

ILPA SUMMIT 2019

Setting the Bar for the PE Industry

An UNPARALLELED EMPHASIS
on Efficient and
Effective Scheduling

VETTED GROUP of
GP Fund Managers
Matched with Accredited
and Engaged LP Investors

ILPA SUMMITMATCH
Expertly Matches
GPs and LPS Based
on Mutual Preferences

Consecutive
PROVEN RESULTS
with GPs
Attributing an Average of
3-4 Commitments and
3-4 Re-ups from the Summit
Each Year

By the Numbers



TOP THREE REASONS GPs
ATTENDED THE 2018 SUMMIT:

1. TOP QUALITY INVESTORS
THEY WILL MEET AT THE SUMMIT
2. EFFICIENT PROCESS
3. POTENTIAL TO
MEET NEW INVESTORS



660+ PE PROFESSIONALS
IN ATTENDANCE
REPRESENTING
OVER 20 COUNTRIES



15TH ANNIVERSARY OF
DELIVERING ON BEHALF
OF THE PE INDUSTRY



\$445 BILLION AUM
ALLOCATED TO PE
BY ATTENDEES



85% OF GPs HAD
MEETING SCHEDULES
WITH 11+ LPs



1400+ MEETINGS

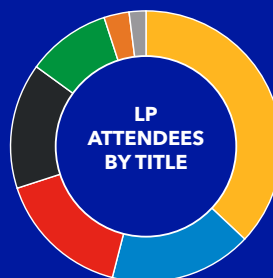
Who Will You Meet?

A Broad Range Of
Senior-level Institutional Investors



PUBLIC PENSION	28%
FAMILY OFFICE	22%
INSURANCE COMPANY	16%
ENDOWMENT/FOUNDATION	11%
INVESTMENT COMPANY	9%
PRIVATE PENSION	6%
OTHER	8%

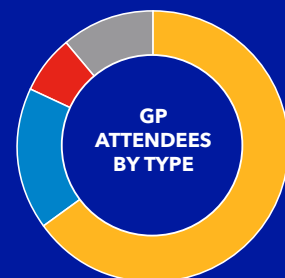
Decision Makers



DIRECTOR, SENIOR/PORTFOLIO MGR*	37%
HEAD OF PRIVATE EQUITY	17%
OFFICER/ASSOCIATE	16%
ANALYST	15%
CHIEF INVESTMENT OFFICER*	10%
EXECUTIVE DIRECTOR	3%
OTHER	2%

* Or equivalent

A Diverse Mix Of GPs



BUYOUT	65%
GROWTH/VENTURE	17%
SECONDARY/DISTRESSED	7%
OTHER	11%

The ILPA Summit Experience

Your ILPA Summit experience includes a custom-built schedule based on your preferences alongside of more informal networking opportunities.

Provisional Agenda

DAY 1: WEDNESDAY, NOVEMBER 6

7:00am	Registration: LP & GP Check in
7:00 - 8:30am	Breakfast & Networking
8:30 - 9:30am	Opening Remarks and Keynote
9:50 - 10:40am	First GP/LP Meeting
10:55 - 11:45am	Second GP/LP Meeting
12:00 - 12:50pm	Third GP/LP Meeting
1:00 - 2:15pm	Networking Luncheon
2:30 - 3:20pm	Fourth GP/LP Meeting
3:20 - 3:45pm	Networking Break
3:45 - 4:35pm	Fifth GP/LP Meeting
4:50 - 5:40pm	Sixth GP/LP Meeting
5:45pm	Cocktail Reception

DAY 2: THURSDAY, NOVEMBER 7

7:00 - 8:15am	Breakfast
8:30 - 9:20am	Seventh GP/LP Meeting
9:35 - 10:25am	Eighth GP/LP Meeting
10:25 - 10:45am	Networking Break
11:00 - 11:50am	Ninth GP/LP Meeting
12:05 - 12:55pm	Tenth GP/LP Meeting
1:00pm	Lunch

ILPA Summit concludes after lunch.

What GPs say about their Summit experience:

AS HEARD ONSITE 2018 *"I am not sure what kind of voodoo magic you use for your matching system, but we are so happy with our schedule!"*

"One of our best schedules ever! Very good range of new folks – algorithm is definitely working!"

In addition to your prearranged private meetings, numerous opportunities for networking or ad-hoc meetings present themselves during the breakfasts, lunches and cocktail receptions.



