



IPEM

« SECONDARY MARKET UPDATE »

29 Jan. 2020, 16:30 to 18:00 @IPEM 2020 (Cannes, Palais des Festivals) / OPEN SESSION

Sponsored by :

Greenhill

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PRESENTATION

IPEM Secondary Market Update is brought to you with the support of Greenhill. This open session is designed to cover the latest trends and innovations in the secondary markets with the testimonials of both sellers and buyers. In this booming space, market practices are evolving rapidly, transactions are getting more complex and investors grow in sophistication. What used to be considered as a niche part of the PE market is now a regularly accepted portfolio management tool for many stakeholders. Join the conversation!

PRELIMINARY AGENDA

- 16:30 **Welcome coffee**
- 16:35 **Summit kick-off,
“Update on the secondary market”, by Greenhill**
- 17:05 **The latest trends / transactions in the European mid-market**
+ GP-led transaction, views from GPs and LPs
+ Structuring secondaries deals
+ Mid-market specificities for secondaries
+ Open discussion in the room
+ Wrap-up
- 17:40 **Q&A with secondary buyers / secondary funds**
+ Where are we in the secondary cycle?
+ The latest innovations in the secondary market
+ Non-traditional deals / niche secondary strategies
+ Open discussions in the room
+ Wrap-up
- 18:00 **End of the summit**

SAMPLE SPEAKERS AND PARTICIPANTS 2020



Bernhard ENGELIEN,
Managing Director
Greenhill



Briac HOUTTEVILLE,
Managing Director
Greenhill



Sébastien BURDEL,
Founder & Managing Partner
Spring Bridge Partners



Sophe CHÂTEAU,
Partner, Head of Investor
Relations
LBO France



Lars HONEGGER,
Senior Vice President
Partners Group



Francesco KAELIN,
Head of Private Equity
SUVA



Benjamin REVILLON,
CEO, Managing Director
Bex Capital



Rod JAMES,
Senior Reporter
PEI Media / Secondaries
Investor



Christophe SIMON,
Managing Partner
Idinvest Partners



Vito TORCIANO,
Investment Director
ProA Capital

ABOUT IPEM 2020

Cannes, Palais des Festivals – 28/29/30 Jan. 2020

In 4 years, IPEM has grown into **the largest event for European private markets** – covering the complete industry (from VC to Buyout, private debt and real assets) and gathering its whole value chain (LPs / GPs / Advisors).

Put simply, IPEM is probably **the best event experience** you can have in the industry : effective, innovative, relaxed, providing you with both great knowledge and great contacts.

2,400+
Participants

40+
Countries

1,100+
Companies

400+
GPs

350+
LPs

> **Everyone** that matters in European private markets



2,400+ delegates from 40 countries

> **100% business-oriented**



190+ stands and 3 lounges to hold your meetings

> **High end and innovative content**



50+ panels, keynotes and summits

> **Relaxed working environment**



30+ social and networking events

WANT TO ATTEND IPEM SECONDARY UPDATE?

Next steps

Access to IPEM 2020 SECONDARY UPDATE is open

Please note that only a limited number of places are available / first arrived, first served
LPs have a priority access to the event

To apply / any questions regarding our programme, please contact :

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LPs have a priority / preferential access to IPEM Summits

Full programme, list of delegates / speakers, practical and registration information are on :

www.ipem-market.com