



Private Markets Technology Investment Web Meeting



ZOOM & SLACK

January 25th & 26th, 2021



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BUSINESS CASUAL ATTIRE



Private Markets Technology Investment Web Meeting

ZOOM & SLACK– January 25th & 26th, 2021

Dear Colleague,

It is with great pleasure that I invite you to the Private Markets Technology Investment Web Meeting. Tech-focused dry powder has more than doubled since 2016 and over the past decade tech-focused funds have continually generated higher IRRs than non-tech buyout and VC funds. The success of sector will continue to outpace others within the private markets, making it a strong fundraising market for years to come.

The aim of this Web Meeting is to connect and educate private equity and venture capital fund managers, family offices, institutional investors, and other industry professionals across the world. Our online meeting brings together over 300 c-level executives that will join us to virtually network and discuss issues and solutions to inequality in the private markets. Panel discussions to be covered include: Fund Manager Perspectives – Tech Buyout/Growth, Institutional Investor Perspectives on Tech, Artificial Intelligence, Enterprise Software, FinTech, and The Institutionalization of Crypto & Blockchain.

This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

We look forward to hosting you digitally!

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



Agenda Outline

MONDAY
JANUARY 25TH – DAY 1

11:00 am ET

Welcoming Address

Roy Salsinha, President, CEO, Carmo Companies

11:00 am ET

Fund Manager Perspectives – Technology Investing: Early Stage to Growth & Buyout

Has the pandemic permanently altered the technology ecosphere? Leading private equity fund managers discuss current developments in the technology landscape, how their current technology or technology-enabled portfolio companies are performing, the IPO market and what the future holds for fundraising initiatives and investment objectives/opportunities in Tech for 2021. How has COVID impacted deal origination and closing? How has it impacted diligence and ability to get deals done with limited travel and lockdowns?

Moderator:

Sasha Bernier, Senior Vice President, Cheltenham Investments

Panelists:

Neil Malik, Founder and Chief Executive Officer, K1 Investment Management

Chris Shonk, Co-Founder and Managing Partner, ATX Venture Partners

Omiros D. Sarikas, Managing Partner (CEO) and Lead Founding Member, Brookstreet Equity Partners

12:00 pm ET

Institutional Investor Perspectives on Tech

Institutional investors their allocation strategies across Private Markets and their activity and appetite for tech related investments. Are they actively invested in PE/VC tech funds? What is their appetite for direct/co-investment opportunities. What geographical exposure is currently of most interest: US, Asia, Europe, EMEA? Panelists will shine light on current tech valuations and relative value across stage, strategy and geography.

Moderator:

Brian Borton, Principal, StepStone

Panelists:

Peter Teneriello, Private Equity, Texas Municipal Retirement System

Kin Lam, Associate Director, Private Markets, Verus Investments

Tracy Fong, Partner & Private Markets Investment Due Diligence Analyst, Albourne Partners



Agenda Outline

MONDAY
JANUARY 25TH – DAY 1

1:00 pm ET

Sector Highlight- Consumer Internet & Enterprise Software

Investors and fund managers discuss investment opportunities and valuations across Consumer Internet & Enterprise Software. How do they see opportunities in the enterprise software post COVID-19 given many technology trends like work from home, cloud and AI are getting accelerated?

Moderator:

Ainun Ayub, Alternatives Product Head, **Brown Brothers Harriman Investor Services**

Panelists:

Steven Kim, Partner, Investment Strategy and Risk Management, **Verdis Investment Management**

James Danforth, Director of Alternative Investments, **True Capital Management**

Venk Shukla, Founder and Managing Director, **Monta Vista Capital**

Kate Beardsley, Founding Partner, **Hannah Grey**

2:00 pm ET

Investor Perspectives on Data Privacy, Tech Backlash, and Government Regulation

How does the issue of data privacy affect investment decisions - especially with consumer-facing companies? What are some of the ways tech can be deployed based on best practices to avoid backlash? What investment opportunities are immediately available where regulation is playing a major role in 2021?

Speakers:

Edwin Margulies, CEO, **Thrio**

David Fann, Vice Chairman, **Aksia**

Agenda Outline

MONDAY
JANUARY 25TH – DAY 1

3:00 pm ET

Sector Highlight- FinTech

The intersection of financial services and technology continues to evolve, only accelerated by the current pandemic. Leading Private Equity and Venture Capital investors break down what FinTech is, where it's headed, and how to make the most of it.

Moderator:

Bryan Ciambella, Partner, **Antler**

Panelists:

Russell Deakin, Managing Partner & Director of Investments and Advisory Services, **Aceana Group**

William J. Davis III, Managing Director, **The Rosenberg Family Office**

Pranav Sharma, Co-Founder, **Woodstock Fund**

Ruth Foxe Blader, Partner, **Anthemis**

4:00 pm ET

The Institutionalization of Crypto & Blockchain

Keynote Speaker:

Mark W. Yusko, CEO & Chief Investment Officer, **Morgan Creek Capital Management**

4:45 pm ET

End of Day 1



Agenda Outline

TUESDAY

JANUARY 26TH – DAY 2

11:00 am ET

Tech Virtual Networking/Speed Dating

Join over 150 confirmed LP & GP event attendees for face-to-face networking. 4 randomized 30-minute breakout sessions of 5 people. Groups are shuffled every 30 minutes. Web Cam is mandatory.

