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David Cottam, Partner, Park Square Capital

“The content & networking are second to none”
Ryan McGovern, Avebury Capital

14th Annual

Mezzanine Finance

& the Subordinated Debt Market

London 2012

Including Summit Day:

Fundraising Summit

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



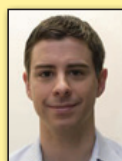
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FERI TRUST



Cecile Levi
AXA PRIVATE DEBT



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PARTNERS GROUP



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David Wilmot
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Michael Crosby
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Trevor Williams
LLOYDS BANKING GROUP



Hugh Briggs
CVC CAPITAL PARTNERS



Nick Fenn
BEECHBROOK CAPITAL



Jan Wiklund
ARMADA MEZZAINE

50+ Speakers from the following organisations:

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- AVEBURY CAPITAL PARTNERS
- APOLLO GLOBAL MANAGEMENT
- AXA PRIVATE EQUITY
- AXONIA PARTNERS
- AZLA ADVISORS
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- SANTANDER
- SOCIETE GENERALE
- SYNTAXIS
- VANTAGE CAPITAL

New for London 2012

• New Format

A full mezz update in just one day. More focused for easier networking.

• New Speakers

Hear from a wide range of leveraged & mezzanine professionals, with insight from those who are making mezz work:

- ✓ Mezz funds
- ✓ Private debt funds
- ✓ LPs
- ✓ Banks
- ✓ Private equity funds
- ✓ Placement Agents
- ✓ Investors

• New Exclusive Research

- ✓ Fundraising
- ✓ Economic Outlook
- ✓ Mezzanine Analytics

• 18 Sessions including

- ✓ The **Future** of Mezzanine Finance
- ✓ **Mid Market** Mezzanine Opps
- ✓ The **Wider Leverage** Market
- ✓ The Rise of **Unitranche**
- ✓ Successful Mezzanine **Fundraising**
- ✓ **SME Growth Capital** & Structured Equity
- ✓ **Private Equity** in Europe
- ✓ **Structures & Terms** of Mezzanine
- ✓ Mezzanine **Investment Analytics**
- ✓ **LP Allocations:** Data & Research
- ✓ Mezzanine **Portfolio Management**
- ✓ **Marketing & Fundraising** Challenges

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Fundraising Summit

Exclusively focused on fundraising for, and LP commitments to, Mezzanine funds.

Hear from more LPs than at any other leverage event.

Thursday 29th November

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November 2012
Radisson Blu Portman Hotel, London

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Mezzanine Finance

& the Subordinated Debt Market

Main Conference Day One

Wednesday 28th November 2012

08.50 Chair's Opening Remarks

09.00 Economic & Market Outlook

- Macroeconomic forecast
- Growth forecasts
- On-going sovereign debt issues
- Analysis of global capital & credit markets
- What will 2013 look like?



Trevor Williams

Chief Economist

LLOYDS BANKING GROUP

09.30 The European Private Equity Environment

- When will European dealflow return?
- Where can private equity find value?
- Will there be primary buy out opportunities in Europe?
- The future of leverage in PE deals
- Future gazing: the long term outlook for Private Equity



Hugh Briggs

Managing Director

CVC CAPITAL PARTNERS



Karsten Langer

Partner

RIVERSIDE EUROPE

Pierre Heinrichs

Vice President

BAIN CAPITAL



Richard Howell

Partner

PAI PARTNERS

10.15 Mezzanine Investment Analytics & Portfolio Management

Discover detailed analyses of:

- Return & risk measures for EU & US mezz transactions
- Position of Mezzanine vs. other Private Equity
- Portfolio Management & Mezzanine as an Asset class



Daniel Schmidt

Managing Partner

CEPRES

10.45 Networking Coffee Break

“ Listen to the **Industry's best professionals** at one of the **best attended European events** for the Leveraged Finance World ”

Jon Moulton, *Chairman*, BETTER CAPITAL

11.15

The Future of Mezzanine Finance

- State of the 2012 mezzanine market
- What has dampened the mezzanine market?
- Where will deal flow come from?
 - new buy outs
 - refinancing
 - restructuring
- Are secondary buyouts as good for mezz as primary buyouts?
- How should mezzanine investments be priced and structured?
- Which regions of Europe provide an attractive investment environment?
 - is there any interest in Southern Europe?



