Private Equity International

Women in

## Women in Private Markets Summit London 2024



### **Day One: 4 December**

7:45-9:00

Coffee & registration

8:00-9:00

#### LP Breakfast Roundtable

Discuss key challenges with the shifting landscape of organizational expense obligations over breakfast with other LPs as part of an off-the-record, facilitated group conversation hosted by ILPA.

Holly Makarchuk, Relationship Manager, ILPA

Teia Merring, Senior Investment Director, USS

**Helena Threlfall**, Portfolio Manager - Environmental Opportunities, **Local Pensions Partnership Greg Durst**, Senior Managing Director of Global Growth, **ILPA** 

9:00

**Chairs opening address** 

Laurie Mahon, Senior Advisor, Infrastructure Markets

9:15

Fireside chat: The Future of London as a Global Financial Centre

Catherine McGuinness CBE CC, Past Chair, City of London's Policy & Resources Committee
in conversation with

Dame Julia Hoggett, Chief Executive Officer, London Stock Exchange

9:45

### Diversity dialogue: the role of senior leaders in driving systemic change

- Strategies for benchmarking gender diversity progress and establishing meaningful metrics
- How can you eliminate unconscious bias in your diversity and inclusion initiatives?
- Exploring the impact of mentorship and sponsorship programs and what works well
- Tips for success in private markets

Moderator: Denise Gibson, UK Managing Partner, Executive Committee Member, A&O Shearman James Brocklebank, Managing Partner, Advent International

Gurpreet Manku, CEO, Level 20

Deborah Zurkow, Global Head of Investments, AllianzGI

Antje Hensel-Roth, Board Member and Chief People and External Affairs Officer, ICG Gwenola Chambon, CEO-Managing Partner, Vauban Infrastructure Partners

10:30

#### State of the union: investor sentiment in the current environment

- Is the environment for fundraising, deals and exits improving?

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- Sectors and strategies that have prospered in a more challenging environment
- What new types of liquidity options are managers utilising?
- Exploring reasons for optimism for the next year

Moderator: Alexandra Davidson, Global Head of Funds & Investment Management, Clifford Chance

Teia Merring, Senior Investment Director, USS

Vanessa Shia, Head of Private Markets, London CIV

Michela Bariletti, Chief Credit Officer, The Phoenix Group

Gillian Evans, Managing Director - Client Solutions Group, Macquarie Asset Management

11:15

**Networking Break** 

Specific areas for networking

| Infrastructure<br>Investor |
|----------------------------|
|                            |

### Women in Infrastructure Forum

London 2024

11:55

Opening remarks
Laurie Mahon, Senior
Advisor, Infrastructure
Markets

Private Equity International

### Women in Private Equity Forum

London 2024

11:55

Opening remarks
Gurpreet Manku, CEO, Level
20

PERE

### Women in Real Estate Forum

London 2024

11:55

Opening remarks
Roxana MohammadianMolina, Chief Strategy
Officer, Blend
Investment Management

Private Debt Investor

### Women in Private Debt Forum

London 2024

11:55

Opening remarks
Sabrina Fox, CEO, European
Leveraged Finance
Association

12:00

# The state of play in infrastructure: prospering in a more challenging environment

- Why will infrastructure prove a safe and enticing haven for investors in a challenging investment environment?
- What does recent consolidation mean for the asset class? Is this a sign of things to come?

12:00

# The state of play in private equity: finding opportunities in today's market

- Identifying emerging sectors and geographic regions with promising growth potential
- How are managers leveraging technology and data analytics to drive returns?
- Discussion around market innovations that managers are employing

Moderator: Christy
O'Connell, Counsel, Cleary
Gottlieb

12:00

# The state of play in real estate: outlining the top strategic priorities in today's market

- How to tackle the 2trillion wall in global real estate debt
- Finding opportunities amid a profound shift in the real estate landscape
- Assessing the most attractive markets and investment strategies in Europe and beyond

Moderator: Isabel Berger, Partner, Gibson Dunn Jenny Hammarlund, Senior 12:00

# The state of play in private debt: Evaluating the through-the-cycle value of the asset class

- Where are we now in the cycle?
- With the higher rates what is the impact on borrower appetite- is there enough dealflow?
- How long will the "golden era" of private credit continue?