Some Notable Confirmed Attendees Include:

Nicola Franziska Goll, Director, Private Equity Portfolio Management, **UBS Asset Management**

Brian Borton, Principal, **StepStone**

James Danforth, Director, **True Capital Management**

Sean Olesen, Investment Officer, **Cornell University**

Beth Johnson, Partner, **Mercer**

Gerard Watson, Managing Director, **Morgan Creek Capital**

Martin Orbetsov, Associate, **Calibrium**

Jeff Matusow, Managing Director, **JPMorgan Chase & Co.**

José Cloquell, Head - **Illiquid Alternatives**, **Banca March**

Igor Tiguy, Co-CIO, **Twelve Points Wealth Management**

Victor Vasquez, PM, **Rainmaker Ventures**

Joji Takeuchi, Chief, Private Asset Investments, **Asset Management One**

Allan Arguello, Director, **Eleta**

Chin Chuan Wee, Director, **Mermaid Ventures Pte Ltd**

Henry Nguyen, Investment Analyst, **TCC**

Shyam Awasthi, Associate, **Pragma**

Paul Bachow, Managing Member, **Flow Trading, LLC**

Justin Roberts, CIO, **Tomlinson Family Office**

Randy Banchik, Principal, **Banchik Investments**

Eric Vanderhye, PM, **CICA**

Tom Bratkovich, Sr. Vice President, **Wilshire Associates**

Juan Eduardo Fantini, Partner, **Inversiones CIO Spa**

Omiros Sarikas, Managing Partner, **Brookstreet Equity Partners LLP**

Kishore Mirchandani, Partner, **Mirchandani Ventures, LLC**

Bill Nix, Managing Director, **GSV**

Tedmond Wong, Principal, **The Firmament Group**

Gabe Tishman, Investment Analyst, **Tishman Capital Partners**

Michael Nguyen, Principal, **CR3 Capital, LLC**

Tarrell Gamble, Trustee, **ACERA**

Mike Lee, Sr. Business Development, **Hanwha Life**

Timothy Lembo, Senior Investment Analyst, **Edgehill Endowment Partners**

Sean Nolan, Associate Director, **The Olayan Group**

Pablo Zapata, Managing Director, **Tresalia USA**

1:00 pm ET

End of Day 2



Sponsors

Our deep understanding of markets and models, passion for emerging technology and values inspire everything we do. By creating fertile ground for a diverse group of startups, investors, entrepreneurs, institutions, academics, and visionaries to converge, we believe we can solve the financial services world's most pressing challenges faster, better and for the benefit of all.

Founded in Singapore in 2017 by Magnus Grimeland and a team of experienced entrepreneurs, investors and company builders, Antler is a global early-stage VC enabling and investing in the world's most exceptional people. With the vision to fundamentally improve the world, Antler aims to create thousands of companies globally that solve real problems. We select the world's most brilliant and determined people, help them find the right co-founder, validate their business model, connect them to a top tier network of advisors and experts worldwide, and invest in them.

ATX Venture Partners ("ATX"), founded in Austin, Texas in 2014, is the leading institutional-quality, early-stage venture investor in Texas. ATX is currently investing out of its Fund III, which is targeted at \$100 million. The Firm is noted for its entrepreneurial mindset and network platform that helps to accelerate the commercial traction of emerging enterprises. The Firm seeks to invest in the most promising technology start-ups in the software, IoT, and mobile applications sectors. The ultimate target markets are those industrial markets that can gain the most from the effective application of these technologies to improve their efficiencies and leverage their operations. These would include Supply Chain, Retail, Manufacturing, Transportation, Logistics, and Real Estate, among others. The founders, Chris Shonk, Brad Bentz, and Danielle Allen bring a unique blend of founder, entrepreneur, and institutional investor experience to each of the portfolio companies.

"Brookstreet" is a London-based growth-cap investment group supporting 4th industrial revolution, tech-oriented companies which experience transformational growth. It was founded by M&A, McKinsey and CEO veterans, to bring established scale up practices in asymmetric markets. Our mission is to be the leading investor and partner for innovative and extrovert outliers. We have a global network and platform which outreaches USA, UK, Continental Europe, Middle East and Asia. Brookstreet was recognised as a "DraxFuture40 Investor" that helps shape the future of Europe. Amongst its many awards, the firm takes particular pride in being a "Commercially Motivated" private equity house. We focus on selected opportunities which have our maximum attention to structure internationally competitive businesses

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BROOKSTREET
EQUITY PARTNERS LLP



Sponsors

K1 builds category-leading enterprise software companies. As a global investment firm, K1 assists high-growth businesses to achieve successful outcomes, and invests alongside strong management teams that continue to guide their organizations on a day-to-day basis. With over 100 professionals, K1 changes industry landscapes by assisting with operationally-focused growth strategies designed to assist portfolio companies scale efficiently. Since inception of the firm, K1 has partnered with over 125 enterprise software companies including industry leaders such as Apttus, Buildium, Checkmarx, Clarizen, ControlUp, Emburse, FMG Suite, Granicus, Litera Microsystems, Onit, Rave Mobile Safety, RFPIO, Smarsh, WorkForce Software and Zapproved. For more information about K1, please visit k1capital.com or follow us at [linkedin.com/company/k1im](https://www.linkedin.com/company/k1im).

Kingbird deploys capital on behalf of Grupo Ferré Rangel and third-party family offices and other investors. As a family office investor and partner with a fiduciary mindset, Kingbird understands the importance of institutional best practices and open communication and is focused on protection and capital growth. The Kingbird executive management team has over 60 years of real estate investment experience with first-tier public companies, institutional real estate funds and family offices. With a commitment to trust, transparency and aligned interests, Kingbird builds long-term value by investing in a diversified portfolio of carefully selected properties, guided by a highly disciplined investment process, an experienced team and collaboration with carefully-selected local operating partners.

