mohamed Ali

### Managing Director, BMA Capital Corp (UAE)

Mohamed Ali is a Managing Director at BMA Capital Corp. Prior to joining BMA, Mohamed lead the MENA Real Estate business at NBK Capital Partners and was a member of the Real Estate Investment Committee. Earlier in his career, he led the MENA Real Estate business at PineBridge Investments Middle East and worked with Arcapita and Gulf International Bank. Mohamed holds a Master of Engineering degree from Imperial College London and is a Certified FRM.



## Chase Chehade

### Vice President, Capital Markets, Thor Equities (New York)

Chase Chehade is Senior Vice President of Capital Markets at Thor Equities. He is responsible for the placement of equity for commercial real estate transactions in the United States and Europe in addition to expanding and managing Thor Equities' partner relationships. Mr. Chehade was previously head of acquisitions and capital markets for Soho Properties, a New York based owner operator and developer. Prior to that, Mr. Chehade spent 6 years at the investments banks Greenwich Group and Carlton Group focused on cross border investment from the Middle East and East Asia. Mr. Chehade graduated with honors from New York University with an M.S. in Real Estate.



## Darwin Ling

### Founder & General Partner, Good AI Capital (San Francisco)

Darwin Ling is the founding general partner of Good AI Capital, a mission-driven venture fund focusing on early-stage AI companies in Fintech, Healthcare, and B2B SaaS. Prior to that, he has been an entrepreneur with multiple exits, a technologist as well as an angel investor in successful startups such as SoFi . Most recently, Darwin served as the CTO and co-founder of SmarterMe, which aims to improve sales productivity by bringing AI / Intelligence to the flow of work. Counting enterprise customers such as Danaher ( Fortune 500 medical device ), Home Depot and GE, SmarterMe was recently acquired. Nominated as a distinguished alumnus of Purdue University, Darwin was featured as one of Purdue's Tech Titans and is serving on the leadership board for the School of Science

# Speakers



## Himanshu Khandelwal

Managing Director, Asas Capital Ltd. (United Arab Emirates)

Himanshu has 15 years of experience in investment management across asset classes. He has been with Asas since its inception managing the proprietary equity investments and has executed numerous private equity transactions. Currently he heads our investment and advisory teams focused on creating long term value for our clients. Prior to Asas Capital, Himanshu worked as a portfolio manager in India's largest financial services company, Kotak Securities with over US\$ 400 million assets under management. He also held analyst roles in reputable firms like CNBC and Bank of Baroda. He is a CFA charter holder and holds a Master's degree in Business Administration from IBS Hyderabad.



## Manar Zarroug

Managing Director and Founder, Omnia Ventures (United Arab Emirates)

Manar Zarroug serves as the Managing Director and founder of Omnia Ventures. Omnia creates exceptional value through private equity, venture capital investments and corporate advisory services. Our portfolio is developed through co-investment and active management. We invest and develop cross-border transactions and partnerships. Omnia started in Palo Alto CA in 2006 and in Abu Dhabi since 2010. Manar was a serial entrepreneur and founder of several companies in healthcare, agribusiness, and fintech in the UAE, US and Europe. He currently serves as non-executive director in private and publicly listed companies. Since founding Omnia, he led investments in healthcare, software, agri-business, fintech and biopharma. He is an active contributor to education and healthcare non-profit organizations delivering direct services to disadvantaged youth and women.



## Brian DeFee

Director, Top Tier Capital Partners (United Kingdom)

Brian DeFee is a Corporate Development Director at Top Tier Capital Partners. Mr. DeFee is based in the firm's London office and leads the firm's EMEA activities. Brian re-joined Top Tier in 2020 having worked with the team from 2006 to 2008. Prior to joining he was a Managing Director with Capstone Partners, a global private equity placement agent. DeFee has held other marketing and investment-related positions with Panda Power Funds, Commerce Street Capital, Capital Dynamics. Brian began his career in 2000 working with J.P. Morgan's Equity Capital Markets team in San Francisco. Mr. DeFee graduated from the University of Colorado at Boulder with a B.A. in Business Administration and a focus on Finance. He also earned an M.B.A. from the Thunderbird School of Global Management with an emphasis on International Finance.

# Speakers

## Pranav Sharma

### Co-Founder, Woodstock Fund (India)

Pranav is a seasoned professional, with over fifteen years of leadership experience, who firmly believes that for individuals, entrepreneurs and enterprises to build successful and financially sustainable businesses, financial well-being and wellness rests at the core of such success. Pranav's professional experience is instrumental in guiding him towards his current role as the Co-founder and Managing Partner of Woodstock Fund ([www.woodstockfund.com](http://www.woodstockfund.com))<sup>1</sup>. In addition, to his role at Woodstock Fund, Pranav is also Managing Partner at Alpha Omega Capital Partners<sup>2</sup> and Advisor to Alliance Block<sup>3</sup> and Orion Protocol<sup>4</sup>. During his professional journey, Pranav has taken on leadership roles covering functions and verticals such as business development, sales and distribution, asset management, private equity and insurance. During his initial years, he gained experience in manufacturing and renewable energy space<sup>5</sup> both as an engineer and as an investment professional. Thereafter, he was part of several strategic roles in the financial services sector<sup>6</sup> which ultimately led him to becoming the pan India Head of SME business<sup>7</sup>.

## Ali Malihi

### President, Founder and Managing Director, Back Bay Group (Boston)

Ali Malihi is a 34-year veteran of the financial services and venture capital industry, with solid experience in asset management, corporate finance, venture capital and buyout and incubation stage entity formation. In the past two decades he has created a global network of sophisticated institutional and family office capital sources from the MENA Region. His network includes family offices and institutions such as banks, investment banks, pension and endowment funds as well as sovereign wealth funds and their surrogate funds. As Co-Founder and Managing Director of Back Bay Management Consulting Group, Inc., a privately held financial advisory and consulting company, he has assisted several companies with their strategic positioning, corporate finance and capital formation issues. His activities have been targeted toward small to mid-size U.S. companies and certain institutional investors in the U.S., Europe and the Middle East. Ali has co-founded start-ups, established marketing infrastructures, explored market opportunities in the emerging and developing countries and helped with the capital formation at various levels of funding for several companies. For a number of these organizations, he has also served as a member of their top management team and of their respective boards. Ali's expertise as a seasoned Certified Financial Planner (CFP) in the 80's and 90's has helped him develop/enhance his two decade career and experience within the financial services industry. Also as a Certified Investment Management Analyst (CIMA), he managed portfolios on behalf of high net worth investors and family offices. His work experience includes a long tenure as Senior Vice President at the Chairman's Council with Paine Webber (currently UBS <http://www.ubs.com/>) and a shorter time with Lincoln Financial Group (<http://www.lfg.com/>). Ali has a B.S. in Mechanical Engineering from University of Massachusetts-Lowell and an MBA in finance from Boston University. He is multilingual and currently serves on a non-profit advisory board in Boston.

# 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- July 16th

Pre-Registration: \$400 USD- July 23rd

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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