



THE PRIVATE MARKETS SECONDARIES MEETING

The Santa Monica Proper Hotel, Santa Monica, CA
February 12th & 13th, 2024

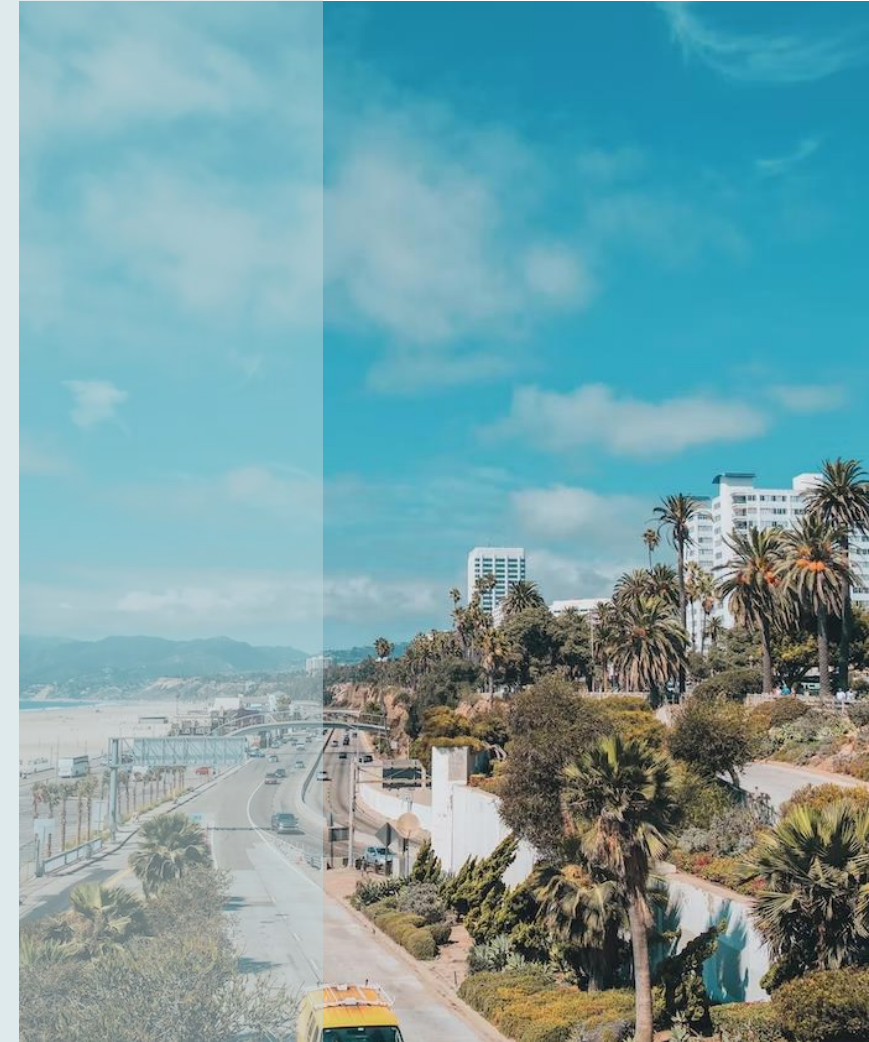
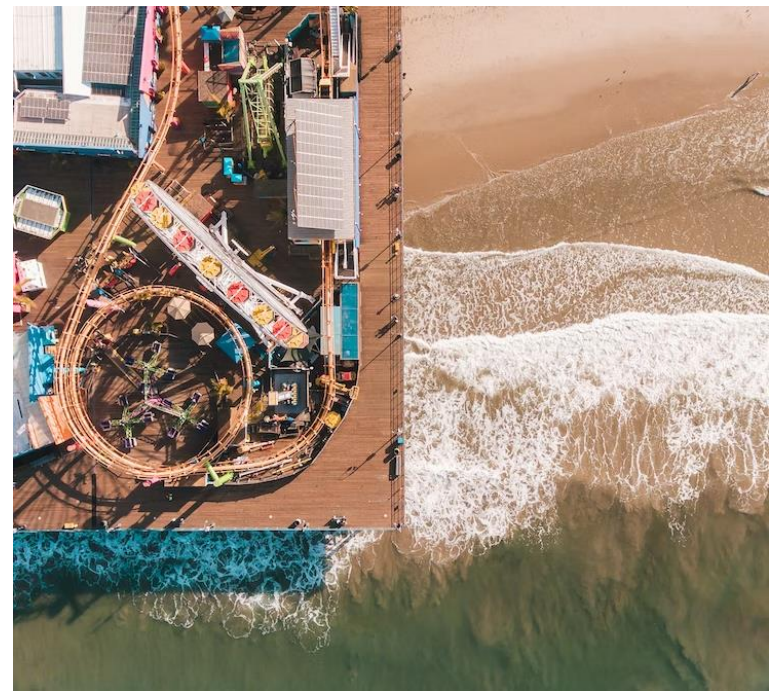
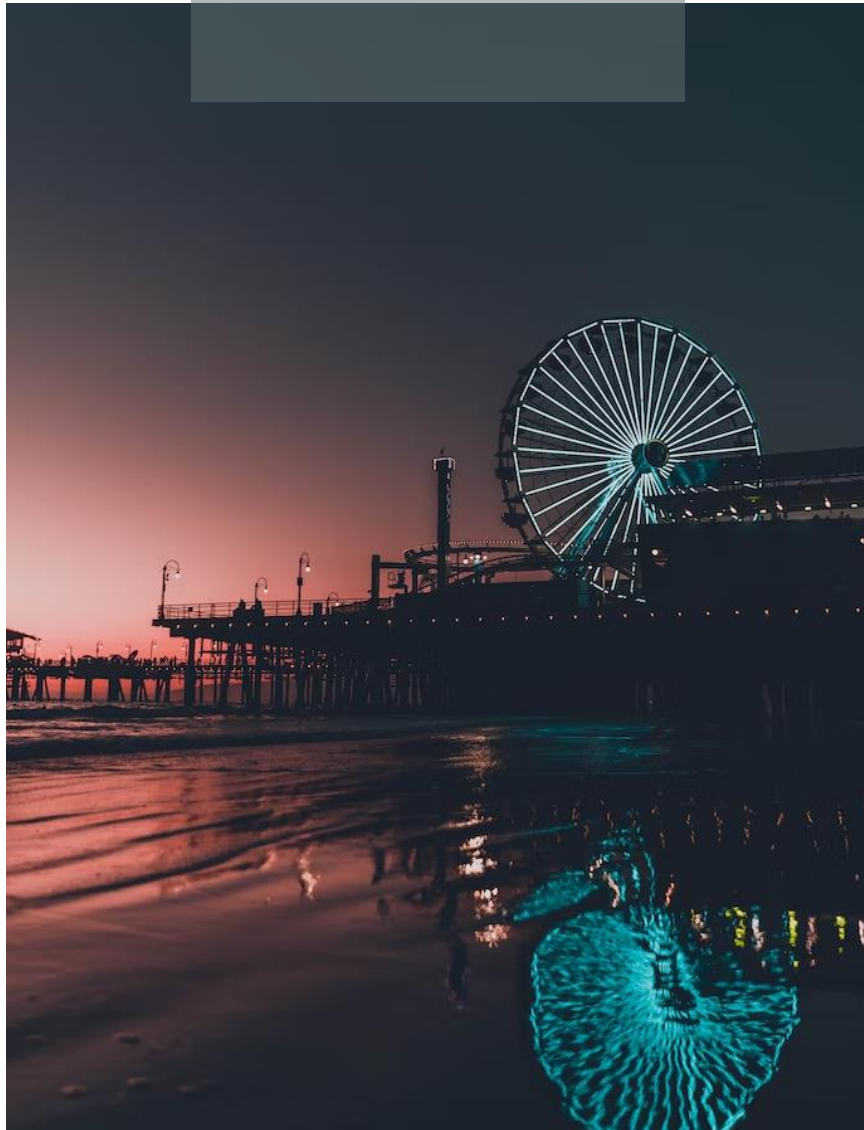