Monta Vista Capital is the only institutional investor that truly lives by the concept of putting the entrepreneur first. We focus on early stage B2B companies that possess strong industry transforming IP, as well as founding teams who are subject matter experts. Not only do we bring decades of investment experience to the table, but we are also entrepreneurs at heart. We have been there, and we know what it takes to successfully build a game-changing company. At Monta Vista Capital, we take a hands-on approach by assisting our portfolio companies in obtaining their first three customers. Our wide network is second to none—not only does this help us obtain great deal flow, but we also have experts in every industry to whom we turn during our rigorous due diligence process. We have professional relationships with various C-level executives from the retail, technology, finance, and healthcare sectors, among others.

Morgan Creek Capital Management, LLC is an SEC-registered investment adviser founded with a vision of offering institutional and family office investors the same forward-looking strategies that made the large university endowments its leadership had previously managed so successful: integrating alternative investments into traditional equity and fixed income portfolios. Morgan Creek provides a customized outsourced investment office to clients in need of a targeted solution, as well as discretionary strategies to assist clients in building investment programs based on the University Endowment Model. Many members of our senior investment team have a fiduciary pedigree, having previously worked at some of the top university endowment programs in the country (Notre Dame, UNC-Chapel Hill, Duke and Stanford), and with this experience of allocating capital across all asset classes, the firm has built a global network with access to what we believe to be top-tier investment managers. We have 35+ employees in offices around the world, including 15 investment professionals. Our headquarters are located in Chapel Hill, North Carolina, with investment research offices in New York and Shanghai.

Sponsors



We fund, develop and advise companies focused on solving the everyday problems of modern living. Science is a unique platform where talent, resources and financing are brought together in a bid to nurture and develop ideas, arm emerging businesses with the strategy, expertise and capital they need to grow, and to transform existing internet ventures, injecting them with new talent and innovation.



Investing in the Growth Engine of America® – Star Mountain Capital optimizes absolute and risk-adjusted returns as a specialized investor exclusively focused on providing capital to lower middle-market established small and medium-sized businesses that have between \$3 million and \$20 million of EBITDA. Star Mountain's data-driven approach, bringing large market expertise and resources to private equity and private credit investing / lending is powered by its custom-built technology, Collaborative Ecosystem® and team who have been investing in this market since 2001. Star Mountain was recognized as one of the Best Places to Work by Crain's and Pensions & Investments in 2019.



StepStone is a global private markets investment firm focused on providing customized investment solutions and advisory and data services to some of the most sophisticated investors in the world. With more than US\$280 billion of private markets allocations, including over US\$62 billion of assets under management as of December 31, 2019, StepStone covers the spectrum of opportunities in private markets across the globe. The firm uses a disciplined, research-focused approach to prudently integrate fund investments, secondaries and co-investments across the private equity, infrastructure, private debt and real estate asset classes.



Founded in 2019, Woodstock Fund is a multi-asset global investment fund, focusing on investments in Public blockchains, Decentralized Finance, Tokenization and Web 3.0 protocols. The Fund invests in equity, convertibles and tokens in both listed and unlisted space. Woodstock works at the intersection of technology and value creation alongside its portfolio companies to help them scale and grow their ecosystem. Their portfolio companies include Holochain, Elrond, Casper Labs, Brand Protocol, Marlin Protocol, Stafi, Frontier, Unilend, AllianceBlock, Covalent and Paraswap. Woodstock's mission is to unlock the potential of blockchain technology, creating immense investment opportunities that can offer multi-bagger returns to investors. Woodstock's core team consists of serial entrepreneurs and corporate leaders who have built companies from the ground up, achieved consumer traction, and successfully exited businesses. They also have operating teams in India and Southeast Asia.

Keynote Speakers



Mark W. Yusko

CEO & Chief Investment Officer, Morgan Creek Capital Management (North Carolina)

Mark Yusko is the Founder, CEO and Chief Investment Officer of Morgan Creek Capital Management. He is also the Managing Partner of Morgan Creek Digital Assets. Morgan Creek Capital Management was founded in 2004 and currently manages close to \$2 billion in discretionary and non-discretionary assets. Prior to founding Morgan Creek, Mr. Yusko was CIO and Founder of UNC Management Company (UNCMC), the Endowment investment office for the University of North Carolina at Chapel Hill. Before that, he was Senior Investment Director for the University of Notre Dame Investment Office. Mr. Yusko has been at the forefront of institutional investing throughout his career. An early investor in alternative asset classes at Notre Dame, he brought the Endowment Model of investing to UNC, which contributed to significant performance gains for the Endowment. The Endowment Model is the cornerstone philosophy of Morgan Creek, as is the mandate to Invest in Innovation. Mr. Yusko is again at the forefront of investing through Morgan Creek Digital Assets, which was formed in 2018. Morgan Creek Digital is an early stage investor in blockchain technology, digital currency and digital assets through the firm's Venture Capital and Digital Asset Index Fund. Mr. Yusko received a BA with Honors from the University of Notre Dame and an MBA in Accounting and Finance from the University of Chicago.

