



Navigating New Territory for Private Equity

COVID-19 has fundamentally changed how we do business. Practices have pivoted, priorities have shifted, and adaptation means survival. How will we navigate this new world as we consider the 2020 election results and the ongoing pandemic disruptions? **SBIA Outlook '21** is a **virtual experience** that will give you direction on the U.S. economy along with potential legislative and regulatory policy changes affecting your fund's bottom line.

Tuesday, January 26, 2021

1:00 – 6:00 p.m. ET

AGENDA

1:00 – 1:05 p.m.

SBIA is at the confluence of Washington and the Nation

Today's program will provide participants with a glimpse of prospective legislative, regulatory, and economic landscapes that will help fund managers prepare for what lies ahead. A special welcome and look at the Association's priorities in 2021.

Jamie Donelan, Seacoast Capital, Northeast Regional President

1:05 – 1:45

Valuations on the Backside of COVID

How have circumstances changed now that we're (hopefully) on the backside of the pandemic? How are LPs and GPs determining fair value? Has comparative due diligence changed to the point that calculations are easier, more accurate, fair?

Michael Norton, Houlihan Capital, Session Moderator

1:45 – 2:00

Break and Live Chat, Q&A with panelists

2:00– 2:45

Limited Partners' Crystal Ball Predictions – Clear or Murky?

An exploration of the Limited Partners' mindset for the year ahead. Are LPs allocating any differently in 2021? What are the biggest pain points for LPs in investing in the Lower Middle Market and SBICs? Does the inability to travel inhibit the investment process? Has it prevented LPs from making commitments in 2020? Are there tips that LPs can provide to GPs on the remote diligence process? How important are ESG and diversity to the LP community today? The future will be clear after this session, don't miss it.

David Demeter, Davidson College, Session Moderator

Chris Sears, Truist Community Capital, LLC

Marcin Szajda, BPEA Private Equity

Elizabeth Weindruch, Barings

2:45 – 3:00

Break and Live Chat, Q&A with panelists

Outlook 2021 Agenda Continued

- 3:00 – 3:30 **Break and Optional Small Group Networking**
Randomly assigned small group conversations to share your best ideas EVER, contact information, and just say, “hello.”
- 3:30 – 4:15 **Washington Today – Buckle Up, It’s Going to Be Quite the Ride**
In 2020, Washington and U.S. politics lived up to their reputation of being downright unpredictable. This past year, business was more unusual than anyone could have imagined, now that the dust is settling, what’s in store for the lower middle market in 2021? With a new Administration, Congress, and Regulators, change is a guarantee, but how much and how meaningful to you and your portfolio companies is yet to be seen. Our true Washington insider will breakdown what items will be on the menu ... don’t miss your seat at the table!
Brett Palmer, SBIA President
- 4:15 – 4:30 Break and Live Chat, Q&A with Brett Palmer
- 4:30 – 5:00 **Keynote Address: The Economics of the Pandemic Recovery**
As the U.S. and world work to recover from the Coronavirus pandemic, Ron Insana connects the dots to give a clear idea of what the economic future might hold – translating the market signals and political maneuvers into actionable information. Named one of the “Top 100 Business News Journalists of the 20th Century”, Ron has covered the most important economic stories of our time and has the singular distinction of having run his own hedge fund. Drawing on nearly four decades of experience as a financial journalist, Ron will share his perspectives on how the pandemic, Wall Street, Main Street and Washington are intersecting, and the path back to “normality” through medical technology and innovation, therapeutic treatments and a coronavirus vaccine.
Ron Insana, CNBC Senior Analyst and Commentator, Financial Journalist and Bestselling Author
- 5:00 – 5:30 Live Q&A with Ron Insana, Brett Palmer and Jamie Donelan
- 5:30 – 6:00 **Optional Small Group Networking**
Randomly assigned small group conversations to share your best ideas EVER, contact information, and just say, “hello.”