

Value Creation Forum: Asia Virtual Experience

Value Creation Forum: Asia

30 November 2021 - 1 December 2021 | Virtual event UTC+8

Getting back to growth

Private Equity International's Value Creation Forum takes an in-depth look at how to accelerate sustainable growth in 2022 by bringing together Asia's leading operational teams to share strategies across the value creation lifecycle: from due diligence and the first 100 days, up until the last 100 days of exit.

Join us for a packed day of networking and learning through think tanks, roundtables, panels and one-on-one meetings. The Value Creation Forum is fully virtual. We've created an immersive experience so you can join the Forum from wherever you are, catch up on demand and network with Operating Partners from around the world at any time.

Sponsor



What's on

Pre-event:

Platform opens 15 November 2021. Watch the tutorial, visit the helpdesk, view the attendee list, start sending private messages and booking your 1-2-1 meetings - Private meetings can be scheduled between 29 November – 3 December 2021.



For programme information:
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For sponsorship opportunities:
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For registration queries:
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Featured Speakers

Cindy Yan, Partner, Asia **Advantage Partners**
Menno Veeneklaas, General Operating Partner **Allegro Funds**
Oliver Rippel, Co-Founder & Partner **Asia Partners**
Charles Wong, Executive Director **Aura Group**
Lucia Li, Partner, Beijing **Bain & Company**
Amit Dalmia, Senior Managing Director (Operating Partner) **Blackstone**
Chris Tran, Managing Partner **CapConnect**
Simon Brott, Operating Partner **Cerberus Australia**
Alvin Lam, Principal **CVC Capital Partners**
David Fernando Audy, Operating Partner **East Ventures**
Roshini Bakshi, Managing Director **Everstone**
Angela Toy, Partner, Portfolio **Growth Golden Gate Ventures**
Swee Ting Pan, Managing Director, Head of China **JAFCO Asia**
David Gowdey, Managing Partner **Jungle Ventures**
Ananya Tripathi, Director **KKR Capstone**
Wei Lin, Partner, Global Strategy Group **KPMG**
Chris Lerner, Managing Partner **MSA Capital**
Snehal Shah, Reporter **New Private Markets**
Stella Li, Operating Partner/Chief Legal Officer **Northern Light Venture Capital**
Jun Tsusaka, CEO, CIO and Chairman of ESG Committee **NSSK**
Jessica Huang Pouleur, Executive Director **Openspace**
Rosie Johnson, Director – ESG **Pacific Equity Partners**
Raj Sundar, Executive Director **PAG**
Hendra Tandi, Vice President, PE Technology Asia **Partners Group**
Anis Uzzaman, Founder and CEO **Pegasus Tech Ventures**
Shane Lauf, Principal **Permira Advisers**
Heang Chhor, Founder and Managing Partner **Qualgro**
Brian Bunker, Partner and Managing Director Asia **Riverside Asia Partners**
Sarah Walker, Global Head of Private Equity Practice **Salesforce**
Hsien-Hui Tong, Executive Director – Investments **SGInnovate**
Paul DeMand, Managing Director **ShawKwei & Partners**
Gup Ghuliani, Operating Partner **Telstra Ventures**
Vivian Wan, Managing Director **TPG Capital**
Gilbert Chuabio, Senior Director, Digital Strategy and Innovation **Warburg Pincus**
Sui Ling Cheah, Operating Partner **Wavemaker Partners**
Shantanu Mukerji, SPAC Investor



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Monday 29 Nov 1-2-1 meetings	Tuesday 30 Nov Think Tanks <i>invitation only</i>	Weds 1 Dec Value Creation Forum	Thursday 2 Dec 1-2-1 meetings	Friday 3 Dec 1-2-1 meetings
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Day of: 30 November 2021: Think Tanks – all timings are UTC +8

Open to operational executives only, the think tanks are intimate, off-the-record, closed-door sessions for strategic sharing and insight around focused topics. Pre-registration is required.

For the best quality interaction, you're strongly recommended to keep mic & camera on.

1400 The PE Think Tank

A networking opportunity for operational executives from buyout firms to talk shop.