Speakers

Sasha Bernier

Senior Vice President, Cheltenham Investments (New York)

Sasha Bernier is a Senior Vice-President and Investment Committee member of Cheltenham Investments, a single family office focused on investing in both debt and equity primarily in real estate opportunities and lower middle market companies. Mr. Bernier formerly served as a Vice President of Revere Capital, a real estate debt fund with the responsibility for underwriting and structuring new investment opportunities in the real estate debt space. Sasha Bernier has also worked at investment funds GSC Group, a credit focused hedge fund, and Barrington Capital, a debt and equity event driven hedge fund. Mr. Bernier graduated from the University of North Carolina at Chapel Hill with a BS in Business Administration and a JD from the University of Pennsylvania Law School.

Neil Malik

Founder and Chief Executive Officer, K1 Investment Management (California)

R. Neil Malik is the Founder and Chief Executive Officer of K1 Investment Management. He is responsible for managing the firm's strategy, governance and investment activities. Previously Mr. Malik founded the growth equity practice at Kayne Anderson Capital Advisors where he focused on growth equity and buyout investments. Mr. Malik also previously worked in the private equity groups of Brentwood Associates and Olympus Partners where he focused investments on lower middle market companies. Mr. Malik started his career in the mergers and acquisitions group of J.P. Morgan Securities. Mr. Malik is a graduate of the Harvard Business School, where he received an MBA, and of the University of Pennsylvania, where he received a BS in Finance from the Wharton School and a BAS in Electrical Engineering and Computer Science from the school of Engineering and Applied Sciences, magna cum laude. Mr. Malik is actively involved in the professional development of K1's team and the management teams of K1's portfolio companies. Since 2000, he has overseen over 120 completed transactions and serves on the boards of numerous K1 companies. Mr. Malik is an alumnus and board member for Sponsors for Educational Opportunity (SEO) and a member of Young Presidents Organization.

Chris Shonk

Co-Founder and Managing Partner, ATX Venture Partners (Austin)

Chris Shonk started his first business at fourteen, was named the Special Operations Soldier of the Year, and has operated, advised, and invested in consumer service and tech companies for over fifteen years. Chris co-founded Virtus Financial Group (now a \$3.5B private equity fund), and served as managing director of the private equity unit. Chris sold his interests in 2006 and co-founded EZ Money Pawn, bringing technology and eCommerce to the secured lending and pawn business. There after he co-founded Sneaky Games and was also their lead investor taking that to a successful exit via IPO. Chris has taken companies he has operated and invested in to exit via acquisition, merger, recapitalization and IPO. Chris earned his B.A. at in Business Administration & Economics from Campbell University and his M.B.A. from the Acton School of Business where he was the first alumnus to start an endowment to offer other deserving entrepreneurs the opportunity to change the world. Chris is on the board of the Boys & Girls Club and focuses on their STEM efforts for underprivileged children. He resides in Austin, Texas with his wife, son, and giant schnauzer Princess Leia. He has been interviewed by Business Week, Inc. Magazine, Entrepreneur Magazine, The Wall Street Journal, Fast Company, and Forbes.

Speakers

Omiros D. Sarikas

Managing Partner (CEO) and Lead Founding Member, Brookstreet Equity Partners (London)

Omiros serves as the Managing and lead founding member of Brookstreet Equity Partners (“Brookstreet”). His recognitions include “GameChanger of the Year”, “CEO of the Year” “M&A Young Gun of the Year” and “Top 250 Deal Makers in the World”. Brookstreet” is a London-based growth-cap investment group supporting 4th industrial revolution (4IR) innovative and tech-oriented companies which experience transformational growth. It was founded by M&A, McKinsey and CEO veterans, to bring established scale up practices in asymmetric markets. Brookstreet was recognised as a “DraxFuture40 Investor” that helps shape the future of Europe. Amongst its many awards, the firm takes particular pride in being a “Commercially Motivated” private equity house. Omiros worked in London, Zürich and New York and completed 100+ engagements over two decades. He holds the Freedom of the City of London as a Liveryman of the Worshipful Company of International Bankers which he serves as Chairman of the Fundraising Advisory Board and Head of Education & Awards. He is a Fellow at the Royal Society of Arts, a Member of the Chartered Institute for Securities & Investment and advised committees of the British Venture Capital & Private Equity Association and the House of Lords.



Brian Borton

Principal, StepStone Group (La Jolla)

Mr. Borton is a member of the private equity team, focusing on venture capital and growth equity investments. Prior to joining StepStone in 2012, Mr. Borton was an investment banking associate at Focus Strategies, where he advised middle market clients on mergers and acquisitions, recapitalizations, private placements, and corporate strategy. Before that he was a member of the equity research associate program at Brandes Investment Partners, a leading investment advisory firm managing US\$30 billion of global equity portfolios for institutional and high net worth clients. Mr. Borton graduated with a BBA in finance from The University of Texas at Austin and is a CFA charterholder.



Peter Teneriello

Private Equity, Texas Municipal Retirement System (Austin)

Peter Teneriello is an Investment Analyst with the Texas Municipal Retirement System, serving on the private equity team and leading their work in venture capital. His past experience includes leading the finance/operations functions for Waldo Photos, vetting early-stage investments and working with the portfolio companies at Notley, and serving on the private markets team with the Texas Permanent School Fund. Peter holds a BBA in finance from the University of Notre Dame, and is a member of the most recent class of Kauffman Fellows.



