

PARTNERCONNECT WEST 2013

Co-Host: **Rothstein Kass**
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OCTOBER 7-9, 2013 | THE RITZ-CARLTON | HALF MOON BAY, CA



Buyouts WEST **VENTURE ALPHA WEST** **HEDGEWORLD WEST**

ALTERNATIVE INVESTMENT
MANAGEMENT SYMPOSIUM

2013 Institutional Investing in
Infrastructure (I3)

www.partnerconnectevents.com



WELCOME

WELCOME TO PARTNERCONNECT 2013 WEST!

This is our first time doing PartnerConnect on the West Coast, and we're happy you're here for this one-of-a-kind event.

With its PartnerConnect West event concept, Thomson Reuters brings together all of its brands focused on alternative investments into a single "umbrella conference." Conferences at PartnerConnect include **Buyouts West**, **Venture Alpha West**, **Hedgeworld West**, and **Institutional Investing in Infrastructure**, a conference organized by our friends at IREI. Running alongside these events are the focused discussions for alternative investors, a program called the **Alternative Investment Management Symposium West**.

There are over 50 sessions and over 200 speakers at the event, all in some way part of the alternative assets universe.

Please refer to the map on this document to get your bearings. There's plenty of staff around to help you find your way to your session. You can pick up the agendas at the registration desk.

I'd like to extend a special welcome and thank you to our Co-Host, **Rothstein Kass**, as well as all of our PartnerConnect 2013 West sponsors.

And special thanks to our partners, **AM&AA**, **Institutional Real Estate Inc.**, **Girls In Tech** and **VATOR**. All of these partners will be producing content of their own within our other events.

Thanks again for coming to **PartnerConnect 2013 West**. I hope it's a fruitful set of days for you and your business. Please let us know if there's anything we can do to help improve your stay with us.

Mark Cecil
Conference Producer, Contributing Editor
Thomson Reuters
mark.cecil@thomsonreuters.com



BADGES

should be worn at all times while at the conference. Should you not have a badge, you will be asked to return to the Registration Desk immediately to secure one.



CONFERENCE HOURS

Monday, October 7 from 7:00 am - 7:00 pm
Tuesday, October 8 from 7:00 am - 7:00 pm
Wednesday, October 9 from 7:00 am - 5:30pm



REGISTRATION, BREAKFAST, LUNCH & NETWORKING COCKTAILS

Registration is open from 7:00 AM on Tuesday, October 8

- PartnerConnect 2013 takes place in the conference areas of the Ritz-Carlton Half Moon Bay
- From there, you'll proceed to the Ballroom Terrace for breakfast and networking
- A continental breakfast will be served in the Ballroom Terrace on all days from 7:00 AM
- Lunch & Networking Cocktails will be served in the Ballroom Terrace



PLENARY KEYNOTES & SPEAKER SESSIONS

- All Keynote speaker sessions will take place in the Ballroom
- You can see the full agenda signposted at the event



SPEAKERS

Please make your way to the room you're speaking in, 15 minutes before your session begins, and check in with the member of staff who will be there to assist you.



INFORMATION & HELP DESK

Located at the PartnerConnect 2013 Registration Desk



WIFI CODE

Network: connect
Wifi code: connect2013



DEALCONNECT

Bankers, lenders and managers who have received a contact list ahead of time and have made appointments, may meet at open tables in the DealConnect Lounge, located in Salon III, near registration.



EXECCONNECT

- For those participating in the ExecConnect Program, the meetings will all take place in the Miramontes, Observatory and Montara rooms
- You should have received your meeting schedules already
- You will also receive more details, plus a copy of your meeting schedule when you check in to the conference
- If you have any questions about ExecConnect, you may reach out to Mark Cecil at mark.cecil@thomsonreuters.com



HEDGEWORLDCONNECT

Meeting space for participants in our HedgeWorldConnect program is available in The Observatory Room. For those who have arranged meetings, feel free to sit at any of the tables for the duration of your meeting. We generally recommend that meetings last 20 minutes. We would only ask that if you do not have a meeting in the HedgeWorldConnect program, please do not sit in this area, so others may use it.