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THE PRIVATE MARKETS SECONDARIES MEETING

THE SANTA MONICA PROPER HOTEL, SANTA MONICA, CA
FEBRUARY 12TH & 13TH, 2024

Dear Colleague,

It is with great pleasure that I invite you to the 4th Annual Private Markets Secondaries Meeting. This is the only secondaries specific conference on the west coast. The aim of this Conference is to connect and educate institutional investors, asset owners, and investment managers on secondaries strategies across the various sectors of private markets. Our meeting brings together over 200 senior level investment professionals that will join us to network and discuss the recent evolution of secondaries, including current investment opportunities, structures, performance across secondaries in private equity, venture capital, credit and real assets.

We look forward to hosting you in Santa Monica.

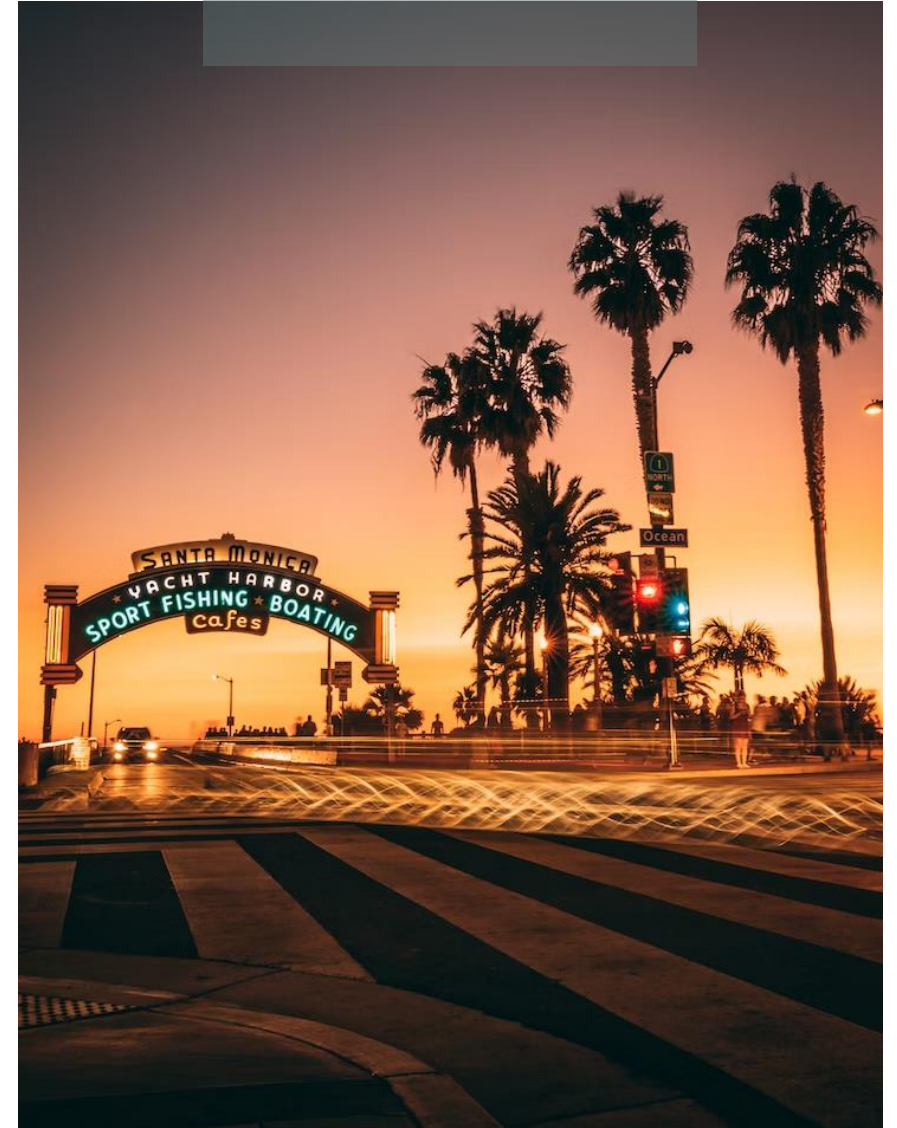
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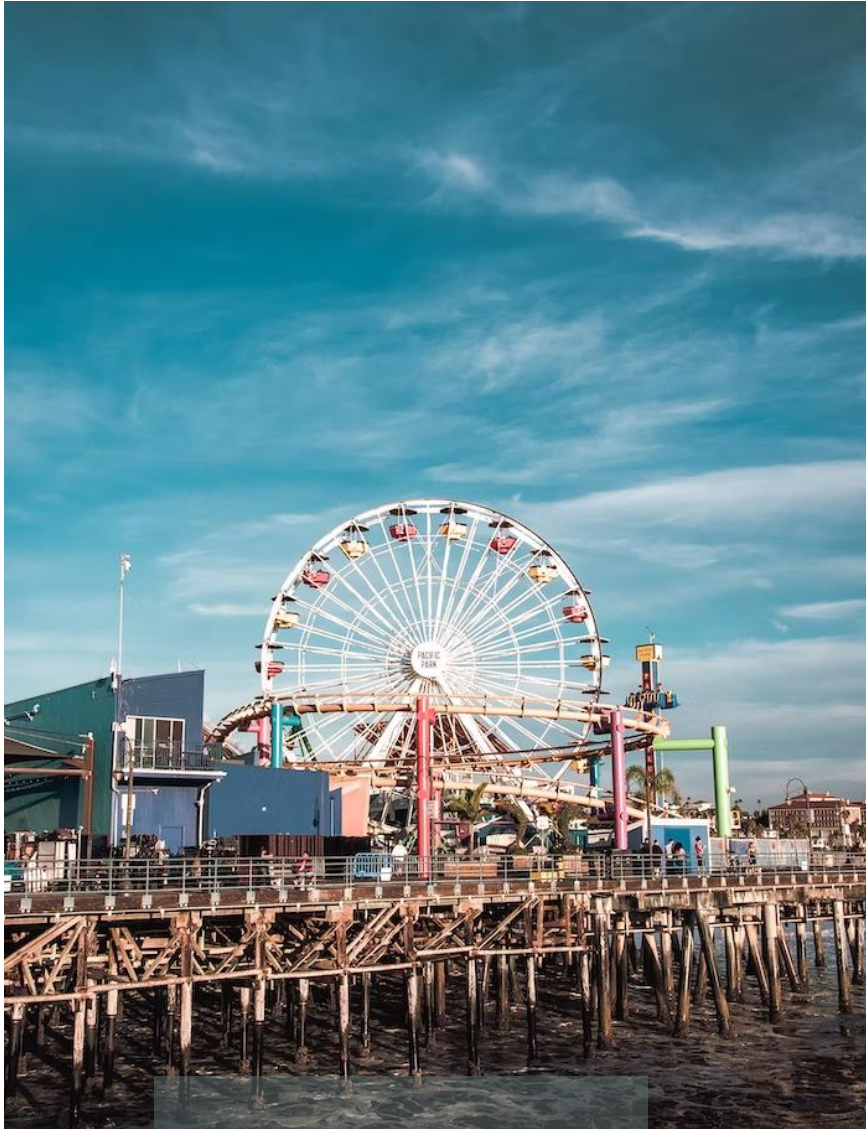
Roy Carmo Salsinha
President, CEO
Carmo Companies



