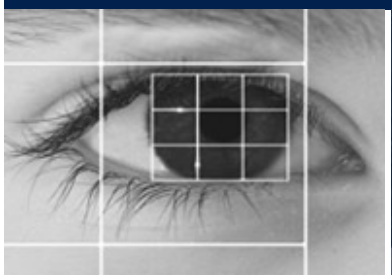
WOMEN'S ALTERNATIVE INVESTMENT SUMMIT

Access to Information

UPCOMING EVENT
10th Annual Women's Private Equity Summit
March 8-10, 2017
The Ritz-Carlton, Half Moon Bay, California
LEARN MORE >>

REGISTER NOW AND SAVE $200!



2016 Conference Schedule

DAY ONE

THURSDAY, NOVEMBER 3, 2016

1:00 – 2:00 PM

REGISTRATION/SIGN-IN

2:00 – 2:10 PM

WELCOME

- **Beth Falk**, President, **Falk Marques Group**; Founder and Managing Director, **Women's Alternative Investment Summit**

2:10 – 3:00 PM

KEYNOTE INTERVIEW AND DISCUSSION

INCOME INEQUALITY AND ITS IMPACT ON INVESTMENT DECISION MAKING

Economist and Nobel Prize Laureate Joseph E. Stiglitz, University Professor at Columbia University, sits down with Afsaneh Beschloss, Founder, President and CEO, The Rock Creek Group, and former Treasurer and Chief Investment Officer of the World Bank, to discuss income inequality as one of the most important and consequential issues of our day. They'll explore how fiduciaries are looking at this issue, as well as other economic challenges, as it relates to institutions' investment decisions.

- **Joseph E. Stiglitz**, Nobel Prize Laureate in Economics; University Professor, **Columbia University**
- Interlocutor: **Afsaneh Beschloss**, Founder, President and Chief Executive Officer, **The Rock Creek Group**

3:05 – 3:35 PM

KEYNOTE DISCUSSION

To be announced

3:40 – 4:10 PM

From the Producers of
The Women's Private Equity Summit

FALK MARQUES GROUP

THE FUTURE OF TRADING: WHAT LIES AHEAD FOR THE MARKETS & TECHNOLOGY?

To many, Nasdaq is where high-flying technology and biotech companies go public. But, there is much more to the exchange – an important element to note in a year when IPOs were, at times, non-existent. There is a focus on new markets, new ways of trading, and such emerging areas as the blockchain and machine intelligence. In this discussion, Nasdaq President Adena Friedman discusses what Nasdaq is up to, the new opportunities it is pursuing, and what lies ahead for offers in the future.

- **Adena Friedman**, President and Chief Operating Officer, **Nasdaq**
- Interviewer: **Mary Crealese**, Senior Partner, Audit Practice, **KPMG**

4:15 – 4:50 PM

KEYNOTE PRESENTATION AND DISCUSSION

TACKLING THE ASSET MANAGEMENT'S INDUSTRY BIGGEST CHALLENGE: GENERATING RETURNS IN A LOW-RATE ENVIRONMENT

Generating returns has become increasingly tougher for asset management firms in recent years as interest rates have remained low and equities have bounced up and down. As CEO of multi-boutique investment firm New York Life Investment Management, Yie-Hsin Hung must confront this battle on a constant basis. With $300 billion of assets under management, NYLIM is seeking to find the right solutions to keep its institutional and individual investors happy. In a keynote presentation, Yie-Hsin will discuss how NYLIM has pursued opportunities – both organically and acquisitively – and why alternatives are playing, and will continue to play, a significant role in facing this daunting challenge.

- **Yie-Hsin Hung**, Chief Executive Officer, **New York Life Investment Management**

4:50 – 7:15 PM

WELCOME NETWORKING RECEPTION AT AVRA ON MADISON

(Located on 60th Street between Madison and 5th Avenues, just around the corner from The Pierre)
Sponsored by KPMG

DAY TWO

FRIDAY, NOVEMBER 4, 2016

7:15 – 8:15 AM

REGISTRATION/SIGN-IN
Networking Continental Breakfast

8:15 – 8:25 AM

WELCOME

- **Beth Falk**, President, **Falk Marques Group**; Founder and Managing Director, **Women's Alternative Investment Summit**

8:30 – 9:15 AM

KEYNOTE PANEL DISCUSSION

THE PUSH TO AVOID VOLATILITY: HOW BIG A ROLE FOR ALTERNATIVES?

Institutional investors have long had exposure to alternatives. The volatile equities market has prompted investors to up their allocations even more, deploying capital not only to PE and hedge funds, but also to real estate and other real assets. But, just how far will institutional investors go and for how long will this trend make sense? Our panelists give their take on 2016 investment trends and what they are expecting in 2017.

9:20 – 10:05 AM

KEYNOTE PANEL DISCUSSION

THE NEW INVESTMENT GAME

In recent years, alternative investors dealt with the doubled-edge sword of high valuations. While these values enabled firms to sell existing holdings and generate strong returns, they made new investments challenging. In 2016, those values began to slide and investors moved from selling to buying. Our panelists discuss how they and their firms reacted to this shift and what they are looking for in 2017.

