

VIRTUAL
ILPA
SUMMIT
2021

An Event Like No Other.

2021 GENERAL PARTNER BROCHURE



THE 2021 ILPA SUMMIT will be held in a virtual format on NOVEMBER 9-11, 2021.

The Summit will be spread out over the course of 3 days, offering flexible timing to accommodate our global audience and offer load sharing of the LP-GP meetings with your team members.

The intimate, face-to-face video LP-GP meetings are the main focus of the event.

- Long-time Summit participants attribute **multiple commitments and re-ups** based on their participation at the Summit
- **80% of participating GPs** participating in the November Summit made anywhere from **4-8 new relationships** while the remaining **20%** can attribute **9+ new relationships** to last year's Summit
- All LP attendees are **high-quality, accredited institutional investors** with a special focus for this event with LPs based in North America and Europe
- ILPA uses a **sophisticated matching tool** to generate meetings based on mutual interest that will generate a personalized meeting itinerary
- The virtual environment allows you to **share your full meeting schedule** across members of your team, no matter where they are located

2020 Participating Limited Partners

PUBLIC PENSIONS

Alberta Teachers' Retirement Fund
AP1 - First Swedish National Pension Fund
AP3 - Third Swedish National Pension Fund
British Columbia Investment Management Corporation
California State Teachers' Retirement System
CDP Capital
Chicago Teachers' Pension Fund
Colorado Public Employees' Retirement Association
Connecticut Retirement Plans and Trust Funds
Employees Retirement System of Texas
Fort Worth Employees' Retirement Fund
Government Pension Investment Fund
Kåpan Pensioner Försäkringsförening
Los Angeles City Employees' Retirement System
Los Angeles Fire & Police Pensions
Maryland State Retirement Agency
Massachusetts Pension Reserves Investment Management Board

Minnesota State Board of Investments
Montana Board of Investments
New York City Comptroller's Office
Ontario Teachers' Pension Plan
Oregon State Treasury
Pension Fund Association
Public Employees Benefits Agency
Public Sector Pension Investment Board
Saskatchewan Healthcare Employees' Pension Plan
School Employees Retirement System of Ohio
State of Michigan Retirement Systems
State of New Jersey Investment Division
Teacher Retirement System of Texas
Tennessee Consolidated Retirement System
Ventura County Employees' Retirement Association
Vestcor Inc.
Washington State Investment Board

FAMILY OFFICES

Blennemann Family Investments
Bicknell Family Holding Company
BRK Capital
Claridge Inc.
CM Capital Corporation
Constellation Associates, LLC
Crow Holdings Capital
Fikes Family Office
Gates Capital Partners
Gerbera Capital Asesores, S.C.
Glass Trusts
RFA Management
Sentinel Trust Company
The Vero Group
Tilad Investment Co. Ltd
Unifund
Wilton Row Capital AB
WLD Enterprises, Inc.

2020 Participating Limited Partners *(continued)*

INSURANCE COMPANIES

AEGON USA Investment Management, LLC
Aflac Global Investments
Canadian Medical Protective Association
Cincinnati Financial Corp
Country Financial
Farmers Insurance
Guardian Life Insurance Corporation of America
M&G Private Funds Investment
MetLife
Mutual of Omaha
Selective Insurance Company of America
State Farm Insurance
Storebrand
Suva-Swiss National Accident Insurance Institution
Voya Investment Management

PRIVATE PENSIONS & BANKS

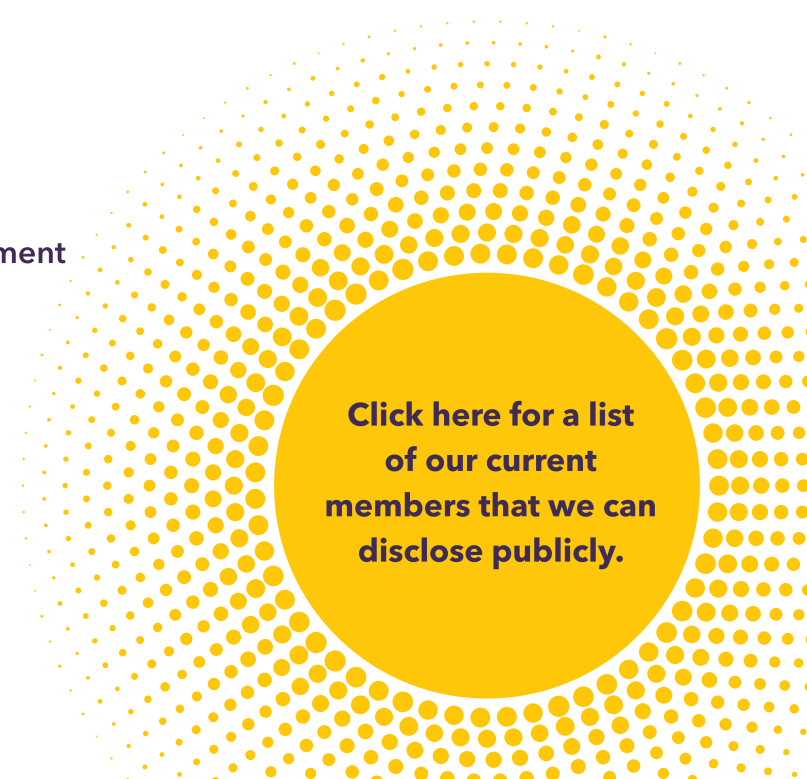
AFP Capital
Alcatel-Lucent Investment Management Corp.
DTE Energy
FCA US LLC
NAV CANADA Pension Plan
Pentegra Retirement Services
QIC
Régime de Rentes du Mouvement Desjardins
UPS Group Trust
Wells Fargo & Co.

