

# Value Creation Forum: Asia

## Virtual experience 2020

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2-4 December 2020 | Virtual event UTC+8

### *Driving value creation in Asia's private equity and venture capital markets*

**Optimized portfolio company (PortCo) operating performance is the key to your ability to drive high exit valuations.** The second edition of the **Value Creation Forum: Asia** on 3 December 2020 brings together the people driving growth in the private equity industry – from portfolio management teams, operating partners and CFOs to the PortCo CEOs working with them to create sustainable growth – for a full day of discussion around operational models and value creation strategies that are driving the best risk-adjusted returns on exit.

Building on almost 20 years of award-winning reporting and events for the private markets, PEI's conferences are consistently ahead of the curve. We tackle how private equity value creation strategies are evolving in an increasingly digital world, the growing role of the operating partner in the private equity firm, and take a deep dive into the different approaches in private equity vs venture capital to transform the way you create value on a portfolio level.

Join 150+ value creators in one place to share insights, case studies and experience across value creation in Asia. Established as the leading operational excellence event series for private equity in Europe and North America, be at the forefront of the value creation conversation in Asia.

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### Speakers include:

- Lisyah Bahar Manoah, Partner, **Catalyst Fund**
- Sean Epstein, SVP & Global Head of SAP Private Equity & Mergers and Acquisition Programs, **SAP**
- Raghu Kolli, Head of Customer Centricity, **Leapfrog Investments**
- Menno Veeneklaas, General Operating Partner, **Allegro Funds**
- Speaker tbc, **Simon-Kucher & Partners**
- Shane Lauf, Principal, **Permira Advisors**

### Agenda:

08.00 Registration and coffee

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

09.20 **Keynote address: Building portcos that can weather any storm**

09.40 **Panel: Hit the ground running – value creation for Y1 growth**

- Taking advantage of the diligence window: combining growth planning with risk assessment
- What can private equity learn from venture capital about value creation; and vice versa?
- What the best 100 day plans look like and how to gain buy-in
- Optimizing your strategy for year-one growth

10.20 **Case Study: AI, machine learning and automation to accelerate value creation**

10.40 Networking refreshments



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### 11.00 Discussion groups

Dynamic, closed-door sessions for stakeholder subsets to enable open discussion and problem solving

#### GALLERY I: PORTCO STRATEGY ROOM

*Designed for Operating Partners and Portfolio Managers to tackle the biggest challenges you face today from planning through to pay.*

*Topics include:*

- 100 day planning best practice
- Driving customer equity
- Pricing strategies to drive profitability
- Business risk modelling and mitigation
- Aligning incentives with performance

#### GALLERY II: FUND OPERATIONS ROOM

*A space for fund CFOs & COOs to take a deep dive into internal operational efficiencies & the role of the C-suite in PortCo management.*

*Topics include:*

- Creating value at the fund level
- Engagement in the value creation process
- Structuring and incentivising the team: success-ownership
- Working with PortCos on cost modelling

#### ATELIER I: TECH & DATA LOUNGE

*Leveraging technology advancements to drive transformative value creation and operational efficiencies at the PortCo level.*

*Topics include:*

- Organic vs strategic digital transformation
- Cross-portfolio data strategies
- Data in due diligence: X and O
- Automation
- Working with data and tech in B2B vs B2C

#### ATELIER II: CEO LOUNGE

*What are the biggest issues facing CEOs today? Crisis management was a big theme in 2020.. what should the PortCo CEO expect in 2021?*

*Topics include:*

- Driving value post-crisis
- Aligning with the PM to create value
- Getting the people and culture right
- Transferable skills across sectors and industries

### 12.30 Networking lunch



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### 13.30 **Panel: Carving out the role of the operating partner**

- Why you need an operating partner, the role of the operating team: generating momentum and measuring their value add,
- Integrating operating partners and value creation teams into incentivisation and team structure
- Building your supplementary network: Functionalists, generalists and consultants
- Specialists vs generalists: Which fit your strategy and resources?

### 14.10 **Outperformance: Bridging the experience gap**

### 14.30 **Panel: Driving value through supply chain optimisation**

- Creating e2e efficiencies
- Using simulations
- Adding ESG considerations into the mix

### 15.10 Networking Refreshments

### 15.40 **Views from atop the risk return spectrum**

- Navigating the unique challenges of special situations and turnarounds
- Working with late growth stage management to assemble and retain high performance teams

### 16.20 **Views from the high-tech sector**

- Understanding high tech firms and their unique value creation challenges
- Working with early growth stage management to assemble and retain high performance teams

### 17.00 **Panel: Maintaining value creation momentum through to exit**

- The value creation/operating team's involvement in the valuation process
- Driving growth to exit and beyond
- Preparing the company and management for exit to minimise disruption

### 17.40 **Chair's closing remarks followed by networking**



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