GOLFCONNECT

For those of you taking part in GolfConnect on either Monday October 7, or Tuesday October 8, please register your attendance at the PartnerConnect Main Registration Desk in the hotel from 11am. You will then need to head to the Golf Club to prepare yourself for a 12:30 pm start. Please be at the Golf Club no later than 12:00 pm

- **Hedge Fund Golf Outing:** Monday October 7, on the Ocean Course
- **Private Equity/Venture Capital Golf Outing:** Tuesday October 8, on the Old Course

PARTNERCONNECT East 2014

MARCH 25-27, 2014 | THE GRAND HYATT | NYC



PartnerConnect East comes back to NYC!

Created by Buyouts, VCJ, HedgeWorld & peHUB,
PartnerConnect East 2013:

- Hosted over 1,200 senior delegates from the alternatives community
- Hosted more than 220 investors / allocators
- Pre-arranged **nearly 450** private 1:1 meetings between investors and managers through the **ExecConnect** private meeting program.

As a thank you to all our guests here at **PartnerConnect West**, we're offering a **special 20% discount on the early bird rate** when you register for a **PartnerConnect East 2014** event during the month of October.

To take advantage of this exclusive offer for guests at **PartnerConnect West**, contact Greg Winterton by Oct. 31:
Tel: +1 (646) 223-6787
Email: greg.winterton@thomsonreuters.com

Save the Date: March 25-27, 2014

Save the Date for PartnerConnect Midwest!

June 24-25, 2014 | The Ritz-Carlton | Chicago

- | | |
|---------------------------------------|---------------------------------------|
| BUYOUTS MIDWEST | HEDGEWORLD MIDWEST |
| • Networking, Fundraising & Deals | • Networking & Capital Raising |
| • ExecConnect Private Meeting Program | • HedgeWorldConnect Cap-Intro Program |
| • DealConnect Deal Flow Generation | • Hedge Fund Trends & Analysis |

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RETURN ON TRUST

In the fast-paced world of alternative investments, returns are only as strong as the platforms and partners they're built on.

Whether you're a start-up or an established fund, you can count on Rothstein Kass. And we've got the track record to prove it. We are consistently ranked as one of the top accounting firms in the alternative investment industry.

Our experience is unmatched when it comes to assurance, tax and consulting services for hedge funds, venture capital funds, private equity funds, funds of funds, broker-dealers and registered investment advisors. We are the financial services experts.

Are you getting the return you deserve?

Seth Blackman, Principal
San Francisco | 415.490.4506

Jeff Somers, Principal
Boston | 617.849.6500



www.rkco.com

PLENARY SPEAKERS



Jonathan Coslet
Senior Partner & Chief Investment Officer
TPG Capital

DAY 3
WEDNESDAY
OCTOBER 9
9:25 AM



Timothy C. Draper
Founder & Managing Director
Draper Fisher Jurvetson

DAY 2
TUESDAY
OCTOBER 8,
8:15 AM



John Chiang
Controller
State of California

DAY 2
TUESDAY
OCTOBER 8,
9:25 AM



Lex Huberts
President
Mellon Capital Management

DAY 3
WEDNESDAY
OCTOBER 9
8:50 AM



Kim Redding
Chief Investment Strategist
Brookfield Asset Management

DAY 3
WEDNESDAY
OCTOBER 9
8:15 AM



John D. Skjervem
Chief Investment Officer
Oregon State Treasury

DAY 2
TUESDAY
OCTOBER 8,
8:50 AM

BUYOUTS TEXAS 2013

December 10-11 | The Ritz-Carlton | Dallas



Early Bird Rates Expire Friday, October 18, 2013
REGISTER NOW: www.buyoutsconferences.com

Get your ticket to the final Buyouts event of 2013: Learn from the best minds in the industry, fundraise and find deal flow - all while networking with LPs, GPs, Lenders & Bankers.
PLUS: Enjoy these hallmarks of a Buyouts event:

- **ExecConnect Private 1:1 Meetings** between LPs and GPs.
- **DealConnect** deal flow generation, where participants receive the attendee list in advance to arrange private meetings.

PLAN YOUR 2014 COMPENSATION STRATEGY!

Limited Time Offer for PartnerConnect West Attendees:
Pre-order your 2013-2014 Holt-MM&K-Thomson Reuters PE/VC Compensation Report during October 2013 and save \$500 off the cover price of \$3,000.

