



US Private Equity & Venture Capital Web Meeting

ZOOM & SLACK

August 3rd & 4th, 2021



LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE

The Statue of Liberty stands prominently on the left side of the page, set against a clear blue sky with a few wispy white clouds. The statue is shown from the waist up, holding the torch aloft in her right hand and the tablet in her left. The base of the statue is visible, showing the classical architectural details of the pedestal.

US Private Equity & Venture Capital Web Meeting

ZOOM & SLACK– August 3rd & 4th, 2021

Dear Colleague,

It is with great pleasure that I invite you to The US Private Equity and Venture Capital Web Meeting. The aim of this Web Meeting is to connect private equity & venture capital funds, family offices, institutional investors, and other industry professionals across the United States. Our online meeting brings together over 500 c-level executives that will join us to virtually network and discuss investment opportunities, allocations, and the current performance of all private equity & venture capital related asset classes. Panel discussions to be covered include PE Fund Manager- Middle Market, Fund Manager- Venture Capital, PE Fund Manager- Distressed, US Pension Fund Perspective, US Endowment/Foundation Perspective and US Family Office Perspective.

This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

We look forward to hosting you digitally!

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



Agenda Outline

TUESDAY
AUGUST 3RD – DAY 1

1:00pm ET

Welcoming Address

Catherine Correia, Vice President, Carmo Companies

1:00pm ET

Panel- US Institutional Investor Perspective

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

Moderator:

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

Panelist:

David Simpson, Investment Officer, **LACERA**

2:00pm ET

Panel - Middle Market Private Equity

Leading fund managers discuss the current PE market across all major sectors. How have they navigated through the current crisis. What are the largest threats to their current portfolios/funds and where do they see the best investment opportunities for 2021 and beyond.

Moderator:

Christian Dubiel, Founding Partner, **Kingfish Group**

Panelists:

Mark Woods, Partner and Head of North American Private Equity, **Cathay Capital**

Karl Schade, Founder and Managing Partner, **Presidio Investors**



Agenda Outline

TUESDAY
AUGUST 3RD – DAY 1

3:00pm ET

How PE/VC firms benefit from PEOs

Presenters:

Andrew Brown, Sales Director - Financial Services, **TriNet**

Robyn Masi, Private Equity Practice Leader, VP Sales, **TriNet**

3:20pm ET

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

A panel with several leading VCs and LPs explore the case for optimism as well as key challenges being faced by investors in the current environment. Topics to include the long-term implications of Covid-19 on enterprise and consumer behavior, lessons learned amidst Covid-19, VC opportunities outside of Silicon Valley, opportunities in cryptocurrencies, and perspectives on current valuations in the industry.

Moderator:

Amie Patel, Managing Director, Capital Partnerships, **Elevor Equity**

Panelists:

Gordon Rubenstein, Managing Partner, **Raine Ventures**

Lina Constantinovici, Founding Partner, **BVC Fund**

Henrik Mikkelsen, Managing Partner and CIO, **Iridis AG**

João Sa, Executive Director, **BTG Pactual**

4:20pm ET

Panel- GP Led Secondaries in Private Equity & Venture Capital

- How to create a win-win outcome all participates
- Potential pitfalls and critical steps necessary to execute transaction
- Regulatory hurdles and legal considerations

Moderator:

Marc Fitorre, Principal, **Triago**

Panelists:

Clelia Zacharias, Principal, **LGT Capital Partners**

Wolf Witt, Principal, **Abbott Capital**

Kevin Dunwoodie, Partner, **Pantheon**

Brian Mooney, CFA, Managing Director, **Portfolio Advisors**

David Guryn, Senior Investment Director Private Equity, **Schroders Capital**

5:20pm ET

End of Day 1



Agenda Outline

WEDNESDAY
AUGUST 4TH – DAY 2

1:00pm ET

Seeking Unicorns in Private Markets

Keynote Speaker:

Michael Lee-Chin, Founder and Chairman, Portland Holdings

Interviewer:

Agha Raza, Director of International Business Development, Portland Holdings

1:30pm ET

Virtual Networking/Speed Dating

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

Some Notable Confirmed Attendees Include:

David Simpson, Investment Officer, LACERA

Natalia Ilmark, Senior Investment Manager, Skandia Life Insurance Company

Igor Tiguy, Director, Planning Services & Co-CIO, Twelve Points Wealth Management

Rick Holbrook, President, Holbrook Global Strategies

Charles Nakouzi, Vice President, Verna Investments

Martin Shultz, Portfolio Manager, MP Pension

Doug Owen, Principal, Petra Capital Partners

Nam Sin Dexter Tiah, Senior Investment Analyst, Tsao Family Office

Cristian nunez, head of alternative investments, Penta vida

Beth Johnson, Consultant, Mercer Investment Consulting, Colgate University Endowment

Kenneth Flatto, Finance Director, City of Bridgeport Pension Trust Funds

Michael Schulman, CIO, Running Point

Gabriela Cohen, Head of PE and PD Investments, AFP Cuprum

Ken Glickstein, Managing Director, Braddock Holdings Company

Peter Teneriello, Analyst, TMRS

Jose Cloquell, Co-Investments & Illiquid Alternatives Director, Banca March

Stefan Fällgren, Senior Investment Manager, Skandia Mutual Life Insurance Company

Laura Bardewyck, RESEARCH ANALYST, Russell Investments

Nabil Nazer, CEO, Alsulaiman Group

Robert Crowter-Jones, Partner, Saranac Partners

Xinxin Liu, Global Alternative Investment Strategist, Wells Fargo

Josie Fair, Associate, JP Morgan

Darren Foreman, Senior Portfolio Manager, Private Markets & Co-Investments,

Pennsylvania Public School Employees' Retirement System

Clark Cheng, Chief Investment Officer, Merrimac Corp

Jamie Rhode, , Verdis Investment Management

Brian Fernandes, VP, Private Equity and Infrastructure, GIC

Allen J. Latta, CFA, CAIA, Managing Director, Campton Private Equity Advisors

Roger Miralles, Manager, Talenta Gestion

Michael Chimento, Managing Director and Senior Research Manager, Ballentine Partners

Andy Kaplan, Director, Metlife

Andre Puong, Partner, Cathay Capital Private Equity

Marta Ciemiega, Director, Sanne Group

JASON BLUMBERG, Managing Director, Energy Foundry

Sherri Williams, Partner, Raine Group

Andrew Brown, Sales Director, TriNet

Robyn Masi, VP Sales at TriNet, TriNet

3:30pm ET

End of Day 2



Sponsors

The logo for Abbott Capital, featuring the words "ABBOTT" and "CAPITAL" in a serif font, separated by a vertical line, all contained within a dark red rectangular border.

Abbott was founded in 1986 and remains a leading independently owned and managed investment firm focused on providing its investors long-term continuity and accountability in private equity investment management. With over \$9 billion in AUM, Abbott specializes in building customized private equity portfolios, managing assets for a global investor base comprised of public, corporate, and multi-employer pension funds, foundations, endowments, family offices, and high net worth individuals. Abbott has made over \$21 billion in commitments to more than 500 private equity investments across primary, secondary, and co-investment opportunities on behalf of our clients.



Cathay Capital Group is a global investment firm supporting companies at all stages throughout North America, Asia, Europe and Africa. By helping navigate the opportunities of globalization and sustainable transformation, Cathay is the partner of choice for companies aspiring to lead markets and make a positive impact. Its global platform connects people – from investors and entrepreneurs to management teams and leading corporations – across continents to share knowledge, the tools to scale, and achieve the extraordinary. Founded in 2007 with a strong entrepreneurial heritage, Cathay Capital now manages nearly \$4B in assets, has completed over 150 buyouts, growth and venture capital investments with the global reach and local expertise from offices in Paris, New York, Shanghai, Munich, San Francisco, Beijing and Singapore.



