

THE ILPA ANNUAL REPORT: 10 YEAR ANNIVERSARY SPECIAL EDITION



INSTITUTIONAL LIMITED
PARTNERS ASSOCIATION

A full-page background image featuring a dark, jagged rock formation in silhouette against a bright, hazy sky at sunset or sunrise. The sun is visible as a small, glowing orb on the right side of the image, casting a warm, golden light across the sky. The rock formation has several vertical and horizontal sections, with the title text centered on one of the horizontal sections.

REACHING A MILESTONE

THE ILPA ANNUAL

The Inukshuk is a stone landmark commonly found in the Arctic regions of North America. In a landscape with typically few landmarks, the Inuit use these ancient communication tools to signify important milestones and mark the way for others who come behind . . .

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DO NOT FOLLOW WHERE THE PATH MAY LEAD.
GO INSTEAD WHERE THERE IS NO PATH AND LEAVE A TRAIL.

- Harold R. McAlindon

MESSAGE *from the* CHAIRMAN



When asked to put pen to paper and address the membership in this annual report, not only did I realize that we are marking our tenth anniversary of incorporation, but it also

is the last Annual Report in which I can opine as Chairman of the ILPA. For the past six years I have had the privilege of serving on the ILPA Board, five of which I was on the executive committee as secretary, Vice Chair or Chairman and prior to that, as an active member of several committees. I have seen this organization evolve far beyond my expectations; to have been considered even a small part of its success is an accomplishment of which I am very proud.

The ILPA's mission has been to provide our membership with a world class platform for education and research, and to facilitate networking opportunities for private equity professionals globally. From a personal perspective, I believe we have accomplished that goal. We have created an executive education program that is second to none. We hold member events all over the world: from Australia and Beijing to Copenhagen and Munich. We are collaborating with best-in-class partners to deliver

benchmarks, academic research and industry trends. We bring LPs and GPs together to discuss industry issues that impact all of us with the hope of contributing to a stronger asset class over the long term. All of these accomplishments are available for you to read about in our report.

But what of the organization moving forward . . .

As an institutional investor in private capital, I have benefited tremendously from the ILPA's existence, and from my engagement with the organization. Having an industry body that has the best interests of institutional investors in private equity at the core of its mandate is important for us all. The contributions of members and thought-leaders from around the world strengthen our organization, and it is incumbent upon all of us to continue to support the staff and Board going forward. Attending events, answering surveys, participating on committees, sharing your data, encouraging GPs to share their data, testing and using our standards templates, and sharing industry intelligence are ways you can support the ILPA. The strength of the ILPA is generated from the engagement of its members as well as the time and energy that individuals and their respective organizations contribute in order to keep propelling the ILPA forward.

Tim Recker

2012 ILPA BOARD OF DIRECTORS *and* COMMITTEES

The ILPA is governed by a Board of Directors, consisting of 15 individuals selected from member organizations from across the globe, representing a diverse group of investor types.

On an annual basis, the Nominating Committee puts forward a slate of individuals for consideration by members and appointment at the Annual General Meeting.

EXECUTIVE COMMITTEE

CHAIR

Tim Recker, Managing Director,
University of California Regents*

VICE CHAIR

Jim Pittman, Vice President, Private Equity,
PSP Investments*

SECRETARY

Lindel Eakman, Managing Director
Private Markets, University of Texas Investment
Management Company

TREASURER

Jesùs Argüelles, Portfolio Manager
CalPERS

MEMBERSHIP CHAIR

Vanessa Indriolo Vreeland, Managing Director
Private Equity, Fifth Third Bancorp*

EDUCATION CHAIR

Jennifer Kerr, Senior Principal
Canada Pension Plan Investment Board (CPPIB)

RESEARCH CHAIR

Michael Mazzola, Managing Director
Head of Alternative Investments, MetLife

MEMBERS AT LARGE

Anja Bach Eriksson, Senior Portfolio Manager
SAMPENSION*

Raquel Chmielewski, Senior Investment Analyst
Lockheed Martin

Rich Hall, Managing Director
Private Equity, Teacher Retirement System of Texas (TRS)

Mark Fehrs Haukohl, President
The Vero Group


Jeremy Kranz, Vice President
GIC Special Investment Pte Ltd

Dhvani Shah, Chief Investment Officer
Illinois Municipal Retirement Fund (IMRF)

Robert van Schaik, Portfolio Manager
Private Equity, Shell Asset Management

Brad Woolworth, Head of Private Markets & Real Assets
City of Philadelphia Board of Pensions and Retirement (CPBPR)

*Term expires November 2012



In addition to the ILPA Board and its Executive Committee, the ILPA has several committees governing its numerous initiatives. Each committee is chaired by a Director of the Board and includes ILPA staff and a diverse group of members.

