



INSTITUTIONAL
LIMITED PARTNERS
ASSOCIATION

MEMBERSHIP IN THE ILPA

2017 MEMBERSHIP BENEFITS

COMMUNITY | VOICE | EDUCATION | RESOURCES



ABOUT THE ILPA

The ILPA is the leading global, member-driven organization dedicated to advancing the interests of private equity limited partners through industry-leading education programs, independent research, best practices, networking opportunities and global collaborations.

Initially founded as an informal networking group, the ILPA is a voluntary association funded by its members. ILPA membership has grown to include almost 400 organizations from around the world representing almost 50% of global institutional assets under management in private equity.



"I find the relationships I have built through the ILPA to be invaluable. We, at Future Fund, wouldn't think about investing with a GP without cross-referencing them with members of the ILPA network, and the training programs are an essential part of professional development for my team."

Steve Byrom, Head of Private Equity, Australian Government Future Fund

"The ILPA is unlike any other association of which I've been a member. From day one, the caliber of the courses, the workshops, and everything have been amazing. I couldn't believe how open everyone was, how willing to help out – the ILPA represents the true spirit of collaboration."

Jackie Hoffmann, VP / Investment Partner, Siemens Private Equity Asset Management

"I originally viewed the ILPA as a great education platform for myself and my team; however, I quickly realized that membership provided so much more. It's a vehicle for networking and connecting with other LPs, a resource for tools to address real-time issues, and a strong united voice for LPs in the industry."

Michael Mazzola, Managing Director, MetLife Insurance



FOUR PILLARS OF MEMBERSHIP

COMMUNITY | VOICE | EDUCATION | RESOURCES

As an organization designed *by LPs, for LPs*, the ILPA offers a global community for investors who want to magnify their impact on their returns and their industry. By leveraging shared experiences and collective voice, members of the ILPA maximize the value that private equity delivers to their portfolios and their beneficiaries. The combined insights and influence of the ILPA's global community enables every individual organization to extend its impact and minimize risk.

The ILPA helps members achieve this through a relentless focus on relevant and innovative content that evolves continuously to meet the needs of the ILPA's fast-growing global membership. This content is rooted in four pillars of central importance to every institutional investor – community, voice, education and resources.



COMMUNITY SHARE IDEAS AND EXPERIENCES.

Offering a unique worldwide **COMMUNITY** of investors, the ILPA provides a platform for members to engage more deeply with their global peers. From annual flagship events such as the ILPA Summit and Members' Conference, to regional forums and workshops held across the world, the ILPA helps members build the personal networks that enable them to flourish personally and professionally.

Networking opportunities include:

Invitation to our annual **MEMBERS' CONFERENCE**, where hundreds of investors gather in an LP-only environment for networking and education

MEMBERS' EDGE, a searchable directory exclusively for ILPA members to connect with other global LPs, which also provides information on funds, third parties and more

Complimentary attendance at the ILPA's **GLOBAL EVENT SERIES**, reaching dozens of global cities each year, and discounted access to external industry events

Virtual **TOWN HALLS** that create a quarterly, closed-door forum for members to share experiences and insights across borders

New for 2017, an invitation to the **ILPA EUROPEAN FORUM**, developed to focus on top-of-mind local issues

Exclusive access to a **MEMBERS-ONLY JOB BOARD** available for the global community of institutional investors

Complimentary attendance at the annual **ILPA SUMMIT**, where members are matched for meetings, using a proprietary algorithm, with GPs who have been hand-selected by LPs, supplemented by LP-only networking and educational opportunities



VOICE

SHAPE THE EVOLUTION OF THE INDUSTRY.

The ILPA articulates and amplifies the VOICE of its members in global discussions on policy, governance and regulation. In discussions on private equity around the world, from roundtables with leading GPs to decision-makers in national and international centers of governance, the ILPA ensures that the LP perspective is front and center. The ILPA provides a platform for members to work together to ensure the industry continues evolving in ways that are consistent with the interests of their beneficiaries.

