



# PRIVATE PLACEMENTS Industry Forum

**Day One: Main Conference  
Monday, January 23, 2012**

7:30

*Coffee & Registration- Garden Foyer*

**GENERAL SESSION- Garden Room**

8:00

**Chairman's Welcome and Opening Remarks**

- Robert Nash, *Partner, Chapman & Cutler*

8:15

**Private Placements Industry 2011 Review and 2012 Preview**

- Steve Monahan, *Managing Director & Global Head, Bank of America Merrill Lynch*

8:45

**Global Economic Roundtable: Comprehensive Analysis of 2012 Key Economic Indicators and Beyond**

Moderator: Alexander MacInnes, *Managing Editor, Private Placement Letter*

- Michael Blythe, *Chief Economist, Commonwealth Bank of Australia*
- Julian Callow, *Head of International Economics, Barclays Capital*
- Robert Mellman, *Managing Director & Senior Economist, JP Morgan*

9:45

**The Private Placement Industry Responds: Given the Economic Outlook, How Can the Private Placement Industry Best Respond to Both Threats and Opportunities for its Business?**

Moderator: Gary Pelletier, *Senior Managing Director, John Hancock*

- Jamie Egbert, *Executive Director, JP Morgan*
- Bill Stevenson, *Executive Manager, Commonwealth Bank of Australia*
- Angus Whelchel, *Managing Director, Barclays Capital*

10:30

*Networking Coffee Break-Garden Foyer*

10:45

**The Role of Ratings in the Private Placement Market- The NAIC and External Ratings Agencies**

Moderator: Robert Weiss, *Managing Director, Madison Capital Markets Inc.*

- Chris Evangel, *Managing Director, National Association of Insurance Commissioners*
- Cherian George, *Managing Director, Fitch Ratings*
- Anil Passi, *Senior Vice President, DBRS*

11:30

**Relationships Matter: The Dynamics Between Users, Agents and Investors-How to Build Effective Communication Between Industry Stakeholders**

Moderator: Mark Nichols, *Managing Director, Global Capital Advisors*

- Tim Hayter, *Group Treasurer, Bunzl*
- Amy Judd, *Senior Vice President & Director, Alliance Bernstein*
- Terry Martin, *Managing Director, U.S. Bank*
- Victor Howard, *Chief Financial Officer, Perth Airport*

12:15

*Networking Lunch- Ballroom III*


1:15-2:45

**Personal Networking Time or Sector Training**



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1:15-2:30	<b>Sector Training</b>		
	<b>Veranda East</b>	<b>Garden Room</b>	<b>Salon VIII</b>
	<p><b>Evaluating Consumer Goods in Private Placements</b></p> <ul style="list-style-type: none"> <li>• Alistair McLean, <i>Group Treasurer, Metcash</i></li> <li>• Rob Dowil, <i>Head of Private Placements, Principal Global Investors</i></li> <li>• Monique Meany, <i>Vice President, Alliance Bernstein</i></li> </ul>	<p><b>Outlook for Infrastructure Project Finance</b></p> <p><u>Part One</u></p> <ul style="list-style-type: none"> <li>• Cherian George, <i>Managing Director, Fitch Ratings</i></li> <li>• Jason Comisar, <i>Credit Analyst, Nationwide</i></li> <li>• David Jetsy, <i>Managing Director, Manulife Financial</i></li> </ul> <p><u>Part Two</u></p> <ul style="list-style-type: none"> <li>• Jeff Wood, <i>Senior Vice President, PowerBridge</i></li> <li>• Tim Rothwell, <i>Chief Financial Officer, Brisbane Airport</i></li> <li>• Kristin Boyd, <i>Director of Project Finance, Hunt Consolidated</i></li> <li>• Rohit Selvaratnam, <i>Treasurer, Melbourne Airport</i></li> </ul>	<p><b>The Resurgence of Real Estate Private Placement Offerings</b></p> <ul style="list-style-type: none"> <li>• Brad Hunter, <i>Chief Economist, Metrostudy</i></li> <li>• Jason Tompkins, <i>Chief Financial Officer, Edens</i></li> <li>• Mark Mikl, <i>Senior Vice President, Essex Property Trust</i></li> <li>• Kathleen Haberkern, <i>Director, New York Life</i></li> <li>• Angela Blaising, <i>Vice President: Capital Markets, RREEF REIT America II</i></li> <li>• Simon Carter, <i>Head of Treasury &amp; Capital Markets, British Land</i></li> </ul>
2:30	<b>Networking Coffee Break- Garden Foyer</b>		
2:45	<p><b>Documentation and Due Diligence Primer: Ensuring a Comprehensive Understanding of the Processes to Guarantee Efficiency</b></p> <p>Moderator: Chip Fisher, <i>Partner, Bingham McCutchen</i></p> <ul style="list-style-type: none"> <li>• Tim Powell, <i>Vice President, 40/86 Advisors</i></li> <li>• Lenny Mazlish, <i>Managing Director, Cigna</i></li> <li>• Gil Marchand, <i>Vice President, Knights of Columbus</i></li> </ul>		
4:00-6:00	<p><b>Networking Cocktail Reception-Bourbon Steak</b></p> <p><b>Hosted By:</b></p>  <p>Conway Del Genio Gries &amp; Co., LLC.</p>		



