



Private Equity
International

Operating Partners & Value Creation Forum: Asia Singapore 2019

5 December
Grand Hyatt

**Driving value creation in
Asia's private equity markets**

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PEI

Asia's ONLY meeting place to connect operating partners to discuss value creation strategies at the portfolio level

Create top-line growth and drive EBITDA improvements from your portfolio through interactive panel discussions and networking streams with 150+ leading value creators at the **Operating Partners & Value Creation Forum: Asia** on **5 December 2019**.

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



WHY ATTEND?

It was exceptional for me. I am working to become an operating partner and I got more done to that end through the panels and networking than I have on my own in 6 months.

David Dougherty, Synergy



Boost your portfolio's value

Enhance your value creation strategies to accelerate growth from your portfolio businesses through interactive knowledge-sharing sessions and case studies from Asia's top growth and turnaround experts.



Build valuable connections with Asia's leading operating teams

Connect with 150+ C-level executives, senior advisors, operating partners from private equity and venture capital firms through unrivalled networking sessions including themed discussion zones.



Join the pioneering operational expert community

Be at the forefront of Asia's operational excellence conversation and discover the latest industry trends impacting your role to sharpen your company's competitive edge as value-add capability becomes increasingly critical in Asia.

Connect with Asia's top value creation experts:



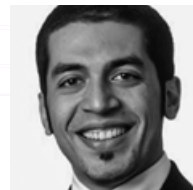
James Ahn
Managing Director
Clayton, Dubilier & Rice



Roshini Bakshi
Managing Director
Everstone Capital Asia



Heng Khim Hui
Senior Director,
Portfolio Management
& Monitoring
Ekuinas



Abhishek Kapur
Director
KKR Capstone



Yuki Kashiya
Partner (Operations)
J-Star



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



Brian Lau
Managing Director
Shawkwei & Partners



Shane Lauf
Principal
Permira Advisers



Emmett Thomas
Senior Partner,
Head of Asia
Advantage Partners



Menno Veenklaas
Chief Operating Partner
Allegro Funds

AGENDA

0800	Registration and coffee ☕	1110	Panel: The human dimension - recruiting and managing talent <ul style="list-style-type: none">» 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 Speakers: Brian Lau , Managing Director, <i>Shawkwei & Partners</i>
0850	Welcome from PEI and Chair's opening remarks		
0900	Opening address		
0930	Panel: Evaluating operational models <ul style="list-style-type: none">» Adjusting the level direct involvement» Functionalists vs. generalists» Scrutinising operating team structures and resources» Mid-market vs. large cap: looking at engagement models Speakers: Roshini Bakshi , Managing Director, <i>Everstone Capital Asia</i> Yuki Kashiwama , Partner (Operations), <i>J-Star</i> Abhishek Kapur , Director, <i>KKR Capstone</i>	1150	Panel: Turning top line data into value <ul style="list-style-type: none">» 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 Speakers: Robin Tyrangiel , CEO & Founder, <i>aSense</i> Menno Veeneklaas , Chief Operating Partner, <i>Allegro Funds</i>
1010	Case study: Improving long-term performance at the portfolio level Speakers: James Ahn , Managing Director, <i>Clayton, Dubilier & Rice</i>		
1040	Networking Zones* ☕	1230	Lunch and Networking zones* ☕

1345 **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

Speakers:

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

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

Shane Lauf, Principal, *Permira Advisers*

1425 **Case Study**

Speaker:

Jan Weiser, Partner, *Simon-Kucher & Partners*

1445 **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

Speakers:

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

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

Jan Weiser, Partner, *Simon-Kucher & Partners*

1530 **Networking Zones*** 

1600 **Panel: LP perspectives**

As LPs are increasingly seeking to understand drivers of performance at the fund and portfolio level, being able to provide data that demonstrates the source of returns is becoming requisite. Discover how LPs are seeking to engage with fund managers and how value creation data can be effectively communicated.

1640 **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

1710 **Chair's remarks followed by structured networking**

1720 **Networking Zones*** 

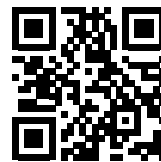
* *Join your peers for a drink and share experiences during informal discussions; separated into four zones:*

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/ DNA of a team*

The Forum addressed practical challenges facing the Operating Partner and provided very useful insights on best practice approaches to value creation.

Segun Adebajji, Principal, *African Capital Alliance*

Secure your place before 23 October and save US\$500



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