This study presents aggregate statistics from 140+ participating firms and includes data points analyzing:

- Annual bonus programs
- Base salary
- Payroll costs
- Long-term incentives
- Carry distribution
- YOY Compensation changes
- Co-investment
- Fee ratios and splits
- Fund financial/operational data

This report gives you the data AND analyzes it for you!
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MONDAY, OCTOBER 7TH

	BUYOUTS WEST TRACK 1 SALON II	BUYOUTS WEST TRACK 2 SALON I	VENTUREALPHA WEST MIRAMAR II/III	HEDGEWORLD WEST SALON IV	ALTERNATIVE IM SYMPOSIUM MIRIMAR I	BONUS OFFERINGS
1 PM				HF GolfConnect		
2 PM	AM&AA Shining the Light on the Lower Middle Market: Produced By Event Partner AM&AA					
5:00 PM	NETWORKING RECEPTION – PREFUNCTION AREA					

TUESDAY, OCTOBER 8TH

7 AM	ExecConnect Meetings Begin in the Miramontes / HedgeWorldConnect Meetings Begin in the Observatory					
8 AM	PLENARY SESSION – MAIN BALLROOM Timothy C. Draper, Founder & Managing Director – Draper Fisher Jurvetson “The Disintermediation of the Venture Capital Business, and Other Technological Changes” John D. Skjervem, Chief Investment officer – Oregon State Treasury John Chiang, Controller – State of California					
10 AM	NETWORKING BREAK – PREFUNCTION AREA & BALLROOM TERRACE					
	BUYOUTS WEST TRACK 1 SALON II	BUYOUTS WEST TRACK 2 SALON I	VENTUREALPHA WEST MIRAMAR II/III	HEDGEWORLD WEST SALON IV	ALTERNATIVE IM SYMPOSIUM MIRIMAR I	BONUS OFFERINGS
10:30 AM	Keynote Address: Bob Grady, Chairman, NJ State Investment Council and MD, Cheyenne Capital	(note that there's only a second track on day 1)	Funds Panel: To Raise Your VC Fund Today You Must...	Panel: Trends in Allocating To Hedge Funds	Assessing Your Allocation To Alternatives Focus: PE, VC, HF, RA	
11 AM	Funds Panel: The Fundraising Cycle—Where Are We Now?	Deals Panel: The Seller's Toolbox: Prepping A Company For Harvest	Deals Panel: What's Next In Mobile?	(11:15 a.m.) Data Presentation: “Innovations in Credit Risk Modeling” by Starmine	Foundations, Endowments and Alternatives: New Approaches Focus: PE, VC, HF, RA	
11:30 AM	Funds Panel: Manager Diligence – What LPs Are Looking At Most	Deals Panel: Today's Availability And Price Of Debt	Funds Panel: The Five Reasons You Should Be Bullish On Venture Right Now	Data Presentation: “Innovations in Credit Risk Modeling” by Starmine (continued)	What Endowments and Foundations are Looking For in an Alternatives Manager Focus: PE, VC, HF, RA	
NOON	Picking Emerging Managers – When Is It Too Early? When Is It Too Late?	Dealmaking Today – Where Are The Deals, What Is The Cost?	Keynote Address: Mark Suster, Partner, Upfront Ventures	Keynote Address: Ralph Whitworth, Founder, Principal, Relational Investors	Focus on Separate and Managed Accounts Focus: PE, VC, HF, RA	
12:30 PM	NETWORKING LUNCH – MIRAMONTES TERRACE PE/VC Golf Outing – Box Lunch Served					
2 PM	Keynote Address: Alex Navab, Member & Co-Head of Americas Private Equity, KKR		Amplify 2013 Produced by Event Partners Girls in Tech & Vator (2:10 p.m.) Early Stage Venture Models	Panel: Trends in Technology & Trading		ExecConnect meetings resume HedgeWorldConnect meetings resume
2:30 PM	Beyond Traditional Benchmarking—New Trends In Performance Measurement		(2:50 p.m.) – Keynote Address: Eileen Gittins, Founder & CEO, Blurb	Panel: Manager Due Diligence	Keynote Address: Ravi Jagannathan, Prof. of Finance, Kellogg School of Management – <i>Investable PE/VC Indices</i> Focus: VC, PE	
3 PM	Case Studies: Three Top West Coast Deals & Why They Worked		Mixing Business with Pleasure: Do Husbands and Wives Make Great Founding Teams?	Panel: SEC Regulation Update	Real Assets I: Designing a Successful Real Assets Program Focus: RA	
3:30 PM	NETWORKING BREAK – PREFUNCTION AREA & BALLROOM TERRACE					
4 PM	The LPA - Terms, Trends & Buzzwords		Panel: What Will VC Look Like in Five Years?	Panel: The Future Of Hedge Funds Of Funds	Global Perspective: Opportunity & Risk in Latin America Today Focus: PE, VC, HF, RA	
4:30 PM	The Latest In Tech Buyouts		4:40 p.m. – CEO Panel on How to Land a Series A	Panel: The Latest in Liquid Alternative Products	Private Equity Secondaries Pricing & Trends	
5 PM	Time To Start Advertizing Your Fund? Perspectives On The JOBS Act		5:20 p.m. – Closing Remarks	Keynote Address: Vinay Nair, Managing Partner & CEO, Ada Investments – <i>Changing Times: Investing in Emerging Markets</i>		
5:30 PM	NETWORKING RECEPTION – GAZEBO LAWN					

