



ilpa

# GP SUMMIT

NOVEMBER 3 - 5, 2015



The 11th Annual General Partner Summit  
will take place on November 3-5, 2015  
at the Waldorf=Astoria in New York City, NY.

For over a decade, the  
**ILPA GENERAL PARTNER SUMMIT**

has proven to be the world class event that brings together  
General Partners and Limited Partners from around the globe  
for a series of one-on-one meetings and networking events.  
The GP Summit provides Limited Partners a unique opportunity to develop and  
deepen relationships with the General Partner community and the ILPA.

**2015 GP SUMMIT SPONSORS**



PREMIER LEAD



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GOLD



SILVER

## LP-ONLY DAY NOVEMBER 3, 2015

**On November 3 we will feature our ILPA Update, Annual General Meeting and Board Elections. After which, LPs may participate in an all-day Professional Development Seminar. The day will conclude with an exclusive LP-only dinner sponsored by UBS and Collier Capital.**

ILPA is excited to offer this one-day Professional Development Seminar to members on as part of the LP-only day\*.

### ***Decision Making Strategies***

***Presented by George Wu, Professor of Behavioral Science,  
The University of Chicago Booth School of Business***



This session will provide an introduction to the psychology of judgment and decision-making in the business environment. You will learn to identify the unique strengths and weaknesses of various decision making styles in order to develop practical strategies and systematic approaches that will dramatically improve your effectiveness and productivity in your organization. You will also learn how to recognize and overcome the common traps and flaws in the decision making processes. Strategies will be presented to help you defend against common influence tactics, develop strategic frameworks for making sound decisions, and reach optimal solutions by using analytical tools and sound methods.



## A DIVERSE AND SOPHISTICATED GROUP OF PRIVATE EQUITY PROFESSIONALS

**GPs and LPs from around the world attend this event representing a variety of sectors, fund/program sizes and geographies, creating diversity amongst attendees.**

General Partner attendees include Buyout, Growth, Distressed, Mezzanine, Secondary, Venture Capital and select specialty funds from around the world.

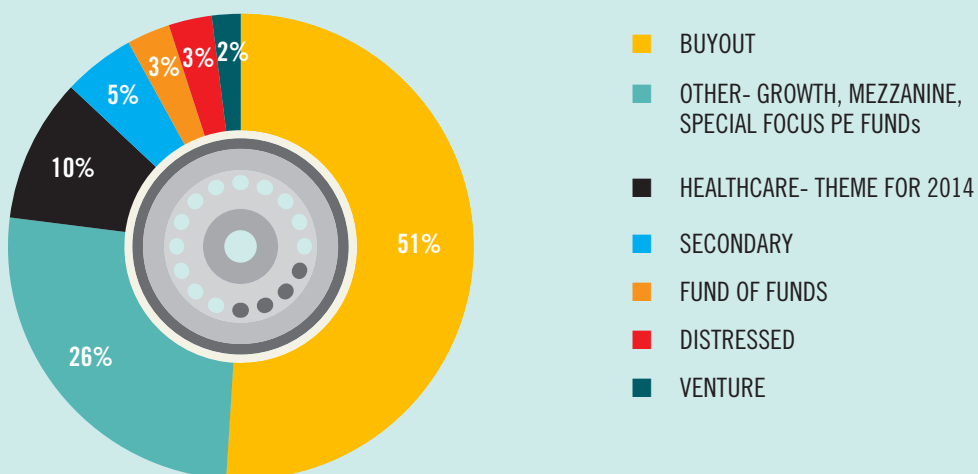
In addition to the long-established focus to attract new and interesting fund managers to the Summit, there is a specific theme this year for distressed/special situations funds. Managers from this sector are a priority as well as small to medium sized GPs for the 2015 GP Participant list.

In June, the detailed General Partner Participant Profiles will be made available, which will help you to determine the GPs with whom you wish to meet. The information will be provided in a searchable format and will include each General Partner's profile; fund history, geographic and sector focus as well as fund size.