FINANCE COMMITTEE

Responsible for overseeing the stewardship of the ILPA reserves, and for ensuring proper governance measures are employed to manage budgets, finances and dues.

MEMBERSHIP COMMITTEE

Responsible for membership approval, new member initiatives and ILPA's global presence.

EDUCATION COMMITTEE

Responsible for enhancing educational programs offered to members and for development of curriculum for the executive programs. Content for programs such as webcasts, professional development and workshops is vetted by this committee for quality and relevance to ILPA members.

RESEARCH, BENCHMARKING AND STANDARDS COMMITTEE

Responsible for fostering and maintaining best practices with respect to reporting, valuation policies, performance measurement and other such matters of interest to institutional investors in private equity.

NOMINATING COMMITTEE

Responsible for ensuring the independent selection of Directors, and smooth transition of Board positions.

TECHNOLOGY COMMITTEE

Responsible for overseeing technology as applicable to the ILPA membership.

GP SUMMIT COMMITTEE

Responsible for ensuring the high quality of the ILPA's flagship event, including enlisting panel participants, guest speakers, GPs, and facilitating networking events.



KATHY JERAMAZ-LARSON
EXECUTIVE DIRECTOR,
INSTITUTIONAL LIMITED
PARTNERS ASSOCIATION

MESSAGE *from the* EXECUTIVE DIRECTOR

It was almost 6 years ago when the ILPA Chairman Mark Wiseman, CPPIB, told me that if I took the position of Executive Director, it would be the best job I would ever have. Having never even heard of the ILPA before, I was doubtful; but, he was very persuasive. Not only has the role been challenging and fun, but also it has been a wonderful experience due in large part to all the people I have the pleasure of working with:

- Our small team of 9 staff members was recently expanded to build out our research capabilities, adding a new Managing Director, Industry Affairs, as well as a Research Associate. The ILPA team strives on a daily basis to meet the needs of our members by working towards producing the events, courses, and analytical tools that are value-add for LPs. It is extremely rewarding to work with such great staff!
- The Board of Directors and our numerous committees are comprised of such hard-working people that it is easy to forget

that they hold down full-time jobs elsewhere. Without contributions from these individuals around the world, initiatives such as the PE Principles, the ILPA Institute and the ILPA Benchmark would not have come to pass.

- Traveling for the ILPA takes me around the globe, allowing me to connect with LPs on a regular basis. What a privilege it is for me to be in a position where I can keep in touch with members, reacquaint with old friends, and introduce new organizations to the ILPA.
- Having the opportunity to meet with global leaders, regulators, and academics who are all focused on understanding and improving the asset class is very motivating.

Over the last decade (plus all those many years prior), professionals in private equity have been a close knit group. To be able to learn from staff, directors, members, and industry thought-leaders has definitely made this a great job!

Coming together is a beginning. Keeping together is progress. Working together is success.

- Henry Ford

The ILPA Team 2012



Pictured left to right, back row:

Christina Gyore, Manager, Membership and Events; David Venturi, Intern; Pamela Hiscock, Executive Assistant; Laura Scadding, Membership and Events Coordinator; Michael Elio, Managing Director Industry Affairs; Stephanie Malek, Manager Systems & Technology

Front row:

Meredith McClean, Intern; Erin Linton, Education Coordinator; Alex Kupcheck, Intern; Chantelle Jewkes, Research Associate; Nancy Hizaka-Vilardo, Director Education; Kathy Jeramaz-Larson, Executive Director

Absent:

Wei Dei, Research Associate



JESÚS S. ARGÜELLES
TREASURER

TREASURER'S REPORT

Historically, the ILPA has not only relied on its members to support the organization's initiatives financially but also to participate directly on committees, at events and of course at the GP Summit. Membership benefits include our educational offerings, access to data and research, and subsidized networking activities. The ability to continue to offer high quality programing and to develop innovative analytical tools continues to be anchored in the success of the GP Summit and the participation of our members at this annual event.