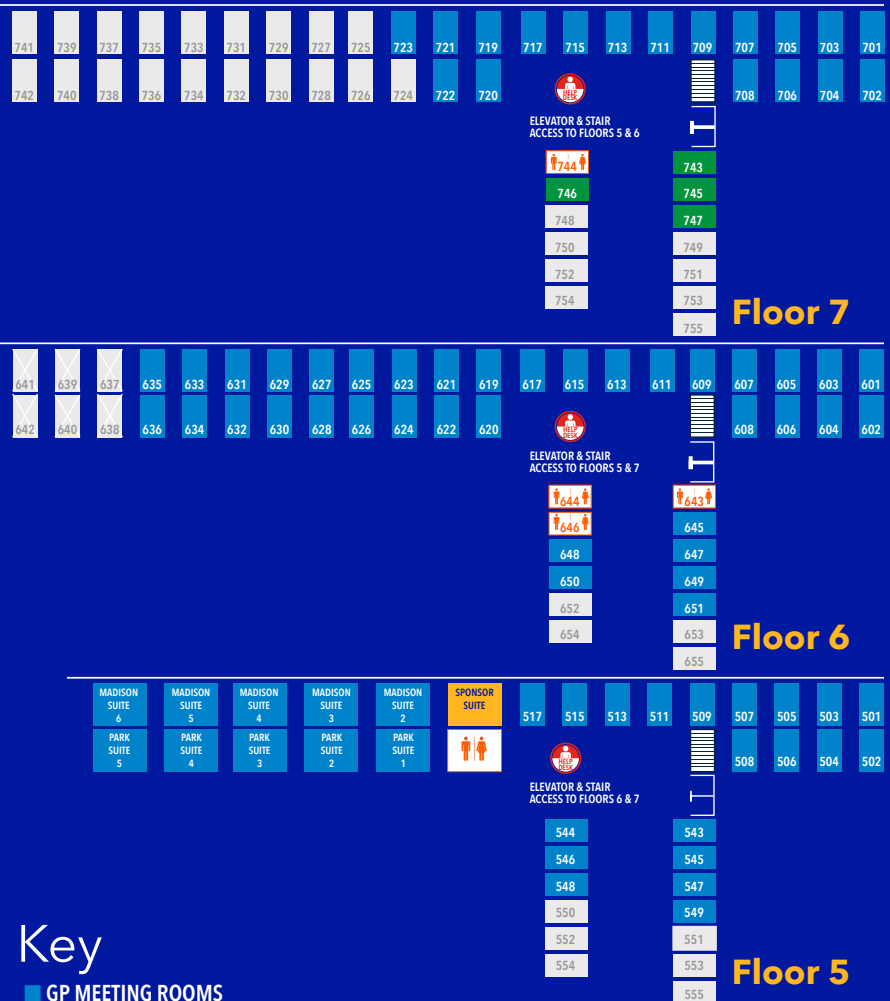
2018 Keynote Speaker Sallie Krawcheck

Registration Includes:

- One private suite to be used to hold meetings with LPs. This suite will be available to you for 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 Investor Relations 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

Private Meeting Rooms for all GP Participants

Sheraton New York



ILPA SUMMITMATCH: A Unique Scheduling Algorithm

Since the very beginning ILPA has effectively employed our proprietary scheduling algorithm, ensuring outstanding reviews year after year.

- 1.** The meeting scheduling process optimizes the preferences of LPs and GPs in accordance with their 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.** Attendees will receive up to 10 private meetings during the two-day event. In some cases, they may be scheduled to meet with two LPs in a single time slot.
- 4.** In order to ensure the meetings are relevant for all, LPs will either be prospective or existing investors.

Is there an alternative to the ranking process?

Interested primarily in meeting with LPs interested in your fund specifically? GPs may opt out of the selection process and receive a schedule comprised of LPs that ranked them highly. There remains an opportunity to disqualify up to five LPs with this option. Each year a number of GPs select this option to better meet their goals.

When do we get our final schedules?

ILPA will send you a final meeting schedule two weeks prior to the ILPA Summit.

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 (ideal) and 5 (cannot meet with). During the optimization process, an algorithm will translate LP and GP selections into a combined GP/LP score, which is used to create a schedule of meetings based on mutual interest.

How does ILPA consider European National Private Placement Regimes?

Since 2014, ILPA has put a process in place to assist registered GPs in their compliance efforts with respect to national private placement regimes in Europe. You will only be matched with a European based LP if that European LP has previously solicited a meeting with you by ranking you as Ideal or Preferred.

How many meetings are we guaranteed?

For approved and registered GPs, ILPA will guarantee meetings with 8 LP organizations (including "double up" meetings). This guarantee is based on the initial meeting schedule released two weeks prior to the Summit. 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 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 ILPA fills a drop off with a replacement, then this does not bring you below the guarantee. 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.

How Do I Register?

Registration is limited to 85 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.

Early registration opens **February 1** for qualified investors and registration for the first 40 spots typically sells out in 24 hours. General registration opens mid-April for the remaining spots and the event usually sells out in early Summer.

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 <https://ilpa.org/events-training/ilpa-summit/for-gps-fund-of-funds/>.

GP Registration Tiers	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

For more information on pricing, please contact summit@ilpa.org.



TO REGISTER OR FOR QUESTIONS, CONTACT:
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