



INSTITUTIONAL  
LIMITED PARTNERS  
ASSOCIATION

13TH ANNUAL

# ILPA SUMMIT

NOV **8-9** 2017  
SHERATON NEW YORK

13TH ANNUAL

# ILPA SUMMIT

The ILPA Summit has proven to be the industry's premier event, bringing GPs and LPs from around the globe for an engaging two days of private meetings and networking opportunities.

The ILPA Summit is built on four pillars:

1 NETWORKING

2 EFFICIENCY

3 FUNDRAISING

4 RELATIONSHIP BUILDING

The ILPA Summit is different than other industry events:

- The intimate LP/GP meetings are the main focus of the event
- The ILPA uses a sophisticated matching tool to generate meetings based on mutual interest
- The proprietary, custom-built software system collects each LP and GP's rankings to generate a personalized meeting itinerary
- All participating GP organizations are vetted by an LP screening committee prior to being invited to register; all LP attendees are high-quality, accredited institutional investors
- Past surveys of GP participants have confirmed that respondents attribute relationships built at the Summit to an average of 3-4 LP commitments and 3-4 re-ups

# SUCCESS BY THE NUMBERS

OVER 600 PE PROFESSIONALS  
FROM OVER 30 COUNTRIES

1,000 ORGANIZED  
LP-GP MEETINGS

90% OF GPs HAD 12 MEETINGS  
OR MORE IN 10 TIMESLOTS

200+ LPS REPRESENTING  
100+ ORGANIZATIONS

\$445 BILLION AUM ALLOCATED  
TO PRIVATE EQUITY

OVER 250 LP ORGANIZATIONS  
HAVE ATTENDED THE SUMMIT  
SINCE ITS INCEPTION

THE AVERAGE COST FOR A GP  
TO TRAVEL TO ALL THESE MEETINGS  
WOULD BE OVER \$50K

A GP COULD SAVE OVER 80,000 MILES AND  
CLOSE TO 3 WEEKS OF TRAVELING AROUND  
TO SEE ALL OF THE LPS ON THEIR SCHEDULE

11,000+ LP-GP MEETINGS  
HAVE TAKEN PLACE SINCE 2005

# INNOVATIVE PLANNING

The ILPA Summit committee, comprised of both LPs and GPs, cultivates the invitation list, recommends the annual theme and creates the content and strategy to ensure the continued attraction of high-quality participants.

*"I have really enjoyed being a part of the committee for the Summit. The time and attention paid to the details of this conference by ILPA accompanied by the feedback of this committee has resulted in one of the best Private Equity Conferences for LPs and GPs. As a result, our firm continues to support this conference and ILPA each year."*

Kristin A. Custar, Partner  
The Jordan Company

## The 2017 ILPA Summit Committee

**Fabrizio Natale**, Assistant Senior Investment Officer  
Washington State Investment Board (Chair)

**Claudia Baron**, Partner, Head of Fund of Funds  
PPM America Capital Partners, LLC (Emerging Manager sub-committee)

**Kristin Custar**, Partner  
The Jordan Company

**Nicolas Drapeau**, Vice President, Private Markets  
Bimcor Inc.

**Eric Fitzgerald**, Head of Domestic Private Equity  
MetLife

**Jim Rutherford**, Managing Director, Head of Investor Relations  
Pine Brook Road Partners, LLC

**Fran Higgins**, Managing Director of Investor Relations  
Welsh, Carson, Anderson & Stowe

**Jackie Hoffmann**, Vice President and Investment Partner  
Siemens Venture Capital

**Merritt Hooper**, Partner, Head of Product Management and Investor Relations  
Ares Management

**Valerie Leung**, Director, Investor Relations and Fund Monitoring  
Asia Alternatives

**Peter Pukl**, Senior Analyst  
SUVA - Swiss National Accident Insurance Institution



*"I have attended 8 or 9 of the 11 Summits and find them to be by far the best way to meet with LPs in a conference setting. It has proven to be a very efficient way to meet new LPs and to re-connect with a wide variety of LPs who we already know. We also like attending as a way of supporting the ILPA which performs such a useful role within the global private equity industry."*