Speakers

Kin Lam

Associate Director, Private Markets, Verus Investments (San Francisco)

At Verus, Mr. Lam sources investment opportunities, performs due diligence and generates investment content across Private Markets. He focuses primarily on the Venture Capital, Private Equity Buyout, and Growth Equity asset classes, with additional responsibilities in Fund of Funds, Real Estate, Real Assets, and Private Credit. Prior to joining Verus in 2020, Mr. Lam served as investment manager for a single-family office, where he vetted, underwrote, and monitored traditional and alternative investment funds across the US, Europe, and Asia. Previously, he advised global private equity funds and Fortune 500 management teams on investment and strategic decisions as a management consultant at OC&C Strategy Consultants in London. Mr. Lam also has private equity direct investing experience at China Construction Bank International in Hong Kong. A Bay Area native, he began his career in business development at Cisco Systems. A dedicated musician, Mr. Lam has performed internationally as a violin soloist and concertmaster, including with the Cambridge University Symphony Orchestra. He earned his master's degree in business administration (MBA) from the Yale School of Management, masters of philosophy (MPhil) from the University of Cambridge, and a bachelor of arts (BA) degree with distinction in Economics from the University of California, Berkeley on full scholarship as a Bill and Melinda Gates Millennium Scholar.

Tracy Fong

Partner & Private Markets Investment Due Diligence Analyst, Albourne Partners (San Francisco)

Ms. Tracy Fong is a Partner and Private Markets Investment Due Diligence Analyst at Albourne Partners, a leading investment consulting firm that advises on over \$550bn of alternative assets to over 300 institutional clients. She leads the Firm's global Venture Capital coverage (including crypto/blockchain). Ms. Fong is an alternative investment professional with over 20 years of experience across startups, public technology companies, investment banking, alternatives endowment management, fixed income, and strategic equities management. She was previously a Managing Director at SVB Capital's VC fund-of-funds and direct VC fund. Ms. Fong also spent four years at the Harvard University endowment, Harvard Management Company, where she was Vice President of Alternative Assets and worked on HMC's \$20bn+ alternatives portfolio construction, investment manager selection, and direct natural resources transactions (including timber and agriculture). Her Venture Capital experience included allocations to prominent access-constrained firms and strategic transactions resulting from the IPOs of numerous portfolio companies. Prior to business school, she also worked at Yahoo! (NASDAQ: YHOO) on the Corporate Finance and Treasury Team, where her group managed Yahoo!'s \$4bn+ fixed income portfolio; worked on structured transactions; and helped manage 30 acquisitions, including the landmark joint venture with Alibaba (NYSE: BABA).

Ainun Ayub

Alternatives Product Head, Brown Brothers Harriman Investor Services (London)

Ainun Ayub is Product Head for BBH's Alternative Fund Services in Europe and Asia. Ainun's remit includes product strategy and design to support liquid and illiquid asset classes, with a special focus on private investments such as private debt, private equity, real estate, infrastructure. In this role, Ainun works closely with clients to optimize data and operating platforms for private market asset classes and for mixed private and public market investment structures. Ainun joined the firm in 2016, bringing significant experience building and launching new products, as well as extensive hands-on expertise in fund administration.

Speakers

Steven Kim

Partner, Investment Strategy and Risk Management, Verdis Investment Management (Philadelphia)

Steve Kim is a partner at Verdis Investment Management, directing investment strategy and risk management for the family office. He is an active member of the Investment Committee and has been with the firm since inception. With a focus on buyouts, marketable securities and venture capital, he has been behind investments in over 60 fund managers globally. Beyond his investment background, he brings more than 30 years of experience building and implementing operating infrastructures for venture capital and private equity firms, as well as public and private companies. Before becoming a family office investor, he helped build and lead the technology development and service delivery organizations at Orcom Solutions/Alliance Data Systems, Peopleclick, Clear Communications, Alcatel, Fujitsu and Daleen Technologies. Steve began his career at the Walt Disney Company, serving on the information technology team that helped open what is now Disneyland Paris. He earned his bachelor's degree from the University of Central Florida and serves on the Board of Governors for the The International Baccalaureate.



James Danforth

Director of Alternative Investments, True Capital Management (San Francisco)

Mr. Danforth leads investment research and due diligence for True Capital, a multi-family office based in San Francisco. True Capital was founded to manage the financial lives of professional athletes, but now also focuses on tech entrepreneurs. True Capital invests its clients \$1Bn+ assets in both the public and private markets, but focuses its efforts on venture capital, private debt, and real estate investing. In private debt, True Capital manages a fund of funds focused on senior lending in real estate and middle market lending. Prior to joining True Capital, James received an MBA from Saïd Business School at the University of Oxford. He previously worked in investment research for Callan Associates and the Packard Foundation. James received a BSBA from Bucknell University and is a Chartered Financial Analyst.



Venk Shukla

Founder and Managing Director, Monta Vista Capital (Cupertino)

Venk Shukla is Founder and Managing Director of Monta Vista Capital. Based in Silicon Valley, Monta Vista is a successful seed stage B2B VC fund that is typically the first institutional investor in transformative companies. Areas of investment focus include cloud infrastructure, enterprise SaaS, and companies that use cutting edge technology to transform big traditional industries such as shipping, mining, construction, automotive and immersive sound design.



Speakers

Kate Beardsley

Founding Partner, Hannah Grey (Denver)

Kate is the Founding Partner of Hannah Grey, a pre-seed firm investing at the intersection of human behavior and technology. Previously she founded Upslope Ventures, the fund associated with Galvanize, and began her venture career in 2009 as a Founding Member of Lerer Hippeau, the largest institutional seed fund in New York. Kate has seeded iconic brands like Venmo, Billie, Self, Warby Parker, Casper, and Glossier. Kate began her career as an early employee of The Huffington Post and was Chief of Staff to Martha Stewart at Martha Stewart Living Omnimedia. She is Co-Chair of The Rocky Mountain Venture Capital Association and is based in Denver, Colorado.