WEDNESDAY, OCTOBER 9TH

7 AM	ExecConnect Meetings Begin in the Miramontes / HedgeWorldConnect Meetings Begin in the Observatory					
8 AM	PLENARY SESSION – MAIN BALLROOM Kim Redding, Chief Investment Strategist, Brookfield Asset Management— Real Assets – The New Essential Lex Huberts, President, Mellon Capital Management Jonathan Coslet, Senior Partner & Chief Investment Officer, TPG Capital					
10 AM	NETWORKING BREAK – MIRAMONTES TERRACE					
	BUYOUTS WEST TRACK 1 SALON II	VENTUREALPHA WEST MIRAMAR II/III	HEDGEWORLD WEST SALON IV	ALTERNATIVE IM SYMPOSIUM MIRIMAR I	INSTITUTIONAL INVESTING IN INFRASTRUCTURE SALON I	BONUS OFFERINGS
10:30 AM	Keynote Address: Tully Friedman, Chairman & CEO, FFL	Funds Panel: Pulling Back The Veil On The VC Due Diligence Process	Data Presentation: “The Evolution of Alpha” by Starmine		Welcome & Opening Remarks	Bonus Presentation: From Hedge Funds to Entities to GPs, Tax Planning Ideas for All – Presented by Rothstein Kass in MIRAMAR I
11 AM	Deals Panel: Tips For Finding Proprietary Deals	Deals Panel: Show Me The Exit – Today's Best Liquidity Options	(11:15 a.m.) Panel: How To Get Mandates		Panel: The Evolution of Infrastructure as an Asset Class	(11:15 a.m.) Bonus Presentation: Comprehensive Tax Reform and Its Impact on Private Equity and Venture Capital – Presented by Rothstein Kass in MIRAMAR I
11:30 AM	Funds Panel: Before You Hit The Road: What Are The Must Haves For A Successful Fundraise?	Funds Panel: LP Roundtable on Trending Topics in VC	Panel: How To Get Mandates (continued)		(11:45 a.m.) Panel: Shale – The Real Deal	
NOON	Deals Panel: Thriving As An Emerging Manager	Keynote Address: David Cowan, Partner, Bessemer Venture Partners	Keynote Address: Nancy Davis, Founding Partner, Quadratic Capital – <i>“Leverage: Why Now is Worse Than Ever and How Financial WMDs Can Save Your Portfolio”</i>		Panel: Shale – The Real Deal (Continued)	
12:30 PM	NETWORKING LUNCH – MIRAMONTES TERRACE					
2 PM	Lending Outlook—The Next 12 Months in Deal Finance	Deals Panel: Emerging Managers – Thriving In An Tough Market	Keynote Address: Ricardo Cortez, Co-CEO & Sr Portfolio Mgt Specialist, Broadmark Asset Management	Dealing With Troubled Managers Focus: PE, VC, HF, RA	Global Fund Trends and Analysis with IREI FundTracker	ExecConnect Meetings Continue HedgeWorldConnect Meetings Continue
2:30 PM	Roadshow Tips From Top LPs	Funds Panel: How To Find And When To Back Under-The-Radar Emerging Managers	Panel: The Allocators' View On Measuring Alpha	What Family Offices Are Looking For In Alternatives Focus: PE, VC, HF, RA	Regulatory and Political Risk	
3 PM	Show Me The Exit—Trends In Liquidity	Deals: Accelerators 3.0	Panel: Insider Trading		(3:15 p.m.) Informal Peer Discussion Groups	
3:30 PM	NETWORKING BREAK – PREFUNCTION AREA & BALLROOM TERRACE					
4 PM	Keynote Address: Ken Hao, Managing Partner and Managing Director, Silver Lake	BitCoin: What You Need To Know About The Controversial Digital Currency	Panel: Allocators Discuss Fees & Terms		Direct and Co-Investing 3.0	
4:30 PM	Funds Panel: LP Roundtable – The Defining Traits of Top Middle Market Managers	New Trends In Corporate VC	Case Studies: Three Top Trades & Why They Worked	Best Practices In Communications Between Investors and Managers Focus: PE, VC, HF, RA	Direct and Co-Investing 3.0 (continued)	
5 PM	Closing Panel: Building A PE Firm For Longevity	Keynote Address: Venky Ganesan, Managing Director, Menlo Ventures – <i>Investment Opportunities In The “Right Now Economy” – Matching Supply to Demand in Real Time</i>	Panel: Emerging Markets – Focus on Asia		Advisory Board Wrap-up Summary	
5:30 PM	NETWORKING RECEPTION – BALLROOM TERRACE					