BY THE NUMBERS

- \$5+ Trillion AUM in attendance
- 200+ Total participants
- 100+ Institutional & Private Wealth Investors
- 100+ Investment Firms/ Funds
- 5 Industry Exclusive Panel Sessions
- 5 Hours of Networking
- 1 Full day Conference
- 1 Pre-Event Networking Cocktail





IN ATTENDANCE

C-Level Executives

- Corporate Pension Funds
- Endowments
- Foundations
- Private Equity Funds, Venture Capital Firms, Real Estate Firms,
- Hedge Funds
- Public Pension Funds
- 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



LEAD SPONSOR



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.



SPONSORS



Based in Manhattan Beach, Accelerate Sports is a boutique investment bank focused on professional sports teams & leagues and sports-related businesses. Our services include sell-side and buy-side M&A, sell-side and buy-side team equity sales, raising capital, league expansion, and financing sports real estate projects. Accelerate Sports is one of the top investment banks in the Sports sector. Between 2019 and 2023, Accelerate Sports closed 14 transactions (2 control and 12 limited partner) for team owners in the NBA, Major League Soccer, NHL, MLB, and European Football. Several of these were landmark transactions that have helped diversify sports ownership. Accelerate Sports is a team of former college and professional athletes that take pride in their ability to negotiate and facilitate closings of win-win transactions for clients at the highest level of Sports and Business.



Accuidity is an asset management firm with a vision to bring ACCESS, LIQUIDITY, and TRANSPARENCY to private market investing via a suite of institutional index funds. Accuidity was founded by Vince Gubitosi and Mark DeNatale, executives with 50+ years of combined institutional experience across both the public and private markets. Accuidity has developed an institutional platform to bring superior private market returns to a broad group of investors. It combines index construction expertise, leading proprietary private market data and analytics, a proprietary sourcing ecosystem, and premier institutional service providers.



Carbon Infrastructure Partners ("CIP") is a private equity firm targeting risk-adjusted returns in the oil & gas sector and in the industrial decarbonization sector. Our distinct and separate strategies target early-stage companies in the upstream oil & gas sector in Western Canada and growth equity capital for companies pursuing industrial decarbonization. CIP was founded in 2002 and has invested \$1.4 billion into 65 early-stage oil & gas companies via six primary funds and two GP-led secondary funds. CIP is registered in Canada as an Investment Fund Manager, Portfolio Manager & Exempt Market Dealer.



Chisos invests in Human Ventures - These are forward-thinking entrepreneurs, dynamic athletes, and influential creators who are sculpting the economy of the future. Chisos is a structured finance company that provides capital and resources to those individuals who have the potential to create significant value. Every investment we make is structured to protect principal while also capturing upside returns from professional sports contracts, company IPOs, lucrative sponsorship deals, royalty streams and other career-defining events. Leveraging a proprietary sourcing ecosystem and our technology infrastructure, Chisos meticulously evaluates and underwrites the future earnings potential of these individuals. With over four years in operation and more than 60 investments closed, we have proven the model works and the returns are strong. Our investors gain access to a unique, uncorrelated asset class: diverse earning streams from a portfolio of highly talented individuals.



SPONSORS



Since 1990, Coller Capital has been a forerunner in secondaries investing, remaining proudly independent throughout. Our consistent performance has made us a partner of choice for investors and we continue to push the boundaries of what's possible in private equity and private credit. We are a global, close-knit team wholly focused on secondaries, and we invest with confidence and care.



FELICITAS GLOBAL PARTNERS

Felicitas Global Partners, LLC ("FGP") is an alternatives investment firm that manages investment vehicles focused on private credit and structured secondary solutions. Our credit-oriented approach to secondaries provides GPs and LPs with highly flexible structured liquidity in the form of NAV Loans, Preferred Equity, Individual Company Collateralization, and equity purchases via continuation funds or secondary-direct transactions. FGP has offices in Pasadena, California, and Toronto, Canada and manages over \$800 million in AUM as of September 30, 2023.



Foley & Lardner's Fund Formation & Investment Management (FFIM) practice group offers a full suite of services to GPs and LPs. Our deep bench of corporate funds attorneys is complimented by integrated specialists across multiple practice disciplines, including tax, ERISA, finance and transactions. We understand the business objectives, dynamics and trends of GPs, LPs and the entire private funds industry. Our 40+ person team of dedicated funds attorneys routinely provide transactional advice to both buy-side secondary firms and institutional sellers, from strategic advice on broker selection and LOI negotiation, to portfolio diligence, transaction terms and closing execution. Our traditional LP stakes secondary practice is complemented by our representation of sponsors and lead investors alike in middle-market GP-led secondary transactions, including continuation vehicles, strip sales and tender offers. In addition, we focus on asset manager M&A for private fund sponsors and routinely represent sponsors and both strategic and financial investors in this area.



