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The content & networking are second to none
Ryan McGovern, Ember Capital

13th Annual

Mezzanine Finance

& the Subordinated Debt Market

London 2011

Including Summit Day:

LP Allocations Summit

Register by
23 September
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£800

The largest gathering of mezzanine and leveraged finance players in Europe!



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Pre Conference Summit

LP Allocations & Fundraising
Hear from leading LPs on their plans for
the mezzanine asset class

Tuesday 22nd November 2011

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23rd & 24th November 2011,
The Jumeriah Carlton Tower
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Mezzanine Finance

& the Subordinated Debt Market

Welcome to the UK's key networking event for the mezzanine and leveraged finance player.

Built on the success of the last 12 years, the conference has become the 'can't miss' congress for the **junior/subordinated debt market**.

As such, this is the event to meet with the **key Mezz players** and discover how they are tackling the big questions you are bound to be asking yourself.

New focuses for 2011:

- Private Equity Deal Flow
- Leverage Market Trends
- Mezzanine in EU & US
- Impact of External Regulation
- Growth Capital for SMEs
- New Mezzanine Origination Sources
- Future of the CLO Market

IIR's annual **Mezzanine Finance** event is established at the cutting edge of this market, offering you the unique opportunity to make valuable contacts and hear the very latest views and market predictions.

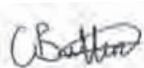
It is the one event you must attend if you want to:

- ✓ Keep up with the latest opportunities for this revitalised asset class
- ✓ Hear future predictions from some of the best financial minds
- ✓ Network with those all important contacts...

IIR's annual Mezzanine Finance is the key networking event of the year so book your place today!

The speakers and I look forward to meeting you at the event.

Kind regards



Graeme Butlin, Conference Producer, IIR

Companies that attended Mezzanine Finance 2010, London

- Aareal Bank AG
- Activia
- ADTAPT
- AGF Private Equity
- AIB Plc
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Mezzanine Finance LP Allocations Summit

LP Allocations Summit

Tuesday 22nd November 2011, London

09.15 Chair's Opening Remarks



James Newsome

Managing Partner

AVEBURY CAPITAL PARTNERS

09.30 LP Allocation & Fundraising Outlook for Mezzanine: Latest Research Findings

- Who is currently investing in mezzanine funds and under what terms?
- Investor sentiment towards the asset class
- How does mezzanine compare with other asset classes?
- Who is currently out fundraising and under what terms?



Etienne Paresys

Head of Research

PREQIN

10.10 The Mezzanine Pipeline

- What role will mezzanine play in 2012?
- How is mezzanine currently being used?
- Supply of mezzanine vs high yield and other competitors
- Using mezzanine in restructurings
- Downside protection
- New structures and opportunities



Ryan McGovern

Partner

EMBER CAPITAL

11.00 Networking Coffee Break

11.30 Why Invest in Mezzanine?

- Attractive risk/reward ratio
- Strong recent performance
- Flexible approach
- Pool of experienced managers

12.10 The Performance of Mezzanine Funds

- How does mezzanine as an asset class compare to other opportunities?
- Recent performance of mezzanine
- Which conditions favour mezzanine?
- Comparative risk/return ratios



Peter Cornelius

Head of Research

ALPINVEST

13.00 Lunch

14.00 Future LP Commitments to Mezzanine Funds

- Do LPs have sufficient capacity to continue investing in Mezzanine and Private Equity in general
- What are the most attractive areas for LPs over the next two years?
- How have investment strategies and criteria changed?
- Understanding whether a lack of distributions has impacted on LP ability to invest in Mezzanine
- Is mezzanine an attractive investment proposition?



Sanjay Mistry

Director

MERCER



Neil Sneddon

Director

F&C INVESTMENTS

14.45 What should LPs Look for in an Investment Partner?

- Understanding how LPs should differentiate between GPs
- How can GPs stand out
- What are the key features LPs should look for in a fund
- Examining the impact the following variations have on LP commitments
 - geography
 - sector focus
 - experience / track record
 - fees



James Newsome

Managing Partner

AVEBURY CAPITAL PARTNERS

15.30 What will Portfolios look like Going Forward: Where does Mezzanine fit in?

- Identifying how LP portfolios will evolve
- What are the most attractive areas for LPs
- What will happen to allocations to Mezzanine/Private Equity
- How much of an LPs portfolio should be committed to Private Equity/
- Will the number of GP relationships change?