To us, trust is more than a word, it's our currency—an asset we value above all else. We deliver it every day through our actions, our information, and a relentless focus on doing what's right – the first time, every time.

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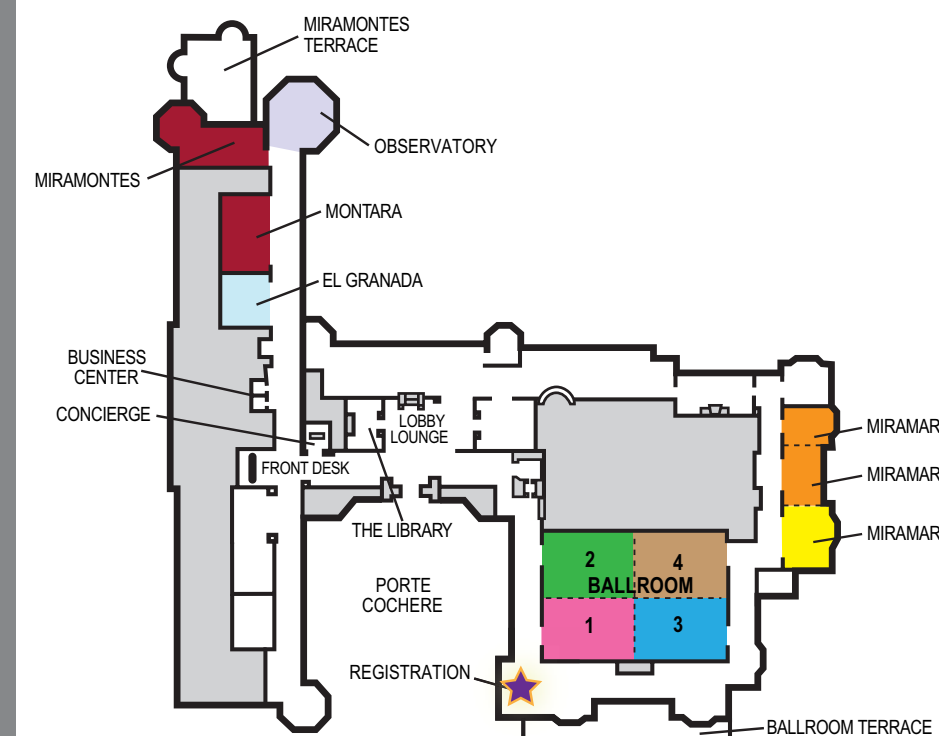
Rothstein Kass is one of the world's most trusted assurance, tax and advisory firms, serving leading business owners, institutions and individuals in the United States and abroad. For more than five decades, we have helped our clients achieve the highest levels of performance, prosperity and security.

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PARTNERCONNECT WEST 2013 CONFERENCE FLOOR PLAN



- Miramar I – Alternative Management Investment Symposium & Rothstein Kass Presentation
- Miramar II&III – Venture Alpha West & Amplify 2013 Partner Conference
- Salon I – Buyouts West: Deals Track & 2013 Institutional Investing in Infrastructure Partner Conference (I3)
- Salon II – Buyouts West: Funds Track
- Salon III – DealConnect
- Salon IV – HedgeWorld West
- Observatory – HedgeWorldConnect
- Miramontes & Montara – ExecConnect
- El Granada – Interview Room
- ★ PartnerConnect West 2013 Registration & Help Desk