Forge (NYSE: FRGE) is a leading provider of marketplace infrastructure, data services and technology solutions for private market participants. By combining world-class trading technology and operating expertise, Forge Markets enables private company shareholders to trade private company shares with accredited investors. Forge Company Solutions, Forge Data and Forge Trust along with Forge Markets help provide additional transparency, access and solutions that companies as well as institutional and accredited investors need to confidently navigate and efficiently transact in the private markets. Securities-related services are offered through Forge Securities LLC ("Forge Securities"), a wholly-owned subsidiary of Forge. Forge Securities is a registered Broker Dealer and Member of FINRA/SIPC, an alternative trading system.



SPONSORS



HQ Capital is a global private equity specialist that has deployed \$10.5 billion of capital into globally and regionally focused private equity investments on behalf of its funds and separate accounts since 1989. As of September 30, 2022, the firm has invested in 810 funds and direct companies alongside 293 fund managers across North America, Europe, and Asia. HQ Capital's investments include private equity primary funds, secondary funds, and co-investments along relationship deal sponsors. With around 80 employees based in New York, Bad Homburg and Hong Kong, HQ Capital leverages local relationship networks and market knowledge to provide clients with sustainable value creation, diversification, attractive risk-adjusted returns, and responsible investing strategies alongside leading global private equity managers.



ICG provides flexible capital solutions to help companies develop and grow. We are a leading global alternative asset manager with over 30 years' history, managing c. USD80 billion of assets and investing across the capital structure. We operate across four asset classes: Structured and Private Equity, Private Debt, Real Assets, and Credit. We develop long-term relationships with our business partners to deliver value for shareholders, clients, and employees, and use our position of influence to benefit the environment and society. We are committed to being a net zero asset manager across our operations and relevant investments by 2040. ICG is listed on the London Stock Exchange (ticker symbol: ICP). Further details are available at www.icgam.com.



Lockton Transaction Liability or "TL" is the certain solution for representations and warranties insurance, tax insurance, and intangible asset and contingent risk insurance. From the earliest days of transaction liability insurance through its current widespread utilization, the members of the Lockton TL team have been the go-to call for dealmakers transacting throughout the Americas. No group of professionals has advised on more transactions, equipping our team with the market knowledge, leverage and expertise to provide clients with the most effective advice for their deals, significant investments and material risks.



Founded in 2005, LSV Advisors is an SEC-registered investment advisor specializing in providing customizable and flexible liquidity solutions for GPs, LPs, and private market funds. LSV's value-oriented, high margin of safety strategy has had a successful 15-year track record across six fund vintages for institutional and family office clients. LSV is known for its expertise in executing bespoke liquidity solutions for complex GP solutions, including continuation vehicles, LP tenders, and structured transactions.



SPONSORS

Manulife Investment Management

Manulife Investment Management is the global wealth and asset management segment of Manulife Financial Corporation. We draw on more than a century of financial stewardship and the full resources of our parent company to serve individuals, institutions, and retirement plan members worldwide. Headquartered in Toronto, our leading capabilities in public and private markets are strengthened by an investment footprint that spans 17 countries and territories. Our private markets strategies include private equity and credit, real estate, infrastructure, timber, and agriculture. Responsible stewardship is integral to our business and culture, and we seek to be a global leader in creating long-term, sustainable, value for our stakeholders.



Montana Capital Partners (“mcp”) is an established global private equity secondaries investment manager with a focus on the mid-market. With offices in Zug, Switzerland and New York, mcp acts as advisor to five secondary funds with total AUM of US\$3.5 billion. The firm also provides primary fund advisory services for select clients. All mcp funds were oversubscribed and closed at their hard cap. mcp pursues a differentiated investment approach centered on proactive sourcing, customization of liquidity solutions for counterparties, mitigation of the risk profile of its transactions, and focus on the secondary mid-market. mcp's team of more than 35 professionals has invested in over 120 transactions since inception. In 2021, mcp joined the PGIM platform to strengthen its market positioning and global footprint. The firm benefits from PGIM's global network and expertise, while providing access to a new and differentiated investment opportunity to PGIM's clients. For more information visit www.mcp.eu.



NewView Capital (NVC) empowers entrepreneurs, venture capitalists, and investors with the freedom to drive continual innovation and sustainable growth. With over \$2.4 billion in assets under management, the firm pairs flexible capital with operational excellence to build enduring, industry-defining companies. NVC offers direct investments and curated portfolio acquisitions in mid- to growth-stage opportunities, with an emphasis on B2B software as a service (SaaS), fintech, consumer internet, and artificial intelligence (AI). The NVC portfolio includes Plaid, Duolingo, Forter, Hims & Hers, MessageBird, and Scopely.



Schroders Capital provides investors with access to a broad range of private asset investment opportunities, portfolio building blocks and customized private asset strategies. With over \$96 billion assets under management, we offer a diversified range of investment strategies, including real estate, private equity, secondaries, venture capital, infrastructure, securitized products and asset-based finance, insurance-linked securities and impact investing. Our culture is characterized by performance, collaboration, innovation, and integrity, and we value diversity and inclusion. As part of Schroders, we build on an established heritage, going back over 200 years, a long-term orientation and an adherence to strong values.



SPONSORS



Founded in 2010, Star Mountain Capital is a lower middle-market direct lending manager focused on two investment strategies: 1) providing debt and equity capital to established, growing small and medium-sized companies; and 2) purchasing LP positions, generally at a discount, from other investors in lower middle-market funds. Star Mountain manages +\$3 billion of AUM through funds and SMAs for some of the world's most sophisticated investors, including individuals, family offices, insurance companies, wealth managers, endowments / foundations, and pension plans. Star Mountain is 100% employee-owned and 100% of employees share in the investment profits across 90+ full-time team members and senior advisors/operating partners. Star Mountain's specialty is helping grow privately-owned businesses, both organically and through acquisitions, that have at least \$15 million of annual revenues and under \$50 million of EBITDA. Star Mountain has closed over 135 direct investments and 25 secondary / fund investments since its inception.



StepStone Group Inc. (Nasdaq: STEP) is a global private markets investment firm focused on providing customized investment solutions and advisory, data and administrative services to its clients. StepStone's clients include some of the world's largest public and private defined benefit and defined contribution pension funds, sovereign wealth funds and insurance companies, as well as prominent endowments, foundations, family offices and private wealth clients, which include high-net-worth and mass affluent individuals. StepStone partners with its clients to develop and build private market portfolios designed to meet their specific objectives across the private equity, infrastructure, private debt and real estate asset classes.



