Create top-line growth and drive EBITDA improvements from your portfolio at the **Operating Partners & Value Creation Forum: Asia** on **5 December 2019** alongside more than 150 C-level executives, senior advisers and operating partners driving value across the globe.

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Operating Partners & Value Creation Forum: Asia
5 December 2019 | Singapore

Confirmed Speakers:
- Roshini Bakshi, Managing Director, Everstone Capital Asia
- Yuki Kashiyama, Partner (Operations), J-Star
- Abhishek Kapur, Director, KKR Capstone
- Brian Lau, Managing Director, Shawkwei & Partners
- Robin Tyrangiel, CEO & Founder, aSense
- Sachin Khandewal, Managing Director & Head, Portfolio Management, NewQuest Capital Partners
- Emmett Thomas, Senior Partner, Head of Asia, Advantage Partners
- Chris Lerner, Partner and Head of Asia, Eaton Partners
- Heng Khim Hui, Senior Director, Portfolio Management & Monitoring, Ekuinas
- Shane Lauf, Principal, Permira Advisers
- Jan Weiser, Partner, Simon-Kucher & Partners

Agenda:
8.00  Registration and coffee
8.50  Welcome from PEI and Chair's opening remarks
9.00  Keynote Address: The rise of the operating partner and value creation role in Asia
9.30  Panel: Evaluating operational models
      • Adjusting the level direct involvement
      • Functionalists vs. generalists
      • Scrutinising operating team structures and resources
      • Mid-market vs. large cap: looking at engagement models

Confirmed:
Roshini Bakshi, Managing Director, Everstone Capital Asia
Yuki Kashiyama, Partner (Operations), J-Star
Abhishek Kapur, Director, KKR Capstone
10.10  Case study: Turning things around – creating value in an underperforming asset

10.40  Networking refreshments

11.10  Panel: The human dimension – recruiting and managing talent
       • Working with management to assemble high performance teams
       • Accentuating the recruiting process: leveraging board members and uncovering best practices
       • Identifying and addressing performance inhibitors
       • Best practices in both the pre-deal and post-deal selection processes

Confirmed:
Brian Lau, Managing Director, Shawkwei & Partners

11.50  Panel: Developing an IT strategy roadmap to drive value
       • Tracking portfolio data and turning it into value
       • Optimizing technological resources to support long-term and short-term goals
       • Adapting to the rise of social media, e-commerce, and mobile platforms

Confirmed:
Robin Tyrangiel, CEO & Founder, aSense

1230  Case Study

1300 Lunch

14.00  Panel: Due diligence – The role of the operating team pre-deal
       • Evaluating opportunity - scalable teams and business systems
       • Efficiently using operational skills pre-acquisition
       • Promoting operating partner resources to prospective portfolio companies to win the deal

Confirmed:
Sachin Khandewal, Managing Director & Head, Portfolio Management, NewQuest Capital Partners
Emmett Thomas, Senior Partner, Head of Asia, Advantage Partners
Shane Lauf, Principal, Permira Advisers
14.45  Panel: Utilising outside support as a means of driving growth
   •  When to use consultants vs build capability in-house
   •  Timing the engagement of a third party Operating Partner with a portfolio company
   •  How should an Operating Partner engage with a portfolio company?
   •  Optimizing a monetization, sales, marketing and pricing strategy

Confirmed:
Chris Lerner, Partner and Head of Asia, Eaton Partners
Heng Khim Hui, Senior Director, Portfolio Management & Monitoring, Ekuinas

15.30  Networking refreshments

16.05  Case study: How to improve long-term performance at the portfolio level

16.30  Panel: The CEO perspective: The successes and failures of the operating team
   •  Experience from the portfolio level – working with operating teams, internal and third party
   •  The evolution of the relationship, ironing out problems and getting things right (or wrong)
   •  Quick fire: The two things and operating partner must do and the two things they must not

17.10  Chair’s remarks followed by structured networking

1720 – 1900 Networking Zones

Join your peers for a drink and share experiences during informal discussions; separated into four zones:

1.  Digitalization and technology
2.  Human capital, leadership and managing the PE-CEO relationship
3.  Managing relationships with third party advisors
4.  Building a value creation team