

09:00 – Registration

09:30 – Chair’s welcome remarks

09:45 – Presentation: Unquote” Overview

- Setting the scene for the day’s discussions, this presentation will outline the major themes, drivers and deals in Germany from the past twelve months and offer a forecast for future activity.
- How do the number of transactions completed in Germany compare to the UK or France?

10:00 – Keynote address: Macro threats & opportunities for German Private Equity

Uwe Kolb, Chairman and Advisory Partner, **Bridgepoint**

10:30 – Panel: LP Perspective: How are LP’s going to allocate Private Equity in 2016?

- Reaction to the Private Equity Market this year
- How do you take advantage of the opportunities available?
- What is the landscape for LP’s in the current market?
- How to make Germany funds look more appealing for German LPS

Wiebe Visser, Principal, **Alpinvest Partners**

Guido May, Partner, **Silverfleet Capital**

SGG

Mirja Lehmler-Brown, Senior Investment Manager - Aberdeen Private Equity, **Aberdeen Asset Management**

Hans van Swaay, Partner, **Lyrique** (Moderator)

11:15 – Presentation: Building better businesses and how to measure better

11:35 – Morning Break and Networking Opportunity

12:05 – Panel: Debt financing outlook for 2016/2017

- Macro views on the banking environment
- Review of the bond, loan and direct lending market – What can we expect from future issuance?
- Where are the opportunities for alternative lenders in Germany?
- Bank versus fund – what are the risks and opportunities?
- What challenges Mid-market have lenders and borrowers faced and what does the future hold for them?

12:50 – Case Study Interview: Value creation in tertiary and quaternary buyouts

Norman Rafael, Vice President, Corporate Development & Investor Relations, **Armacell International S.A.**

13:10 – Lunch Break

14:10 – Panel: Exits routes in a volatile market environment

- Examine the exit pipeline
- How Private Equity funds are planning to exit their investments in a volatile market?
- Dual track process
- Challenges faced
- How to prepare effectively and what expectations should investors have?

Roland Dennert, Managing Partner, **Cipio Partners**

Joern Pelzer, Partner, **PINOVA Capital GmbH**

Jörg Sperling, Managing Partner, **Alpina Partners**

Hannes Hinteregger, Partner, **Avedon Capital Partners**

Catherine Ford, Editor-at-Large, **Mergermarket** (moderator)

14:55 – Case study: a recent venture capital deal

- What is the scale of opportunity?
- Why VC is becoming more of an attraction to corporates investors
- Fintech case

15:15 – Afternoon Break and Networking Opportunity

15:45 – Panel: Private Equity Leaders Debate – Delivering returns in a low growth market

- What effect has China’s slow down had on the market?
- Could you really achieve higher returns than other geographies?
- Origination of new primary deals.
- Succession issues in Mittelstand
- Hot sectors – Industrials, Consumer & retail
- International vs domestic deals in Germany

Dr. Ingo Krocke, CEO and Member of the Board, **AUCTUS Capital Partners AG**

Ralf Flore, Managing Partner, **Ufenau Capital Partners AG**

Andreas Schober, Chairman of the Board, **HANNOVER Finanz**

Dr. Peter Hammermann, Managing Director, **Equistone Partners**

16:30 – Case Study: Closing a co-investment fund

16:50 – Networking Drinks