

3 days

inside
the world of
Private Equity

International
Private
Equity
Market



FEBRUARY 17-19, 2016 - PALAIS DES FESTIVALS CANNES - FRANCE

PROGRAM OF CONFERENCES & EVENTS

as of February 12, 2016

IPEM TALKS

Stir up your curiosity

Inspirational conferences, visionary panel-discussions & expert-led debates for PE professionals about major global trends to open-up your vision on private equity and gain insight into the latest trends of the industry.

IPEM SOCIAL

Moments worth sharing

Expand your network & make new connections at the IPEM Opening Party on February 16, 2016 and the IPEM Cocktail on February 19, 2016.

IPEM CORPORATE

P.E. for Entrepreneurs & Business Owners

Innovative workshops & educative testimonies dedicated to business owners and entrepreneurs to detail the leverage effects of private equity upon business developments and identify the best partners.

IPEM CONNECT

Build up your community

Topic-based luncheons, afterwork-meetings & closed-door events to continue the discussion and network in a friendly environment.

TUESDAY, FEBRUARY 16, 2016**Opening Party**

7:30 pm – 9:00 pm – Salon des Ambassadeurs of the Palais des Festivals

WEDNESDAY, FEBRUARY 17, 2016**Welcome Speech**

9:30 am – 9:40 am – Conference Room 1

René Pérès, IPEM Chairman

Outlook: World Economy, How Will 2016 Shape Up?

9:40 am – 10:40 am – Conference Room 1

Jean-Paul Betbèze, Betbèze Conseil SAS
Michel Barnier, former VP European Commission
Holger Wiemann, Trendmedia**Investing in China: Acquisition Structure (in French)**

10:00 am – 10:45 am – King & Wood Mallesons Booth (R16-28)

How PE Can Accelerate Your Business & How to Find the Right Partner? (in French)

10:45 am – 12:30 pm – Conference Room 3

Paul Perpère, Association Française des Investisseurs pour la Croissance (AFIC)
Olivier Millet, Eurazeo PME
Olivier Marchand, FnB Private Equity (ex Bénédicte)
Eric Neuplanche, Capital Croissance
Jean-Charles Simon, Simon Associés
Agathe Zilber, CFNEWS**Directions of Private Equity – Key Trends and the Role of Technology**

11:00 am – 12:00 pm – Conference Room 1

Prof. Eli Talmor, London Business School, Collier Institute
Antoine Sage, FnB Private Equity**Private Debt: How Much Further and With Which Products Can the Non-Bank Lending Market Go?**

11:00 am – 12:00 pm – Conference Room 2

Dan Hatcher, Permira Debt Managers
Cécile Mayer Levi, Tikehau IM
Frederic Méreau, Alcentra
Benjamin Edgar, Intermediate Capital Group
Emmanuelle Duten, Capital Finance**Fundraising: What do LP's Expect and How to Best Convince Them?**

3:00 pm – 4:00 pm – Conference Room 2

Christophe Karvelis, Capzantine
Reiner M. Löslein, Castik Capital Partners
Jörg Sperling, WHEB Partners
Nicolas de Nazelle, Triago
Spencer Miller, SJF Partners
Emmanuelle Duten, Capital Finance**Infrastructure: How to Find Stable Revenue Streams in an Uncertain Environment?**

3:00 pm – 4:00 pm – Conference Room 3

Mathias Burghardt, Ardian
Alain Rauscher, Antin Infrastructure
Thierry Déau, Meridiam
Christian Fingerle, Allianz Capital Partners
Franck Caron, Private Equity Magazine**Management Packages in Europe (in French)**

3:30 pm – 4:15 pm – King & Wood Mallesons Booth (R16-28)

* **IPEM Connect** – Each conference session will be followed by a networking break to allow participants to further discuss and network in an informal environment

China & Africa: Is This the Moment to Invest? How Europe Could Help?

4:30 pm – 6:00 pm – Conference Room 1

Jean-Pierre Raffarin, former French Prime Minister
 Samuel Nwanze, Heirs Holdings (The Tony Elumelu Foundation)
 Naha Hamdi Mouknass, Ministre du Commerce, de l'Industrie et du Tourisme de Mauritanie
 Ming-Po Cai, Cathay Capital Private Equity
 Song Pan, Fosun Group
 Mike Wang, King & Wood Mallesons
 Phan Nhay, Bank of China
 Léon Raphaël Mokoko, Ministre Délégué du Plan et de l'Intégration de la République du Congo
 Serge Degallaix, Fondation Prospective & Innovation

Investing in Germany/Austria/Switzerland: Can You Still Find & Create Value in the "Mittelstand"?

4:30 pm – 5:30 pm – Conference Room 2

Christian Böhler, Akina
 Henrik Fastrich, Orlando Management
 Andreas Fendel, Quadriga
 Krischan von Moeller, Paragon Partners
 Philippe Roesch, RIAM Alternative Investments

Investing in Africa I – From Entrepreneurs to Larger SMEs: How to Build the African Champions?