David Fann

Vice Chairman, Aksia (New York)

David is Vice Chairman and has over 30 years of experience in the private markets industry. David is responsible for the overall framework of the firm's private markets offering and provides senior advisory support to Aksia TorreyCove's client advisory and private market investment research activities. Prior to Aksia's acquisition of TorreyCove Capital Partners, David was co-founder, President and Chief Executive Officer of TorreyCove Capital Partners. He was responsible for managing the day-to-day business activities of the firm. Prior to TorreyCove, David was the President and Chief Executive Officer of Pacific Corporate Group. Throughout his career, David has led investment organizations that have invested/committed over \$45 billion in private equity investments. He has invested in 26 leveraged buyout, private equity and venture capital investments as a lead investor or co-investor, of which ten became publicly traded through initial public offerings – a number were acquired by Fortune 500 companies. Previously, he was a Managing Director of US Trust and Vice President of Citicorp Venture Capital. David has served on the board of directors of eleven companies, as a board observer for seven, as chairman of the board of directors for two companies, and currently serves on the Honorary Advisory Board for the Association of Asian American Investment Managers and on the advisory board for the Robert H. Toigo Foundation. He graduated from Stanford University with a BAS in Industrial Engineering and Economics (dual degree).

Edwin Margulies

CEO, Thrio (Waco)

Best known for his winning strategies, leadership, and high-tech launches, Margulies' DNA is imprinted on start-ups leading to successful mergers, acquisitions and IPOs. Take Dialogic (pre-IPO, acquired by Intel), Telecom Library (acquired CMP Media), Telephony@Work (acquired by Oracle), and SoCoCare (acquired by Five9). He is a huge advocate of usability and human factors, which lead to the Sterling Audits consultancy in which hundreds of automation systems and websites were benchmarked. For 41 years, his disruptive inventions for enhanced networks and contact centers have transformed standards for entire industries. Dozens of his solutions are deployed by service providers as cloud-based offerings. These include enhanced intercept, messaging, HOBIC automation, pay-per-view, automated collect call, enterprise social ACD, and cloud-based contact centers. Margulies is a prolific author, with 18 high-tech titles published. These cover mission critical architecture, programming standards, speech recognition, service automation, human factors engineering, usability, CTI, and enterprise-based social networking. Titles include: "Social Engagement for Customer Care" and "Understanding the Voice Enabled Internet."

Speakers

Bryan Ciambella

Partner, Antler (New York)

Bryan is a venture capitalist and 3x entrepreneur. Over the last 15 years he has invested in over 20 of the world's leading global technology companies (\$17B market cap) & has founded 3 companies that have had successful exits. Bryan was a principal leading global venture + growth equity investments at B Capital in the US and Europe. At IAC/InterActiveCorp he led the acquisition of Minsk based Apalon, a top 10 iOS app publisher. He started Amped Fantasy (acquired by the Global Gaming Network), Hello Fresh in the US with Daniel Treiman (Global IPO in 2017) and the World Championship of Ping Pong (acquired by Matchroom Sports).

Russell Deakin

Managing Partner & Director of Investments and Advisory Services, Aceana Group (Los Angeles)

Russell Deakin is Managing Partner & Director of Investments and Advisory Services at Aceana Group. Mr. Deakin, fluent in English and Portuguese, has an MBA from the Anderson Graduate School of Management of UCLA and undergraduate studies at Oxford and Tufts University. An alternative asset executive with over 25 years' experience with real estate, private equity/venture capital, and infrastructure/energy, Mr Deakin has developed substantial global relationships with senior professionals in the LP investor base & GP fund manager community. A successful investor/fund raiser in these asset classes with a geographical focus from Berlin, Germany to San Francisco, U.S to Santiago, Chile. Mr. Deakin also has 11 years' experience as CFO/Partner for a real estate developer and has various roles as board member for invested companies and interim CFO positions for portfolio companies.

William J. Davis III

Managing Director, The Rosenberg Family Office (New York)

As a successful Fintech CEO, Bill exited into a group of Family Offices where he served as a CIO on demand and Confidential Advisor to Funds, Transactions and other Strategic Initiatives. With a growing network of Family Offices, I was asked to be a liaison to a new class of wealth created by Professional Athletes, Celebrities, Urban Business Owners and Highly Skilled Executives. I am responsible for shepherding them into opportunities for co-investing alongside legacy Family Offices, Funds and UHNW investors that share a common vision for the future. Intelligence and Strategy Consulting - providing Fortune 500 Companies with highly skilled home grown executives (AI, IOT, Big Data, RPA, DL) with digital DNA to assist with the transition into the new economy. My inner sanctum has worked with me from companies like IBM, BOA, JPM, Amex and PWC where automation, digitization and going to market is our primary domain expertise. Brooklyn Tech & Venture Fund – A peer group of Fund Managers and Business Leaders that have persisted and succeeded with self funding, boot strap financing and what my southern colleagues call digging it out the mud. However, we acknowledge that we have only tapped a small portion of the potential our entities could grow into with \$2.4 trillion dollars of untapped consumer spend, a \$4.4 trillion market opportunity and women of color growing businesses faster than anyone in the U.S. We continue our capital formation efforts, partnerships and sponsoring transactions that support the growth of institutions in the new emerging market (urban america)and throughout the diaspora.

