

3 days

Inside
the world of
Private Equity

**EARLY BIRD
OCTOBER 31
RATE!**

International
Private
Equity
Market

IPEM

JANUARY
25-27, 2017

PALAIS DES FESTIVALS
CANNES - FRANCE

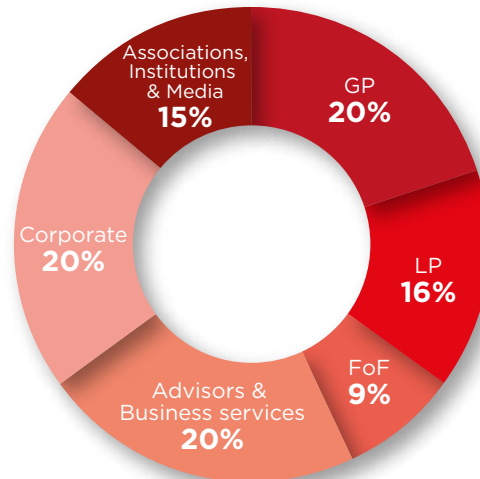


JOIN 1,200 PRIVATE EQUITY LEADERS AT IPEM 2017!

IPEM is the only international event to provide the Private Equity industry with a marketplace to foster business opportunities between private and institutional investors, investment funds, service providers, and business owners seeking to support their company's development.

IPEM WILL WELCOME:

Over **1200** Private Equity industry leaders from **35** countries, including **250** investors and **200** entrepreneurs



IPEM 2016 companies split



KEY BENEFITS:

- 7,000 sqm exhibition area
- 100+ exhibitors
- Networking and social events
- Closed-door LP Summit
- Entrepreneurs Forum
- Venture showcases
- Conferences and keynotes

IPEM 2017 PRELIMINARY

TUESDAY 24 JANUARY - Opening Cocktail

AMONG IPEM 2017 KEY SPEAKERS



Hazem Ben-Gacem
Head of Corporate
Investment - Europe
Investcorp

Jérémie Berrebi
CEO
Magical Capital



Eckhard Cordes
Partner
Cevian, Emeram

Clara Gaynard
Co-Founder
Raise

John Holloway
Director
European
Investment Fund

Henry Jackson
CEO
OpCapita



Christoph Jung
General Partner
Holtzbrinck
Ventures

Julie Meyer
CEO
Ariadne Capital

Eli Talmor
Professor
London Business
School, Collier
Institute

Christian Unger
Managing Director
Partners Group

WEDNESDAY 25 JANUARY

LP Summit - closed-door
morning event for
institutional investors

ROOM 1

Welcome speech
**World Economic
Outlook**

European challenges: Low growth, unemployment and now the Brexit - how will the European economy shape up?

Roundtable: State of the Union - where is Private Equity heading in the next 5 years

**Private Equity -
Keynote**

**How to design
the ideal Private
Equity Portfolio**

ROOM 2

Secondaries: Finding opportunities in increasingly competitive markets. Insights on pricing, deal structuring and leveraging.

Infrastructure as an asset class: How is infrastructure defined these days, what returns are delivered & which sectors/ territories are most promising?

Fundraising Roundtable: What do LPs expect and how best to convince them to invest with you, including latest research from Preqin

Women in Private Equity: Increasing gender diversity in the Private Equity industry

Private Debt & Mezzanine: How will the lending market evolve?

ENTREPRENEURS FORUM

PE and ESG in France, UK and Germany: To what extent has ESG been implemented in the European core markets?

**Entrepreneurs & ESG -
Keynote**

Sector Panel: Fashion & Luxury
Value creating strategies - how to create high returns despite lofty purchasing prices?

Sector Panel: Healthcare
Good opportunities - healthy fundamentals and fragmented industries

Entrepreneurs Pitch

Networking Cocktails

PROGRAMME

THURSDAY 26 JANUARY

ROOM 1

Keynote: Implications of the Brexit on Europe's financial Industry

European Midmarket:
Are sectors funds the new holy grail?

10 years ahead:
Digitalisation and disintermediation - the end of Private Equity as we know it?

Focus on: PE in Northern Europe (DACH, Scandinavia, Benelux)
Stable growth, solid companies, but hard to crack?