# PRIVATE PLACEMENTS

## Industry Forum

**Day Two: Main Conference**  
**Tuesday, January 24, 2012**

8:00	<i>Coffee &amp; Registration- Garden Foyer</i>
8:30	<p><b>Networking Opportunity: Issuers “Turn the Tables” Breakfast Meeting -Ballroom II</b>  Moderator: Brian O’Donnell, <i>Finance Director, Australian Capital Equity</i></p> <ul style="list-style-type: none"> <li>• John Fowler, <i>Chief Financial Officer, Quad Graphics</i></li> <li>• Victor Howard, <i>Chief Financial Officer, Perth Airport</i></li> <li>• Jim Fuller, <i>Managing Director, Green Campus Partners</i></li> <li>• Jane Pilcher, <i>Group Treasurer, Anglian Water</i></li> </ul>
<b>GENERAL SESSION-GARDEN ROOM</b>	
9:15	<p><b>Chairman’s Welcome and Opening Remarks</b></p> <ul style="list-style-type: none"> <li>• Robert Nash, <i>Partner, Chapman &amp; Cutler</i></li> </ul>
9:30	<p><b>Defining Boundaries in Private Placements and Expanding Investment Opportunities in the Market</b>  Moderator: Miguel Picache, <i>Managing Director, Citigroup</i></p> <ul style="list-style-type: none"> <li>• Mark Smith, <i>Chief Financial Officer, Ultra Petroleum</i></li> <li>• John Fowler, <i>Chief Financial Officer, Quad Graphics</i></li> <li>• John Anderson, <i>Head of Corporate Finance Origination, John Hancock</i></li> <li>• Justin Kavan, <i>Vice President, Mutual of Omaha</i></li> <li>• Ben Vance, <i>Managing Director, Unum</i></li> </ul>
10:15	<p><b>Direct Origination: Why Issuers/Investors Use Direct Origination for Deals?</b>  Moderator: Mark Hopkins, <i>Senior Managing Director, Conway Del Genio Gries &amp; Co.</i></p> <ul style="list-style-type: none"> <li>• Loc McNew, <i>Managing Director, AIG</i></li> <li>• Andy White, <i>Managing Director, Summit Investment Partners</i></li> <li>• Tony Fordham, <i>Managing Director, RBS</i></li> <li>• Donna German, <i>Treasurer, Hunt Oil</i></li> </ul>
11:00	<i>Networking Coffee Break-Garden Foyer</i>
11:30	<p><b>Attracting New Companies to Tap the Private Placement Market: Highlighting the Advantages of Doing Deals in the Private Market</b>  Moderator: Michael Dickson, <i>Global Co-Head – Private Placements Group, Deutsche Bank</i></p> <ul style="list-style-type: none"> <li>• Ian Little, <i>Chief Executive Officer, Envestra</i></li> <li>• Mark Dunn, <i>Senior Vice President, Aegon USA Investment Management</i></li> <li>• Cathy Schwartz, <i>Managing Director, Pacific Life</i></li> </ul>
12:15	<i>Extended Networking Luncheon- Ballroom III</i>
1:45-2:30	<b>Personal Networking Time or General Session</b>



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### GENERAL SESSION- GARDEN ROOM

