

Private Equity
International

Operating Partners & Value Creation Forum: Asia Singapore 2019

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.

Established as the leading event series for private equity value creators in Europe and North America, be at the forefront of the operational excellence conversation as the series is held in Asia for the first time.

Join us to discover the strategies and practices generating exceptional business returns globally and be ahead of the value-creation curve in Asia.

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For programme information:
Helen Sanders
helen.s@peimedia.com

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Operating Partners & Value Creation Forum: Asia

Singapore 2019

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5 December 2019 | Singapore

Confirmed Speakers:

- **Roshini Bakshi**, Managing Director, Everstone Capital Asia
- **Yuki Kashiya**, 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 Kashiya, Partner (Operations), J-Star

Abhishek Kapur, Director, KKR Capstone

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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

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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