Focus on: PE in Spain
Europe's most attractive market?

Focus on: PE in France
Much better than its reputation

ROOM 2

Operational Improvements: Best practice in value creation

Infrastructure: Focus on energy and infrastructure innovation as well as public/ private partnerships

Focus on: China's "new normal" rebalanced economy - which opportunities for private equity?

Emerging Markets: is the market set for a rebound in 2017? Which regions will do best?

Focus on Africa
After record PE commitments, how to best deploy the funds?

Focus on PE in Korea

ENTREPRENEURS FORUM

Entrepreneurship and PE in France - Keynote

Entrepreneurship and PE in Italy - Keynote

PE investments in TMT - from venture to growth:
Best practice in target identification and value creation

Tech Keynote: Will GAFA forever dominate the world? How can Europe contend with global US tech giants?

Fintech - Revolution or Evolution: Will we live in a bank-and cashless society? Focus on a selection of pioneering start-ups

Big Data: - How big data will transform virtually every business. Focus on a selection of companies that lead the way

Networking Cocktails

FRIDAY 27 JANUARY

ROOM 1

Growth Capital - Keynote

Entrepreneurs Pitch -
Axelera

Entrepreneurs Pitch -
EASME

ROOM 2

PE for Corporates:
How PE can accelerate your business and how to find the right partner

PE for Corporates:
How to finance and negotiate a fair deal

How mentoring can help boost growth

ENTREPRENEURS FORUM

Entrepreneurship and PE in Germany - Keynote

Entrepreneurs Pitch -
IME France

Entrepreneurs Pitch



Programme subject to changes

VIEWS ON IPEM



“Excellent networking occasion to meet with investors, managers and intermediaries at the beginning of the year to explore business opportunities in a relaxed atmosphere.”

Daniel DUPONT,
Managing Director,
Northleaf Capital
Partners, UK

“We can meet with potential GPs, other LPs, share lessons learned, at the same time look at other potential investors for coming, drawing them back into the continent.”

Amira ELMISSIRY, Chief
Equity and Catalytic
Investment Officer,
African Development
Bank



“I found the audience to be very global in nature, a good balance of GPs, LPs, service providers and the format was very good. Everyone was able to mix, there is room for privacy, places where we can speak.”

Peter FREIRE,
CEO, Institutional
Limited Partners
Association (ILPA), USA

“IPEM is the ideal venue to facilitate discussion, share expertise, nurture networks and trade points of view.”

Dominique GAILLARD,
Member of
the Executive
Committee, Direct
Funds, Ardian,
France



“The first edition of IPEM enabled us to meet key players and to broaden our horizon. Looking forward to coming back to Cannes next January, I am confident that IPEM will contribute to AFIC's ambition to double the size of French private equity within 5 years.”

Olivier MILLET,
Chairman of the
Executive Board,
Eurazeo PME &
Chairman, Association
Française des
Investisseurs pour la
Croissance (AFIC),
France

SAVE THE DATE: 25-27 JANUARY 2017

REGISTER NOW TO BENEFIT FROM:



- 3-day access to the IPEM 2017 exhibition area and lounges
- 3-day access to conferences, workshops, discussions, panel sessions and networking opportunities
- Invitation to special events organised by IPEM, including the January 24 Opening Cocktail Party in the Palais des Festivals and the Entrepreneurs Happy Hours in the IPEM lounges
- Company listing in the IPEM Preview (deadline Dec 2) sent before the event to all participants
- Company and name listing in the IPEM Directory (deadline Dec 16)
- Copy of the IPEM Preview and Directory
- Company and name listing in MyIPEM, the event online networking database
- Personal access to the online platform MyIPEM to get started prior to the event
- Preferred rates to book your accommodation in one of IPEM's partner hotels

Contact:

Carine Colonna

Email:

carine.colonna@

europ-expo.com

Tel: +33(0)1 49 52 14 17



**IPEM is organized by
EuropExpo, member
of EUROEVENTS
Group**

44, avenue George V
75008 Paris - France

Take advantage of our early bird rate & save €382* by 31 October!

* the early bird registration rate is €1,528 vs the €1,910 basic registration rate - prices excluding VAT



www.ipem-market.com

Follow us:



unimev
FRENCH MEETING INDUSTRY COUNCIL