Speakers

Pranav Sharma

Co-Founder, Woodstock Fund (India)

Pranav is a seasoned professional, with over fifteen years of leadership experience, who firmly believes that for individuals, entrepreneurs and enterprises to build successful and financially sustainable businesses, financial well-being and wellness rests at the core of such success. Pranav's professional experience is instrumental in guiding him towards his current role as the Co-founder and Managing Partner of Woodstock Fund (www.woodstockfund.com)¹. In addition, to his role at Woodstock Fund, Pranav is also Managing Partner at Alpha Omega Capital Partners² and Advisor to Alliance Block³ and Orion Protocol⁴. During his professional journey, Pranav has taken on leadership roles covering functions and verticals such as business development, sales and distribution, asset management, private equity and insurance. During his initial years, he gained experience in manufacturing and renewable energy space⁵ both as an engineer and as an investment professional. Thereafter, he was part of several strategic roles in the financial services sector⁶ which ultimately led him to becoming the pan India Head of SME business⁷.

Ruth Foxe Blader

Partner, Anthemis (London)

Ruth Foxe Blader is a Partner at Anthemis and thought leader in fintech and insurtech. At Anthemis, Ruth leads strategic investment efforts across Europe and North America. Ruth specializes in technology-enabled business models, insurance technology, risk transfer, early stage investing, product strategy and digital transformation. Prior to joining Anthemis, Ruth worked for Allianz SE, where she spearheaded leading digital innovation efforts. She was a founding member of the AllianzX team, where she led investments in startups including Lemonade, MoneyFarm, Argus Cyber Security and SimpleSurance. A New Jersey native, Ruth has spent the last decade between New York, London and Paris. In 2018 and 2019, Ruth was recognized for her outstanding contribution to the global financial technology ecosystem and listed among the Women in Fintech Powerlist by Innovate Finance. She currently serves on the boards of Axle, Demex, Hokodo, Hometree, Kaiko, Proportunity and Stable.

Participation Options

COMPLEMENTARY:

- We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants, Foundations, Sovereign Wealth Funds, Endowments, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are caught sneaking in and pitching a fund or deal, you will be banned from the Carmo platform. You must pay to play.

Participation Options

STANDARD PASS:

- **Pass**
 - 1 pass to web meeting and networking/speed dating sessions.
- **Networking App Access**
 - 1 pass to event networking app for 1 week.

Early Bird: \$300 USD-
Pre-Registration: \$400 USD-
Standard: \$500 USD

FULL ACCESS PASS:

- **Pass**
 - 1 pass to web meeting and networking/speed dating sessions.
- **Networking App Access**
 - 1 pass to event networking app for 1 week.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

\$2,000 USD



Participation Options

COMPANY SPONSORSHIP:

- **Speaking Position**
 - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
 - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout web meeting agenda and marketing campaigns.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event.
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

\$5,000 USD



Participation Options

PRESENTATION SPONSORSHIP:

- **Speaking Position**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Passes**
 - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout web meeting agenda and marketing campaigns.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event.
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

\$7,500 USD



Participation Options

VIRTUAL ROAD SHOW SPONSORSHIP

- **Meeting Facilitation/ Post-Event Virtual Road Show**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
 - Carmo to put best effort of obtaining at least 15 LP/GP meetings with client and prospective LPs.
- **Speaking Position**
 - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
 - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event.
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information.

\$10,000 USD



Participation Options

EXCLUSIVE SPONSORSHIP :

• Exclusivity

- No other company with competitive strategy or focus can be an event sponsor.
- GP Example- Exclusive debt focused fund manager
- Service Provider Example- Exclusive Law Firm/Accounting sponsor

• Lead Branding

- Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.

• Speaking Opportunity

- 1 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).

• Meeting Facilitation/ Post-Event Virtual Road Show

- Select targeted LP attendees from previous events
- Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
- Carmo to put best effort of obtaining at least 15 LP meetings with client and prospective LPs.

• Passes

- 10 Company passes to web meeting and virtual networking/speed dating sessions.

• Networking App Access

- 10 Company passes to event networking app for 1 week.

• Attendee List

- Exclusive access to updated conference attendee list before, during and after the virtual event.
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

\$20,000 USD



By the Numbers...