Uses of Capital in 2012:

- A significant investment in technology will aid in data mining and improve the user interface of the website
- Delegations to China and Latin America allowed for local and foreign LPs to opine on issues relating to private equity in those geographies
- 14 Regional events were jointly hosted by members and the ILPA globally
- Two new executive level courses were developed and launched by the Education Committee
- Standardized Reporting Templates were created and widely distributed

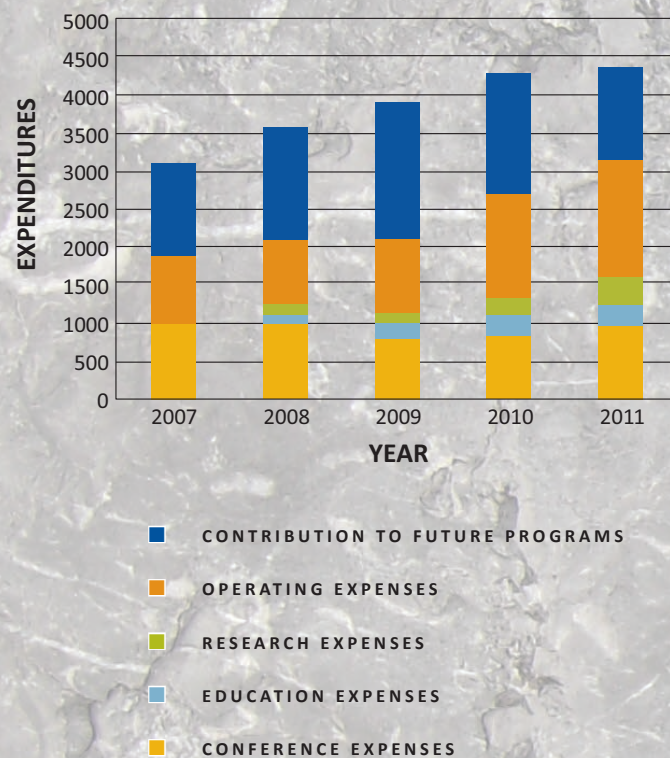
An investment in knowledge pays the best interest.

- Benjamin Franklin

The Finance and Audit Committees provide stewardship of the ILPA reserves and provide oversight of the management of finances. This in turn ensures the continued healthy growth of the ILPA and implementation of its initiatives.

- Members fees have remained constant at \$2,500 for the past 10 years
- GP-LP round-tables promote discussion amongst and between private equity investors
- Webcasts are broadcasted free to members
- Professional Development Seminars led by world-class experts are available at subsidized rates
- Members-Only Conference fees have remained constant, with 50% of the cost subsidized by the ILPA. This allows for maximum attendance globally

Figure 1 | **FINANCIAL HIGHLIGHTS**



The Evolution of the Network

The ILPA has transformed over the last ten years, providing members with increased access to numerous analytical tools, research papers, webcasts, educational courses and members-only events. Members are kept up to speed on the ever-changing landscape through the new web portal.



The ILPA is officially incorporated

First Members-Only Conference:
Toronto, September 2002

Member-led research projects

Best Practices Manual launched helping LPs to accomplish their fiduciary duties and to compare fund investments

First GP Summit: the ILPA's marquee event brings together private equity professionals to foster discussion, network and facilitates business partnerships

Appointment of Executive Director

First official office space leased by ILPA

Launch of education platform and establishment of Education Committee

Webcast Series launched: Provides members with a platform from which to discuss topical and relevant issues impacting the industry in an efficient and time-effective format

Professional Development Series is initiated: Standalone seminars are designed to provide members with additional professional development opportunities outside of the ILPA Institute, Webcasts and Workshop series. The sessions are led by third-party specialists, who customize their programs exclusively for the ILPA

Benchmarking Project Commences: The ILPA commences a ground-breaking initiative to design, construct, develop and analyze an industry-wide performance benchmark; serving as a standard for private equity professionals globally

Regional events: formalization of the program enabling members to host events in their own geographic area sponsored by the ILPA

2002 | 2005 | 2007 | 2008

2009

Membership Committee Launches Ambassador Program: a peer-to-peer mentoring initiative, pairing new members with active ILPA members to accelerate integration into programs



ILPA Institute: the ILPA enters into collaboration with University of Chicago Booth School of Business to deliver the inaugural ILPA Institute Level I Program, marking the beginning of a new era for education at the ILPA