Jim Rutherford, Managing Director  
Pine Brook Road Partners

*"We've proudly supported the ILPA by participating in the Summit since our inception over a decade ago because we firmly believe in their mission. Attending the ILPA Summit exemplifies efficiency with its unparalleled LP networking."*

Valerie Leung, Director,  
Investor Relations and Fund Monitoring  
Asia Alternatives Management

# ABOUT THE ILPA

The ILPA is the leading global, member-driven organization dedicated to advancing the interests of private equity limited partners through forward thinking educational programs, independent research, best practices, LP-only events and industry networking forums, and broad-based collaborations with both investor and private equity organizations. ILPA membership is comprised exclusively of asset owners investing into private equity and spans a diverse range of institutions both small and large who collectively manage over \$1 Trillion of private equity assets.



~400  
MEMBER  
ORGANIZATIONS



~4,000  
INDIVIDUAL  
MEMBERS



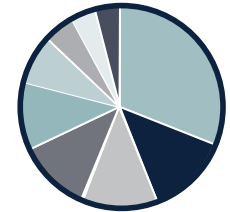
96%  
MEMBERSHIP  
RENEWAL RATE



40+  
COUNTRIES  
REPRESENTED



~50%  
GLOBAL INSTITUTIONAL  
PE AUM



%  
INVESTOR  
DIVERSITY

## KEY TO INVESTOR TYPES

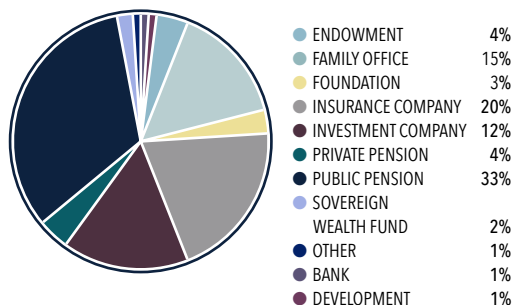
● PUBLIC PENSION	31%	● ENDOWMENT/FOUNDATION	14%	● PRIVATE PENSION	12%	● FAMILY OFFICE	11%	● INSURANCE COMPANY	11%
● INVESTMENT COMPANY	8%	● DEVELOPMENT/DFI	5%	● SOVEREIGN WEALTH	4%	● OTHER	5%		

# SUMMIT ATTENDEES

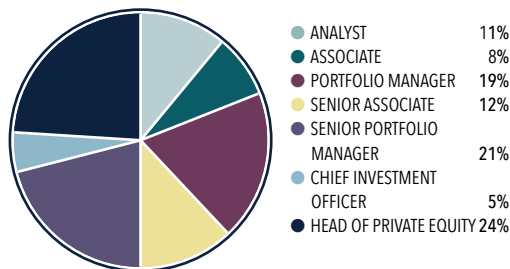
*"We met some great new investors - very engaged and good potential prospects."*

ILPA's LP members make the ILPA Summit a priority to attend each year.

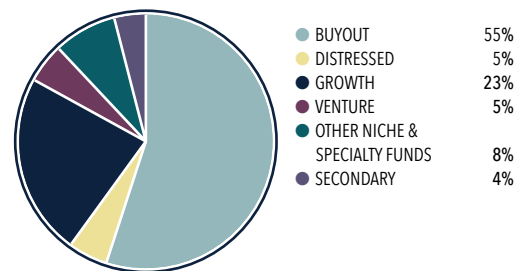
## LP ORGANIZATIONS BY TYPE



## LP ATTENDEE TITLES BY TYPE



## GPs BY SECTOR FOCUS



## LP ATTENDEES AT THE SUMMIT

Limited Partner attendees include a broad range of senior level institutional investors representing public and corporate pension plans, endowments, foundations, family offices, insurance companies, and other private equity institutional investors.