Opportunities to participate include:

Open roles on committees, working groups and taskforces that shape the **ILPA's POLICY AGENDA AND PRIORITIES**, on topics such as:

- **Alignment in GP/LP Relationships:** the ILPA Private Equity Principles are recognized globally as the standard for best practices in building aligned and effective partnerships
- **Reporting Standards:** the ILPA Transparency Initiative took the lead in establishing a template for consistent and detailed GP disclosures on fees, expenses and carried interest, extending the ILPA's broader work to standardize the collection and transmission of data
- **Legal Terms:** the LPA Initiative, currently underway, is working to establish best practices for Limited Partnership Agreements, supported by an international collective of in-house and external legal counsel

Members-only discussions informed by regular **REGULATORY UPDATES AND ISSUE BRIEFS** on topics such as the impact of SEC exams, the effects of changing tax treatment of limited partnerships on fund structures, new mandated reporting standards and emerging areas of compliance risk

REPRESENTATION in legislative and regulatory dialogues in Washington, Brussels, and beyond, ensuring that LP input is considered vital to the development of policy and regulation



EDUCATION

ACCELERATE YOUR TEAM'S LEARNING CURVE.

Helping members advance their EDUCATION and professional development has been central to the mission of the ILPA since its founding. From new investors to seasoned veterans, all LPs can benefit from our world-class programs, offered in partnership with leading academics & experts and eligible for CFA & CPE continuing education credits.

Educational opportunities include:

Intensive executive education courses at the **ILPA INSTITUTE** offered across the US and Europe, subsidized at ~50% for our members. Course topics include:

- Introduction to Private Equity
- LP Diligence
- Legal Documents
- Portfolio Construction
- Secondary Fund Modeling (*new for 2017*)
- CIO Symposium
- An Insider's Look at Private Equity Managers
- GP Value Creation

The **ILPA PRIVATE EQUITY INVESTMENT CERTIFICATE**, awarded to individuals who have participated in the entire ILPA Institute course curriculum

Complimentary **WEBCASTS** offered regularly based on a member-driven agenda, including ~50+ archived topics available on-demand, including:

- "What's in Your LPA That May Surprise You... and Your GP"
- "The Disintermediation of Financial Markets: Direct Investing in Private Equity"
- "Zombie Funds: How to Deal with Stranded PE Investments"
- "Dispelling ESG Myths: What LPs Should Know"

Dozens of LP-only **WORKSHOPS AND PROFESSIONAL DEVELOPMENT SEMINARS** customized exclusively for our members each year



RESOURCES

SIMPLIFY YOUR JOB AND MINIMIZE RISK.

While every investing program is unique, our members share many challenges in their day-to-day roles; the ILPA's RESOURCES help members make better decisions, faster. Our industry-leading tools and templates take much of the legwork out of activities core to LP functions across front offices, back offices, legal teams and beyond. By leveraging the combined experience of our members, we offer a platform of frameworks and guidance that members can use to inform internal choices and minimize headline risk.

Member resources include:

BEST PRACTICE DOCUMENTS, including our *Reporting Template for Fees, Expenses & Carried Interest*, *Due Diligence Questionnaire*, *Fund Closing Checklist* and more

THE ILPA PRIVATE MARKETS BENCHMARK, representing the investable universe and performance for global institutional investors

THE LPA RATINGS TOOL, through which members can rate an LPA's compliance with the ILPA Private Equity Principles and compare funds against each other

CURATED RESOURCES ON PRIVATE EQUITY, including a glossary, academic papers and expert insights

MEMBER SURVEYS which benchmark your organization against the global investing community on organizational policies (staffing model, commitment pacing, etc.), compensation (salary, bonus, etc.) and more

DISCOUNTS ON SERVICES AND RESOURCES, including savings from Cambridge Associates, CAIA, Private Equity International and more, with new partnerships continuously being added

MEMBERSHIP BY THE NUMBERS



~ 400
MEMBER
ORGANIZATIONS



~ 4,000
INDIVIDUAL
MEMBERS



96%
MEMBERSHIP
RENEWAL RATE



40+
COUNTRIES
REPRESENTED



~ 50%
GLOBAL INSTITUTIONAL
PE AUM



%
INVESTOR
DIVERSITY

KEY TO INVESTOR TYPES

- PUBLIC PENSION 31%
- ENDOWMENT/FOUNDATION 14%
- PRIVATE PENSION 12%
- FAMILY OFFICE 11%
- INSURANCE COMPANY 11%
- INVESTMENT COMPANY 8%
- DEVELOPMENT/DFI 5%
- SOVEREIGN WEALTH 4%
- OTHER 5%





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