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

Sponsors

The logo for Raine, featuring the word "RAINE" in a blue, serif font. A small green leaf icon is positioned between the letters "A" and "I".

Raine is a global TMT merchant bank. The firm has over 130 people across NYC, SF, LA, London, Shanghai and Mumbai. Raine’s advisory work provides deep strategic relationships and market insights. The firm’s investment business has over \$4bn in AUM.¹ Raine Ventures invests in seed and Series A stage businesses with break-out potential. Raine Ventures is focused on making investments in transformational brands and platforms that democratize access, delight users and elevate experiences. The dedicated venture team is led by Gordon Rubenstein, a multi-time entrepreneur with significant operational experience. Raine Ventures is regularly sought out for Raine’s domain expertise and the firm’s strategic relationships around the world. The venture portfolios are generally comprised of Raine-proprietary investments including, among others: the Premier Lacrosse League, the men’s professional lacrosse league; Material Bank, a first-of-its-kind vertically integrated marketplace for the design industry; and Globality, an innovative platform utilizing AI to revolutionize procurement processes. ²

¹ Assets under management (“AUM”) statistic is as of December 31, 2020. Raine calculates the firm’s AUM as of any date as the sum of: (i) the fair value of the investments of Raine’s growth equity and venture capital investment funds plus uncalled capital commitments from these funds; (ii) the fair value of investments in Raine’s co-investment vehicles; (iii) the net asset value of Raine’s hedge funds; and (iv) the fair value of other assets managed by Raine. Raine’s definition of AUM is not based on any definition of AUM that may be set forth in the agreements governing Raine’s funds or vehicles or calculated pursuant to any regulatory definitions.

² A complete list of Raine Ventures portfolio companies can be found at www.Raine.com. Past performance is not indicative of future results.

The logo for Triago, featuring the word "TRIAGO" in a bold, dark red, sans-serif font.

Triago provides private equity fundraising, secondary market and strategic solutions for general partners and limited partners seeking to optimize success in the global Private Equity market. Founded in 1992 as one of the first private equity fund placement agents, we have completed over 160 fundraisings on five continents and advised on the transfer of more than 3,500 secondary positions in private equity funds. Triago has also undertaken more than 50 strategic advisory mandates for GPs and LPs looking to launch, boost, or restructure PE fund operations.

The logo for TriNet, featuring the word "TriNet" in a blue, sans-serif font. To the right of the text is an orange graphic consisting of three overlapping, upward-pointing chevrons, with a registered trademark symbol (®) to its upper right.

TriNet (NYSE: TNET) provides small and medium size businesses (SMBs) with full-service HR solutions tailored by industry. To free SMBs from HR complexities, TriNet offers access to human capital expertise, benefits, risk mitigation and compliance, payroll and real-time technology. From Main Street to Wall Street, TriNet empowers SMBs to focus on what matters most—growing their business.

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.

Speakers

Gordon Rubenstein

Managing Partner, Raine Ventures (New York)

Gordon is the Managing Partner of Raine Ventures where he leads Raine's venture capital group. Prior to joining Raine in 2013, Gordon founded and managed Pacific Partners, an operationally-focused venture capital partnership with backing from George Soros, Sam Zell, leading technology executives and entrepreneurs, as well as partners from KKR, Silver Lake and Freeman Spogli. In addition, Gordon co-founded Astro Gaming (acquired by Skullcandy (Nasdaq: SKUL)), Rave Digital Media (acquired by AMC Entertainment) and Accel Entertainment. Currently, he serves on the board of directors of Happn, Tastemade Inc., Waggle, Inc., Whip Media Group (formerly TV Time) and Accel Entertainment and was involved at the board level and / or actively involved with Machinima, ZEFR, eHarmony, VivaReal, Audience Science, BigMachines (acquired by Oracle), Convio (listed publicly on Nasdaq, then acquired by Blackbaud (Nasdaq: BLKB)), Wrap Media, Inc., Rising Tide Games, Inc. and StarMaker Interactive, Inc. Gordon also co-chairs the San Francisco Education Fund Leadership Counsel. Gordon has an A.B. from the University of Michigan.