Working with clients across the alternative investment community, including over 2,500 funds, Weaver knows how to deliver services with efficient processes that relieve your operational stress. We have decades of experience in accounting, tax and regulatory reporting, valuation of complex financial instruments, and development of strong internal controls. When it comes to your audit, tax and advisory needs, Weaver helps you fulfill your due diligence and compliance obligations while managing risk and cost with comfortable transparency.



Alex Shivananda

Partner and Managing Director, Cambridge Associates (Menlo Park)

Alex is a Partner and Managing Director at Cambridge Associates based in Menlo Park. Alex holds leadership roles in secondaries as well as co-investments, working with fund managers, investment teams, and clients on a global basis to source, assess, and transact on investment opportunities. Alex has over 20 years of direct private investment experience and has been with Cambridge Associates since 2016. He has worked internationally with a range of private equity investors and is experienced as a buy-side principal, M&A advisor, and operator of private equity and venture backed businesses. Previous experience includes serving as a Managing Director and office head at HgCapital, a technology sector-focused private equity firm with over \$55 billion AUM, and as an advisor to other private equity firms. Prior experience includes M&A and management consulting.



Joncarlo Mark

Founder, Upwelling Capital Group (Sacramento)

Joncarlo R. Mark is founder of Upwelling Capital Group LLC, an investment adviser that provides capital solutions to premier institutional investors. Prior to forming Upwelling in 2011, Joncarlo was a Senior Portfolio Manager in the Alternative Investment Management (AIM) Program at the California Public Employees Retirement System (CalPERS). CalPERS is the largest US public pension fund, with over \$400 billion in overall assets. From 2007 to 2010, Joncarlo served as Chairman of the Board for the Institutional Limited Partners Association (ILPA), whose 250-member institutions at the time managed more than \$1 trillion of private equity capital. He continues to serve as a faculty member for the ILPA Institute, which provides executive education to its membership. From 2014 to 2020, Joncarlo was a trustee for the University of California Davis Foundation and held the role of Finance and Investment Committee chair from 2017 to 2019. From 2012 to 2018, he was also on the Board of Directors for AltExchange Alliance, an industry group dedicated to implementing standardization of financial reporting in private equity. Prior to joining CalPERS in 1999, Joncarlo spent six years with Premier Farnell PLC, a global industrial products manufacturing and distribution company. Joncarlo earned an MBA from the Graduate School of Management at the University of California Davis and received a BA from the University of California San Diego.



Charlie Grimes

Managing Director, Head of Global Capital Markets, Forge (New York)

Charlie Grimes, CFA, is a Managing Director and Head of Global Capital Markets at Forge Global, a leading provider of private market trading services, data, and technology. In his current role he oversees the day-to-day activities on the secondaries transactions desk which has facilitated trades in over 500 private companies and partners with Forge Global Advisors, Forge Global's RIA, which manages Funds on more than 80 private company cap tables for 1,800+ LP's. Charlie has more than a decade of experience in the private markets – he previously worked at SharesPost as a Private Securities Broker and Head of their New York Office before joining Forge in 2021. Prior to embarking on a career in the private markets, he worked in sales and distribution at Pacific Investment Management Company (PIMCO) and Investment Management for Ultra High Net Worth Individuals and Family Offices at Wells Fargo Family Wealth.



Sindhu Rajesh

Partner-in-charge, Alternative Investment Funds, Weaver (Manhattan Beach)

Sindhu Rajesh has over 21 years of audit, review and compilation experience, focused primarily on the alternative investment services industry. Before joining Weaver in 2015, she spent 15 years with Rothstein Kass (now KPMG), providing services to venture funds, private equity funds, real estate funds and hedge funds. She is also experienced in audits of private foundations, trusts, entertainment and manufacturing clients. Sindhu is a frequent speaker on topics including due diligence for fund managers, real estate structures, valuation, accounting and audit updates. She is a member of the American Institute of Certified Public Accountants, the California Society of CPAs and the Association of Certified Fraud Examiners. Sindhu graduated with a Bachelor of Commerce with an emphasis in Accounting and Auditing from Bombay University, India.



Saul Diamond

Co-President, LSV Advisors (New York)

Mr. Diamond serves as Co-President and an Investment Committee Member at LSV. Mr. Diamond joined LSV in July 2007 where he has been involved in all aspects of the firm's activities: management, capital raising, investment analytics, transaction sourcing and operations/legal. He has been heavily involved in the analysis, negotiation and documentation of all of the 390+ transactions consummated in the special situations fund business since inception. In 2002, Mr. Diamond moved into the hedge fund industry with his own company, Diamond Capital Partners, LLC, where he worked with several different funds on a variety of projects. From 1996 to 2002, Mr. Diamond worked at Value Added Capital, LLC where he focused his efforts on US small cap buyouts. Prior to Value Added Capital, Mr. Diamond worked at The Blackstone Group L.P. as an Associate, focusing on both private equity and M&A transactions. From 1988 to 1990, Mr. Diamond was an M&A Analyst for Drexel Burnham Lambert in New York. Mr. Diamond began his career as an Analyst at Citicorp in 1987. Mr. Diamond received his BA in Liberal Arts from Northwestern University in 1987 and his MBA from Columbia Business School in 1992.



Xavier A. Gutierrez

President, Chief Executive Officer & Alternate Governor, Arizona Coyotes Hockey Club (Scottsdale)

Xavier A. Gutierrez is CEO of the Arizona Coyotes NHL franchise, and the only Latino currently leading a major American sports team. During his 30+ year career, he has served as an investor, principal, and dealmaker at a wide array of organizations, including Clearlake Capital Group, The Meruelo Group, Phoenix Realty Group, Latham & Watkins, Lehman Brothers and the NFL. Mr. Gutierrez has been profiled in national media outlets including Bloomberg, ESPN, Fast Company, Forbes and The New York Times. He serves on the Boards of organizations such as the Commercial Bank of California; ARCTOS Northstar Acquisition Corp (NYSE: ANAC); Janus International Group (NYSE: JBI); Trinitas Capital Management; the Arizona Community Foundation (ACF); the Aspen Institute Latinos & Society Program, the Hispanic Scholarship Fund and SUMA Wealth, where he is a Co-Founder and serves as Chairman of the Board. Mr. Gutierrez currently serves as a Professor of Practice at Arizona State University's W.P. Carey School of Business. He received his Bachelor of Arts cum laude from Harvard University, and a Doctor of Jurisprudence from Stanford Law School.