Moderator: Isabella Mashru, Partner, Clifford Chance Christine Vanden Beukel, Managing Director, Crescent Credit Europe

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What is the next frontier for infrastructure? Moderator: Amy Mahon, Partner, Global Co-Head of Energy and Infrastructure, Simpson Thacher & Bartlett Assia Belkahia, Partner, **Antin Infrastructure Partners** Pilar Banegas, Partner, Fund Management, InfraRed **Capital Partners** Cristina Gonzalez, Managing Director, KKR Irini Kalamakis, Senior Managing Director & Global **Head of Strategic** Partnerships, OMERS Infrastructure Roopa Murthy, Partner, Head of EMEA Infrastructure Debt, Ares

Mirja Lehmler-Brown,
Partner, Hayfin
Joe Topley, Chief Executive
Officer, GBL Capital
Jenny Newmarch, Head of
Private Equity, Aware Super

Managing Director, OTPP RE
Europe
Mai-Lan de Marcilly,
Managing Director, KKR
Christine Fritz, Co-Senior
Portfolio Manager, PGIM
Real Estate
Ioanna Paschalidou,
Managing Director,
Henderson Park

Jennifer Hartviksen,
Managing Director, Head of
Global Credit, IMCO
Catalina Stoica, Principal,
Head of Co-Investment,
Park Square Capital
Lucy Dale, Team Director,
Private Credit, Macquarie
Asset Management
Andrea Fernandez, Partner,
Head of Product
Management and Investor
Relations, European Credit
and Corporate Secondaries,
Ares Management

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12:40

# Exploring the potential and roadblocks in digital infrastructure investments

- How digital infrastructure is faring in the high inflation and interest rates era
- Navigating the roadmap for sustainable digital infrastructure
- What's next for digital infrastructure?

Moderator: Eimear Coady,
Partner, A&O Shearman
Anaïs Triboulet, Director, DC
Advisory
Svetlana Barthelemy, Senior
Vice President, GIC
Phoebe Smith, Managing
Director, PATRIZIA
Pascale Labrecque, Principal
— Investment Management,
Digital Bridge

12:40

## **Exploring deal dynamics in** the European PE market

- Are valuations still too high?
- Evaluating whether dealmaking activities are showing signs of recovery
- Identifying hotspots and areas of opportunity

Moderator: Gemma
Roberts, Partner, Co-Chair
London Office, Goodwin
Helene Schutrumpf, Director
of IR and Fundraising,
AURELIUS
Marta Stojanova, Director,
S&P Global
Kalyani Harar, Director of
Private Investments,
Wellington Management

12:40

# Investing in alternative real estate strategies including data centres, healthcare, student housing and more

- What is driving increased investor interest in nontraditional sectors?
- Understanding the unique risks associated with investing in alternative real estate strategies and how investors mitigate them
- Identifying operational considerations and potential value creation opportunities within alternative sectors

Moderator: Evelyn Lee,
Editor, PERE
Anne Gales, Partner & CoFounder, Threadmark
Roxana MohammadianMolina, Chief Strategy
Officer, Blend
Investment Management
Ami Kotecha, Co-Founder &
President, Amro Partners
Vivienne Howell, Head of
Healthcare, Civitas

12:40

## Opportunities for investors in real asset debt

- Is the macro
  environment pushing
  investors to diversify
  their allocation into
  private infrastructure
  and real estate credit
  which has a lower
  correlation and different
  cycle?
- What comparative advantages does the private real estate debt market present in contrast to other sectors of corporate credit investment?
- How are managers navigating regulatory frameworks and pressures?