10:10 – 10:30 AM

FIRESIDE CHAT

INVESTING IN 2017: HOW COMMONFUND IS THINKING ABOUT THE MARKET, ALTERNATIVES AND FINDING ALPHA

Asset management firm Commonfund has two important missions: Creating investment solutions for nonprofits that do not have the scale and access to the best managers and strategies, and bringing current best practices to institutional investors. Firm CEO Catherine Keating sits down to discuss not only its mission, but also how it is trying to navigate the investing environment. With $24 billion in assets, the Commonfund has to be thoughtful about its strategy. Catherine talks about what it saw in 2016, how it is utilizing alternatives and expectations for the upcoming year.

- **Catherine M. Keating**, President and Chief Executive Officer, **Commonfund**
- Interviewer: **Paige Brotherton**, Partner, **Coller Capital**

10:35 – 11:05 AM

NETWORKING REFRESHMENT BREAK

11:10 – 11:55 AM

TRACKED DISCUSSION GROUPS – Concurrent Sessions

Concurrent SPOTLIGHT Discussion Groups shine a light on Private Equity, Venture Capital, Hedge Funds, Real Estate, Real Assets and Emerging Markets. Facilitated by leaders in each asset class, these discussions provide a small-group forum for a candid and in-depth look at topics important to general partners, limited partners and advisors to the industry.

SPOTLIGHT ON PRIVATE EQUITY

Time to Buy or Time to Sell? What Lies Ahead for the PE Industry?

When the stock market headed south in January, it appeared that the PE industry would move from seller to buyer. The year, however, has not played out as thought as investors have struggled to find deals, and, at times, sufficient debt. Add-on deals have, at times, looked like the focus for many firms, leading to questions about where the industry is headed. Our panel of GPs and LPs give their perspective on what they are expecting in 2017.

SPOTLIGHT ON VENTURE CAPITAL

VC Firms Flush With Capital: Can They Successfully Deploy It and Keep LPs Happy?

With returns strong, the venture industry raised some $60 billion in 2014 and 2015, and started 2016 with the largest quarter since the .com days of 2000. The environment for investing, though, has changed dramatically over the past year as valuations of many high-flying companies have declined and the IPO window has been effectively closed. Our panel dives into what the venture industry is doing and must do to find success.

SPOTLIGHT ON HEDGE FUNDS

Hedge Funds Still Make Sense for Institutional Investors - Right?

A tough year plus high fees have put hedge funds on the defensive. A growing number of institutions have reduced, or, in the case of CalPERS, pulled out of hedge funds all together. Will these institutions come to regret these decisions or do hedge funds need to change their ways? Has a lack of transparency and high fees, paired with not-so-great returns, paved the way for an industry contraction?

SPOTLIGHT ON REAL ESTATE

2017: What LPs and GPs Are Expecting

Our panel takes stock of 2016 and considers what lies ahead in the private equity real estate sector. What segments look promising and which ones are fading? Where are interest rates heading and what impact will they have on deals? And, in a post-Brexit world, will foreign buyers remain relevant?

SPOTLIGHT ON A SECTOR

China in 2017: Opportunity or Challenge?

Reports of China's slowing growth sent jolts through the global stock markets in early 2016 and forced many to rethink how to target the country. Our group of China-focused alternative investment managers offers an up-close assessment of this critically important nation.

SPOTLIGHT ON THE FIRM

Marketing a Private Fund: Finding Opportunities and Avoiding Trouble

The restrictions on what fund managers can claim when marketing a fund have never been stronger. Suggesting that your firm was involved in a deal that firm principals were not could cause major issues with LPs and the SEC. At the same, though, there is a desire by both the firm and LPs to understand just who did what deals. Our panel takes us through this increasingly tricky dynamic and how their firms deal with this issue.

12:00 – 12:45 PM

TRACKED DISCUSSION GROUPS – CONCURRENT SESSIONS

Concurrent SPOTLIGHT Discussion Groups shine a light on Private Equity, Venture Capital, Hedge Funds, Real Estate, Debt and Real Assets. Facilitated by leaders in each asset class, these discussions provide a small-group forum for a candid and in-depth look at topics important to general partners, limited partners and advisors to the industry.

SPOTLIGHT ON PRIVATE EQUITY

The Co-Investment Dance: What It Takes to Keep LPs Happy

When it comes to investing in private equity, many limited partners have reached a key conclusion: The best returns can come from being involved in investing alongside their managers. But, such investing can be fraught with potential downsides for both the LP and the GP. Our panel of industry veterans give their perspective on what works and what doesn't.

SPOTLIGHT ON VENTURE CAPITAL

The Industry Evolves: Will New Strategies Find Lasting Success?

It wasn't that long ago that most venture firms looked very similar. You know, an office in Silicon Valley or the Boston area, four to six partners, and a focus on IT or health care. In recent years, though, variety has entered the industry. There have been new approaches, new strategies and new investment focuses. Our panelists discuss what their firms are attempting to do and why their models will last and generate necessary results.

