CONFERENCES AND EVENTS PROGRAM

as of 24/11/2017

TUESDAY **JANUARY 23**

OPENING COCKTAIL

6:30 pm at Verrière Louis Lumière
Palais des Festivals – Cannes

CAMPBELL LUTYENS
LONDON • NEW YORK • HONG KONG

Highlights 2018

LP Summit: our closed-door event gathering institutional investors to tackle key issues in PE /VC through a morning of interactive roundtables

Entrepreneur & Corporate programme: our dedicated track of conferences and keynotes examining winning tech trends with some of Europe's most dynamic growth companies

VC Summit: our workshops for corporates and entrepreneurs to partner with PE /VC funds including mentoring sessions and portfolio showcases

ROOMS HBR Harbour Business Room · R1 Room 1 · R2 Room 2 · R3 Room 3

WEDNESDAY **JANUARY 24**

9:15 – 9:30 R1
Official Opening

HBR **Global Private Markets:** An overview

R1 **Geopolitics:** Europe is back & facing up to technological disruptions

HBR **Allocation strategy:** How to deploy (and protect) capital in today's frothy markets?

R1 **PE in France I:** How did the industry fare in 2017 and what's in store for 2018?

R2 **Infrastructure I:** Where did the smart money go in 2017 and what are the trends for 2018?

R3 **Private Debt I:** What are the risks and opportunities? How to profitably deploy record amounts of dry powder?

HBR **LP/GP relationship:** How to juggle between direct invest/ co-invest/ fund invest?

R1 **PE in France II:** Large deals in France – deal sourcing, leverage and value creation

R2 **Infrastructure II:** Sector selection and value creation.

R3 **Private Debt II:** Which product innovations to drive returns?

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R1 **PE in France II:** How to achieve superior returns with midmarket deals?

R2 **Infrastructure III:** Infrastructure & traditional PE where are the limits?

R3 **Secondaries I:** Update on fundraising, capital deployment, pricing and innovation

R1 **Operational Excellence:** Helping your portfolio companies to achieve best in class performance.

R2 **PE France IV:** Venture & growth funds What are the most promising sectors?

R3 **Secondaries II:** Focus on liquidity solutions for GPs and real asset secondaries

R1 **PE Iberia I:** Market characteristics, fundraising, capital deployment and outlook for 2018

R2 **PE France V:** Investment showcase Spotless & Colisée Group

R3 **PE Italy I:** A land of opportunities – attractive SMEs, lifestyle brands and hidden champions

R1 **PE Italy II:** market characteristics, fundraising, capital deployment and outlook for 2018

R2 **Fundraising & deal structuring:** Getting the basic right - fund & deal structuring, management incentives

R3 **PE Iberia II:** How they do it? Value creation strategies

THURSDAY **JANUARY 25**

R1 **Macro:** 10 global trends that will impact PE in 2018

HBR **Entrepreneur & Corporate Programme**

R1 **PE in 2018 and beyond:** Distribution, fundraising, finding & creating value, geographies and PE-sectors. How the coming years might shape up?

R1 **What LPs want and what GPs deliver**

R1 **Leading GPs on sourcing, value creation and exist strategies**

R2 **ESG pays!** Best practice in introducing and monitoring ESG

R3 **Corporate venture:** A new way of smart co-investing?

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R1 **Top GP on industry trends for Europe & globally** Keynote by Marco De Benedetti

R2 **Fundraising:** How to differentiate and attract investment

R3 **PE in UK I:** Growth of Sector funds – a recipe for superior performance?

R1 **Mid-market growth funds:** European versus national footprint

R2 **PE in German speaking countries:** Does the «Mittelstand» still hold it's value creation promise?

R3 **Healthcare and Biotech**

R1 **PE in UK II:** Is traditional PE enough? Multi-strategy vs. single structure funds

R2 **PE in the Nordics:** Highly attractive but fund deployment is a real challenge

R3 **Real Estate:** Maximizing returns in crowded markets

HAPPY HOUR ENTREPRENEURS

THE IPEM GRAND COCKTAIL PARTY

FRIDAY **JANUARY 26**

R1 **European venture update:** Fundraising, financing rounds, exits & outlook for 2018

R2 **Business Angel Keynote**

R3 **PE in China I:** Silk Road, One Belt, 5 year plan, market forces

R1 **Fintech/ Insurtech**

R2 **Artificial Intelligence/ Big Data**

R3 **Top GP on in- and outward investment trends**

R1 **Internet of Things**

R2 **Consumer marketplaces & e-commerce**

R3 **PE in China II:** Will the tide turn?

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R1 **Healthcare & Edutech**

R2 **B2B/ SaaS**

R3 **PE in Africa I:** A continent of opportunities: fundraising & capital deployment

R1 **Cybersecurity**

R2 **Infrastructure/ Data Centers**

R3 **PE in Africa II:** Generating deal-flow, value creation and exit opportunities

FAREWELL COFFEE