Moderator: Sweta Chanda,

Managing Director, Head of Business Strategy, Monroe Capital Shivani Goolab, Director, Investec Real Estate Nailah Flake, Managing Partner, Brookfield Credit Beatrice Dupont, Co-Head of Real Estate Debt, Europe, ESR Europe Henri Vuong, Executive Director, Head of Debt

### 13:15 **Lunch**

14:15

Investor perspectives on the infrastructure asset class

14:15

Investor Panel: Allocating to private equity during uncertain times

14:15

Investors views on investment opportunities in Europe

14:15

Investor views on private credit in the current environment

Investment Research, **PGIM** 

Private Equity

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- Exploring the demand for more complex structure deals
- How infrastructure investors plan to tackle the tailwinds from the increase in interest rates
- Looking into a crystal ball: the future for investor-manager relationships

Moderator: Elisabeth
Johnson, Partner, Linklaters
Katya Romashkan, Aware
Super Portfolio Manager Infrastructure, Aware Super
Aurelie Hariton-Fardad,
Managing Director, MetLife
Investment Management
Tanriverdi Versmissen Isil,
Head of Infrastructure Debt
Transactions, Munich-MEAG
Alena Antonava, Investment
Manager, Railpen

- Strategies for mitigating risk and optimizing returns in volatile market conditions
- How are investors dealing with overallocation issues and other challenges?
- Investor views on innovations managers are implementing

Moderator: Barbara
Castellano, Managing
Director, S&P Global
Anna Barath, Chief
Investment Officer, Bite
Investments
Dorota Filipowska,
Investment Manager,
European Investment Fund
Cari Lodge, Managing
Director, CF Private Equity
Charlotte Kjærulff, Vice
President, ATP Private
Equity Partners

- What macro and geopolitical factors are impacting the decisions of asset allocators?
- Assessing the attractiveness of various real estate strategies to investors
- Strategies and considerations for LPs to navigate uncertainty and volatility in the European real estate market

Moderator: Omega Poole, Co-founder & Managing Partner, Propela Ventures Anne Koeman-Sharapova, Head of Europe Real Estate Investment, Mercer Anja Ritchie, Managing Director, StepStone Group Francesca Boucard, Head Real Estate Research & Strategy, Swiss Life Asset Managers

- What key factors do LPs evaluate when assessing private credit managers and their funds?
- To what extent is lack of liquidity impacting direct lenders' fundraising efforts?
- How is liquidity impacting portfolio construction and investment decisions in credit?

Moderator: Kirsten Bode,
Co-Head of Private Debt,
Pan-Europe, Muzinich & Co
Nemashe Sivayogan, Head
of Pensions and Treasury,
London Borough of Merton
Dalit Nuttall, Principal, West
Valley Capital
Pravi Prakash, Investment
Manager, Railpen
Sophie Pierce, Senior
Associate, Investments,
WTW

### 14:50

# The Infrastructure landscape in 2025 and beyond

- Why is there an abundance of optimism for growth in infrastructure currently?
- Increasing diversification of infrastructure asset types
- Assessing where the boundaries will be

### 14:50

# Navigating the rise of healthcare investing in private equity

- Is healthcare still
   primarily a place for
   specialist investors?
   What's needed to attract
   larger pools of capital?
- Which sub-sectors of healthcare are proving most resilient to market turbulence?
- How are investors setting themselves up

### 14:50

# Unlocking opportunities: exploring the landscape of real estate debt

- To what extent is this a golden era for real estate debt?
- The rise of the insurance lender in large property markets and the implications for borrowers and lenders
- Strategic opportunities and challenges for investors and lenders

### 14:50

## The workings of multi lender unitranche club deals

- How do terms and pricing look for unitranche deals in contrast to syndicated debt?
- How to avoid lender to lender disputes
- Pros and cons of sole lenders vs club deals

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pushed to next in infrastructure

Moderator: Alice Brogi,
Partner, Gibson Dunn
Alice Usanase, Lead, Europe,
Middle East & Francophone
Africa, Africa Finance
Corporation
Kashif Khan, Director,
Infrastructure & Project
Finance, MetLife Investment
Management
Natasa Kovacevic, Managing
Director, Infrastructure,

for success in a complex sector?