4:30 pm – 5:30 pm – Conference Room 3

Jean-Luc Koffi Vovor, Kusuntu Partners
 Jean-Michel Severino, Investisseurs & Partenaires
 Pierre Marly, CMS Bureau Francis Lefebvre
 Ragheb El Rami, Abraaj Group
 Christophe Angely, Ferdi
 Narina Mnatsakanian, Sarona Fund

THURSDAY, FEBRUARY 18, 2016

Institutional Limited Partners Association Breakfast

7:30 am – 9:00 am – Closed-door event

Industry 4.0 and Internet of Things: Beware! How the Digital Revolution Could Make Your Business Model Redundant - Unless...

9:30 am – 10:30 am – Conference Room 1

Christian Bogatu, Kiwi
 Benoist Grossmann, Idinvest Partners
 Olivier Martineau, Sigfox
 John Higelin, Zouk Capital
 Holger Wiemann, Trendmedia

Operational Improvements: Best Practice in Value Creation

9:30 am – 10:30 am – Conference Room 2

Olivier Boyadjian, H.I.G. European Capital Partners
 Michel Vaissaire, Diam
 Vincent Fahmy, Verdoso
 Alban Neveux, Advention
 Stéphane Pham, France Elévateur
 Axel de Martene, EuropExpo

Global Alternative Asset Investment Masterclass I

9:30 am – 10:15 am – Conference Room 3

Case Study 1: Overseas Investment in Alternative Assets – Achieving Outsized Returns Relative to Risk
 Prof. John Tsui, Peninsula House
Case Study 2: Low Hanging Fruits in Secondaries: FOF, side pockets & CLO Mezzanine
 Roman Khlupin, Strenta Investment Management Inc.
Case Study 3: Real estate: capturing excess returns in low yield environment
 Russell Platt, Forum Partners

Management Packages in Europe (in French)

10:00 am – 10:45 am – King & Wood Mallesons Booth (R16-28)

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How to Prepare the Entry of a Private Equity Firm for a Growing Company from a Legal, Tax and Financial Point View? (in French)

11:00 am – 12:00 pm – Neuflyze OBC Booth (R16-17)

Pauline Soulas, *Ingénieur Patrimonial*
Geoffroy Catrice, *Responsable Corporate Finance*

How PE can Accelerate Your Business & How to Find the Right Partner? (in French)

10:45 am – 12:30 pm – Conference Room 3

Paul Perpère, *Association Française des Investisseurs pour la Croissance (AFIC)*
Blaise Duault, *PAI Partners*
Edouard Moinet, *Cathay Capital Private Equity*
Christophe Karvelis, *Capzantine*
Patrice Chatard, *Finance Active*
David de Pariente, *Gordon S. Blair*

Overall Trends in Private Equity: Highlights of Last Year's Deal Activity and Trends for the Year Ahead

11:00 am – 12:00 pm – Conference Room 1

Dominique Gaillard, *Ardian*
Frans Tieleman, *Eurazeo*
Christophe Bavière, *Idinvest*
Jean-Luc Allavena
Jean-François Felix, *Edmond de Rothschild*

Food and Agri: the Right Sector to Ride Economic Cycles and Minimize Over-Valuation Risks?

11:00 am – 12:00 pm – Conference Room 2

Michel Chabanel, *Céréa Partenaire*
Ivan Massonnat, *PAI Partners*
Christophe Fenart, *Europe Snacks*
Olivier Benoist, *MACSF*
Stéphane Barret, *CA-CIB*

Showcase of French Cleantech Expertise

2:45 pm – 3:45 pm – Conference Room 2

Aymeric or Anthony Ruiz and Patrick March, *Process Angels and Neolife, (TBC)*
Nicolas Sordet, *Afyren*
Marie-Gabrielle Jouan, *Bgene*
Ronald Berger-Lefébure, *Ivea Solutions*
Gilles David, *Enertime*
Jean-François Perrin, *Nanomakers*
Pierre Frécon, *Séparative*
Guillaume de Souza, *Adionics*
Céline Gobin, *Axelera*

Institutional Limited Partners Association CEO Peter Freire Keynote

3:00 pm – 3:30 pm – Conference Room 1

Investing in Africa II - Opportunities and Challenges

3:00 pm – 4:00 pm – Conference Room 3

Andrew Brown, *ECP Investments*
Hakim Khelifa, *AfricInvest*
Richard Mugni, *King & Wood Mallesons*
Robert H. Masumbuko, *African Development Bank*
Hervé Schricke, *Club AFIC Afrique*

The New LP-World: Transparency and Performance - What LP's Expect from their GP's?

