

ACG Los Angeles

2018 ACG LA
BUSINESS
CONFERENCE

POCKET GUIDE
AGENDA

**THE NATION'S
PREMIER DEAL FLOW &
BUSINESS CONFERENCE**

#DEALNATION

AGENDA SPONSORED BY:



SEPTEMBER 25-26, 2018

TUESDAY, SEPTEMBER 25

9:00AM – 2:30PM

*Beverly Hills
Ballroom*

Deal Source Opens (By Invitation Only)

Deal Source is a by-invitation-only event of meetings between IBs and PEGs. Scheduled meetings are 9:00a.m. to 12:00p.m., followed by open meetings to 2:30p.m.

Sponsored by: **VedderPrice™**

11:00AM – 3:00PM

Lobby

General Registration

Networking Lounge, ACG Bookstore

11:00AM – 12:45PM

*International
Terrace*



Women's Forum & Luncheon

**Therese Tucker,
Founder, Blackline**

Presented by:  **westMONROE**

1:30 – 2:30PM

Wilshire Ballroom

Private Equity and the Deals Market:

**Finding the Right Opportunities in a
Competitive Market**

Presented by:  **PALM TREE**

Moderator: Pardis Nasser, Managing Director, Palm Tree

Panelists: David Fishman, Managing Director, Vector Capital
Jason Lee, Managing Director and Co-Portfolio Manager, Oaktree
Bob Wymbs, Partner, Platinum Equity

1:30 – 3:00PM

*Lobby &
Wilshire Garden*

Sprinkles Cupcakes, Ice Cream & Coffee Break

Sprinkles
CUPCAKES

TUESDAY, SEPTEMBER 25

3:00 – 3:30PM

*International
Ballroom*

Opening Remarks and Capital Connection Kick Off

3:30 – 5:30PM

*International
Ballroom*

ACG Capital Connection

Capital Connection Sponsored by:

SheppardMullin

Capital Connection Bars Sponsored by:



5:30 – 7:30PM

Wilshire Garden

ACG LA Fest and Tasting Station Pop-Ups

Backyard BBQ & Craft Beer Station

Sponsored by: **SheppardMullin**

Sushi & Sake Station

Sponsored by:  **SingerLewak**
Accountants & Consultants

Tacos & Margaritas Station

Sponsored by:  **THOMPSON
COBURN LLP**

Concert by: **Gypsy Kings Tribute Band**

9:00 – 11:00PM

*Stardust Rooftop
8th Floor*

FocalPoint Investment Bankers After-Party


FOCAL POINT
Investment Banking

WEDNESDAY, SEPTEMBER 26

8:00 – 9:30AM

Beverly Hills Salon

Networking Breakfast

Sponsored by: 

8:00AM – 3:00PM

Lobby

General Registration

Networking Lounge, ACG Bookstore

9:00AM – 2:30PM

*Beverly Hills
Ballroom*

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VedderPrice™

Sponsored by:

10:00 – 10:45AM

Wilshire Ballroom



Keynote

**Greg Steltenpohl,
Co-Founder and
CEO, Califia Farms
in conversation with
Richard Collins,**

**Managing Director, Food & Beverage,
Capital One**

Presented by:

**Capital One®**
Commercial Banking

A New Model for Consumer Packaged Goods: transparency, a new retail landscape and fickle consumers is the new norm for CPG companies. How are CPG companies re-inventing themselves and staying ahead of consumer behaviors to capture market share and remain relevant? We will hear from a business pioneer who has created and grown a trailblazing brand in the beverage space.

WEDNESDAY, SEPTEMBER 26

11:00 – 11:45AM

Wilshire Ballroom

Opportunities and Pitfalls: Trends in Healthcare Dealmaking

Presented by:  **Intrepid**
INVESTMENT BANKERS

Moderator: Jonathan Bluth, Senior Vice President, Head of Healthcare Group, Intrepid Investment Bankers

Panelists: David Alpern, Partner, Varsity Healthcare Partners
Anil Asnani, Senior VP of Corporate Development, LabCorp
Jonathan Gluck, General Counsel, Heritage Provider Network
Scott Kauffman, Principal, Northlane Capital Partners

Healthcare deal volume was up 21% in Q2'18 vs. Q2'17. Strategic buyers and financial sponsors are canvassing the market in search of opportunities to capitalize on a rapidly evolving healthcare ecosystem. What industry trends and company dynamics have led to so much interest in the sector? Where have companies seen challenges?

This exciting panel, comprised of leading healthcare private equity investors and corporate executives, will discuss the hot healthcare sector and anticipate where dealmakers might find the next wave of opportunity.

12:00 – 1:00PM

*International
Ballroom*

Lunch and Welcome Remarks

Co-sponsored by:

COHN REZNICK
ACCOUNTING • TAX • ADVISORY


GREIF & CO.
THE ENTREPRENEUR'S INVESTMENT BANK

1:00 – 2:00PM

*International
Ballroom*



Lunch Keynote

Peter Guber,
Chairman & CEO,
Mandalay Group

2:00 – 3:00PM

Wilshire Garden

Espresso Cart Break

Sponsored by: **SheppardMullin**

WEDNESDAY, SEPTEMBER 26

3:00 – 4:00PM

*International
Ballroom*



Keynote

John Hennessy,
Tenth President of
Stanford University,
Chairman of
Alphabet, Parent
Company of
Google

In conversation with

Jeff Korzenik, Chief Investment
Strategist, Fifth Third Investment
Management Group

4:00 – 5:00PM

*International
Ballroom*



Closing Keynote

Sir Richard Branson,
Founder, Virgin
Group

5:00 – 6:30PM

Wilshire Garden

Closing Reception

**A Taste of Napa Valley and
Sonoma County**

Co-sponsored by:

DuaneMorris®



HOULIHAN LOKEY

*Thanks to all our sponsors, attendees, chapter members, friends
and colleagues for attending the 21st Annual ACG LA Business
Conference. We greatly appreciate you!*

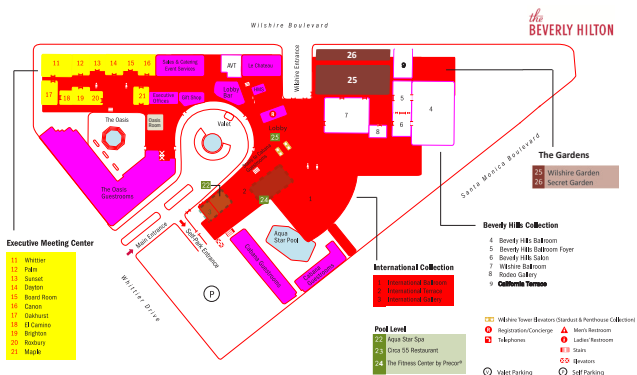
We look forward to seeing you in 2019

Save the Date: September 17-18, 2019

The Beverly Hilton Hotel

Go Slowly!

CONFERENCE MAP



The Beverly Hilton Meeting and Event Space

ACG Los Angeles

#DEALNATION



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