

# US OPERATIONAL VALUE-ADD

2 – 4 JUNE 2020

## EVENT AGENDA

### Tuesday 2 June

10:25am - 10:30am (ET) Opening Address

#### 10:30am - 11:15am Panel 1: Succession Planning

- As PE groups adjust to generational change and think about succession planning, what are the key considerations before selling GP equity stakes?
- How should COOs/CFOs determine carry interest rights for newly appointed partners, to prevent talent leakage?
- Operational aspects of liquidating GP stakes to increase GP commitments to new funds – what are the pros and cons?
- Selling GP stakes to institutional investors (Blackstone, Dyal Capital, GS) – what should COOs be mindful of, to avoid potential conflicts?

#### Speakers:

- **Louis Sciarretta, COO, Kline Hill Partners**
- **Jess Larsen, Partner & Head of Americas, FIRSTavenue (moderator)**

11:05am - 11:15am Live Q&A

11:15am - 11:30am Dedicated Networking Time

#### 11:30am - 12:15pm Panel 2: Technology Impact

- How are technology advances helping improve COOs/CFOs monitor the performance of portfolio companies, both at the pre-deal stage and during the life of the investment?
- In what ways is technology helping speed up deal origination and help identify new target opportunities?
- What potential do COOs see in new technology tools (analytic tools, reporting tools) to improve compliance and data security in their own firms, and in their underlying portfolio companies?
- How might blockchain tools help COOs verify asset valuations, improve cash flow management, waterfall distributions?

#### Speakers:

- **Alicia Pando, Partner & Chief Technology Officer, Adams Street Partners**

12:00pm - 12:15pm Live Q&A

12:15pm - 1:30pm Dedicated Networking Time & Live Sponsor Booths

### Wednesday 3 June

#### 10:30am - 11:15am Panel 3: Operational Due Diligence... new trends and challenges

- How is the ODD process evolving in line with technology innovation?
- What new tactics are COOs deploying to improve ODD?
- Implementing best practices in response to rising LP expectations
- What are the current challenges facing COOs in this highly valued, late stage market cycle?

#### Speakers:

- **Alex Lesch, Partner & Investment Strategy and Risk Management, Adams Street Partners**

11:05am - 11:15am Live Q&A

11:15am - 11:30am Dedicated Networking Time

#### 11:30am - 12:15pm Panel 4: The power of the operating partner model

- How are GPs developing their operating partner model to drive performance?
- What metrics are COOs using to measure the impact of operating partners on company performance?
- A forward-looking approach: using operating partners who can bring greater forecasting capabilities, digital transformation capabilities, to the overall portfolio

#### Speakers:

- **Saba Ahmad, COO/CFO, Turning Rock Partners**
- **James Williams, Editor in Chief, Private Equity Wire (moderator)**

12:00pm - 12:15pm Live Q&A

12:15pm - 1:30pm Dedicated Networking Time & Live Sponsor Booths

### Thursday 4 June

#### 10:30am - 11:15am Panel 5: Operational Impact - How are GPs using ESG considerations to affect change in their operating companies?

- What do success factors look like to an impact investor, at the E, S and G level? A case study discussion
- Assessing how technology disruption, operating partner expertise and investment themes (clean tech, e-vehicles, changing demographics, agritech/food production) are influencing ESG
- Changing LP expectations – how are GPs responding to demands for greater transparency and better knowledge transfer as investors increase their focus on ESG investing?

#### Speakers:

- **Ahmad Al-Sati, Managing Director, Albright Capital Management**

11:05am - 11:15am Live Q&A

11:15am - 11:30am Dedicated Networking Time

#### 11:30am - 12:15pm Panel 6: COO Outlook 2020/21

- What are the key issues COOs are focusing on, in light of the Covid-19 pandemic?
- How has Covid-19 changed the way COOs think about supply chain risk in portfolios?
- How to call the right decisions on deals and exits from a valuation perspective
- Where do COOs see the marketplace headed over the next 12 months?

12:00pm - 12:15pm Live Q&A

12:15pm - 12:20pm Closing Remarks

12:20pm - 1:30pm Dedicated Networking Time & Live Sponsor Booths

1:30pm EVENT CONCLUDES

NB: More speakers to be added

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