Alex Dauria

Senior Portfolio Advisor, Aksia (Boston)

As a Senior Portfolio Advisor, Alex is a member of the Portfolio Advisory team in the Americas responsible for their alternative investment programs. Alex also focuses on business development efforts and marketing initiatives within North America. Prior to joining Aksia in 2021, Alex was a Director in the Capital Formation group at Castlelake, and previously was a Vice President on the Investor Relations team at Bain Capital Credit. Prior to that, he was a Consultant Relations Analyst at Loomis, Sayles & Company. Alex started his career in 2010 at Cambridge Associates. Alex graduated from the Wake Forest University with a BA in Economics.



Kort Schnabel

Partner, Co-Head of U.S. Direct Lending, Ares Management Corporation (Los Angeles)

Mr. Schnabel is a Partner in the Ares Credit Group and serves as Co-Head for U.S. Direct Lending, serving on the U.S. Direct Lending Investment Committee. Additionally, he serves as Co-President of Ares Capital Corporation (Nasdaq: ARCC). He also serves on the Ares Sports, Media and Entertainment Investment Committee and acts as a co-lead for the strategy. Prior to joining Ares in 2001, Mr. Schnabel was in the Corporate Development Group at Walker Digital Corporation, a business and technology research and development firm, where he was responsible for corporate finance, merger and acquisition and strategic planning activities. Previously, Mr. Schnabel was in the Corporate Finance Group at Morgan Stanley, where he performed financial analyses for mergers and acquisitions, leveraged buyouts and equity/debt offerings. Mr. Schnabel holds a B.A., cum laude, from the University of Pennsylvania in Economics.



Jamie Quinn

Principal, NewView Capital (San Francisco)

Jamie is an experienced advisor and investor in high-growth, technology-driven companies. At NewView Capital (NVC), he helps curate strategic portfolio acquisitions, with a focus on growth-stage companies in SaaS and fintech. Prior to joining NVC, Jamie led private investments at Islet Management, guiding companies as they looked to enter the public markets. Previously, he worked at Citadel as an investment analyst covering public technology companies across consumer internet and software. He started his career in the UK Investment Banking team at Bank of America Merrill Lynch in London, advising companies on capital raisings and mergers and acquisitions. Jamie holds a MS in Finance & Management and a BA in Politics from the University of Exeter.



Vince Gubitosi

Co-Founder and Co-President, Accuidity (Boston)

Vince Gubitosi is a co-founder and co-president of Accuidity. He is a financial services executive with a twenty-five-year record of managing and growing successful businesses with a focus on fund management, proprietary trading, technology development, and risk management in traditional and alternative asset classes. He spent 15 years at Geode Capital Management where he was President from 2009-2021. At Geode he grew the index and quantitative fund business, in partnership with Fidelity Investments, from \$75 billion to \$750 billion of AUM and launched over 100 funds investing in equities and commodities. Previous to his role at Geode, he was a Portfolio Manager in the Quantitative Credit Business at Citadel Investments.



Paul Sanabria

Global Co-Head of Secondaries, Manulife Investment Management (Boston)

Paul Sanabria is a Senior Managing Director and Global Co-Head of Secondaries at Manulife Investment Management where he exclusively focuses on the GP-Led sector of the secondary market. Mr. Sanabria has spent two decades as a principal investor and advisor exclusively focused on the secondary market. He also spent nine years as a management consultant focused on the financial services sector. Prior to Manulife, he was as Co-Head of Houlihan Lokey's Illiquid Financial Assets practice, a unit he co-founded and built into the leading advisory group focused on customized transactions for holders of illiquid securities. Previously, Mr. Sanabria was Senior Managing Director at Bear Stearns Asset Management where he founded and co-led the private equity fund and secondary investing unit with aggregate AUM over \$2b. Mr. Sanabria received a B.S. from California State University at Sacramento and an MBA from Harvard University.



Benjamin Wilson

Managing Director, Global Head of Secondaries, HQ Capital (New York)

Ben Wilson is a Managing Director and Global Head of Secondaries at HQ Capital based in New York. As a secondary expert with over 15 years of relevant experience in the industry, he is focused on HQ Capital's global secondary market activity. Prior to joining HQ Capital, he worked on secondary investments at Pantheon and PEI Funds, focusing on sourcing, evaluating, analyzing and pricing secondary transactions. Mr. Wilson has an investment banking background and holds an accounting and business administration degree from Washington and Lee University as well as an MBA from Columbia University.



Didier Acevedo

Investment Officer, Private Equity, Los Angeles County Employees Retirement Association (Los Angeles)

Didier Acevedo is an investment officer of private equity at the Los Angeles County Employees Retirement Association (LACERA). Previously, he worked in private markets at GCM Grosvenor. Prior to that, he was in the equity research group at MFS Investment Management. Didier holds an MBA from the University of Chicago and a bachelor's degree in finance from Stonehill College.



Eric Green

Partner, Upwelling Capital Group (New York)

Eric Green is a Partner of Upwelling Capital Group. 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.



Chris Goodwin

Managing Director and Secondaries Investment Committee Member, Star Mountain Capital (Dallas)

Chris Goodwin is a respected investment and operations executive with 30+ years of complementary experience as a leveraged finance banker, private equity investor and C-level operating executive. Over the course of his career, Mr. Goodwin has originated, underwritten and managed over \$6 billion of complex debt and equity investments across a broad spectrum of industries including manufacturing, business services, consumer services, energy, retail, transportation and financial services.



Stephanie Lippert

Associate Director - Alternative Investments, Pacific Life (Newport Beach)

Stephanie Lippert is an Associate Director - Alternative Investments at Pacific Life where she focuses on investments in middle market and lower middle market private equity, secondary, and private credit/mezzanine funds. She also underwrites direct co-investments in middle market and lower middle market private equity, secondary, and private credit/mezzanine assets. Prior to joining Pacific Life in 2017, she held several roles in the financial industry, including investment banking analyst at Northern Edge Advisors as well as strategy consulting analyst at BearingPoint Management and Technology Consultants, Horváth & Partners Management Consultants, and independent strategy advisory projects. Stephanie earned a Master of Science in Management from HHL Leipzig Graduate School of Management and University of California, Los Angeles, and a Bachelor of Arts in Management and Finance from the Berlin School of Economics and Law, Mount Holyoke College, and Hong Kong Baptist University.



Ed Goldstein

CIO of Collier Credit Secondaries, Collier Capital (New York)

Ed is Chief Investment Officer for Collier Credit Secondaries, beyond his day-to-day origination activity, and is based in the firm's New York office. Prior to joining Collier Capital in 2009 Ed was a Managing Director at GSO Capital Partners' London and New York offices where he had responsibility for debt origination. He has also worked at Credit Suisse as a Director of its Investment Banking division. Ed has a BS in Economics from the University of Pennsylvania and an MBA from the University of Chicago.