## GP ATTENDEES

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





# MAKING CONNECTIONS

*"We consistently attend the ILPA Summit. We occasionally attend other conferences but believe that the ILPA Summit stands out as the best conference we attend each year."*





## 2017 AGENDA

### NOV 8 DAY ONE

7:00am	Registration Begins
7:00-8:00am	Breakfast
8:00-9:15am	Welcome Remarks
9:30-10:20am	First GP/LP Meeting
10:30-11:20am	Second GP/LP Meeting
11:30am-12:20pm	Third GP/LP Meeting
12:30-2:30pm	Luncheon With Keynote
2:45-3:35pm	Fourth GP/LP Meeting
3:35-3:50pm	Networking Break
3:50-4:40pm	Fifth GP/LP Meeting
4:50-5:40pm	Sixth GP/LP Meeting
5:45pm	Cocktail Reception

### NOV 9 DAY TWO

7:45-8:45am	Breakfast
9:00-9:50am	Seventh GP/LP Meeting
10:00-10:50am	Eighth GP/LP Meeting
11:00-11:50am	Ninth GP/LP Meeting
12:00-12:50pm	Tenth GP/LP Meeting
1:00pm	Lunch

*ILPA Summit concludes following lunch*

# SELECTION PROCESS

## A UNIQUE SCHEDULING ALGORITHM

The ILPA has created a proprietary meeting-scheduling algorithm over the past 13 years, which continuously receives glowing reviews from attendees.

1. The meeting scheduling process optimizes the meeting preferences of LPs and GPs in accordance with your individual selections made in late September each year.
2. Attendees rank each other in a scoring system using profile information on organizational characteristics and investment strategies provided at registration.
3. You will receive up to 10 private meetings during the two day event . In some cases, you may be scheduled to meet with two LPs in a single time slot.
4. In order to ensure the meetings are relevant for all, both LPs will either be prospective investors or existing investors.

Interested in meeting with LPs interested in you? Opt out of completing the selection process to receive a meeting schedule filled with LPs that ranked you highly. You will, however, still have the option to select up to five LPs that you "cannot meet with".

This LP interest-driven schedule option was first launched in 2014 and has increased usage and great feedback each year.

## HOW DO I SELECT LPs?

When LPs and GPs login to the meeting scheduling system, they will be asked to select one another based on a scoring system between 1 and 5.

Category 1 is "ideal", Category 2 is "preferred", Category 3 is "neutral", Category 4 is "not ideal to meet with", and Category 5 is "cannot meet with". During the optimization process, an algorithm will translate LP and GP selections into a specially designed scoring system.

Meetings are organized based on a combined GP/LP score, prioritizing the best scores first to indicate mutual interest.

## . . . THEN WHAT HAPPENS?

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.

*“Excellent event. The LPs attending were very high quality and very engaged in the meetings. It is a terrific way to stay in touch with LPs in an efficient manner.”*

*“Our schedule came out quite well and we were happy with the selections we met with especially investors from Asia and the Middle East.”*

*“This event provides an easy way to introduce or update a prospective LP to our firm.”*



**FLOOR PLAN  
GUIDES ATTENDEES**



**MEETING ROOM  
SHERATON NEW YORK**

# REGISTRATION DETAILS

## WHAT REGISTRATION INCLUDES:

- One private suite to be used to hold meetings with LPs. This suite will be available to you for an additional four hours after the conclusion of the event for additional ad hoc meetings
- Face-to-face meetings with a guaranteed minimum of eight LP organizations
- Attendee passes range from 4-8 company representatives. GPs typically send a combination of Senior Partners and a marketing or IR contact
- Participation in all networking events and sessions for your representatives
- Exclusive access to over 100 of the world's most powerful LPs and ILPA members
- Access to the full attendee list including contact information for all attendees two weeks prior to the conference through the event website
- Branding opportunities: firm profile included in the participant package sent to all ILPA members in June, organization listed in the public and private event pages of [ilpa.org](http://ilpa.org)

## HOW DO I REGISTER?

Registration is limited to 80 GPs. In order to ensure a diverse mix of GP participants, all registrants are qualified by the ILPA Summit committee before registration is considered final.