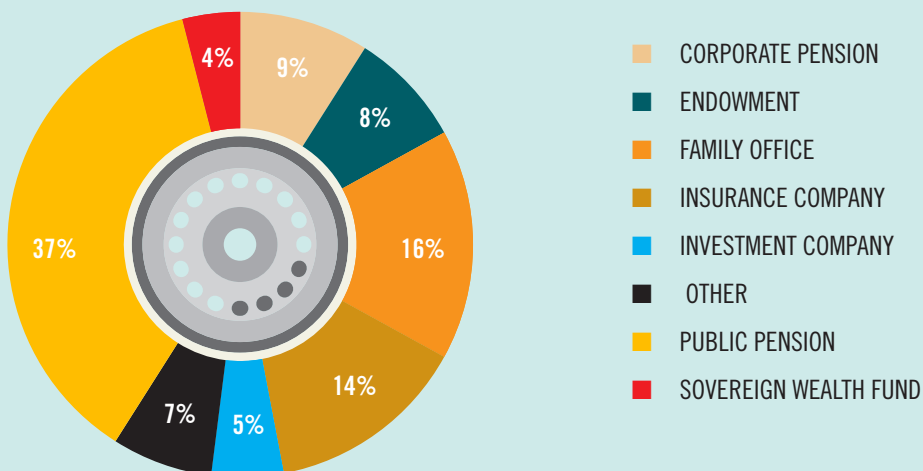


## 2014 GP SUMMIT ATTENDEES BY SECTOR

### GP ATTENDEES



### LP ATTENDEES



## A HIGH-LEVEL LOOK AT THE MEETING SCHEDULING PROCESS

The meeting scheduling process aims to optimize the meeting preferences between LPs and GPs in accordance with organizational characteristics and investment strategies indicated by both groups' selections.

In order to assist LPs with making informed decisions regarding their GP selections, the ILPA compiles detailed information on each GP participant, including:

- Organization Name
  - Fund Size
  - Key Contact Names and Titles
  - Company Profile
  - Geographic Focus
  - Fund History
  - Sector
  - Minimum, average, and maximum investment size
- 
- There will be a total of 10 fifty-minute one-on-one meeting time slots during the two day event
  - LPs will indicate if they prefer a full schedule of 10 meetings, or if they prefer to have up to 2 breaks, for a schedule of 8 meetings
  - From September 22 - October 2, LPs and GPs will log in to the system and make their selections
  - The system will use these selections to optimize the meeting schedules
  - On October 19, final schedules will be circulated via email

# A DETAILED LOOK AT THE MEETING SCHEDULING PROCESS

## MEETING OPTIMIZATION PROCESS – HOW THE SYSTEM WORKS

When LPs and GPs log in to the meeting scheduling system, they are asked to select one another based on a scoring system between 1 and 5.

Category 1 is “ideal match”, category 2 is “preferred match”, category 3 is “neutral”, category 4 is “not ideal to meet with”, and category 5 is “cannot meet with”.

The electronic meeting scheduling system will use the selections to optimize the meeting schedules. The goal of the system is to fill LPs and GPs meeting schedules with their top preferences, which will result in matches in categories 1, 2 and 3. Category 4 meetings could happen but are very unlikely and Category 5 meetings will not take place. Categories 1 and 2 are the top selections for the LP and the GP and the system prioritizes these preferences.

## AIFMD PROCESS:

In 2014, the ILPA put the following process in place to assist European LPs by overtly protecting registered GPs in their compliance efforts with respect to the AIFMD.

In summary, GPs will only be able to see a European based LP if that European LP has previously solicited a meeting with that GP by ranking them as a 1 (Ideal) or a 2 (Preferred). European LPs will be asked to make their GP selections in advance prior to the meeting scheduling system being opened up for all GPs and the remaining LPs.