ENDOWMENTS & FOUNDATIONS

ECMC Group, Inc.
James Irvine Foundation
Mother Cabrini Health Foundation
Novant Health, Inc.
Purdue Research Foundation
The Brookings Institution
The McKnight Foundation
The University of Texas/Texas A&M Investment Management Company
UTIMCO
Tufts University Investment Office
University of Alberta
University of Calgary
University of California Regents
University of Missouri

SOVEREIGN WEALTH FUNDS & DFIs

Alaska Permanent Fund Corporation
European Bank for Reconstruction and Development
New Mexico State Investment Council
Polish Development Fund



**Click here for a list
of our current
members that we can
disclose publicly.**

The Numbers Speak for Themselves

800+ PE PROFESSIONALS IN ATTENDANCE FROM **250** GLOBAL ORGANIZATIONS

ILPA'S **500+** MEMBER INSTITUTIONS REPRESENT MORE THAN **2** TRILLION USD OF PRIVATE EQUITY ASSETS UNDER MANAGEMENT

THE 2020 VIRTUAL FORMAT ENGAGED **~1.5x** THE NUMBER OF LP DECISION MAKERS (MID AND SENIOR LEVEL LPs)

950+ MEETINGS **90%** GPs HAD MEETING SCHEDULES WITH **11+** LPs

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.

● PUBLIC PENSION	29%	● PRIVATE PENSION	11%
● FAMILY OFFICES	19%	● EMDOWMENTS & FOUNDATIONS	11%
● INSURANCE COMPANIES	14%	● OTHER	16%



Wide Array of GPs

General Partner attendees of varied sizes and strategies join the Summit from around the world. To ensure a diverse mix of GP participants, all registrants are qualified by the ILPA Summit Committee before registration. With Private Credit interest rising among our members, ILPA is specifically looking for some new managers in this strategy to be featured in the 2021 event.

INVESTMENT SEGMENT	BREAKDOWN OF 2020 GPs
BUYOUT	64%
DISTRESSED DEBT/SPECIAL SITUATIONS	3%
FUND-OF-FUNDS	3%
GROWTH	11%
OTHER	10%
SECONDARY	9%

What's Included for Participating GPs?

- **SOPHISTICATED RANKING SYSTEM** to make meeting matches based on mutual interest and investment preferences
- **EXCLUSIVE ACCESS** to 120+ of the world's most powerful LPs and ILPA members
- **FACE-TO-FACE VIDEO MEETINGS** with a guaranteed minimum of six LP organizations
- **ATTENDEE PASSES** – 3 to 8 company representatives based upon registration tier
- **PARTICIPATION IN ALL NETWORKING EVENTS AND SESSIONS** for your representatives
- **BRANDING OPPORTUNITIES** – firm profile included in the interactive event site; firm listed on ilpa.org
- **ACCESS TO THE FULL ATTENDEE LIST** including contact information two weeks prior to the Summit

Emerging Manager Showcase

The ILPA Summit Emerging Manager Showcase is the perfect opportunity for up-and-coming managers to establish relationships with high quality LPs. And we are **NOW** accepting applications through **June 15** for the event taking place **November 9-11, 2021**.

IDEAL SHOWCASE APPLICANTS ARE:

- Raising a first or second institutional fund (or spinout of existing manager)
- Focusing on any sector, geography or strategy (including VC, excluding real assets)
- Seeking a minimum target fund size of \$100 million and less than \$1 billion, though special applications may be considered
- Managers with meaningful diversity within the teams are in high demand

WHY ATTEND?

Put simply, the ILPA Summit works: the Summit has a long list of repeat GP participants who cite multiple commitments and re-ups as a result of their participation at the Summit.

Now in its sixth year, the Emerging Manager Showcase has proven to be a very effective and extremely efficient way for EM's to meet the highest quality LPs. In the particularly challenging pandemic environment, our attendees in 2020 reported the event to deliver more value than ever.

THE EM SHOWCASE OFFERS AN UNPARALLELED EXPERIENCE FOR UP-AND-COMING MANAGER

- The LPs are **all high-quality, accredited institutional investors**
- The event is built around **intimate, one-on-one LP-GP meetings**
- We use a **sophisticated matching tool to generate meetings** based on mutual interest that will create a customized meeting itinerary
- **The program is flexible:** if needed, you can meet LPs on your Summit schedule before, during and after the event

COMPLETE THE MANAGER APPLICATION

All potential managers must submit an application. Managers are then reviewed by ILPA member-led selection committee to ensure a proper caliber of EMs are in attendance.

