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International

Operating Partners & Value Creation Forum: Asia

Singapore 2019

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8.00 Registration and coffee

8.50 Welcome from PEI and Chair's opening remarks

9.00 Keynote Address: Managing operational change in a time of political and economic uncertainty

9.30 Panel: Horses for courses - 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

10.15 Case study: Turning things around – creating sustainable growth in an underperforming asset

10.45 Networking refreshments

11.15 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

12.00 Panel: Driving digital - technology as a means to an end

- Developing IT strategy roadmaps to drive value
- Tracking portfolio data

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- Optimizing technological resources to support long-term and short-term goals
- Adapting to the rise of social media, e-commerce, and mobile platforms

12.45 Lunch

14.05 Panel: Due diligence – The role of the operating partners team pre-deal

- Evaluating opportunity - scalable teams and business systems
- Efficiently using operational skills pre-acquisition?
- Promoting operating partner resources to prospective portfolio to win the deal

14.50 Panel: Utilising outside support as a means of driving growth

- Timing the engagement of an Operating Partner with a portfolio company
- How should an Operating Partner engage with a portfolio company?
- Employing third parties to enhance knowledge and expertise

15.35 Networking refreshments

16.05 Case study: Creating and incentivising harmony between operations and deal teams

16.30 Dealing with disruption – challenges faced and available solutions

- Assessing the impact of the fourth industrial revolution on private equity
- Gauging the disruptive effects of machine learning, the connected world and infrastructure trends
- Discovering and applying solutions to the impact of disruptive elements on business models

17.00 Chair's remarks and close of conference