*The meeting scheduling process will open on September 21 and close on October 2.*

HERE IS WHAT SOME LP ATTENDEES HAVE TO SAY  
ABOUT THEIR EXPERIENCES AT THE GP SUMMIT

*“I think the format is great. LPs really value the LP-only networking, the focus on meeting GPs and LPs, and the minimizing of panel discussions etc.”*

*“Great event.  
Very organized and productive.  
Excellent job.”*

*“This was my first ILPA event,  
and your organization made a great first impression.  
I was very pleased with the venue,  
organization, and events of the conference.”*

*“Well done!  
Enjoyed the “shark tank” more than I thought.  
Thanks for a great job!”*





# PROVISIONAL AGENDA

## NOVEMBER 3, 2015

<b>Breakfast</b>	<b>7:15 am</b>
<b>ILPA Update, Annual General Meeting, and Board Elections immediately followed by the Professional Development Seminar</b>	<b>8:00 – 5:00 pm</b>
<b>LP-Only Dinner Sponsored by UBS and Collier Capital</b>	
<b>Cocktails</b>	<b>6:30 pm</b>
<b>Dinner</b>	<b>7:30 pm</b>

## NOVEMBER 4, 2015

<b>Breakfast</b>	<b>7:00 – 8:00 am</b>
<b>Welcome Remarks and Opening Session</b>	<b>8:00 – 9:15 am</b>
<b>First GP/LP meeting</b>	<b>9:30 – 10:20 am</b>
<b>Second GP/LP meeting</b>	<b>10:30 – 11:20 am</b>
<b>Third GP/LP meeting</b>	<b>11:30 am – 12:20 pm</b>
<b>Luncheon with keynote</b>	<b>12:30 – 2:30 pm</b>
<b>Fourth GP/LP meeting</b>	<b>2:45 – 3:35 pm</b>
<b>Networking Break</b>	<b>3:35 – 3:50 pm</b>
<b>Fifth GP/LP meeting</b>	<b>3:50 – 4:40 pm</b>
<b>Sixth GP/LP meeting</b>	<b>4:50 – 5:40 pm</b>
<b>Cocktail Reception</b>	<b>5:45 pm</b>

## NOVEMBER 5, 2015

<b>Breakfast</b>	<b>7:45 – 8:45 am</b>
<b>Seventh GP/LP meeting</b>	<b>9:00 – 9:50 am</b>
<b>Eighth GP/LP meeting</b>	<b>10:00 – 10:50 am</b>
<b>Ninth GP/LP meeting</b>	<b>11:00 – 11:50 am</b>
<b>Tenth GP/LP meeting</b>	<b>12:00 – 12:50 pm</b>
<b>Luncheon</b>	<b>1:00 pm</b>
<b>GP Summit concludes following lunch</b>	

## WHY PARTICIPATE?

**The GP Summit represents the means by which the ILPA can provide its members with all of its current offerings. World-class educational programs, subsidized conferences and events, on-line tools for fund evaluation, and best practices all come at a price; your participation ensures our continued focus on PE issues.**

### HOW TO REGISTER

- Registration is easy . . . just a click away. Sign onto [ilpa.org](http://ilpa.org), log onto the members' site and register for the Summit, the LP-only dinner, and the Professional Development Seminar.
- The fee for the Professional Development Seminar on November 3 is waived for LPs who attend their scheduled meetings with GPs on November 4 and 5, 2015.
- The ILPA will further subsidize the cost of each room night at the Waldorf=Astoria for those LPs that fulfill their meeting schedule. Upon check-out, LPs will pay a flat rate of \$250.00 USD per night, and this rate is available for November 2, 3 and 4.
- When reserving accommodation at the Waldorf=Astoria you will be quoted the ILPA discounted rate of \$442.00 USD per night available three days before the Summit and three days following based on availability.

### FOR QUESTIONS ABOUT THE ILPA GP SUMMIT CONTACT:

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