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UK MID MARKET 2011

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FEBRUARY 3rd, 2011

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UK MID MARKET 2011

UK Mid-Market 2011 is the only private equity conference catering exclusively for the UK mid-market.

Building on the success of last year's inaugural event, attracted more than 250 delegates and featured speakers from more than 30 UK mid-market private equity houses, as well as leading bankers, advisers, secondaries investors and limited partners, this year's event promises to be both bigger and better.

Unlike many events on the conference circuit it will not dwell on the musings of the mega-buyout professional. Nor will it ponder the political idiosyncrasies of Brussels.

It will simply provide highly focused debate addressing the key operational issues that face mid-market advisers, lenders, deal doers, portfolio managers, IR professionals, FDs and managing partners on a daily basis. It will also provide unparalleled networking opportunities with the people that you really want to meet.

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CONFIRMED SPEAKERS

Appu Mundassery, Bayside Capital
Charles Ind, Bowmark Capital
Chris McMonagle, Mott MacDonald
Craig Donaldson, HgCapital
Darryl Eales, LDC
Graham Heddle, Primary Capital
Hugh Lenon, Phoenix Equity Partners
Jeff Montgomery, GMT Communications Partners
Jon Herbert, Lloyds TSB Corporate Markets
Jon Moulton, Better Capital
Jonathan Caswell, LDC
Johnathan Massey, Zeus Private Equity
Mark Wignall, Matrix Private Equity Partners
Michael Hoffman, Palamon Capital Partners
Neil MacDougall, Silverfleet Capital
Nigel McConnell, Cognetas
Paul Canning, H.I.G European Capital
Peter Taylor, Duke Street
Philip Buscombe, Lyceum Capital
Philip Shapiro, Synova Capital
Richard Caston, RJD Partners
Richard Green, August Equity
Rod Richards, Graphite Capital
Ross Marshall, Dunedin
Simon Turner, Inflexion Private Equity
Steven Esom, Langholm Capital
Steven O'Hare, Barclays Private Equity
Steve Tudge, ECI
Wol Kolade, Isis Equity Partners

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To discuss sponsorship for this or any other of our events, please contact **Steven Randell**, publishing director on 020 7368 7134 or email steven.randell@realdeals.eu.com

PROGRAMME

09.00-09.30: Registration, coffee and networking

09.30-09.50: Opening remarks and Keynote

09.50-10.30: Plenary session

The debate:

"A lack of strong investment opportunities is a far bigger threat to the return of the UK mid-market than a lack of debt"

10.30-11.00: Tea/coffee break

11.00-11.45: Break-out session

A. Beating the competition: deal origination strategies in a market that refuses to cool down

- tracking down the elusive proprietary deal
- cracking the hotly contested auction process
- taking on a take-private – and winning

B. Out of danger: driving value – the new portfolio management challenge

- operational improvement
- funding growth
- maximising management potential

C. Raising hell: how to overcome a uniquely challenging fundraising market

- getting your proposition right
- navigating a shifting LP demographic
- terms and conditions – managing the new GP/LP relationship

11.45-11.55: Session changeover

11.55-12.40: Break-out session

A. Securing debt on your terms: acquisition finance strategies in 2011

- navigating a banking industry in flux
- structuring a deal for maximum growth
- the role of the alternative debt provider

B. Managing management: getting the most out of the leadership teams in your portfolio companies

- incentivising management success
- hiring, firing and the role of the interim
- developing talent

C. Team spirit: motivation techniques in an uncertain year

- recruitment and retention
- financial incentivisation
- maintaining morale when deals are scarce

12.40-14.15: Lunch

14.15-15.00: Break-out session

A. Placing your bets: investment strategies in 2011

- identifying which sectors hold potential for the UK-market
- an analysis of the opportunities and challenges presented by the retail, healthcare, support services, financial services and TMT industries

B. Restructuring portfolio companies: lessons learnt – preparing for the next wave of refinancings

- working effectively with banks
- understanding your options
- laying the structural foundations for future growth

C. The reality of regulation: the day-to-day impact of legislative change

- the impact of UK and European regulatory change
- the impact of accountancy changes
- the impact of fiscal changes

15.00-15.10: Session changeover

15.10-15.50: Break-out session

A. Success from distress: how to make turnarounds work

- sourcing the elusive recessionary bargain
- rebuilding value through operational change

B. Maximising returns: making the most from your realisations

- secondary buyouts
- selling to trade
- exiting onto the public markets

C. Keeping control: making the secondaries market work for you

- the outlook for secondaries in 2011
- using the secondaries market to manage your LP base
- the role of the direct secondary

15.50-16.30: Tea/coffee break

16.30-17.00: The keynote speech

17.00-18.00: Drinks reception

BOOKING FORM

1 Book online at ukmidmarket.com

**2 Fax the completed booking form to
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**3 Post the completed form to
UK Mid-Market 2011, 198 Kings Road, London
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