Frederic Nadal

Partner

MEZZVEST



Juri Jenkner

Managing Director

PARTNERS GROUP



Nick Petrusic

Managing Director

BLACK DIAMOND CAPITAL MANAGEMENT



Tom Maughan

Executive Director

JP MORGAN MEZZANINE



Robert Ruberton

Senior Portfolio Manager

APOLLO GLOBAL MANAGEMENT

12.00

Successfully Raising Mezzanine Funds in a Challenging Fundraising Environment

- Latest fundraising outlook
- Searching for yield: the attractiveness of mezzanine for LPs
 - low yield environment vs high income returns for mezz
- The impact of a funds geographical focus
- The outlook for European focused mezz funds
 - are LPs happy with fund commitments in Euros?
- The attractiveness of European focus mezzanine strategies
 - is the market large enough to support such strategies?
- Understanding the attractiveness of US funds
- Which asset classes compete with mezz for investment?
- What type of LP is investing in mezzanine?
- Analysis of the decision process LPs undertake when fund investing



Paul Buckley

Co-Founder & CEO

FIRST AVENUE PARTNERS



Kaarina Suikkonen

Head of Private Equity

FERI TRUST



Louis Lavoie

Managing Director

CRESCENT CONSULTING



Mike Anderson

Director

ICG

12.45

Lunch

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Mezzanine Finance

& the Subordinated Debt Market

14.00

Mezzanine: the Legal View from Below

- The intercreditor: anywhere left to go for mezzanine lenders in Europe?
- U.S. mezzanine: how recent trends may impact European transactions
- Mezzanine structures: have you thought about...?
- Equity co-investments: what you should be looking out for
- European insolvency laws: how partial harmonisation of local European insolvency laws could open up deal opportunities to mezzanine lenders



Michael Crosby
Partner
PROSKAUER

17.00

Opportunities in Mid Market Mezzanine

- Defining the mid market
- Outlook for mid market mezzanine
- Is there an increased demand for mezzanine?
- Will we see more club deals in the European mid market?
- Comparison between sponsor and sponsorless mid market deals
- Uses of mid market mezzanine
 - primary private equity
 - refinancing
 - funding gap
- How does pricing compare with the past?
- Typical leverage metrics in today's mid market
- Relative appetite and comparative risk/ return of larger deals v mid market
- Attractiveness and practicalities of co-investment models



David Wilmot
Joint Head of Mezzanine and Private Equity
BABSON CAPITAL EUROPE



Zack Keinan
Managing Partner
MUSTANG MEZZANINE FUND



James Sterling
Director
INVESTEC



Jan Wiklund
Partner
ARMADA MEZZANINE



Nick Fenn
Partner
BEECHBROOK CAPITAL

14.30

Mezzanine: An Investors' Market

- Strong fundamentals
- Arranger-led model
- Discipline and diligence are critical
- Attractive risk-adjusted returns

15.00

Networking Coffee Break

15.30

Funding SMEs: Growth Capital & Structured Equity

- Filling the void left by the banks
- 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?



Theo Dickens
Partner
PREFEQUITY



Andrew Craig
Partner
MAVEN CAPITAL PARTNERS



Bruce McLaren
Founding Partner
MINORITY CAPITAL PARTNERS



Darren Hart
Head of Growth Capital
SANTANDER



Simon Hirtzel
General Partner & COO
KREOS CAPITAL

17.30

The Future of the Wider Leverage Market

- How aggressive will banks be in the upcoming months
- Does a European high yield market truly exist?
 - can it finance European transactions, without US?
- Reasons for the lack of predicted opportunities created by the maturity wall
- What is the perfect deal for a leverage buy out financing?
 - are there any sectors or structures to be avoided?

Stephen Paras
Managing Director
NORTH SEA PARTNERS



Tanneguy de Carne
Global Head of High Yield Capital Markets
SOCIETE GENERALE



Howard Sharp
Head of Leveraged Capital Markets
GE CAPITAL



Volkhardt Kruse
Managing Director
COMMERZBANK

16.15

The Rise of Unitranche & its Impact on Mezz

- Helping to simplify the debt structure
- Identifying who uses unitranche loans
 - what type of deals is unitranche suitable?
- Characteristics of unitranche loans
 - interest rate & pricing
 - call protection
 - leverage levels
 - intercreditor terms
- Understanding the advantages of a unitranche loan
 - for borrowers
 - for lenders
- Will unitranche loans become prevalent?
 - what impact would this have on mezzanine?