Moderator: Shimin Lee, Partner, Clifford Chance Annette Clancy, Operational Investor, JEITO Capital Tara Bishop, Founder, Black Opal Ventures Katie Beckingham, Director, August Equity Moderator: Lucy Scott.
Deputy Editor, Real
Estate Capital
Laurine Amiel, Investment
Director, Private Credit,
Australian Super
Wendy Cai-Lee, CEO and
Founder, Piermont Bank
Prabby Mann, Head of Real
Estate, Phoenix Group
Ana Gonzalez-Iglesias,
Managing Director, Global
Head of Capital Markets Real Estate Debt Strategies,
Blackstone

Guitard, Partner, Augusta & Co
Kristina Matthews, Partner,
Falcon Investments
Mina Melik Şentürk,
Financial Consultant/Board
Member, CCN Holding
Janine Harion, Managing
Director, Permira Credit

**Moderator: Romane** 

Finance 15:25

**CPPIB** 

#### **Coffee break**

15:40

Analysing the emerging stars: Hydrogen, batteries, and EV charging in the age of sustainable investing

**Laurence Monnier**, Senior Adviser, **Gira Strategic** 

- Established
   infrastructure or
   optimistic/value-add?
   How to correctly define
   the energy subsectors
- The role the subsectors play to enable the energy transition
- Exploring the sustainability of batteries and EV charging

Moderator: Anne-Louise Petersen, Senior Reporter, Infrastructure Investor Patricia Rodrigues Jenner, Member of Infrastructure Investment Committees UK, GLIL & Africa's AIIM 15:40

## Integrating ESG with value creation

- How do sustainability strategies increase profitability and sell-on value
- To what extent does implementing sustainability increase resilience?
- Case studies from real PE investments

Moderator: Ruth Knox,
Partner, Corporate
Department, Paul Hastings
Elena Mariotti, Managing
Director, Head of
Sustainability Stewardship,
Cerberus Capital
Management
Joanna Reiss, Partner and
Co-Head of Impact Investing,
Apollo

15:40

Decarbonising real estate: driving better long-term financial performance with sustainability initiatives

- How sustainability initiatives can lead to cost savings, increased property value, and improved return on investment
- Understanding the impact of evolving environmental regulations and building codes on real estate portfolios
- Exploring innovative technologies and strategies for decarbonising real estate portfolios

Moderator: Diana Louis,

15:40

# Generating upside from sustainability in private debt

- What are managers doing to create value in their portfolios?
- Does ESG-compliant private debt strategies result in an increased credit quality within the portfolio?
- Should all investments be structured as sustainability linked loans or is it not always suitable for the borrower?

Moderator: Sabrina Fox, CEO, European Leveraged Finance Association Wee Kii Teh, Portfolio Manager, Allianz Global Investors Rebecca Davis, Senior

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Emma Tinker, Co-founder and CIO, Asper Investment Management Evelina Olago, Managing Director, Client & Strategy, Just Climate Ingrid Edmund, Senior Investment Director, Downing Eimear Palmer, Partner, Global Head of Sustainability, Pantheon Ventures Miriam Wrobel, Global Head of ESG & Sustainability, FTI Consulting

Head of Alternative Assets
ESG Integration, MEAG
Hala El Akl, Vice President of
Sustainable Investing and
Operations, Oxford
Properties Group
Nick Chee, Senior Associate
ESG & Stewardship,
AustralianSuper
Abigail Dean, Head of
Strategic Insights, Real
Assets, Nuveen

Investment Director,
European Pension Practice,
Cambridge Associates
Niamh Whooley, Managing
Director, Head of Sustainable
Investing, Pemberton Asset
Management

16:10

Case Study: improving operational efficiency and sustainability on small scale hydropower investments to drive returns Ingrid Edmund, Senior Investment Director, Downing

16:10

### Creating value in PE with AI: Substance or Snake Oil

This unique session will cut through the noise, providing real world use cases for AI and large language models in private equity. Hear from two experts on how AI can deliver real value to your portfolio companies and businesses more widely.