ILPA Best Practices Committee: Formed to help craft the “Principles” document designed to encourage discussion between LPs and GPs regarding fund partnerships. These Principles were developed with the goal of improving the private equity industry for the long-term benefit of all its participants by outlining a number of key principles to guide the continued commitment to partnership between LPs and GPs

2010



ILPA Institute Level II Launched: This multi-coursed program was developed by and for ILPA members in partnership with the program instructors



2011

Private Equity Principles v 2.0: The ILPA Best Practices Committee drafted a new release of the Principles. The release retained the key tenets of the first Principles release while providing focus, clarity and practicality



Quarterly Reporting Standards Released: The Capital Call and Distribution Notice templates along with the quarterly requirements were developed not only to improve transparency between the general partner and limited partner communities but also to generate industry efficiencies. The Standards allow for consistency of reporting, uniformity of information, reduction in time required to reconcile reports and decrease time spent responding to questions from investors on various and sundry items

LPA Ratings Tool was released to provide members the means to rate the compliance of a fund’s partnership agreement against the ILPA Private Equity Principles v. 2.0

2012

The ILPA Principles Committee is rolled into Research Committee to focus on implementation and adoption of initiatives

GP Economics Application Launched

ILPA / CA Partnership Announced

The ILPA Ten Year Anniversary

It does not seem like ten years ago that the once informal networking group which met in airports around the world formalized into the ILPA. To commemorate this milestone, the ILPA hosted its past ILPA directors for a round-table discussion and celebratory dinner in Toronto to reminisce, and share stories. We also took this opportunity to tap into the opinions of the organization's leaders on future initiatives.



Over the past 10 years, this group of directors along with countless number of volunteers have collectively contributed endless hours to the benefit of the membership. Our deepest thanks!

Seated left to right: Martin Day, Arlett Tygeson, Lindel Eakman, Anja Bach Eriksson, David Scopelliti, Valerie Leung, Jennifer Kerr, Beatriz Gonzalez Ordonez, Jim Treanor, Kathy Jeramaz-Larson

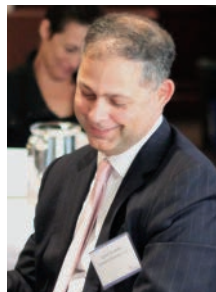
Standing left to right: Rich Hall, Joncarlo Mark, Raquel Chmielewski, Garrett, McDonald, David Rogers, Søren Hansen, Mark Weisdorf, Bill Franklin, Vanessa Indriolo Vreeland, Mark Fehrs Haukohl, Brad Woolworth, Tanya Carmichael, Gerry Flintoft, Linda Calnan, Kevin Kester, Robert van Schaik, Mike Mazzola, Tim Recker, Anders Strömblad, Dhvani Shah, Mark Wiseman, Frank Fernandez, Tom Ruggels, Rick Hayes





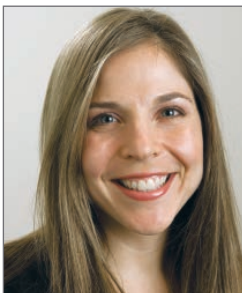
This was a terrific way to get caught up on ILPA initiatives, advise on industry trends and challenges, and meet with old friends and industry colleagues.

Gerry Flintoft
 Director Alternative Investments
 PineBridge Investments



ILPA's past Chairmen (*from left to right*) Mark Wiseman (2004-2007),
 Joncarlo Mark (2007-2011), Tim Recker (2011-2012) and Rick Hayes (2002-2004)





VANESSA INDRIOLO VREELAND
CHAIR,
MEMBERSHIP COMMITTEE

MEMBERSHIP COMMITTEE REPORT

What a difference a decade makes! Initially founded as an informal networking group with 15-20 members in the early 90's, the ILPA has not only grown to include more than 260 member organizations representing over US \$1 trillion of private assets, but also it has extended its reach to over five continents. The ILPA is the only global association dedicated to the interests of Institutional Limited Partners in private equity. New members tell us that they join the association to participate in our members-only conferences, regional events and the highly valued ILPA Institute, and to be part of our research as well as industry best practices efforts. The membership committee alone sponsors over 14 regional events and two members-only conferences per year. This is quite a change from 2002 when the members themselves bravely took on the task of hosting our annual conferences.