David Simpson

Investment Officer, LACERA (Los Angeles)

David Simpson is an Investment Officer at LACERA focused primarily on private equity investments. Prior to joining LACERA in 2012, David served as the Investment Director of a prominent Saudi family office in Dubai for four years. Over the past fifteen years, he has underwritten over \$3 billion to 65 investments and served on numerous advisory committees. Prior to his private equity career, David spent over a decade in corporate finance roles at Charles Schwab & Co. David holds an A.B. in Psychology from Harvard and an M.S. Finance from the University of Colorado attaining Beta Gamma Sigma honors. David has also attained the Chartered Financial Analyst (CFA) credential. A life-long learner, he is currently completing a dissertation at the University of Liverpool towards a D.B.A. degree.

Andrew Brown

Sales Director - Financial Services, TriNet (New York)

Andrew Brown is a Managing Director of Sales for TriNet, a leading provider of comprehensive human resources for small and midsize businesses. In his current role Andrew leads a team that is responsible for new business development in the financial services industry for the East Coast. When he was asked to lead the company in this effort for financial services, he saw a strong fit in the investment financial service sector with a particular focus on PE/VC and M&A transactions. Andrew's team has become a preeminent HR provider and has successfully negotiated hundreds of PE/VCS, spin-offs, and carve-outs onto the TriNet platform.

Speakers



Robyn Masi

Private Equity Practice Leader, VP Sales, TriNet (New York)

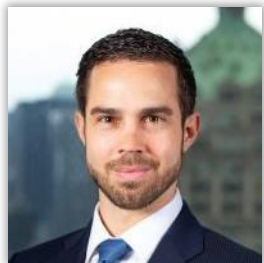
Robyn is responsible for driving partnerships in the financial services and private equity space. Based in New York, and a VP at TriNet since 2017, she consults PE/VCs and their portfolio companies on pre-and post-transaction matters. Robyn is an expert on employee benefits diligence/optimization and human capital management. Prior to TriNet, Robyn led business development and recruitment efforts for First Derivatives, a global capital markets consulting firm.



Clelia Zacharias

Principal, LGT Capital Partners (New York)

Clelia Zacharias is a Principal of LGT Capital Partners, a global alternative asset manager with over \$75 billion in assets under management. At LGT Capital Partners, Clelia is a member of the private equity investment team, where she is responsible for origination, due diligence, execution and monitoring of US secondary investments. Prior to joining LGT Capital Partners in 2013, Clelia was an Associate at AlInvest Partners. Prior to AlInvest, she was an Analyst at Bank of America Merrill Lynch in the Financial Sponsors Group. Clelia graduated from Princeton University with an A.B. in Economics and a Certificate in Finance.



Brett A. Hickey

Founder & CEO, Star Mountain Capital (New York)

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

Speakers

Wolf Witt

Principal, Abbott Capital (New York)

Mr. Witt reviews investment opportunities, conducting analysis and due diligence for prospective investments. He is primarily focused on the sourcing, due diligence, and negotiations of secondary transactions. Mr. Witt's perspective is shaped by his background sourcing and executing secondary transactions and co-investments in the U.S. and Europe. Prior to joining Abbott in 2018, Mr. Witt was a Director at Zurich Alternative Asset Management ("ZAAM"), the in-house unit managing the alternative investments of Zurich Insurance Group. At ZAAM, Mr. Witt was part of the global private equity team responsible for primary fund investments, co-investments, and secondary investments. Prior to that, Mr. Witt worked at the economic consulting unit of Oliver Wyman (NERA) in the Frankfurt and New York offices. Mr. Witt received his M.A. from the University of St. Gallen (Switzerland). He also studied at HEC Business School (France) and received his M.S. from the CEMS program. Mr. Witt is a CFA charterholder.

