

# Agenda

## Thursday 15th September

5:30pm CEO's / Investors Networking and Dinner (by invitation only)

**Blacket's Bar, Hotel Steyne Rooftop**

## Friday 16th September

### Morning Session

8:00am Registration Opens

8:00am Networking Breakfast

**Beach Club, Hotel Steyne Rooftop**

8:45am Welcome Address & Forum Opening

**Speaker:** Pete Seligman

**Main Stage, Sponsored by Judo Bank**

9:00am Keynote: The growth of EtA in Australasia and the coming of age of Search Funds as a mainstream asset class

**Speaker:** Tim Moore

**Main Stage, Sponsored by Judo Bank**

9:30am Market Research: The fundamentals of the Australasian Market for EtA and Search

**Speaker:** Jake Nicholson

**Main Stage, Sponsored by Judo Bank**

### 10:15am Morning Break

#### Breakout Sessions:

11:00am The Owner Operator's Journey : The energetic highs and lows of running a business

**Speaker:** Ak Sabbagh

**Main Stage, Sponsored by HWL Ebsworth**

11:00am The role of Investors in Search : Supporting and shaping Searchers through their journey

**Panel:** Luke Taylor (Moderator) Jake Maisey, Douglas Cook, Orlando Guerra

**Blacket's Bar**

#### Breakout Sessions:

11:45am The flavours of Search and EtA : There are many variations on the theme, so what flavour of EtA might suit you as an Entrepreneur or an Investor?

**Panel:** Rob Gaunt (Moderator) Michael Chew, Greg Green, Scott Middleton

**Main Stage, Sponsored by Terem**

11:45am The First 100 Days : Transitioning from Searcher to CEO

**Panel:** Johnson Wang (Moderator) Alex Simmons, Nikita Gossain, Ben Lee

**Blacket's Bar**

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## Afternoon Session

### 12:30pm Lunch

#### **Breakout Sessions:**

1:30pm Honing the Search : What makes a deal backable?

**Panel:** Paige Kohalmi (Moderator) Lui Pangiarella, Sahil Shekhar, Tom McGhie

**Main Stage, Sponsored by Fulcra Financial**

1:30pm An Entrepreneur "in real life" : A case study of entrepreneurship in action

**Speakers:** Jake Nicholson & Nick Bamford

**Blacket's Bar**

#### **Breakout Sessions:**

2:15pm Why invest in Search? : The unique aspects of Search Funds as an asset class and the impact on appetite of new Investors

**Speaker:** Andrew Locke

**Main Stage, Sponsored by Liston Newton Advisory**

2:15pm Deal Structuring : What structures, both funding and commercial, might best suit your deal?

**Panel:** Michael Chew (Moderator), Pete Seligman, Brent Goldman, Nima Sedaghat

**Blacket's Bar**

### 3:00pm Afternoon Break

3:30pm The Four Seasons of Search: The entrepreneurial journey from A-Z

**Speaker:** Richard Hernan

**Main Stage, Sponsored by Judo Bank**

4:00pm Wrap Up & Summary

Pete Seligman

**Main Stage, Sponsored by Judo Bank**

4:15pm Networking Drinks

**Beach Club Bar & Terrace, Hotel Steyne**

6:30pm Forum Dinner & Entertainment

**Beach Club Bar & Terrace, Hotel Steyne**