Applications for the Showcase will be accepted through June 15, 2021. Finalists will be notified after the review process takes place.

[SUBMIT APPLICATION HERE](#)

Provisional Agenda

TIME	TUESDAY, NOVEMBER 9	WEDNESDAY, NOVEMBER 10	THURSDAY, NOVEMBER 11
7:00–7:40AM	LP-GP MEETING (FLEX)	LP-GP MEETING (FLEX)	LP-GP MEETING (FLEX)
8:00–8:40AM	LP-GP MEETING (FLEX)	LP-GP MEETING (FLEX)	LP-GP MEETING (FLEX)
9:00–9:45AM		NETWORKING	NETWORKING
10:00–10:40AM	WELCOME REMARKS AND GENERAL SESSION	LP-GP MEETING	LP-GP MEETING
11:00–11:40AM	LP-GP MEETING	LP-GP MEETING	LP-GP MEETING
12:00–1:00PM	GENERAL SESSION	GENERAL SESSION	GENERAL SESSION
1:00–2:00PM	MEAL BREAK	MEAL BREAK	MEAL BREAK
2:00–2:40PM	LP-GP MEETING	LP-GP MEETING	LP-GP MEETING
3:00–3:45PM	GENERAL SESSION	GENERAL SESSION	GENERAL SESSION
4:00–4:40PM	LP-GP MEETING	LP-GP MEETING	LP-GP MEETING
5:00–5:40PM	NETWORKING	NETWORKING	LP-GP MEETING (FLEX)
6:00–6:40PM	LP-GP MEETING (FLEX)	LP-GP MEETING (FLEX)	LP-GP MEETING (FLEX)

The event will consist of three days with blocks of time broken into 1X1 meetings, sessions and networking events. You will find some early and late flex meeting slots reflecting the global distribution of our attendees. GPs can opt-in for any and all timeslots that they are willing to meet within.

NOVEMBER 9

The event kicks off with a keynote, market updates, LP-GP meetings and coffee/cocktails

NOVEMBER 10

More LP-GP meetings and interactive sessions with service providers and fellow attendees

NOVEMBER 11

Begin your day with virtual coffee, followed by the final day of LP-GP meetings!

The Scheduling Process

Over the years ILPA has developed and refined in its scheduling algorithm, the results which continuously receive outstanding reviews from attendees.

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 minimum 6/maximum 8 private meetings during the two-day event.
4. In order to ensure the meetings are relevant for all, LPs will either be prospective or existing investors.

ALTERNATIVE TO THE RANKING PROCESS

Interested in meeting with LPs interested in you? GPs may opt out of completing the selection process to receive a meeting schedule filled with LPs that ranked them highly. GPs will, however, still have the option to select up to five LPs that you “cannot meet”. This LP interest driven option has been offered for over five years, and a number of GPs continue to choose this option each year to meet with only those LPs who particularly want to meet with them.

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 interest using a yes, no or neutral response. The second step is to rank your yes responses into a numerical order of preference.

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.

GUARANTEED MEETINGS

Most managers will get a schedule with 10-12 meetings, but ILPA guarantees eight 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 8 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 the live ILPA Virtual Summit when it happens to have sufficient opportunity to find a suitable replacement. Post-event claims will not be accepted.

TIER	FUND SIZE*	ATTENDEES
	EMERGING MANAGER	3
1.	UNDER \$500 MILLION	3
2.	\$500 MILLION - \$1.49 BILLION	4
3.	\$1.5 BILLION - \$2.99 BILLION	6
4.	\$3.0 BILLION - \$4.99 BILLION	8
5.	OVER \$5.0 BILLION	9

*SPECIFICS RELATED TO FUND SIZE:

This is referring to most recent fund raised or currently raising.

If marketing multiple funds at the Summit, the fund size is equal to total of funds being marketed.

ILPA reserves the right to:

- 1) verify the fund or fund size being marketed and
- 2) cap the number of managers by tier or strategy

Apply Now.

TO ATTEND THE MAIN SUMMIT EVENT:

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

TO PARTICIPATE AS AN EMERGING MANAGER:

<https://ilpa.org/ilpa-summit/emerging-manager-showcase/>

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.

As of May 1, ILPA had more than 50% of the GPs confirmed.

New GPs must fill out an application to be reviewed by the LP Committee in order to be pre-approved to register.

EM SHOWCASE APPLICATION PROCESS

To be considered for the showcase, all potential managers must submit an application form by June 15, 2021. Managers are then reviewed and qualified during an application process by a committee of LPs active and interested in this space, to ensure a diverse and broad group of managers. Emerging Managers will be limited to 15 total.



For questions or assistance, contact **Sara Mikolich**, at summit@ilpa.org