For the past four years, I have served as Chair of the Membership Committee. During my tenure, the membership has grown, and the ways in which we recruit new members have evolved. Since 2008 membership has grown by 25%, and this speaks volumes to the efforts made by everyone involved with the Association. The ILPA now holds a regional event almost every month in various locations around the world. The number of new members that have joined the ILPA after participating at a regional event continues to increase: 30% of new members joined the ILPA this year after attending a regional event, up from 20% in 2010. Regional events have all become an important way to keep current members engaged and for them to maintain contact with colleagues between annual conferences.

"I've been involved with the ILPA since before it was formally known as the ILPA. It started out as a small group of institutional limited partner investors that informally met for dinners in airport lounges. Ten years later, the ILPA is a global organization with international membership and events. The association has evolved to include groups from large public pensions to small family offices, and I have seen the shift in membership first-hand. When I attend events today, I meet with international LPs, many of whom I have never met before. The ILPA provides endless opportunities for members to come together to network and learn."

Rick Hayes
Managing Partner
Oak Hill Investment Management

Benefits of membership

- **Networking**
- **Education**
- **Access to:**
 - Research
 - Benchmark calculator
 - Analytical tools

Looking forward, the ILPA is focusing its efforts on expanding its membership outside of North America into regions such as Latin America and Asia. Regional events in these areas have already given the ILPA an opportunity to increase its global presence. In these events, the ILPA pairs with member hosts in regions from around the world to organize small-format meetings to discuss relevant industry topics and to provide a forum for members and non-members to network. Regional events have evolved from informal gatherings to a format which includes a guest speaker and ILPA representatives. Holding these international events allows members the opportunity to become involved with the association without having to travel (see Figure 4).

As I step down as Chair of the Membership Committee, I would like to thank the committee members over the years for their dedication and tireless efforts in broadening the ILPA's global presence. The increase in membership over the past four years has been a group effort, of which the committee has been an instrumental part.

Figure 2 | ILPA MEMBERSHIP BY ORGANIZATION TYPE

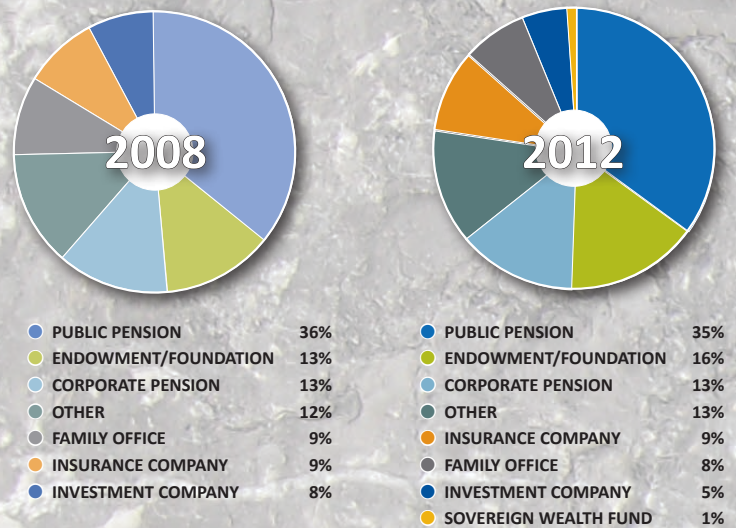
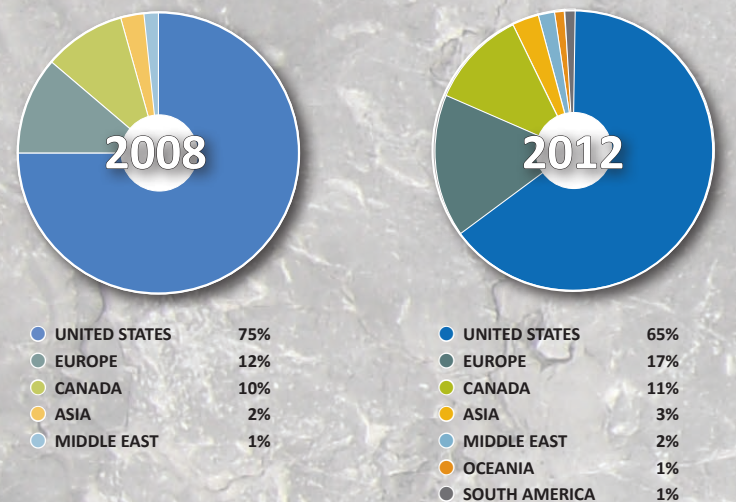


Figure 3 | ILPA MEMBERSHIP BY REGION





GP Summit 2007



GP Summit 2010



GP Summit 2011

GENERAL PARTNER SUMMIT

"It was a monumental effort that demonstrated the true meaning of teamwork for the Board, staff and the membership, who took the chance to come to what was clearly a watershed event for the ILPA."

