

Private Equity  
International

# Operating Partners & Value Creation Forum: Asia Singapore 2019

*Better operating performance is key to your ability to drive high risk-adjusted returns.*

The **Operating Partners & Value Creation Forum: Asia** on **5 December 2019** – designed exclusively for the buyout community – is a unique opportunity to network and consult with the entire ecosystem of operating partners in Asia, discover best practice and tried-and-tested operating models across Asia. Create top-line growth and drive EBITDA improvements from your portfolio at the 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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# Operating Partners & Value Creation Forum: Asia Singapore 2019

## Agenda:

08.00 Registration and coffee

09.10 **Welcome from PEI and Chair's opening remarks**

09.20 **Panel: Evaluating operational models**

- Adjusting the level of direct involvement
- Functionalists vs. generalists
- Scrutinising operating team structures and resources
- Mid-market vs. large cap: looking at engagement models

Moderator: **Menno Veeneklaas, Chief Operating Partner, Allegro Funds**

Speakers:

**Roshini Bakshi, Managing Director, Everstone Capital Asia**

**Abhishek Kapur, Director, KKR Capstone**

**James Ahn, Managing Director, Clayton, Dubilier & Rice**

10.10 **Case Study: Lessons learned from robotic value creation**

Speaker: **Anubhav Saxena, EVP & Chief of Global Alliances, Automation Anywhere**

10.40 **Networking zones\***

11.10 **Panel: The transformative potential of X-data combined with O-data**

- Mining and utilising data throughout the investment process: due diligence, 100 day planning and long-term value creation activities
- Capturing, measuring and tapping the value of experience data (X-data) – what is it, how do you get it and what to do with it
- Combining with operational data (O-data) to create a 360 degree value creation strategy

Moderator: **Robin Tyrangiel, CEO & Founder, aSense**

Speakers:

**Menno Veeneklaas, Chief Operating Partner, Allegro Funds**

**Sean Epstein, SVP and Global Head of Private Equity, SAP**

**Henry Lin, CEO & Founder, Linnovate Partners**

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12.00 **Panel: The role of the Operating Partner in Asia: Pre-deal involvement**

- 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

Moderator: **Adam Le, News Editor, Private Equity International**

Speakers:

**Sachin Khandewal, Managing Director & Head, Portfolio Management, NewQuest Capital Partners**

**Shane Lauf, Principal, Permira Advisers**

**Brian Bunker, Managing Director, Asia, Riverside Asia Partners Ltd**

**Tak Wai Chung, Partner and Head of Hong Kong, Mid Market Asia, EQT Partners**

12.40 Lunch and **networking zones\***

14.00 **Panel: The role of the Operating Partner in Asia: 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

Moderator: **Carlos M. Aquino, Managing Director, CMA Pacific Partners (HK) Ltd**

Speakers:

**Brian Lau, Managing Director, Shawkwei & Partners**

**Emmett Thomas, Senior Partner, Head of Asia, Advantage Partner**

**Vivian Wan, Managing Director, TPG**

**Mike Zhang, Operating Partner, Portfolio Management, Olympus Capital**

14.40 **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 pre-deal and with a portfolio company
- How should an Operating Partner engage with a portfolio company?
- Optimising a monetisation, sales, marketing and pricing strategy

# Operating Partners & Value Creation Forum: Asia

## Singapore 2019

Moderator: **Eugene Ong**, Head of Business Development – Private Markets, IHS Markit

Speakers:

**Chris Lerner**, Partner and Head of Asia, Eaton Partners

**Heng Khim Hui**, Senior Director, Portfolio Management & Monitoring, Ekuinas

**Silvio Struebi**, Partner, Simon-Kucher & Partners

15.20 **Case Study: Optimising a monetisation, sales, marketing and pricing strategy**

Speaker: **Silvio Struebi**, Partner, Simon-Kucher & Partners

15.40 **Case Study: Value creation: Investment through exit**

Speaker: **Oliver Rippel**, Co-founder and Partner, Asia Partners

16.00 **Chair's remarks followed by structured networking**

16.10– 18.00 **Networking Zones\***

*\*Join your peers for refreshments at informal discussions; separated into three zones:*

1. Data, digitalisation and technology
2. Human capital: Problem solving leadership challenges
3. Building a value creation team /DNA of a team