Lina Constantinovici

Founding Partner, BVC Fund (San Francisco)

Lina Constantinovici is an investor, innovation pioneer, and thought leader - she has spoken at the Nobel Prize Summit, the United Nations, NASA, SXSW Eco, and over 600 other key conferences focused on improving the long term state of the world. Lina is the Founding Partner of BVC Fund, focused on investing in three categories of oceans solutions – technologies relevant to ocean health (AI, graphene, coatings that prevent biofouling), alternatives to petroleum-based toxic plastics, and alternatives to toxic agricultural chemicals that cause dead zones in the oceans. Lina also founded Innovation 4.4, a non-profit focused on accelerating the commercialization of technologies that contribute to implementing the Paris Agreement and the UN SDGs by aligning solutions with 4.4 billion years of our planetary systems. Lina led the development of the partnership between Innovation 4.4 and the NASA Centennial Challenge to connect the research community and the Silicon Valley investment and startup ecosystems. She has evaluated over 6,000 startups, advised a few hundred, and co-founded several. In 2020, Innovation 4.4 launched three new oceans initiatives including an Oceans Prize to catalyze innovation for plastic pollution and became a partner of the United Nations Association and UNFCCC. In 2012, Lina launched StartupNectar, the first biomimetic technology incubator in the world, and received an award from NASA/SSV the following year as the Best Solution for Planetary Sustainability finalist. In 2014, Lina Co-Founded the NEXUS Impact Investing Working Group with over 900 family offices/next generation inheritors as active members. Lina has influenced billions in investment and philanthropic capital as an advisor to family offices, foundations, investment funds, corporate philanthropy, and early stage companies.

Mark Woods

Partner and Head of North American Private Equity, Cathay Capital (New York)

Mark Woods is a Partner and Head of North American Private Equity at Cathay Capital in New York. During his time at Cathay Capital, Mark has originated, executed, and led post-closing activities for many of the firm's private equity transactions in North America while deepening the firm's presence in the North American market. As a seasoned low- and mid-market private equity investor across the US and Canada, he has led transactions in control and non-control capacities, including succession, growth capital, leveraged buy-outs, buy-and-build, and cross-border investments. Mark is currently Chairman of the Board of Innovative Ergonomic Solutions and Innovation Motion Technologies while serving as a Director of Artisanal Brewing Ventures and Moose Knuckles. Prior to joining Cathay Capital, Mark was at Chartwell Investments and at JPMorgan's Mergers and Acquisitions Group where he executed transactions across a diverse range of sectors. Mark started his career with Procter & Gamble where he held various operational finance positions. Mark earned his B.S. from Miami University in Oxford, Ohio, and holds an MBA from the Harvard Business School.



Speakers



Kevin Dunwoodie

Partner, Pantheon (San Francisco)

Kevin is a Partner in Pantheon's Global Secondaries Investment Team. Previously, Kevin worked at Morgan Stanley in New York where he spent over a year as an Associate in the firm's strategy and execution group. Before joining Morgan Stanley, Kevin spent two years at Pacific Corporate Group in La Jolla as a Private Equity Analyst and, prior to that, two years at Deutsche Bank Alex Brown as an Investment Banking Analyst in the firm's consumer group. Kevin graduated Magna Cum Laude with a finance degree from the University of Notre Dame, earned his MBA from Harvard Business School and is a CFA Charterholder.



Henrik Mikkelsen

Managing Partner and CIO, Iridis AG (Switzerland)

Mr. Mikkelsen is the Managing Partner and CIO at Iridis in Zug, Switzerland, a Family and Investment Office offering investment advisory on direct single asset as well as full portfolio development. Mr. Mikkelsen has extensive experience in investing and asset allocation, covering the full asset spectrum, from direct PE to public listed assets. Current focus is the new mobility and new energy transition, where we are involved in the battery tech and their resources. Prior to Iridis Mr. Mikkelsen held senior positions as Chief Portfolio Manager, Strategist and Prop Trader/Market Maker in Investment and Private Banks, lately as Head of External Portfolio and Client Management with a large European commodity company. He holds a Graduate Diploma in Investments and Finance and a Diploma in Strategic Management and Organization from CBS in Copenhagen and a Bachelor's in finance from Syddansk University