Brad Termini

Founding Partner, San Diego FC (San Diego)

Brad Termini is a founding partner of San Diego FC. Brad Termini co-founded Zephyr in 2006 with a commitment to enhancing communities in California. His focus on large scale developments that have massive positive impact in specific communities remains central to the company's guiding ethos. He is locally known in San Diego not only as a discerning real estate investor, but also as a person who can bring unlikely parties together to create partnerships and successful collaborations. Through the Zephyr Foundation, Termini has been deeply involved in the communities in which Zephyr does business supporting homeless causes and youth organizations including Boys and Girls Club, Solana Beach School Foundation, Elmwood Franklin School and others. As a board member for Doors of Change, he has also brought great attention to the charitable organization that focuses on addressing youth homelessness in San Diego.

Brian Kobus

Managing Partner, Head of Operations, OMERS Ventures (Toronto)



In his role as Partner at OMERS Ventures, Brian Kobus is responsible for fund operations and oversees the operations and strategy team supporting 50+ existing portfolio companies. Brian brings 15 years of experience in the areas of technology, venture capital and finance to his role at OMERS Ventures. Previously, Brian was VP Technology Alliances at ScribbleLive, a leading content marketing software-as-a-service platform, where he was responsible for establishing, managing and growing relationships with partners. Prior to joining ScribbleLive, Brian was with Summerhill Venture Partners, a TMT-focused venture capital firm where he worked closely with a number of successful high growth companies. Earlier in his career Brian worked on numerous M&A and financing transactions, first at Morgan Stanley and then at Bell Canada Enterprises. Brian holds both an MBA and an Honors Business Administration degree from the Richard Ivey School of Business at the University of Western Ontario, and is also a CFA charter holder.

Bonar Chhay

CFA, Managing Partner and Founder, Felicitas Global Partners (Los Angeles)



Bonar is responsible for overseeing all of Felicitas' investment activities, operations, governance, and business development initiatives. He is the lead portfolio manager for all of Felicitas' pooled vehicles and is a member of the firm's investment committee. After graduating in Business Administration from UC Berkeley, Bonar began his career as an investment analyst at Contango Capital Advisors, the wealth management arm of Zions Bank. There he specialized in performing due diligence on alternative investments. Subsequently, during six years with the multi-billion-dollar J. Paul Getty Trust, he helped manage the Trust's global private equity portfolio, and spearheaded major secondary-market transactions. Bonar is also a board member of Intelligo, a Tel-Aviv, Israel-based tech-enabled background intelligence software company, as well as a member of numerous limited partner advisory committees.

John Kettnich

Partner, StepStone Group (La Jolla)



Mr. Kettnich a member of the private equity team, focusing on secondary investments. He is also involved in various portfolio management activities. Since StepStone's inception, Mr. Kettnich has helped to build the Firm's primary diligence and research platform, as well as its secondary investment business. He also spent time living in Beijing and London, where he focused on developing StepStone's international business. Before joining StepStone in 2007, Mr. Kettnich was with PCG Capital Partners, the direct investment arm of Pacific Corporate Group, where he sourced and evaluated middle-market buyout and growth equity investments. Mr. Kettnich graduated summa cum laude with a BBA from the University of San Diego and is a CFA charterholder.

Brent Lawrence

CEO and Founder, Accelerate Sports (Manhattan Beach)



Mr. Lawrence is the CEO and Founder of Accelerate Sports, a boutique sports investment bank located in Manhattan Beach, CA. Mr. Lawrence has utilized his highly competitive nature to work successfully with a growing list of internationally prominent businesses / entrepreneurs in dynamic, fast-moving transactions including San Diego FC (MLS expansion), owners of the Sacramento Kings (NBA), sale of the Arizona Coyotes (NHL), Chicago Cubs (MLB), Atletico Madrid, Washington Wizards (NBA), Washington Capitals (NHL), Seattle Sounders (MLS), Sacramento Republic FC (USL), Swansea Football Club (English Championship), Mohamed Mansour, Sycuan Indian Tribe, Steve Kaplan, Adrian Hanauer, Jerry Colangelo, Hayes Barnard, Sam Belzberg, Kevin Nagle, and many others. Mr. Lawrence served as an M&A and Corporate Securities Attorney for nearly 20 years prior to founding Accelerate Sports. Originally from San Diego, Mr. Lawrence played Basketball at U.C. Riverside where his team made the Division II Final Four and he's a lifelong Duke Basketball fan.

Justin McDougall

Managing Director, ICG Strategic Equity (New York)



Justin is a Managing Director at ICG and is part of the senior leadership group executing ICG Strategic Equity's investment strategy. He joined the firm at the inception of ICGSE in 2015 and, prior to ICG, was on the private equity secondary team at Morgan Stanley Alternative Investment Partners.

David Guryn

Senior Investment Director, Schrodgers Capital (New York)



David is a Senior Investment Director of Schrodgers Capital Private Equity, a global alternative asset platform with over \$94 billion in AUM. David is a member of the global investment team at Schrodgers Capital focused on secondary opportunities in North America. David has spent his career in secondary private equity, most recently at Evercore in Private Capital Advisory, and prior to that at Committed Advisors, a global secondary firm. He has also worked on the secondary teams at UBS in the Private Funds Group and at Pantheon.



Tom Glover

Operating Advisor, BC Partners (Palm Beach)

Tom began his partnership with BCP Credit in 2021. He previously led Investec's North American Fund Finance business. Tom spent 15 years at BMO Capital Markets where he helped create and grow the Financial Sponsors Group and BMO's broader investment banking franchise from their nascent stages. At BMO, Tom was involved in 230 successful mandates with private equity portfolio companies including M&A, equity and debt financings across many industry sectors. Prior to BMO, Tom co-founded and co-headed Deutsche Bank's Americas high yield business as head of origination, headed Merrill Lynch's leading telecom leveraged finance franchise and spent ten years at Goldman Sachs, where he was a senior banker within their high yield business. Tom holds an MBA from The Wharton School of the University of Pennsylvania and a Bachelor's Degree in Economics from The University of Virginia.



Rafael Castro

Partner, Hark Capital (New York)

Rafael Castro is a Partner at Hark Capital. He is responsible for investment origination, execution, and monitoring. He is also a member of Hark's Investment Committees. Prior to joining Hark, Rafael was Managing Director of Velocity Capital, where he originated and managed a portfolio of corporate debt. Previously, he worked at Ableco Finance, the private lending arm of Cerberus Capital. Rafael also worked in the Leveraged Finance Group at CIBC and LabMorgan, JP Morgan's VC group. Rafael received an A.B. from Harvard University and a M.B.A. from Columbia Business School.