David Scopelliti
Former Vice Chair,
ILPA 2005

Urban legend has it that the ILPA Board of Directors met in snow-bound Chicago in early 2005 to evaluate the sustainability of the organization, and to discuss options for its continued success. At that time, the Board recognized that if the ILPA wished to remain relevant in a complex global private equity industry, that the organization would need to be able to provide relevant, tangible value to its members. Insiders speak about the intense and animated yet healthy discussion that ensued, which then led to the inaugural GP Summit nine short months later. 2012 will

mark the 8th Annual GP Summit, a premiere event for private equity.

Each November in New York more than 450 senior investment professionals, including 150 institutional investors, come together for a series of one-on-one meetings and networking events. The ILPA's proprietary scheduling system has evolved from the "first-come, first-served" selection process to a software tool that aims to optimize meetings in accordance with top selections that LPs and GPs provide.

Unique and efficient

"The GP Summit is unique. There is no other event like this where you get 10 quality meetings in a day and a half."

ASIA BASED GENERAL PARTNER FIRM

"The ILPA brings together our senior people and those from our LP universe without having to fly everywhere. Logistics is a key benefit."

U.S. BASED GENERAL PARTNER FIRM



Chicago 2009



London 2010



Vancouver 2011



Atlanta 2012

MEMBERS-ONLY CONFERENCE

Since its beginning in 2002, the ILPA has hosted semi-annual members-only conferences in various locations. These conferences were originally organized on a volunteer-basis for members. Over the years, as the ILPA has grown, these events have evolved into a much more structured format organized by the ILPA itself for its members.

Through participation in peer-to-peer conferences, members can develop a global network, be exposed to strong educational content, and join a forum for sharing best practices. The conferences are an exceptional opportunity for members to cultivate relationships with colleagues across the industry.

Figure 4 | ILPA EVENT AND CONFERENCE LOCATIONS
(since 2002)



ASIA:

Beijing (China), Hong Kong (China)

CANADA:

Montreal, Toronto, Vancouver

EUROPE:

Amsterdam (Netherlands), Berlin (Germany), Copenhagen (Denmark), London (England), Munich (Germany), Madrid (Spain), Oslo (Norway), Stockholm (Sweden)

OCEANIA:

Melbourne (Australia), Sydney (Australia)

SOUTH AMERICA:

Bogota (Columbia), Lima (Peru), Sao Paulo (Brazil)

UNITED STATES:

Atlanta, Austin, Boston, Chicago, Denver, Los Angeles, Miami, New York City, Orlando, Philadelphia, Sacramento, San Diego, San Francisco, Scottsdale, Seattle, Washington, DC



JENNIFER KERR
CHAIR,
EDUCATION COMMITTEE

EDUCATION REPORT

A lot has been accomplished under the Education umbrella over the past 5 years, setting a high standard for the next phase of growth. Notably, 2012 has been a year of development and expansion as the ILPA Institute augmented its reach, offering courses in new locations both in North American and Europe. Following on the heels of the success of our advanced Level II courses, we launched the third of the series entitled *Executing LP Roles and Responsibilities*. The remaining two modules in this 5-part series, Module 4 – *An Inside Look at the Fund Manager* and Module 5 – *The General Partner Framework for Creating Value* will be unveiled in 2013.

Voice of the ILPA

"There has been a tremendous shift in the quality and structure of the ILPA's educational offerings over the past few years. Conference workshops cater to all levels of PE knowledge, webcasts are timely and accessible, and now multiple programs of the ILPA Institute have been launched. As an ILPA member, I find the array of programs that have been developed for us as private equity LPs to be just what I need."

Jackie Hoffman
Vice President and Investment Partner
Siemens Venture Capital

"I experienced first-hand the value of having structured workshops at our conferences. The wide variety allows me to select topics and speakers of professional and personal interest, and to gain deeper knowledge of more complex topics in an LP-only environment."