Marc Fitorre

Principal, Triago (New York)

Marc Fitorre is a Principal of Triago, a global independent advisor to the private equity fund community and provider of private equity fundraising services, secondaries transaction advisory and strategic solutions for both general partners & limited partners. At Triago, Marc is the Head of the Americas Secondaries Execution Group, where he is responsible for providing secondaries advisory solutions to both GPs & LPs located in the Americas and Asia-Pacific who seek to optimize their portfolios' performance in the global private equity market via the execution of a secondaries process. Prior to joining Triago in 2021, Marc was a Vice President at Cebile Capital, where he spearheaded origination and execution efforts in North America and the Asian-Pacific regions. Earlier, he was a part of the three-person founding team of Evercore's Private Capital Advisory unit, where he was responsible for LP and GP-led secondaries deal management and execution. Prior to this, he was part of the secondaries team at UBS Investment Bank's Private Funds Group, working on some of the market's most prominent LP-led transactions as well as a number of early GP-led transactions. Marc graduated from Columbia University's Engineering School with a B.S. in Engineering Management Systems.

Speakers

Karl Schade

Founder and Managing Partner, Presidio Investors (Austin)

Karl Schade has been structuring, analyzing, and managing private equity investments for over two and a half decades. Today, he serves as Managing Partner of Presidio Investors, the private equity firm he founded in 2007. In this role, Mr. Schade has spent fourteen years focused on middle market buyouts, specifically in the technology, media, and financial services industries. At Presidio Investors, Mr. Schade, and the middle market-focused team he recruited, have invested in thirteen platform investments through thirty-eight acquisitions. Mr. Schade is based in Austin, TX. Mr. Schade also has significant CEO experience. From 2013-2016, he was the CEO of The Presidio Group, a San Francisco-based financial services firm with ~\$5 billion of assets under advisement. As CEO, Mr. Schade worked with the team and Board of Presidio to grow assets, open a Washington D.C. office, and restructure the firm, resulting in a successful exit. During 2011, Mr. Schade also served as CEO of Hattrick Sports Group, one of Presidio Investors' most successful technology investments. Prior to founding Presidio Investors, Mr. Schade worked for a decade at several large private equity firms, including The Blackstone Group in New York City, Silver Lake Partners in Menlo Park, and Blum Capital Partners in San Francisco. While at these Firms, Mr. Schade learned industry best practices and was a team-member on deals representing approximately \$1 billion of invested equity capital. Mr. Schade received his MBA from Harvard Business School, and his BA from Claremont McKenna College. Mr. Schade has served on numerous Boards and Associations, and he is a frequent speaker at industry events. Presidio Board Seats (past and present): Bravas (Chairman), Podium Audio, Golden Pear Funding, National Health Finance, Hattrick Sports Group, Metropolitan Bank, and Lindora

Christian Dubiel

Founding Partner, Kingfish Group (Foster City)

Christian co-founded the firm in 2004 with the goal of building a differentiated platform to drive premium private equity investment results. Building upon over 20 years of principal investing and entrepreneurial experience, Christian has helped grow Kingfish into a unique private equity investment and advisory firm. Christian is responsible for advancing Kingfish's overall investment strategy, building strategic relationships with capital partners and overseeing the firm's portfolio of private equity investments. Previously, Christian co-founded Tropos Networks (acquired by ABB), the market-leading provider of metro-scale wireless mesh networks. He was responsible for raising several rounds of institutional capital from leading Silicon Valley venture and strategic investors and building out an executive leadership team. Prior to Tropos, Christian worked in venture capital where he invested in and helped grow early stage software and telecommunications companies. Christian holds a B.S. in Mechanical Engineering from Stanford University.