New GPs must fill out an application to be reviewed by the LP committee in order to be pre-approved to register. The application can be found at [ilpa.org](http://ilpa.org).

## PRICING FOR GPs

### ILPA SUMMIT TIERED REGISTRATION FEES

TIER	*FUND SIZE	ATTENDEE PASSES
1	Under \$500 Million	3
2	\$500 Million - \$999 Million	4
3	\$1 Billion - \$4.99 Billion	6
4	Over \$5 Billion	8

## FREQUENTLY ASKED QUESTIONS:

### WHEN DO WE GET OUR FINAL SCHEDULES?

The ILPA will send you your final meeting schedule two weeks prior to the ILPA Summit on October 23, 2017.

### HOW DOES THE ILPA CONSIDER EUROPEAN NATIONAL PRIVATE PLACEMENT REGIMES?

For approved and registered GPs, the ILPA will guarantee meetings with 8 LP organizations (including "double up" meetings). Since 2014, the ILPA has put the following process in place to assist registered GPs in their compliance efforts with respect to national private placement regimes in Europe. In summary, you will only be able to see a European based LP if that European LP has previously solicited a meeting with you by ranking you 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.

*"We consider this a "must-do" every year."*

### GUARANTEED MEETINGS:

This guarantee is based on the initial meeting schedule released on Monday, October 23, 2017.

The ILPA will NOT take into account any meetings canceled by the GP/LP because they have recently met or are not a suitable match as all matches are created via attendee selections and the knowledge we have based on fit/no fit criteria. This policy is in effect only if the ILPA is not able to provide meetings with 8 LP organizations on your original schedule OR if your meeting schedule drops to below eight meetings with LP organizations due to last minute LP cancellations that ILPA is unable to fill. If the ILPA fills a drop off with a replacement then this does not bring you below the guarantee. The ILPA must be made aware of any cancellations prior to or onsite at the ILPA Summit when it happens to have sufficient opportunity to find a suitable replacement.

Post-event claims will not be accepted.

TO REGISTER OR FOR QUESTIONS, CONTACT: Sara Mikolich, Conference Coordinator [gpsummit@ilpa.org](mailto:gpsummit@ilpa.org) 763 497 2067

NOV 7  
2017

# EMERGING MANAGER SHOWCASE

*“It was a very positive experience. We were really happy to get our brand out there and meet with so many LPs in such an efficient manner.”*

Based on attendee feedback, the ILPA added an event in 2016 focused on making connections between LPs and Emerging Manager GPs the afternoon prior to the ILPA Summit. The inaugural Emerging Manager Showcase was a success!

GP spots were oversubscribed and attendees from both sides have shared their positive feedback, specifically noting the high-quality of attendees (GPs and LPs) and interest in participating again.

The Showcase will feature 12 up-and-coming managers for LP attendees to meet in group sessions. This exclusive event will take place on November 7 as a precursor to the ILPA Summit and held from 12:30 pm to 5:00 pm at the Sheraton New York.

Each manager will have a semi-private space to visit with LPs during 25-minute periods. The meetings are not meant to be limited to one individual as each manager's space can accommodate groups, allowing up to four LP meetings at a time. LP attendees will be invited to view participating emerging managers' profiles in the event mobile tool and sign up for timeslots in advance with the emerging managers who they are most interested in meeting. The event will kick-off with a networking lunch for all LPs and participating managers.



## **ILPA'S DEFINITION OF EMERGING MANAGER" FOR THIS EVENT:**

- Raising a first or second fund
- Fund size is under \$1 Billion
- Manager has not attended the ILPA Summit before

**VISIT [ILPA.ORG/EMERGING-MANAGERS](https://ilpa.org/emerging-managers) TO APPLY**

*Note: The ILPA reserves the right to use further criteria to assess the applicants to ensure a diverse and broad group of managers.*



THANK YOU TO OUR SPONSORS



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ASSOCIATION

Please contact Sara Mikolich, Conference Coordinator  
for additional information about the ILPA Summit:

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