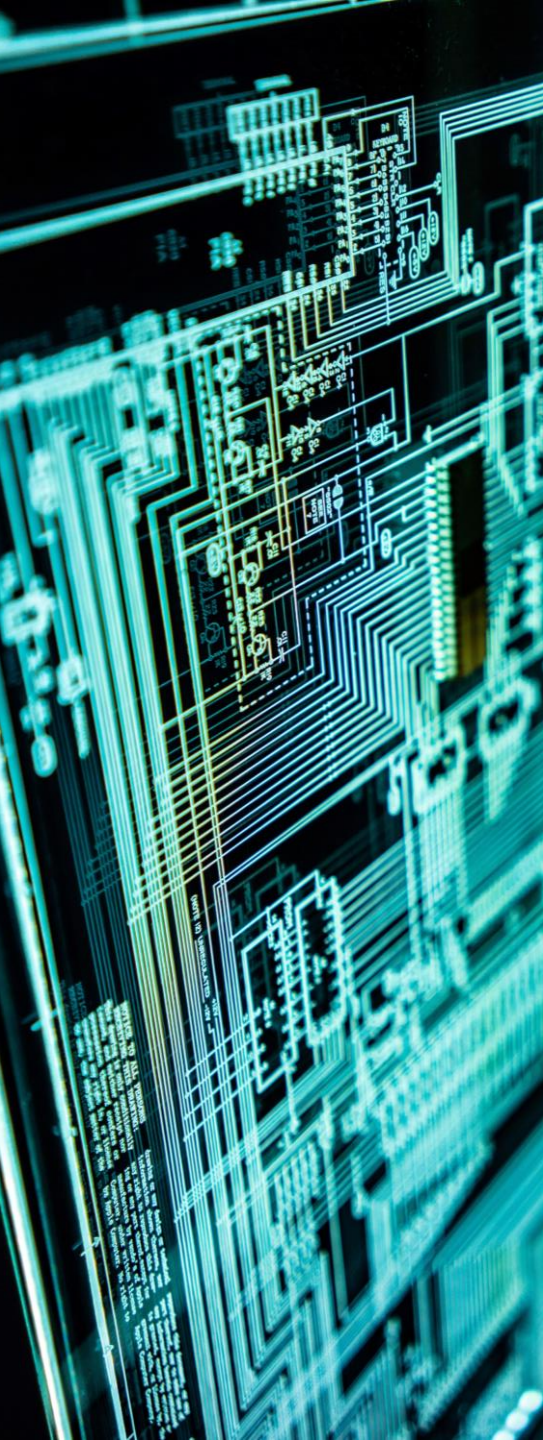
- \$5+** Trillion AUM in attendance
- 250+** Total participants
- 125+** Institutional & Private Wealth Investors
- 125+** Investment Firms/ Funds
- 4** Industry Exclusive Panel Sessions
- 3** Hours of Private Virtual Networking/Speed Dating
- 2** Day Zoom Web Conference
- 7** Days of Slack networking tool access

In Attendance...

C-Level Executives

- Real Estate Firms, Private Equity Funds, Venture Capital Firms
- Real Estate Developers (Institutional Quality)
- Hedge Funds
- Public Pension Funds
- Corporate Pension Funds
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Debt Funds





WEB MEETING APPS

- Our Video Conference will be Powered by ZOOM.
- You can access through web browser or download app on any Tablet, Laptop or Mobile device.
- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Zoom Conference



- Slack is a proprietary instant messaging platform that is typically used by companies in order to communicate efficiently rather than emailing back and forth on miniscule matters. It is also great for subdividing chats for group projects.
- For the purpose of our Web Meeting, this platform works perfectly to facilitate interaction of event attendees.
- We are allowing all webinar participants to join this instant messaging platform in order to communicate with each other freely and on a direct basis. Inside the slack platform there are also sub chats that are called “channels”. Each “channel” represents a different panel topic where participants can communicate with each other openly pertaining to that topic.



- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Slack Chat.
- This chatroom is only open for the 3-day duration of the Web Conference.



UPCOMING EVENTS 2021

- **Private Markets Impact Web Meeting**
Virtual Event- January 6th & 7th 2021

- **Private Markets Technology Investment Web Meeting**
Virtual Event- January 25th & 26th 2021

- **Middle Market Private Equity Web Meeting**
Virtual Event- February 9th & 10th 2021

- **Industrial, Logistics & Cold Storage Web Meeting**
Virtual Event- February 23rd & 24th 2021

- **Private Markets Healthcare Investment Web Meeting**
Virtual Event- March 2nd & 3rd 2021

- **Private Markets Distressed Web Meeting**
Virtual Event- March 24th & 25th 2021

- **Private Markets Canada Web Meeting**
Virtual Event- April 12th & 13th 2021

- **Private Markets Life Sciences Web Meeting**
Virtual Event- April 27th & 28th 2021

- **Private Markets Texas Web Meeting**
Virtual Event- May 4th & 5th 2021

- **Multifamily Real Estate Web Meeting**
Virtual Event- May 19th & 20th 2021

- **The US Real Estate Direct & Co-Investment Meeting West**
In-Person Event- June 3rd 2021 - Ritz-Carlton San Francisco

- **Private Markets Debt Web Meeting**
Virtual Event- June 15th & 16th 2021

- **Global Corporate Venture Capital Web Meeting**
Virtual Event- June 29th & 30th 2021

- **Private Markets European Web Meeting**
Virtual Event- July 7th & 8th 2021

- **Private Markets Middle East Web Meeting**
Virtual Event- July 21st & 22nd 2021

- **US Private Equity & Venture Capital Web Meeting**
Virtual Event- August 3rd & 4th 2021

- **US Real Estate Web Meeting**
Virtual Event- August 17th & 18th 2021

- **Asia Pacific Private Equity & Venture Capital Web Meeting**
Virtual Event- September 9th & 10th 2021

- **The US Real Estate Direct & Co-Investment Meeting East**
In-Person Event- September 2021 (TBD)- New York

- **Asia Pacific Real Estate Web Meeting**
Virtual Event- September 21st & 22nd 2021

- **Asia Pacific Real Estate Web Meeting**
Virtual Event- September 21st & 22nd 2021

- **Private Markets Secondaries Web Meeting**
Virtual Event- October 5th & 6th 2021

- **The Private Markets Mexico Meeting**
In-Person Event- October 26th & 27th 2021 (TBD)- Sofitel Mexico Reforma

- **Private Markets Emerging Manager Web Meeting**
Virtual Event- November 3rd & 4th 2021

- **Latin America US Real Estate Meeting**
In-Person Event- November 30th, 2021- W South Beach

- **The Private Markets Canada Meeting**
In-Person Event- January 2022- St. Regis Toronto

- **The Private Markets Europe Meeting**
In-Person Event, Dorchester London- February 2022





Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

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Thank You

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