SPOTLIGHT ON HEDGE FUNDS

The Investing Strategy That Makes the Most Sense in the Coming Year Will Be ...

Hedge fund managers and LPs examine the investment environment and consider the strategies they think may generate the best returns in '17. They'll discuss whether activism might still work, whether commodities could come back in style, and how distress and absolute return strategies will fare.

SPOTLIGHT ON REAL ESTATE

LPs Get Proactive: What It Means for Firms

Real estate limited partners have been borrowing the LP playbook of their private equity peers. Rather than just invest in funds, they are seeking out deals on their own, co-investing with their managers and utilizing the secondary market. This trend is starting to disrupt the LP-GP dynamic and may set the stage for some significant changes.

SPOTLIGHT ON A SECTOR

Power Play: Where Will Energy Investors Generate the Best Returns?

Will oil prices come back? Can energy infrastructure plays pay off? Are renewables the way to go? These are just some of the questions that energy investors have been wrestling with over the past several years as oil and gas prices have fallen. Our panel gives its take on this globally important sector.

SPOTLIGHT ON THE FIRM

To be announced

12:55 – 1:45 PM

NETWORKING LUNCHEON WITH OPTIONAL ROUNDTABLE DISCUSSION GROUPS

Facilitated by industry leaders, these informal discussions highlight current trends and pressing issues. These casual discussions encourage like-minded attendees to share practical solutions to challenges facing private equity and alternative investment professionals.

***To request to host and facilitate a Luncheon Roundtable**, please contact Carolyn O'Donnell at Carolyn.Odonnell@FalkMarquesGroup.com*

1:45 – 2:05 PM

DESSERT RECEPTION

2:15 – 3:00 PM

TRACKED DISCUSSION GROUPS – FINDING SUCCESS IN …

Concurrent Discussion Groups focus on key issues that GPs and LPs need to confront to find true success.

FINDING SUCCESS IN …

Fundraising: What It Will Take for PE and VC Firms to Reach the Finish Line

The push by limited partners to reduce fees and firm relationships has added further complexity to the fundraising process. Our panel looks at what it takes for firms to win over LPs and bring about an expedient fund close.

FINDING SUCCESS IN …

Fundraising: What PE Real Estate Firms Must Do

Over the past few years, institutional investors have shown a strong liking for real estate, pouring record amounts of capital into the asset class. Will that continue, and, more importantly, what are LPs seeking in terms of strategy and terms?

FINDING SUCCESS IN …

Raising Capital: What Hedge Fund Managers Are Doing to Win Over Investors

Many hedge fund managers have struggled over the past year to raise capital, the result of low returns by the industry as a whole. Panelists discuss what it takes to get traction with LPs, the creative strategies that some firms are trying, the terms being agreed to, and, of course, the returns that must be generated.

FINDING SUCCESS IN …

Infrastructure Debt

With regulations limiting the ability of banks to lend to infrastructure projects, alternative investment firms are sensing opportunity. In fact, managers raised $11.5 billion in infrastructure debt funds in 2015 and they hope to grow that number in 2016. The interest in such funds stands in contrast to the interest often shown for pure infrastructure funds. Our panel dives into this sector and discusses the opportunities and challenges facing investors.

FINDING SUCCESS IN …

Doing Good: What It Takes to Win Over Institutional Investors

Thanks to regulations and the desire to act as — and be known as — a socially responsible firm, alternative investment managers are increasingly touting their ESG policies. And, while establishing policies to invest responsibly and make an impact is lauded, LPs usually focus on one thing: Returns. In this panel, managers and their backers provide perspective on how incorporating ESG issues into the decision-making process is

consistent with creating value, and what it takes to truly achieve "the double bottom line."

FINDING SUCCESS IN …

Operational Due Diligence: What LPs Can Do to Achieve Value

Limited partners once had a single-minded concern: Returns. Today, the push for transparency is prompting LPs to dig deeper into the work of their managers. They want to understand how managers are doing deals and running their business, what processes they have established for handling data, and what is being done to protect the firm, especially against cyberattacks. Our panel offers perspectives on how to evaluate firms — from small VC entities to large asset managers — and what LPs can do to streamline the process.

3:05 – 3:15 PM

SUMMIT SUPPORTER DRAWING

3:15 – 3:35 PM

KEYNOTE PRESENTATION AND DISCUSSION

To be announced

3:35 – 4:15 PM

KEYNOTE PANEL DISCUSSION

FEES? INVESTMENT STRATEGIES? RETURNS? LPs HAVE THEIR SAY

Institutional investors are leaning more heavily on alternative investments for the returns they so badly need. That means added pressure and more significant decisions for those overseeing the investing in private equity, venture capital, hedge funds, real estate and other alternatives. Our panelists discuss those pressures and what they are looking for from existing and new managers.

4:15 PM

CONFERENCE ADJOURNS

** Program subject to change*

Join our mailing list for up-to-date information and visit this site again for continuous updates.

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