Lisa Weaver-Lambert, NED, Technology & Data
Executive, Independent In conversation with
Sabrina Pervez, Director

16:10

TUI Global Hospitality Fund and investors' appetite for leisure hotel investments Mariya Lazarova, Head of TUI Asset Management and Advisory, TUI 16:10

Case Study: Opportunities in Private Credit in CEE Magdalena Sniegocka, Principal, CVI Dom Maklerski

16:30

## The continuing strength of infrastructure debt

- Identifying strategies for effectively managing risk and liquidity in today's environment
- Investigating if infrastructure debt will continue to outperform alternative credit strategies

16:30

# Growth and Venture in Europe

Alternative Assets, Robin Al

- Discussing the various exit strategies available to European venture & growth
- Analysing the latest funding trends in European startups,
- Assessing the regulatory environment for venture capital and growth-stage investments in Europe

16:30

### Prospering in a more challenging environment for logistics and industrials

- Implementing strategies to build resilience against disruptions
- How does Europe compare with other markets in terms of opportunities for investors?
- Value creation opportunities from

16:30

# Is speciality finance ripe with opportunity?

- Why are niche markets so attractive to investors right now?
- Do higher returns mean higher risk in this segment of the market and are investors being compensated for the risk?
- Opportunities across
   ABL, bridge financing,

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| - What the future holds for investors and borrowers  Moderator: Claire Williams, Partner, Simpson Thacher Bérénice Arbona, Head of Infrastructure Debt, LBPAM Nadine Wagner, Investment Manager, MEAG Mathilde Ketoff, Deputy CIO - Head of Debt Investment, | and its implications for investors  Moderator: Florence Keelson-Anfu, Senior Manager, Private Markets, London Stock Exchange Jan Rutherford, Partner, Scottish Equity Partners~ Gayatri Sarkar, Founder and CEO, Advaita Capital Agata Nowicka, Founder, | leveraging innovative technologies  Moderator: Charlotte D'Souza, EMEA editor, PERE Laurie Lagarde, Managing Director – Head of EMEA Logistics Operator Division, CBRE Investment Management Martina Malone, Managing Director, Global Head of | aviation, royalties, NAV financing, litigation finance etc.  Moderator: Dr. Gabriella Kindert, Independent Board Member, Neptune Leasing, a.o.  Nadine Buckland, CEO, Zenzic Capital Adriana Clancy, Partner, Corbin Capital Partners |
|--|--|--|---|
| RGREEN INVEST Annika Dattani, Vice   | Managing Partner, Female Foundry   | Capital Raising, <b>Prologis Daniela Gomez</b> , Senior  |   |
| President, Macquarie Asset   | Karen McCormick, Chief   | Associate – Fund   |   |
| Management   | Investment Officer, Beringea   | Management, Realterm   |   |
| 17:05  | 17:05  | 17:05  | 17:00   |
| Infrastructure Think Tank  | Private equity Think Tank:   | Real Estate Think Tank   | Private Debt Think Tank   |
| Laurie Mahon, Senior   | driving diversity and  |  | Dalit Nuttall, Principal, West  |
| Advisor, <b>Infrastructure</b>   | advancing your career in   |  | Valley Capital  |
| Markets  | private equity   |  |   |
|  | Christy O'Connell, Counsel,  |  |   |
|  | Cleary Gottlieb -  |  |   |
|  | Joanna Roberts, Counsel,   |  |   |
|  | Cleary Gottlieb  |  |   |
|  | Ferdisha Snagg, Partner  |  |   |
|  | elect, Cleary Gottlieb   |  |   |

17:45-19:15
Sponsorship Opportunity
Close of conference followed by cocktail reception

## Women in Private Markets Summit London 2024



Workshop C

**Day Two: 5 December** 

7:30-9:00

Coffee & registration

8:00-9:00

Workshop A

**Breakfast Networking Sessions** 

| WOLKSHOP A                             | WOTKSHOP B                             |  | WOTKSHOP C                          |  |
|--|--|--|-------------------------------------|--|
| Key debt finance considerations for    | Unlocking potential: Thriving as       |  | Merger control in private equity –  |  |
| 2025                                   | Women Leaders In an Al-Driven Future   |  | recent trends and insights          |  |
| Kavita Davis, Partner, Gibson Dunn     | Edith Lassiat, Mentoring for powerful  |  | Ricardo Zimbrón, Partner, Cleary    |  |
|  | women, Editions EHL. University of the |  | Gottlieb                            |  |
|  | Self                                   |  | Carolina Cury Ricciardi, Associate, |  |
|  |  |  | Cleary Gottlieb                     |  |
| Workshop D                             |  | Workshop E   |                                     |  |
| Exploring the secrets of the Boardroom |  | Too Assertive or Not Assertive Enough: leading with      |                                     |  |
| Fiona Hathorn, CEO, WB Director        |  | authentic authority in a male-dominated environment      |                                     |  |
|  |  | Cecilie Søndergaard Nielsen, Managing Director, Founder, |                                     |  |
|  |  | CN8 Leadership Confidence                                |                                     |  |