Amie Patel

Managing Director, Capital Partnerships, Elevar Equity (New York)

Amie joined Elevar in 2016 and manages and cultivates Elevar's global partnerships including LP and co-investor relations. Amie has over 20 years of experience working in a variety of organizations, with a focus on emerging market investing. Prior to Elevar, she was a Vice President with Goldman Sachs Asset Management which she joined through the acquisition of Imprint Capital. Amie focused on the firm's Environment, Social and Governance (ESG) and Impact Investing capabilities within the emerging markets. Prior to Imprint she was with the Soros Economic Development Fund (SEDF) where she concentrated her efforts on early to growth stage investments. She managed SEDF's investments in Haiti and worked on several other investment opportunities in Palestine, India and parts of East and West Africa. Amie also worked with the Overseas Private Investment Corporation as a Presidential Management Fellow and Investment Funds Officer responsible for developing and evaluating top-quartile and first-time emerging market private equity fund managers. Amie began her career as an M&A analyst with Merrill Lynch and First Union Securities, covering the automotive, healthcare and telecommunications industries. She has volunteered in Nepal with Students Partnership Worldwide as a Program Manager working on environmental education and women's issues. Amie holds an MBA from Georgetown University and a BS in Business Administration from Washington University in St. Louis, MO. She serves as the Finance Chair on the Board of Education Through Music, a New York based non-profit focused on music education. Amie likes to explore new places and hold dance parties with her two daughters.

Speakers



Brian Mooney, CFA
Managing Director, Portfolio Advisors (Austin)

Brian joined Portfolio Advisors in 2021 and is Co-Head of the firm's GP-led Secondaries business. Prior to joining the firm, he was a Managing Director in Greenhill's Capital Advisory Group and global head of GP-led secondary advisory. He has advised on approximately \$40 billion of secondary transactions across North American, Asia, Europe and the Middle East. Prior to Greenhill, Brian co-founded Cogent Partners in 2002, where he was a Managing Director and member of the General Partner until that firm's sale to Greenhill in 2015. At Cogent, Brian was responsible for leading the day-to-day management of the firm, sourcing and executing large GP-led and LP secondary transactions and running the firm's portfolio research business. Prior to founding Cogent, Brian was responsible for sourcing and executing secondary, primary, direct and co-investments at a firm that is now part of the Neuberger Berman alternative investments platform.



João Sa
Executive Director, BTG Pactual (São Paulo)

João Sa is an Executive Director of BTG Pactual and a senior member of the Investment Team, with eleven years of experience in the banking industry. João's main responsibilities include origination, analysis, structuring, execution and monitoring of investment opportunities in Venture Capital. In the last 2 years, João led the Venture Debt and Equity investments at Boostlab, where he currently serves as board member and mentor. João is currently a board member of Agronow, Finpass and Celcoin. Prior to joining BoostLab and the Private Capital division, João worked for 6 years in the Credit and Securitization team, where he was involved in a number of financing and turnaround transactions across a variety of sectors, including agribusiness, oil and gas, environmental services, mining, consumer goods, retail and tech companies. Prior to joining BTG Pactual, João worked in investment banking in an independent firm in São Paulo. João holds a B.A. in Business Administration from Fundação Getúlio Vargas.



Agha Raza
Director of International Business Development, Portland Holdings (Toronto)

Agha is Director of International Business Development at the Portland group of companies. At Portland, he manages several strategic business development initiatives across the group including international expansion for the group's asset management arm, Portland Investment Counsel. He also manages Portland's land holdings and real estate development projects both in Canada and in the Caribbean.

Speakers



David Guryn

Senior Investment Director Private Equity, Schroders Capital (New York)

David is a Senior Investment Director of Schroders Capital Private Equity, a global alternative asset platform with over \$65 billion in AUM. David is a member of the global investment team at Schroders 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. David received his Bachelor of Science degree in Business Administration from Boston University.

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 23rd

Pre-Registration: \$400 USD- July 30th

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+ Private Equity & Venture Capital 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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