Peter Schwantiz

Managing Director

PORTFOLIO ADVISORS



Tom Berggren

Partner & Head of Private Equity

OPTIMIZED PORTFOLIO MANAGEMENT



David Waxman

Managing Director

AZLA ADVISORS

16.15 Opening Cocktail Reception

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Darren Hart, *Head of Risk & Syndicate*, **BARCALYS**

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Mezzanine Finance

& the Subordinated Debt Market

Main Conference Day One

Wednesday 23rd November 2011

09.00 Chair's Opening Remarks

09.15 State of the Markets

- Macroeconomic forecast
- Analysis of global capital & credit markets
- What will 2011/12 look like?



Trevor Williams

Chief Economist

LLOYDS BANKING GROUP

09.45 Latest Trends and Data for the Leveraged Finance Markets

- Recent leveraged market activity
- Analysis of pricing and trends
- Default analysis

10.15 Private Equity Deal flow

- The outlook for Private Equity deal flow in 2011/12
- Identifying current deal flow drivers
- Will secondary/tertiary deals remain prevalent?
- The impact of large stores of mature dry powder
- What challenges lie ahead?



Luca Bassi

Principal

BAIN CAPITAL



Neil MacDougall

Managing Partner

SILVERFLEET CAPITAL



Charles Diehl

Partner

ACTIVA CAPITAL



James Stewart

Director

ECI PARTNERS



Richard Green

Chairman

AUGUST EQUITY

11.00 Networking Coffee Break

11.30 Private Equity Mezzanine Research

Discover detailed analyses of:

- Return & risk measures for European mezz transactions
- Comparison to the US market
- Recent market trends
- Development of pricing and leverage levels
- Performance of mezzanine Funds

12.00

Mezzanine in Today's Market

- How has the mezzanine market evolved in recent times
- Who is still active in the mezz market
- What is the future role of mezzanine?
- Identifying the main drivers for mezzanine activity
 - LBOs
 - Refinancing short term bridges
 - Other refinancings
- Identifying what has dampened the mezzanine market
 - Few LBOs
 - All senior structures
 - Bond structures
- The need for flexible, bespoke solutions
- The growth of club deals
- What are sponsors looking for?
- How should the product evolve to meet the current needs of the market?

Moderator:



Michael Crosby

Partner

PROSKAUER

Panellists



Cecile Mayer-Levi

Managing Director

AXA PRIVATE EQUITY



Frederic Nadal

Partner

MEZZVEST



Erik Bosman

Partner

ALPINVEST



Louis Lavoie

Managing Director

CRESCENT CONSULTING

12.45 Lunch

14.00 The Changing Nature of The European Credit Markets: A New Set of Opportunities



Robin Doumar

Managing Partner

PARK SQUARE CAPITAL

14.30

European Mezzanine: The Ratings Agency View

- Latest performance / ratings trends
- Outlook for European leveraged / mezzanine borrowers
- The next challenge – refinancing
- How are different levels of refinancing risk rated?

“Still one of the **best London gatherings** of the leveraged finance community”

Robin Menzel, *Partner*, **Augusta & Co**

“A great **opportunity for networking**”

Pablo Mazzini, *Director*, **Fitch Ratings**

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Mezzanine Finance

& the Subordinated Debt Market

15.00

Mezzanine: current legal issues and structures

- Recent deal structures
 - How close are we to market standard senior vs mezzanine intercreditor principles?
 - Latest lessons from restructurings
- Implications of LMA Trading Guidelines for mezz investors



James Chesterman

Partner

LATHAM & WATKINS

15.30

Networking Coffee Break

16.00

Comparison between US & European Mezz

- Evolution of the US & European mezz markets
- Comparisons between pricing & structures
- Will the new developments in the product seen in the US change the European market?
- What lessons can the two markets learn from each other?



