

# Europe Forum

13 - 14 November 2024,  
Sofitel London St James, London

## Private Funds CFO Europe Forum 2024 Agenda

Day 1: 13 November, 2024

8:00 Registration & coffee

8:00 Invite-only women's CFO & COO networking breakfast

9:00 Chairperson's Welcome Address

### 09:05 Opening Panel: CFO/COOs outlook- Preparing operations for the future

- Predictions for the future of the CFO role to manage a fund
- Preparation for future operational & finance challenges in a high inflation and rising rate climate.
- Impact of AI on fund operations and portfolio business models
- Operational trends and best practices to help GPs make the most of opportunities?
- Key operational challenges (Sideletter, Tax leakage etc.)

09:45 Keynote

### 10:10 Jumping global ESG hurdles and meeting investor demands

- Is the pace of change towards sustainable investing practices in private markets on track?
- Challenges faced under SFDR
- How do CFOs approach the unique challenges which investment funds face with limited ESG data?
- Are there enough ESG standards & metrics?

10:55 Networking coffee break

### 11:25 In-Focus Fireside chat: The rise of co-investments



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## 11:50 Panel: Managing Cybersecurity risks and IT infrastructure

- How are private funds getting DORA compliant?
- Cybersecurity metrics when integrating a new tool: key risks & what is important to know?
- How is artificial intelligence being used to improve cybersecurity tools?
- Prevention of the cyber threat: does the responsibility extend across the enterprise?
- What are today's threats and how are firms responding?

## 12:30 Fireside chat: The rise of impact-linked carry

- How do CFOs view the value of impact linked carry?
- Should a portion of carried interest be linked to impact performance and why?
- How are GPs implementing this mechanism?

## 12:55 Networking Luncheon

## 13:55 Breakout sessions I

### Track A

#### Key Compliance and Enforcement Considerations

- Frequent compliance issues in the private fund area
- Best practices and policies against the backdrop of evolving regulatory and enforcement concerns.
- Impact of democratisation of private markets on regulatory scrutiny
- How are GPs approaching SEC and global regulatory reporting requirements and updates to policies?

### Track B

#### Fund formation and structuring trends

- Impact of the rise in demand for semi-liquid and evergreen products
- Overcoming challenges from non traditional fund structures
- Structural limitations of evergreen funds and their potential for committed ticket solutions
- Challenges and experiences when marketing alternative investment funds in Europe and cross-border



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## Speakers:

Haros Vrahliotis, Compliance Director, **TowerBrook  
Capital Partners**

## 14:30 Breakout sessions II

### Track A

#### **Fund Finance and the growing market for NAV loans**

- With rising rates and increasing implementation costs are investors turning against nav financing and long dated facilities?
- Is the market limited to funds of a certain size?
- How do sustainability practices apply to NAV financing?
- Setting up multi strategy and multi jurisdiction/ expanding into asset classes and new geographies

### Track B

#### **Navigating fundraising challenges in an inflationary climate**

- What are the different types of structures to secure capital and how is this evolving?
- Accessing DC/401k capital?
- Impact of fundraising headwinds on the operational side of fund management
- Expanding and managing fundraising efforts across the globe

## 15:20 Breakout sessions III

### Track A

#### **Technology automation and AI**

- How are funds embracing generative AI systems to increase operational efficiency?
- What's the next phase of technology integration within private market funds?
- How can CFOs build the optimal tech and operational structure to meet their firm's most pressing needs?

### Track B

#### **Good practices in Liquidity and Funding Risk Management**

- Key frameworks to manage liquidity risk
- What is the best approach in managing currency exchange rate risks with evolving FX markets?

## 16:00 Networking coffee break



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## 16:20 Interactive Workshops

### Enhancing operational efficiency through target operating models

- How to link transformation with target operating model aims
- Key operating model challenges in private markets
- How do private market managers involve their operating models in an ever increasing complex environment
- Navigating and designing a operating model that is the foundation of the business
- Mapping out end to end value claim
- How do you create something to scale
- how to access data at the portfolio, fund and client level and manipulate to suit stakeholder needs – is there a scalable solution? The impact of data strategies on the CFO/COO functions? Overlay of AI?
- Case study example

Co-Facilitated by  
**Sahem Gulati**, Head of Strategy & Consulting, **M&G**

### Valuations in alternative assets

- Why should GPs consider third-party valuation in alternative assets
- FCA Letter to investment managers – to the asset manager community
- How managers can demonstrate the right oversight when it comes to private markets in
- Dealing with the regulatory scrutiny on valuations
- How do you have true independence if its internal-should you consider
- How do valuations differ across different markets/regions

### Operational Due diligence 101

- What approaches should be taken when conducting Financial Due Diligence?
- What happens when the data is limited?
- Challenges and practical examples.

Co-Facilitated by  
**Sarah-Jane O'Sullivan**, Vice President, Operational Due Diligence, **HarbourVest**

## 17:00 Networking reception



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Day 2: 14 November, 2023

8:00 Registration & Coffee

8:45 CFOs & COOs think tanks (GPs only)

*Our series of GP think tanks provide a space for CFOs/COOs to share and learn from their personal experiences on a Chatham House basis. An open arena to discuss a range of issues with peers from your asset class such as financial terms, service providers plus more.*

Private equity

Private Debt

Infrastructure

Real estate

9:30 Chairperson's day 2 welcome remarks

9:40 Benchmarking and Performance measurement

- How do you undertake like for like benchmarking?
- The rise of the PME in benchmarking
- Managing the inherent limitation of benchmarking eg: Preqin data sets, Cambridge Associates

10:20 PEI Data Presentation

10:35 Debate: Outsource vs insource model challenges

- Key technology implementations to drive automation
- Which focal areas are you seeing new investment?
- Which technology benefits do CFO/COOs place most value on?

11:15 Networking coffee break

11:50 In-Focus Fireside chat: Will GP Led secondaries become the 'new normal'?

- How is this market moving forward in the new age of fewer exit possibilities & higher interest rates
- Why are LPs starting to show more interest in GP stakes?



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12:10

## Panel: Building the right firm culture and managing the ever-increasing value of human capital

- What are GPs doing to win the right people?
- Building the right culture in an organisation
- How to ensure diversity of thought, background, culture to drive a high performing team?
- How to reflect DE&I in senior hires?
- How is the operating environment for GPs impacting the types of skills firms are looking for in relation to finance recruits.
- Taking into account cultural/ generational differences in the workforce

### Panellists:

**Marion Buten**, COO Europe - BXCI PCS Europe, **Blackstone**

12:40

## Lessons learned: Building and scaling a good organisation (LP vs. GP view)

- How to attract talent and keep talent?
- How to ensure diversity of thought, background, culture to drive a high performing team?
- Post merger motivation?
- Incentive schemes
- How to find the right strategy and the right niche?
- Key scalability and organisational requirements
- How are GPs adhering to global corporate governance

13:10

## Interactive roundtable discussions over Lunch



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