



**THE VOICE OF  
PRIVATE CAPITAL**  
VENTURE CAPITAL  
PRIVATE EQUITY  
INFRASTRUCTURE  
LONG TERM INVESTORS

## SPEAKER PROFILE

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### **Natacha Beaumont**

Investment Director

Quadrivium SA

Natacha Beaumont is a Member of the Advisory Board of Ubris/Quadrivium SA. She is focused on governance, structuring, strategy and transactions. Natacha also advises companies in venture capital, private equity and real estate. Her main areas of expertise are: Family Office, Governance / Boards, Corporate Finance, Strategy, Structuring, Financing and Management in various industries.

Natacha co-founded the family office workshop at Invest Europe (former EVCA) and is a Member of the Board of the Family Office Circle Foundation.



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### **Cyril Demaria**

Head of Private Markets

Wellershoff & Partners

Cyril Demaria has 18 years of experience in fund investing (private equity funds, funds-of-funds, and start-ups) and fund raising. He is currently in charge of Private Markets at Wellershoff & Partners, an independent buy-side and top-down research firm. He is also Managing Director of two venture and growth capital funds. Formerly Chief Investment Officer for private markets at UBS Wealth Management and for a multi-family office, he was also the advisor of the President of a French Bank. His experience encompasses investment and portfolio management in a Swiss fund-of-funds and a French insurance group. Cyril started his career as an analyst in a venture capital fund in the US and Europe.

Cyril lectures private equity at EDHEC, and EADA, as well as for France Invest and SECA. He authored six books on private equity, the best seller being "Introduction to private equity" (Wiley, 2nd ed, 2013) translated in four languages. He published also "Private equity funds investing" (Palgrave, 2015), which was the result of his doctoral research.

Cyril holds a PhD from University St Gallen, Masters Degrees in Entrepreneurship (HEC Paris), Geopolitics, European Business Law, and a Bachelor in Political Sciences.



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### **Sam Kay**

Partner Investment Funds

Travers Smith LLP

Sam is a Partner and Head of the Investment Funds Group at Travers Smith in London. He specialises in fund formation work for a wide range of private funds. In particular, Sam has extensive experience working with domestic and international mid-market private equity sponsors and managers on fundraising projects. He also works on secondaries transactions, carried interest arrangements and co-investment schemes, advising institutional investors on their participation in funds and co-investment programmes and internal restructurings such as LLP conversions, succession planning and management spin-outs.

Sam is recognised for Investment Funds work by Chambers and Partners, IFLR1000 and Who's Who Legal for Private Funds. His recent work includes advising:

- Abris Capital Partners, a private equity group focused on Central and Eastern Europe, on the €500m fundraising of Abris CEE Mid-Market Fund III LP
- Benson Elliot on the successful fundraising of Benson Elliot Real Estate Partners IV LP, with commitments of €625m
- Elysian Capital, the UK-based lower mid-market private equity firm, on the fundraising of Elysian Capital II LP, with commitments hitting the hard cap of £250m
- Medicxi Ventures, the established life sciences-focused investment firm, on the fundraising of its first growth capital fund, Medicxi Growth I LP
- Kings Park Capital, the UK-based private equity team focused on the leisure sector, on the successful fundraising of its second fund, Kings Park Capital II LP
- Hermes GPE LLP on the fundraising of Hermes GPE Infrastructure Fund LP with commitments in excess of £1bn



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### **Martin Kodar**

Managing Partner

BaltCap AS

Martin Kõdar joined BaltCap in the beginning of 2000 where he is serving as a co-Managing Partner. Martin is a member of the investment committee of BaltCap funds and his responsibilities include operational management of BaltCap group, investor relations, supervision of the administration of advised funds and serving as a supervisory council member of investee companies. Martin's involvement in the current portfolio includes an aircraft maintenance, repair and overhaul provider Magnetic MRO, infrastructure construction group TREV-2, dental healthcare provider Unimed Clinics and occupational healthcare provider Qvalitas. Previously he worked in different positions in Nava, a machinery trading company.

Martin is a member of Invest Europe's Mid-Market Council since 2017 and he participates in Invest Europe's Performance Data Taskforce since Dec 2017. He was one of the participants of Invest Europe delegation to Asia promoting European PE and VC to Asian investors in 2014 and 2016. Martin helped organise Invest Europe's delegation trip to Riga in June 2016 including a seminar for training Latvian regulatory officials about PE, meetings with Ministry of Economy and Ministry of Finance officials and Invest Europe Chairman's dinners for the local PE & VC community.

Martin is a member of the board of Responsible Business Forum in Estonia promoting corporate social responsibility among businesses and raising public awareness. He graduated from Tallinn Technical University and has an EVCA Certificate in Institutional Private Equity Investing (CIPEI) from Oxford Saïd Business School.



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### **Tanya McHale**

Managing Director

MVision Private Equity Advisers Limited

Tanya joined MVision in 2001 at its foundation. Tanya took a sabbatical to raise her family and re-joined the company in 2015.

At MVision, Tanya is involved with global origination, investor management, strategic advisory work and manages global fundraisings. Tanya is an experienced private equity professional with a background in Asia having studied and taught in Japan for over two years.

Prior to joining MVision, Tanya was with Credit Suisse First Boston Bank and prior to this DLJ Phoenix Private Equity in London. At CSFB she worked on the High Yield desk, where she was a key member of the team coordinating the integration of DLJ and Credit Suisse's high yield bond trading systems.

Tanya has a Bachelor of Arts Joint Honours degree in French and Politics from the University of Leicester, which included one year studying at the L'Institut Britannique in Paris.



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### **Michael Raymond**

Senior Counsel

Travers Smith LLP

Michael joined Travers Smith in 2013 and was promoted to Senior Counsel in 2017.

Michael has a broad financial services regulatory practice, advising financial markets participants on all aspects of law and regulation affecting their business and their products. He has particular expertise in advising both EU and non-EU private equity and alternative asset managers on:

- their implementation of the second EU Markets in Financial Instruments Directive ("MiFID II"); the new EU Market Abuse Regulation ("EU MAR"); and the EU Securities Financing Transactions Regulation ("SFTR");
- compliance and structural implications of European regulatory capital and securitisation risk retention rules;
- all aspects of compliance with the Alternative Investment Fund Managers Directive ("AIFMD"), in particular in relation to regulatory consent and notifications relevant in the context of raising new funds; ongoing compliance obligations for funds and their alternative investment fund managers; financial promotion and securities marketing issues; periodic reporting; and the negotiation of depositary agreements;
- compliance issues arising under the EU Short Selling Regulation;
- licensing and perimeter issues in the context of the UK regulatory system; and
- the PRA and FCA change-in-control regime.

Michael has also been involved in mergers and acquisition, restructuring (including business transfer schemes under Part VII of the UK Financial Services and Markets Act) and equity capital market transactions in the financial services sector, involving banks, insurers, managers of both private and regulated funds and insurance and mortgage intermediaries.



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### **Marc Roijackers**

Senior Fund Manager Alternatives

Blue Sky Group

Marc Roijackers joined Blue Sky Group in 2010 as a senior fund manager in alternatives. In this role he is responsible for the origination and implementation of alternative investment strategies for the clients of Blue Sky Group.

Marc started his career as a consultant specialized in the implementation of efficiency improvements at various multinationals.

In 1997, he made the transition to the financial sector as manager of Corporate Finance at the Generale Bank (Nederland) N.V. and subsequently became Managing Director at Greenfield Capital Partners.

His final position before coming to Blue Sky Group was as Director of Corporate Finance at Deloitte Advisory Services.