1:45- 2:30	<p><b>Training Workshop Amendments &amp; Covenant Workshop: Establishing Best Practices and How to Effectively Negotiate Satisfactory Agreements Between Stakeholders</b></p> <p>Moderator: Seth Arnold, <i>Managing Director, Conway Del Genio Gries &amp; Co</i></p> <ul style="list-style-type: none"> <li>• Paul Aronson, <i>Managing Director, ING Investment Management</i></li> <li>• Stuart Shepetin, <i>Managing Director, Genworth Financial</i></li> <li>• Brian Swinford, <i>Vice President of Finance, Hunt Oil</i></li> </ul>			
2:30	<p><b>Getting Comfortable with Creditors Rights Across Global Jurisdictions</b></p> <ul style="list-style-type: none"> <li>• James Chesterman, <i>Partner, Latham &amp; Watkins</i></li> <li>• Frank Grell, <i>Partner, Latham &amp; Watkins</i></li> <li>• Holly Neavill, <i>Partner, Latham &amp; Watkins</i></li> <li>• Herve Diogo Amengual, <i>Partner, Latham &amp; Watkins</i></li> </ul>			
3:15	<p><b>Networking Coffee Break- Garden Foyer</b></p>			
3:45- 5:15	<p><b>Networking Opportunity: Issuer Roundtable Discussions</b></p>			
	<b>Veranda East</b>	<b>Salon VIII</b>	<b>Garden Room</b>	<b>Ballroom II</b>
3:45	<p>Nadeem Nisar, <i>Managing Director, Fortistar</i></p>	<p>Kelly Vanderboom, <i>Treasurer, Quad Graphics</i></p>	<p>Jeff Wood, <i>Senior VP, PowerBridge</i></p>	<p>Jane Pilcher, <i>Group Treasurer, Anglian Water</i></p>
4:15	<p>Jim Fuller, <i>Managing Director, Green Campus Partners</i></p>	<p>Victor Howard, <i>Chief Financial Officer, Perth Airport</i></p>	<p>Stuart Marshall, <i>Treasurer, POWERCO</i></p>	<p>Greg Meredith, <i>Treasurer, Envestra</i></p>
4:45	<p>Damon Colbert, <i>Treasurer, Echo Entertainment</i></p>	<p>Brian O'Donnell, <i>Finance Director, Australian Capital Equity</i></p>	<p>Michael Verrier, <i>Treasurer, Wolseley</i></p>	<p>Tim Rothwell, <i>Chief Financial Officer, Brisbane Airport</i></p>
5:15-6:15	<p><b>Reception- Ballroom South Foyer</b></p>			



# PRIVATE PLACEMENTS

## Industry Forum

**Day Three: Main Conference**  
**Wednesday, January 25, 2012**

8:30

*Coffee & Registration- Garden Foyer*

**GENERAL SESSION- GARDEN ROOM**

9:00

**Chairman's Welcome and Opening Remarks**

Robert Nash, *Partner, Chapman & Cutler*

9:05

**Safeguarding the Private Placement Market from Alternative Investments: Understanding Competitive Debt Products and Why Private Debt is the Best Option**

- Curtis Voges, *Managing Director, Bank of America Merrill Lynch*
- Michael Levas, *Founder & Senior Managing Principal, Olympian Capital Management*

9:45

**Private Placement Industry Association Update: The Association Discusses Yearly Goals and Objectives and Puts Forth Best Practices for the Industry**

- Loc McNew, *Managing Director, AIG*
- Judy Gulotta, *Managing Director, Metropolitan Life*
- Mark Dunn, *Senior Vice President, Aegon USA Investment Management*

10:15

*Networking Coffee Break-Garden Foyer*

10:30

**Governmental Regulations Impact on the Private Placement Market: Understanding how Rules Will Affect Deal Structures and Size**

- Clifford Tjiok, *Managing Director, EquityGate*
- Jan-Willem Lindhout, *Director, EquityGate*

11:15

**Sector Focus: The Role of Private Placements in Sports Teams and Leagues**

Moderator: Chad Lewis, *Analyst, Fitch Ratings*

- Terry Martin, *Managing Director, U.S. Bank*
- Tim Powell, *Vice President, 40/86 Advisors*

12:00

*Conference Conclusion*

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