3:30 pm – 4:30 pm – Conference Room 1

Dick Sluimers, *APG Group*
Peter Freire, *Institutional Limited Partners Association*
Benoît Verbrugge, *Ardian*
Agnès Nahum, *Access Capital Partners*
John Morrison, *Munich Private Equity Partners*
Prof. Oliver Gottschalg

Improving the Image of Private Equity – Part I

3:45 pm – 4:15 pm – Conference Room 2

James Maloney, *Private Equity Growth Capital Council*
John Higgins, *International Private Equity Market*

Last trends in Funds Structuring (in French)

4:00 pm – 4:45 pm – King & Wood Mallesons Booth (R16-28)

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How to succeed an IPO?

4:30 pm – 5:30 pm – Conference Room 3

Knut Sauer, Allen & Overy
Christoph Heuer, Goldman Sachs
Marc Lefevre, Euronext
Christian Gisy, Scout 24

Venture Investments: Where to Invest, At What Stage and How Best to Accompany Hyper-Growth?

5:00 pm – 6:00 pm – Conference Room 1

François Véron, Newfund
Jean-Marc Patouillaud, Partech Ventures
Adam Kostyál, NASDAQ
Philippe Gire, Elaia Partners
Florian Schweitzer, B-2-V Partners
Jean-Michel Deligny, Silverpeak

Luxury – Private Equity's Best Friend

4:30 pm – 5:15 pm – Conference Room 2

Roberta Benaglia, Style Capital
Silvio Campara, Golden Goose
Frans Tieleman, Eurazeo
Marc Ménasé, Menlook Group

Improving the Image of Private Equity – Part II

5:30 pm – 6:00 pm – Conference Room 2

Mihai Dragota, European Fund for Strategic Investments (European Commission)
David Dana, European Investment Fund (European Investment Bank)
Axel de Martene, EuropExpo

FRIDAY, FEBRUARY 19, 2016

Venture - Showcase

9:10 am – 10:45 am – Conference Room 3

Presentation of future champions
Oliver Weyergraf, Pamono.com
Christian Bogatu, Kiwi.ki
Henry Brodski, Shore
Guillaume Patrizi, Camping and Co
Serge Renouard, Invoxia
Simon Fabich, Monoqi
Maxim Nohroudi, Ally
Paolin Pascot, Agriconomie.com
Damien Morin, Save.co
MiDrive
Holger Wiemann, Trendmedia

Investing in France, Italy & Spain: Are the Best Deals to be Found There Right Now?

9:30 am – 10:30 am – Conference Room 1

Laurent Benard, Capzanine
Renaud du Lac, iXO Private Equity
Luca Bucelli, Tikehau IM
José Moliner, Capzanine
Juan Luis Ramirez, Portobello
Thomas Pernin, Shenkuo

How and Why the Secondary Market Can be a Useful Tool for GPs?

9:30 am – 10:30 am – Conference Room 2

Christiaan de Lint, Headway Capital Partners
Daniel Dupont, Northleaf Capital Partners
Filippo Gaggini, Progressio SGR
Andrew Hawkins, Intermediate Capital Group
François Gamblin, Secondcap
Philippe Bertin, Equitis

Last Trends in Funds Structuring (in French)

10:00 am – 10:45 am – King & Wood Mallesons Booth (R16-28)

Keynote: Details of the European Commission's Investment Plan

10:30 am – 11:00 am – Conference Room 1

Ambroise Fayolle, Vice President European Investment Bank

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Capital Investment in the PACA Region

10:45 am – 12:30 pm – Conference Room 3

Luc Bertholat, Naxicap Partners

Nadia Coulibaly, Association Française des Investisseurs pour la Croissance (AFIC)

Danièle Batude, Mazars

Blaise Duault, PAI Partners

Pierre Grand-Dufay, Tertium

Jacques Lesieur, Team Côte d'Azur

Olivier Motte, PACA Developpement

Global Alternative Asset Investment Masterclass II

11:00 am – 11:45 am – Conference Room 2

Introduction by John Tsui

Venture Capital: Capturing Outsized Alpha

Alex Rogers, Performance Equity

Infrastructure: Fixed Income Alternative (Port, Hydro, Electricity, Solar, Airport and Transportation)

Eugene Zhuchenko, Long-Term Infrastructure Investors Association

Jerôme Delmas, Swen Capital Partners

Infrastructure Investing in Iran - How to Best Enter the Market?

11:15 am – 12:15 pm – Conference Room 1

Dr. Vali Nadi Qomi, Novin Investment Bank

Mahdi Yazdizadeh, Prosperous Capital Partners

Mohammadreza Ansari, Kayson Inc.

Emad Modirzadeh Tehrani, Theta Energy Holding

Serge Degallaix, Fondation Prospective & Innovation

How Mentorship Can Boost Your Growth?

12:00 pm – 1:00 pm – Conference Room 2

Dominique Restino, IME France

Yoann Hebert, Netapsys Conseil

Ronan Pelloux, Créads

IPEM Cocktail

1:00 pm – 2:30 pm – Lounge/ Hall Riviera of the Palais des Festivals

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