Cecile Levi
Head of Private Debt
AXA PRIVATE EQUITY

18.15

End of Conference & Gala Drinks Reception

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Fundraising Summit

Thursday 29th November 2012

09.15 Chair's Opening Remarks

09.30 **LP Allocations & Fundraising: Data & Research**

- Historic Fundraising
- Mezzanine Fundraising by Region Focus
- Mezzanine: Funds on the Road
- Attracting Institutional Investors
- What makes Mezzanine an Attractive Investment for LPs?



Etienne Paresys
Head of Research
PREQIN

10.10 **LP Commitments to Mezzanine Funds**

- Do LPs have sufficient capacity to continue investing in Mezzanine
- 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 LP ability to invest in Mezzanine
- Is mezzanine an attractive investment proposition?



James Newsome
Managing Partner
AVEBURY CAPITAL PARTNERS



Leon Hadass
Principal
PANTHEON VENTURES



Tom Beggren
Partner & Head of Private Equity
OPTIMIZED PORTFOLIO MANAGEMENT



Marco Natoli
Principal
EIF

11.00 Networking Coffee Break

11.30 **Investing in the Wider Private Debt Market**

- What strategies make the wider private debt market?
 - growth debt
 - secondary leveraged loans
 - Unitranche strategies
 - high yield
- Comparative risk/reward ratios & return expectations
- Building a wider private debt portfolio
- Which strategies are currently the most attractive to LP's?
- Geographical variance between Europe, US & ROW
- What will be Mezz Funds role in a wider private debt portfolio
- Finding the right GP's for a wider private debt portfolio



David Waxman
Managing Director
AZLA ADVISORS



Nick Shaw
Head of Private Equity
CAMBRIDGE UNIVERSITY ENDOWMENT



Tobias Ripka
Principal
MERCER

12.15 **What do 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



Alexandre Alfonsi
Managing Partner
AXONIA PARTNERS

13.00 Lunch

14.15 **Terms & Conditions: Fundraising in a Challenging Environment**

- Marketing and achieving closing
- Survey of principal terms
- Legal and regulatory changes
- Special issues for mezzanine funds

14.45 **Mezzanine Opportunities in Frontier Markets**

- Impact of recent economic events on emerging markets
- Comparison of pricing & structure in different markets
- In which sectors are there attractive investments to be made
- Analysis of the different levels of protection / security in different markets
- Identifying upcoming opportunities



Burak Dalgin
Director
DARBY OVERSEAS



Thomas Spring
Managing Partner
SYNTAXIS



Chris Buckle
Managing Partner
MEZZANINE MANAGEMENT



Warren van der Merwe
CFO
VANTAGE CAPITAL

15.30 **Placement Agent's Insight**

- Successfully raising funds
- Identifying prospective LPs
- What do GPs have to demonstrate to secure desired funds?
- How to stand out compared to other funds



Francois-Marius Garcin
Managing Director
FIMERIS



Stephan Grillmaier
Partner
MVISION



James Coleman
Principal
PROBITAS PARTNERS

16.15 End of Summit & Drinks Reception

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Mezzanine Finance

& the Subordinated Debt Market

Dear Colleague,

IIR's Mezzanine Finance conference has been the leading event in the calendar for 14 years. It is where subordinated and leveraged debt players meet and do business.

With a new one day format for 2012, be part of this intimate gathering, and make meetings with key industry contacts, all in one place and all on one day.

Mezzanine debt finance is more lucrative than ever!

According to a study by CEPRES:

- Senior debt has plummeted by almost half (45%) since 2007
- Mezzanine and equity financing are up by 25%
- Mezzanine pricing (current interest and PIK) is at a 15-year high...despite the current low interest rate environment.

With Mezzanine on the rise, now is the perfect time to attend the leading market gathering.

These are just some of the issues this conference will address:

- The Future of **Mezzanine Finance**
- **Economic & Market** Outlook
- The European **Private Equity** Environment
- Successfully **Raising** Mezzanine **Funds**
- **Mid Market** Mezzanine
- The Rise of **Unitranche** and its impact on Mezzanine
- **Funding SMEs:**
Growth Capital & Structured Equity
- The **Wider Leverage** Market

Through a combination of expert **presentations**, **case studies**, **exclusive research** presentations, interactive **panel debates** and innovative **networking sessions**, Mezzanine Finance has been helping the market to understand the opportunities for growth and development for 14 years.

Take a look through the programme and I'm sure you'll agree; this event promises to be the leading mezzanine & leveraged finance gathering this year

Best regards,



Graeme Butlin
IIR Conferences

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Mezzanine Finance 2012

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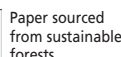
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