



IPEM

« NEW MANAGERS / 1st TIME FUNDS SUMMIT »

28 Jan. 2020, 14:00 to 16:00 @IPEM 2020 (Cannes, Palais des Festivals)
INVITATION ONLY / GPs and LPs ONLY



Sponsored by :



caceis
INVESTOR SERVICES

IPEM NEW MANAGERS / 1st TIME FUNDS SUMMIT

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PRESENTATION

IPEM New Managers / 1st Time Funds Summit is an invitation only event designed to gather emerging managers (that have raised less than 2 funds so far) and LPs that share an interest for these *new kids on the block*. This event is meant to be educational and to foster networking among participants. What do LPs expect of new managers? How do they gauge these new players? What are the recipes of successful 1st time funds? We hope that this summit will be the launchpad for future successes in the industry! This session was designed with the support of Rede Partners and Caceis.

PRELIMINARY AGENDA

- 14:00 **Welcome coffee**
- 14:10 **Trends and performances in the first-time funds' space**
Update by the European Investment Fund
- 14:25 **Backing new / emerging managers, what do LPs really expect?**
+ How do investors diligence new managers
+ How to stand out from the crowd, finding your key selling points
+ Engaging in a new relationship and taking the right path
+ Open discussion in the room
+ Wrap-up
- 15:05 **The challenges beyond the first fund, testimonials**
+ How successful 1st time-funds did it
+ Getting prepared and structured for the next steps!
+ Open discussions in the room
+ Wrap-up
- 15:45 **Closing remarks**
- 16:00 **End of the summit**

SAMPLE SPEAKERS 2020



Tom ROTHERHAM WINQVIST,
Managing Director
Wafra / Capital Constellation
(Chairman of the Summit)



Narcisa SEHOVIC,
Managing Director
Hayfin Capital Management



Christine PANIER,
Head of Lower Mid-Market
EIF



Rémi BERTELOOT,
Principal
EIF



Agnès NAHUM,
Managing Partner
Access Capital Partners



Gabrielle JOSEPH,
Head of Due Diligence and
Client Development
Rede Partners



Patricia MILLER ZOLLAR,
Managing Director
Neuberger Berman



Nathalie THEBAULT,
Investment Professional
Clearsight



Arnaud GAREL-GALAIS,
Group Head of Coverage &
Business Development
CACEIS

**+ TESTIMONIALS OF SUCCESSFUL
1st TIME FUNDS !**

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 NEW MANAGERS SUMMIT?

Next steps

Access to IPEM 2020 NEW MANAGERS / 1st TIME FUND SUMMIT is subject to approval

Please note that only a limited number of places are available / first arrived, first served

Exclusively limited to new managers / 1st time funds (having raised one institutional fund or less)

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