PRE-EVENT NETWORKING COCKTAIL

Monday, February 12th

5:00pm – 8:00pm PT

Location: Olea Terrace – Santa Monica Proper
700 Wilshire Blvd, Santa Monica, CA 90401

Sponsored By:



AGENDA OUTLINE

TUESDAY
February 13th

7:30 AM PST

Registration & Breakfast Networking

Sponsored by:



8:30 AM PST

Opening Remarks

Roy Salsinha, President, CEO, Carmo Companies

8:30 AM PST

State of Secondaries Market

Can the past inform our view of today's secondary market?

Presenter:

John Kettlich, Partner, StepStone Group

9:00 AM PST

Institutional Investors: Taking advantage of the Secondary Market

- Attractiveness of new structures
- Impact of new SEC rules

Moderator:

Joncarlo Mark, Founder, Upwelling Capital Group

Panelists:

Alex Shivananda, Partner and Managing Director, Cambridge Associates

Stephanie Lippert, Associate Director - Alternative Investments, Pacific Life

Didier Acevedo, Investment Officer, Private Equity, Los Angeles County Employees Retirement Association

AGENDA OUTLINE

10:00 AM PST

AM Networking Break

Sponsored By:



10:30 AM PST

How have GP-led Transactions Evolved?

- Flight to quality and size
- More Syndication
- Return profile

Moderator:

Eric Green, Partner, Upwelling Capital Group

Panelists:

Saul Diamond, Co-President, LSV Advisors

Justin McDougall, Managing Director, ICG Strategic Equity

Paul Sanabria, Global Co-Head of Secondaries, Manulife Investment Management

David Gurn, Senior Investment Director, Schroders Capital

11:30 AM PST

Sports Investments: A Huge New Area of Opportunity for Institutional Investors

- Where is the capital flowing should all deals be expected to generate PE-like returns?
- What are the key fundamentals supporting this strategy

Moderator:

Brent Lawrence, CEO and Founder, Accelerate Sports

Panelists:

Xavier A. Gutierrez, President, CEO & Alternate Governor, Arizona Coyotes Hockey Club

Kort Schnabel, Partner, Co-Head of U.S. Direct Lending, Ares Management Corporation

Brad Termini, Founding Partner, San Diego FC

AGENDA OUTLINE

TUESDAY
February 13th

12:30 PM PST

Networking Luncheon

Sponsored by:



2:00 PM PST

VC Secondaries are Back: What are the Main Drivers

- Are institutions also poised to make primary commitments?
- What is the fate of the large, late stage multi-billion funds raised in 2019-2021?
- Should we expect to see several GP-led secondaries in the VC segment?

Moderator:

Charlie Grimes, Managing Director, Head of Global Capital Markets, Forge

Panelists:

Jamie Quinn, Principal, NewView Capital

Vince Gubitosi, Co-Founder and Co-President, Accuidity

Brian Kobus, Managing Partner, Head of Operations, OMERS Ventures

2:45 PM PST

Credit Secondaries

As LPs look for liquidity solutions, the secondaries market for private assets has grown substantially. The credit segment within secondaries is poised for parabolic growth and with limited groups investing in this segment, there is no lack of opportunities to purchase LP interests at fair discount. LPs may find that investing in credit through secondaries transactions may provide the best risk-adjusted returns with a shorter investment horizon.

Moderator:

Alex Dauria, Senior Portfolio Advisor, Aksia

Panelists:

Benjamin Wilson, Managing Director, Global Head of Secondaries, HQ Capital

Chris Goodwin, Managing Director and Secondaries Investment Committee Member, Star Mountain Capital

Ed Goldstein, CIO of Coller Credit Secondaries, Coller Capital



AGENDA OUTLINE

TUESDAY
February 13th

3:30 PM PST

PM Networking Break

Sponsored by:



HQ Capital

4:00 PM PST

The Dirtiest Word in the Industry: NAV Loans

There has been a wave of media coverage on NAV loans, many with a negative tilt. NAV loans have been around for a while but over the last two years, have gained significant momentum.

- What are some of the differences between NAV loan structures?
- LP driven vs. GP driven
- Is recent criticism justified? Under what context?
- Will NAV loan continue to be a viable tool for LPs and GPs in the future?

Moderator:

Sindhu Rajesh, Partner-in-charge, Alternative Investment Funds, **Weaver**

Panelists:

Bonar Chhay, CFA, Managing Partner and Founder, **Felicitas Global Partners**

Tom Glover, Operating Advisor, **BC Partners**

Rafael Castro, Partner, **Hark Capital**

4:45 PM PST

End of Conference





PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLIMENTARY

We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants/OCIOs, Superannuation Funds, Foundations, Sovereign Wealth Funds, Endowments, Hospital Systems, 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 invited as an LP and are caught pitching a fund or deal, you will be banned from the Carmo platform. There is nothing wrong with raising capital, just be honest with us and your intentions. If you're not a true LP, you must pay to play.

STANDARD PASS

- **Pass**

- 1 pass to full conference, event cocktail hours and networking sessions.
- *Attendee list Not included*

~~Early Bird: \$1,700 USD~~ **Ends January 12th**

~~Pre-Registration: \$2,200 USD~~ **Ends February 2nd**

Standard: \$2,700 USD



PARTICIPATION OPTIONS

ATTENDEE LIST SPONSORSHIP

- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Networking Break or Stand (Optional)**
 - Branding and announcement to all attendees during networking break
 - Ability to upgrade food and beverages for networking
 - Sponsor may choose to have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$10,000 USD

CAP-INTRO SPONSORSHIP

- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$15,000 USD



PARTICIPATION OPTIONS

SPEAKING SPONSORSHIP

- **Speaking Position**
 - Client may choose to speak, moderate or present on panel of choice at event of choice
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
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\$17,500 USD

PRESENTATION SPONSORSHIP

- **Presentation**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
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 - Entitled to a Full-Page Advertisement in conference brochure

\$27,500 USD

EXCLUSIVE TITLE SPONSORSHIP

- **Priority Brand Placement & Material Distribution**
 - Sponsor's Corporate logo to be placed above and in a larger format on the conference brochure, agenda, website, banners and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
 - Sponsor to include a full-page advertisement to be placed on back cover of conference brochure.
 - Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress.
 - Sponsor to have all attendee lanyards with company logo.
- **Exclusivity**
 - First access to conference attendee list 3 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds/investors).
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated private sponsor room for 1 on 1 meetings

- **Exclusive Sponsor Cocktail/Dinner**
 - Carmo to help facilitate private cocktail party/dinner with selected investors night before the event
- **Speaking/ Moderating Positions**
 - 2 Moderating/speaking or presentation positions on panel of choice. (first come first serve basis)
- **Company & Speaker Profiling**
 - Company description to be published online and in print (150 words max)
 - Speaker bio to be published online and in print (150 words max)
- **Conference passes**
 - Up to 10 attendee passes for sponsor employee executives

\$50,000 USD



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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