Nicole Belytschko
Director
C.M. Capital Advisors



Class 2009 - ILPA Institute Level I



Class 2012 - ILPA Institute Level II Module II



When asked to reflect back on the accomplishments of the ILPA from the perspective of its first Education Chair, there are a lot of other “firsts” that come to mind. In 2007 Nancy Hizaka-Vilardo joined as the

organization’s Director of Education, the ILPA’s first employee dedicated entirely to education. Soon after, the Education Committee was formed, another first. As a collaborative first, past and current programs and member feedback were assessed to craft an education platform. Within the platform, distinct programs were designed to address the needs of the ILPA’s diverse membership and to be responsive to industry challenges facing limited partners. Conference workshops, an existing member favorite, would undergo newly created formalized selection, development and screening processes of the Education Committee. The ILPA Webcast Series was introduced and its fit within the platform clearly defined. The ILPA’s Professional Development Seminars, another first was initiated to offer professional skill and training opportunities. Most significantly, the

ILPA Institute was launched in 2009 with the inauguration of the first Level I introductory program. Since then, the first three of the five modules that make up the Institute’s Level II advanced program were conducted.

Many of these initiatives and programs were not just ILPA firsts, but Industry firsts. Further, the rigor and discipline with which these programs were developed allowed the ILPA to attain yet another first: the ability to offer its members CFA and CPE continuing education credits via ILPA education program attendance.

These firsts and others to come are the result of an involved and supportive ILPA membership, the efforts of the Education Committee, the exceptional speakers, instructors and presenters that deliver the programs, and the support of the ILPA Board.

While looking back is rewarding, I am certain that my current role as the Program Lead for the ILPA Institute will allow me to share in additional Institute firsts and improvements as well as to experience other educational successes elsewhere in the platform.

Linda Calnan

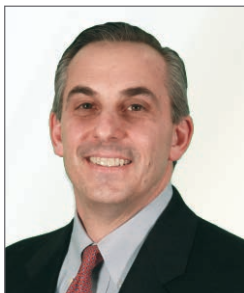
Senior Investment Officer, Houston Firefighters’ Relief and Retirement Fund (HFRRF)

ILPA Institute Program Lead 2007 – present

Education Chair 2007 – 2010



**PRIVATE EQUITY
EXECUTIVE EDUCATION**



MICHAEL MAZZOLA
CHAIR,
RESEARCH, BENCHMARKING
AND STANDARDS COMMITTEE

RESEARCH, BENCHMARKING AND STANDARDS REPORT

The Research, Benchmarking & Standards Committee has undergone the greatest metamorphosis over the last ten years of any ILPA Committee. Always engaged and never backing down from a challenge, this team has moved from running its own surveys, writing up its own results and presenting to membership to taking on the daunting task of articulating industry best practices and standards. One of the RB & S Committee's first papers was focused on "Management fees" (back in 2006) which has stood the test of time, and in fact, was incorporated into the new ILPA Private Equity Principles. Some things never change!

The ILPA's research mandate has remained constant as well: to build a solid foundation of analysis and research that will allow the organization to measure returns, develop benchmarks, conduct analysis around risk adjusted performance measures and provide members with innovative research tools to aid with due diligence and fund analysis. Recently, the ILPA announced its partnership

with Cambridge Associates, which is intended to be a collaborative partnership in developing a customized industry benchmark relevant to ILPA member investors.

Technology has played a significant role in determining how best to roll out tools and applications for use by our members. Highlighted here (p.23) are some of the technology driven, innovative, on-line tools developed by LPs for LPs. These applications are designed to allow members to quickly evaluate investment opportunities and also gauge the degree by which funds have adopted published best practices.

The need for reliable research has not changed over the years. With improved research capacity, better systems, and a global reach, the RB&S committee looks forward to providing members access to more web content, as well as access to benchmark data, general partner profiles, independent research and member interaction through Member's Edge.

Research is creating knowledge.

- Neil Armstrong

Online Analytics

GP ECONOMICS



The GP Economics Application is the newest addition to the ILPA's suite of analytical tools for LPs that was developed to quantify GP-LP alignment through the analysis of the economics of a general partner, particularly when the GP seeks to raise a new fund.

LPA RATINGS



The LPA Ratings Tool was developed to provide members the means to rate the compliance of a fund's partnership agreement against the ILPA Private Equity Principles v. 2.0. While not intended to be an absolute investment decision, the tool clearly identifies areas of strength or weakness across a Member's portfolio or pipeline of funds.