David Ross

Executive Vice President

SANKATY ADVISORS

16.30

Mezzanine: Closing the Funding Gap in the Mid Market

- Explaining the reasons behind the increasing popularity of mezzanine financing for in the mid market
- Where does mezzanine get used in the mid market?
 - Filling the funding gap
 - Financial engineering
- The possibility of corporate sponsored mezzanine
- Comparison of the risks and returns associated with mid-market vs large-cap deals.
- Conflicts between mezzanine and senior lenders

Moderator:



Nick Fenn

Managing Partner

BEECHBROOK CAPITAL

Panelists:



David Wilmot

Managing Director

BABSON CAPITAL EUROPE



Jan Wiklund

Partner

ARMADA CAPITAL



Eric Schaefer

Partner

ATESIS FINANCE

17.15

Gala Drinks Reception

Main Conference Day Two

Thursday 24th November 2011

09.15

Chair's Opening Remarks

09.30

LP Allocations to Mezzanine

- What is the current investor sentiment towards mezz?
 - LP/GP relationship
 - fees & carry
- Performance expectations of mezz funds
 - how does this compare to other asset classes?
- What other products are competing with mezz for investment?
- Analysis of what makes a fund an attractive investment
- How do LPs differentiate between managers
- How have LPs in mezzanine funds changed pre and post crisis?

Moderator:



James Newsome

Managing Partner

AVEBURY CAPITAL PARTNERS

Panellists:



Oliver Huber

Principal & Head of Private Debt

GOLDING CAPITAL PARTNERS



Edward Claessen

Principal

EUROPEAN INVESTMENT FUND



Claudio Siniscalco

Vice President

HARBOURVEST

10.15

Structuring & Commercial Terms of Mezzanine Funds

- Raising funds in a challenging environment
- Marketing and achieving closing
- Survey of principal terms
- Legal and regulatory changes
- Special issues for mezzanine funds opportunity



Daniel Greenaway

Partner

PINSENT MASONS

11.00

Networking Coffee Break

11.30

The Impact of External Regulation on Investors in Mezzanine

- Introduction to capital regulation
- Outline of the new Basel III regulations
- Some of the debate
- Potential effects of Basel III
- AIFM directive

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Mezzanine Finance

& the Subordinated Debt Market

12.00 Growth Capital for SMEs: Filling the Current Void

- Bank deleveraging – cyclical downturn or structural shift?
- How large is the opportunity out there?
- How should growth capital be structured?
- Why is growth capital attractive to companies?
- Why is growth capital attractive to investors?
- The US – a model for the future in Europe?



Theo Dickens
Managing Partner
PREFEQUITY



Ray Maxwell
Director
ACROSTIC



Gunther Vogler
Head of Mezzanine & Structured Equity
AKINA



Darren Hart
Head of Growth Capital
SANTANDER

12.45 Lunch

14.00 Identifying Origination Sources for Mezzanine

- Diversifying origination sources
 - M&A
 - Refinancing
 - Secondary/tertiary buyouts
- How to identify new opportunities
- Refinancing companies with limited access to mainstream capital markets
- Filling the gap left by CLOs ending their reinvestment periods
- Pricing and structures in secondary/tertiary buy outs
- Examining where mezzanine fits into capital structures
- Refinancing short term bridge loans
- Replacing existing mezz or a new mezz tranche?
- Recent experiences



Robert Ruberton
Portfolio Manager
APOLLO GLOBAL MANAGEMEN



Ryan McGovern
Partner
EMBER CAPITAL



Joris Fletcher
Managing Partner
NEOVARA



Pascal Meysson
Executive Director
ALCENTRA

14.45 The Wider Leverage Market: Availability, Pricing, Structures & Providers

- Evaluating debt capacity and availability of leverage
- New Structures: the return of cov-lite, second lien & PIK?
- Who is still active in the leverage market?
- The retreat of traditional lenders and the emergence of new sources
 - CDOs
 - All senior structures
 - High yield bonds
- Will the one stop bank return? Will we see any underwriting?



François Gauvin
Managing Director
INDICUS ADVISORS



Tanneguy de Carne
Co-Head, European Loan Syndicate
SOCIETE GENERALE



Volkhardt Kruse
Head Sales/Syndications
COMMERZBANK

Emmanuel Bresson
Managing Director
GOLDMAN SACHS

15.30 The Future of the CLO Market

- Current CLO overview
- Who is looking to restart the market?
- How will regulation affect ability to invest?
- How will new funds be raised?
- European vs US CLO market dynamics



Tim McKean
Director
3i



Ali Allahbani
Managing Director
AVOCA CAPITAL



Colin Atkins
Managing Director
THE CARLYLE GROUP



Simon Hood
Managing Director
CVC CORDATUS

16.15 Afternoon Coffee & End of Conference

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Louis Lavoie, Managing Director, TCW/Crescent Mezzanine

“The **best mezzanine conference** in the market”

Don K. Rice, Capital Point Partners

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Mezzanine Finance & the Subordinated Debt Market

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Mezzanine Finance 2011

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