

# Operating Partners Forum: Asia Singapore 2019

## Operating Partners Asia

5 December 2019 | Singapore

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

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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**