ILPA BENCHMARK



The ILPA's partnership with Cambridge Associates is aimed at creating an ILPA-specific benchmark that will capture the unique characteristics of its membership. This benchmark will be a branded, customized private markets benchmark that seeks to accurately and consistently represent the global investable universe and asset class performance for ILPA members.



MEHUL VORA
CHAIR,
TECHNOLOGY COMMITTEE

TECHNOLOGY REPORT

ILPA – Evolving at the Speed of Technology

Three key components of the ILPA's mandate are to ensure that the organization effectively facilitates communication amongst members, enables the delivery of educational programs to members globally, and provides the necessary infrastructure for secure access to research and tools relevant to the private equity industry. As the organization has grown, technology, and the ilpa.org website, have played a pivotal role in achieving this mandate. Building on its original foundation, the web interface is undergoing a technology transformation, aiming to make ilpa.org not only a critical resource for ILPA members, but also for private equity worldwide.

In the past few years the ILPA has focused on technology as its own strategic driver, dedicating resources to the development of a new website, expanding that website to include a members' only section, and promoting collaboration through online tools. The most significant development in the past year is the implementation of Association Management Software that greatly enhances the ILPA's data

collection and analysis capabilities. This software expands the depth and breadth of data that can be collected by the ILPA and then shared with the membership. The implementation of the software is now complete, and development of the content is underway.

As the ILPA membership continues to grow, so too does the list of technology initiatives needed to facilitate wide-spread membership access to ILPA projects. Ongoing enhancements to the website include the addition of enhanced access to GP, Fund and Third Party profiles, aggregate industry calendars, and interactive funds-in-the-market listings. ILPA is also working to bring its offerings to mobile devices, allowing members to securely access ILPA resources anywhere and anytime.

With much of the infrastructure now in place, the technology focus for the coming year will be to help promote the adoption of the new tools amongst our members and to keep the ILPA on the road to continuous technological improvements.

ILPA.org—Back to the future



2004

ILPA.ORG FIRST LAUNCHED

The ILPA's first "member portal" is released, providing access to information on upcoming events and the inaugural launch of the GP Summit and providing members with access to best practice documents.

2006

ILPA.ORG GETS A FACELIFT AND A MEMBERS-ONLY SITE

Members are provided log-in and access to members-only documents and member listings, the ability to register online for ILPA events, and access to best practice documents.

2009

MEMBERS' EDGE IS LAUNCHED

The ILPA launches its database of industry information, including the ability to search against metrics data. Detailed contact and fund information on over 1,000 PE professionals, as well as hundreds of LP, GP, and third party profiles are made available to members in a searchable format.

2010

ILPA.ORG V 2.0

ilpa.org undergoes a complete site overhaul, focused primarily on improving offerings for ILPA members, including an enhanced members-only section. Members can customize their desktops and can easily navigate through the various pillars of the ILPA. New ILPA members are given their own area within the web portal to facilitate their introduction to the ILPA.

2011

NEW TECHNOLOGY TO SUPPORT THE GROWING NEEDS OF MEMBERS

A total revitalization of the website, technology, content, searchability and portability provides the technology infrastructure to allow for further growth.

CHINA DELEGATION

Following on the heels of the ILPA's first delegation to China in November 2011, the ILPA returned to Beijing in May 2012 to deliver customized seminars on private equity to local LPs, insurance companies and regulators. As part of the ILPA's mandate for ongoing education and advocacy around the importance of private equity within a diversified investment mandate, senior members met with government officials, regulators, general partner groups and key limited partners who are involved with developing the private equity industry in China. The expectation is that the ILPA will complete the exchange by hosting a China delegation in 2013 to meet with key dignitaries across North America.

Pictured above (left to right):

Kathy Jeramaz-Larson, Michael Elio, Yong Kai Wong, Denis Tse, Tanya Carmichael, Lindel Eakman, Craig Thorburn, Vincent Huang, Wendy Zhu, Steve Byrom, and Mike Mazzola





ON-GOING OUTREACH PROGRAM

The ILPA's ongoing outreach program included a trip to Washington, D.C. and to meet with members of the media and key government officials in September 2012. With all the negative press and misinformation about private equity circulating the news wires, global reporters were provided with an overview of private equity and its merits within an investment program.

Pictured (left to right): Michael Elio, Tanya Carmichael, Elliot Royce, Mike Mazzola, Jamie Hale, Deborah Allan, Bill Franklin, and Kathy Jeramaz-Larson



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