



4-5 June 2020
Brussels, Belgium

FUNDRAISING & INVESTOR RELATIONS



This course will discuss all essential aspects of the relationship between GPs and LPs. Each step of the fundraising cycle is tackled with views from different parties involved in the process, including GPs, LPs and placement agents. The course offers a unique opportunity to learn from industry leaders via an interactive format.

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“A great overview of the fundraising process and players’ perspectives. It was a very well organised course with a great amount of useful content and exceptional speakers.”

2019 Course Participant

PROGRAMME TOPICS

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Introduction to Fundraising & Investor Relations

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Preparing the Field and Setting the Goal - GP perspective

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The Fundraising Process - Placement Agent Insights

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How Do Institutional LPs Invest? - Pension Fund Perspective

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How Do Unconstrained LPs Invest? - Family Office Perspective

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Getting Down to Business - Case Study

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Fund Marketing Regulation
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SPEAKERS



Natacha Beaumont is a Member of the Advisory Board of **Ubris/Quadrivium SA**. Natacha 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 and is a Member of the Board of the Family Office Circle Foundation.



Cyril Demaria is currently Partner in charge of Private Markets at Wellershoff & Partners, and Managing Director of two venture and growth capital funds. Formerly, he was CIO for private markets at UBS Wealth Management and for a multi-family office. Cyril is Affiliate Professor at EDHEC, lectures at EADA, and holds training for Invest Europe, France Invest and SECA. He authored six PE books, the best seller being "Introduction to private equity, private debt and private real assets" (Wiley, 3rd ed, 2019) translated in four languages.



Samuel Kay is a Partner and Head of the Investment Funds Group at **Travers Smith**. He specialises in fund formation work for a wide range of private funds and is 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.



Martin Kõdar is Managing Partner at **BaltCap**, which he joined in 2000. He is a member of the investment committee. His responsibilities include operational management of BaltCap group, investor relations, supervising the administration of advised funds and serving as a supervisory council member of investee companies. Martin is a member of the board of Responsible Business Forum in Estonia and promotes corporate social responsibility among businesses.



Tanya McHale is Managing Director at **MVision**, which she joined at its foundation in 2001. She 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. Previously, Tanya was with Credit Suisse First Boston Bank and prior to this DLJ Phoenix Private Equity in London.



Michael Raymond joined Travers Smith in 2013 and was promoted to Senior Counsel in 2017. He 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. Michael has also been involved in mergers and acquisition, restructuring and equity capital market transactions in the financial services sector.



Marc Roijackers joined **Blue Sky Group** in 2010 as a Senior Fund Manager for alternatives. He is responsible for the origination and implementation of alternative investment strategies for Blue Sky Group clients. Previously, Marc was a Director of Corporate Finance at Deloitte Advisory Services and a Managing Director at Greenfield Capital Partners.

“The access to highly qualified investors, fund managers and advisors was amazing!”

2019 Course Participant

RELEVANT RESEARCH

Invest Europe Handbook of Professional Standards, April 2018
Invest Europe 2017 Pan-European Private Equity and Venture Capital Activity
Invest Europe AIFMD Implementation - Fund Marketing, December 2013
Invest Europe AIFMD - 3rd Country, December 2013
Invest Europe AIFMD Essentials 2013, July 2013

For a complete list of Invest Europe publications, just follow the [link](#).

“I met interesting people and appreciated the update on the general fundraising and PE markets. The legal update was also very helpful.”

2019 Course Participant

REGISTRATION

Invest Europe member price: €1600 + VAT
Non-member price: €2215 + VAT
For more information and to register for the course, just contact Elena Vasileva at training@investeurope.eu.