9:05

**Chairperson's Opening Remarks** 

9:10

### The increased importance of value creation in the current environment

Workshop B

- Considering strategies for value creation in different segments of private markets
- How value creation has changed with higher cost of capital, less transactions, and longer hold periods
- To what extent can AI play a part in value creation and what are funds already doing?
- Case studies of value creation successes in the past 2 years

Moderator: Lisa Weaver-Lambert, NED, Technology & Data Executive, Independent
Anne-Laurence Roucher, Deputy CEO, Head of Impact Private Equity & Natural Capital, Mirova
Lu Zhang, Founder and Managing Partner, Fusion Fund
Zoe Jeanroy-Broz, Senior Vice President, Vauban Infrastructure Partners
Streisan Bevan, Independent, Operating Partner, SGB Digital Consulting

9:50

PEI Data Presentation: Global Fundraising Trends and LP Perspectives Survey 2025 Atheetha Bani, Research Manager, PEI Group



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#### 10:00

#### Tips for success: elevating your fundraising to prosper in a challenging environment

- Overcoming challenges in fundraising in the current landscape
- Building effective and resilient fundraising strategies
- Investor perspectives: understanding expectations and building lasting relationships
- Exploring new approaches and technologies for private equity success

Moderator: Erin Sarret, Associate Fellow, Saïd Business School Amanda Tonsgaard, Partner - Head of Investor Relations, AIP Management Jane Bowes, Managing Director, Threadmark Thiri Thant Mon, Director of Investor Relations, Climate Investment

#### 10:45

### **Coffee & networking**

#### 11:15

### Secondaries in focus: how the market continues to evolve and grow

- Analysing the evolving landscape of buyer fees and terms in continuation funds
- Getting LPs comfortably with innovative strategies being employed
- How are the secondary markets in real assets evolving?
- Assessing the true indicators of market health beyond record-breaking fundraises

Moderator: Alex Chauvin, Partner, White & Case
Valérie Handal, Managing Director, HarbourVest Partners
Charlie Walker, Deputy Chief Executive Officer, London Stock Exchange
Tori Buffery, Senior Director, Secondaries, Nicola Wealth
Fahad Shams, Senior Portfolio Manager, Allianz Capital Partners
Casandra Pinamonti, Principal, Infrastructure Secondaries, Ares Management

#### 12:00

### Unlocking potential: how democratisation can transform private markets

- To what extent are new investors already reshaping the investment landscape?
- Strategies for managers to leverage the influx of new investors and navigate evolving market dynamics
- Is the regulatory framework and expanding offering meeting LP needs?
- Exploring the emergence of innovative structures such as long-term asset funds

Moderator: Sabina Comis, Partner, Dechert Caroline Heinrichs, Investment Solutions, Perpetual Investors Olivia Kebble, Associate Principal, Moonfare Claire Madden, Founder & Managing Partner, Connection Capital



Ana Kekovska, Global Head of Corporate Services, Gen II

12:40

Fireside chat - The New Era of Due Diligence: how allocators are evaluating GPs in a changing world

Irina Frolova-Vernède, Independent Non-Executive Director, Chair Investment Committee In conversation with

Elizabeth Weymouth, Founder & Managing Partner, Grafine Partners

13:00

Lunch and room set (Future Leaders arrive for future leaders' session)

Sponsored opportunity
Senior Leaders Lunch

14:00

### **Inaugural Future Leaders Session**

A unique opportunity for the next generation to connect and discuss career advancement strategies. Hosted by esteemed industry leaders, this session will offer invaluable insights and guidance to help you navigate your career path. Engage in dynamic discussions, ask questions, and gain the knowledge and inspiration needed to advance in alternatives. Join us for this empowering experience and take the next step in your professional journey.

Keynote Speaker: **Deborah Zurkow**, Global Head of Investments, **AllianzGI** 

15:30

Close of conference