



PRINCIPLE
ADVISORY SERVICES

Masterclass on how LPs select GPs

Private Equity Media – April 2006

A pre-conference Masterclass on “How limited partners select and undertake due diligence on general partners” is part of the Private Equity World Conference being held in Sydney on May 2 and 3. The Masterclass is being held on Monday, 1 May.

Conference organizer, Terrapinn, says the Masterclass is an opportunity for LPs to learn about the process of due diligence in manager selection, and for GPs to benchmark and ensure that they meet the requirements of investors.

The Masterclass is facilitated by Jeffrey Watts and Nicholas Morriss, managing directors of Thomas Capital in the US.

Mr Watt’s primary responsibility is sales and marketing of client funds. He has 28 years of management experience including over 22 years of private equity experience in both direct and limited partnership investing. Over his career he has managed various private equity investment portfolios aggregating over \$3.2 billion in commitments with over 100 funds and 25 operating companies, as well as participating in organizing, structuring, and marketing over \$2 billion in international sponsored funds.

Mr Morriss has nearly 30 years’ experience working with major US and international corporations on capital raising, mergers, acquisitions, and overseas investments - 14 years based in London and 13 years based in New York and Washington, DC. His primary responsibility is marketing and servicing client funds, especially in overseas markets.

The Masterclass will cover the following topics:

- The LP universe
- Market dynamics
- LP investment preferences
- Portfolio allocation

Key areas for analysis:

- Market Opportunity
- Financial
- Value creation
- ‘Soft’ factors
- Risk
- Investment portfolio
- Competition
- LP investment decision-making process
- The due diligence process
- Referencing
- The fundraising process

SOPHISTICATED INVESTORS. QUALITY INVESTMENT MANAGERS

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- Case studies



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The conference features a large number of international institutional investors as speakers including:

- Thomas Kubr, Managing Director, Capital Dynamics, Switzerland
- Wayne Harber, Managing Director – International, Hamilton Lane, USA
- Maximilian Brönnner, Partner, LGT Capital Partners, Switzerland
- Urs Wietlisbach, Executive Vice Chairman, Partners Group, Switzerland
- Jeffrey Watts, Managing Director, Thomas Capital, USA
- Nicholas Morriss, managing director, Thomas Capital, USA
- Marleen Groen, Chief Executive Officer and Principal Founder, Greenpark Capital, UK
- Hanspeter Bader, Managing Director, Head of Private Equity, Unigestion, UK
- John Greenwood, Managing Director, TD Capital Private Equity Investors, Canada
- Olaf Neubert, Managing Partner, Hedges Capital, USA
- James Meketa, President and Senior Consultant, Meketa Investment Group, USA

Prominent speakers from Australia are:

- Simon Moore, Managing Director, The Carlyle Group
- Greg Smith, Head of Private Equity, AMP Capital Investors
- Su-Ming Wong, Managing Director, CHAMP Ventures
- Andrew Rothery, Partner and Chairman, Archer Capital
- Julian Knights, Founding Partner, Ironbridge
- Fiona Trafford-Walker, Managing Director, Frontier Investment Consulting
- Bruce Gregor, Principal, Mercer Investment Consulting
- Jon Schahinger, Director, Private Equity, ING Investment Management
- Grant Harrison, Vice President, Wilshire Private Markets Group
- Gary Johnston, Executive General Manager, Axiss
- Lynne Thomson, Manager, Venture Capital Program, Department of Industry, Tourism and Resources
- Les Fallick, Managing Director and Founder, Principle Advisory Services
- Paula Allen, General Manager, Labour Union Co-operative Retirement Fund (LUCRF)
- Frances Magill, Chief Executive Officer, Statewide Superannuation Trust
- Alex Bajada, Chairman Investment Committee, WA Local Government Superannuation Plan
- David Brown, Senior Manager, Strategy, QIC
- Stephen White, Managing Partner, Quay Partners
- Judith Smith, Senior Investment Manager – Private Equity, Industry Funds Management
- Keith Dickie, Investment Manager, Victorian Funds Management Corporation

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- Nick Holder, Director, L.E.K. Consulting
- Kerstin Sallows, Managing Director, Brookvine
- James Tuckerman, Editor-in-Chief, Australian Anthill
- David Spence, Director and Chief Executive Officer, Unwired
- Mike Aston, Chief Executive Officer, Distra
- Brian Dolling, Managing Director, NuKorc
- Robin Adair, Chief Financial Officer, Emeco Group
- Victor Bivell, Editor and Publisher, Private Equity Media.



Further information phone Tina Wing Kee on 02 9005 0729

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