- The role of ESG in exit valuations
- Optimizing executive team capabilities
- Artificial intelligence as a PE tool

Facilitator: Brian Bunker, Partner and Managing Director Asia **Riverside Asia Partners**

1530 The VC Think Tank

A chance for open-minded early stage / growth investors to meet and get to know each other.

- Pinpoint the “hottest” sectors, compare country markets
- Share tips on how to scout for superstar startup founders
- Define the value of a startup without profit or revenue

For the best quality interaction, you're strongly recommended to keep mic & camera on.



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Day of: 1 December 2021: Value Creation Forum – all timings are UTC +8

0930 Welcome Address & Keynote Panel: Global giants address the top line issues for operating teams

Listen to the most experienced operating specialists share what their outlook for 2022 is, the strategies they swear by for navigating the ups and downs of the markets, and what's keeping them awake at night.

Speakers:

Oliver Rippel, Co-Founder & Partner **Asia Partners**

Charles Wong, Executive Director **Aura Group**

Jessica Huang Pouleur, Executive Director **Openspace**

Shane Lauf, Principal **Permira Advisers**

Vivian Wan, Managing Director **TPG Capital**

Moderator: Alex Lynn, Asia Editor **Private Equity International**

1020 Panel: ESG, the overlooked value creation tool

Hear real life examples of how businesses that operate with good governance have vastly different exit stories compared to those that don't. Businesses that turn ESG into a box-ticking exercise are more inclined to lose value and fall into the greenwashing trap.

Speakers:

Alvin Lam, Principal **CVC Capital Partners**

Raj Sundar, Executive Director (Operations) **PAG**

Rosie Johnson, Director – ESG **Pacific Equity Partners**

Hsien-Hui Tong, Executive Director – Investments **SGInnovate**

Moderator: Snehal Shah, Reporter **New Private Markets**

1100 Stretch break



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1115 Panel: The Asia operating model – regional company building

Understand how owners of the biggest regional businesses adapt their companies to the APAC setting as the focus quickly shifts from country-specific business models to those that thrive in the entire region.

Speakers:

Swee Ting Pan, Managing Director, Head of China **JAFCO Asia**

Anis Uzzaman, Founder and CEO **Pegasus Tech Ventures**

Paul DeMand, Managing Director **ShawKwei & Partners**

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

1200 Lunch break

Value creation through the lifecycle - Phase #1: Pre-deal

“The value creation plan doesn’t start on day one, it starts when you start to consider your investment.”

1345 Panel - Define profitability with due diligence

“Where can we make money? Where are we losing money?” *Private Equity International* reports that 61% of PE dealmakers admitted if they were to do their deal again, they would prioritise value creation earlier. Discussion into how to point to opportunities for growth prior to investment.

Speakers:

Gilbert Chuabio, Senior Director, Digital Strategy and Innovation **Warburg Pincus**

Gup Ghuliani, Operating Partner **Telstra Ventures**

Hendra Tandi, Vice President, PE Technology Asia **Partners Group**

Lucia Li, Partner, Beijing **Bain & Company**



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1430 Interactive session - Building the Dream Team

Be part of the discussion into how effective managers of human capital can make the difficult decisions around hiring, firing, and retaining. Share tips on putting together the ideal executive team, gaining buy-in, laying down a high-performance work culture, and explore automation of the HR function.

Speakers:

Simon Brott, Operating Partner **Cerberus Australia**

David Fernando Audy, Operating Partner **East Ventures**

Angela Toy, Partner, Portfolio **Growth Golden Gate Ventures**

Value creation through the lifecycle - Phase #2: First 100 days and driving Y1 growth

1500 Case study – Quick wins using Business Intelligence tools

Discover how to get that low hanging fruit. Figure out how to leverage the affordable and massively powerful computing capabilities value creators have access to these days: AI, warehousing, data mining, the list goes on.

Speakers:

Roshini Bakshi, Managing Director **Everstone**

Wei Lin, Partner, Global Strategy Group **KPMG**

Cindy Yan, Partner, Asia **Advantage Partners**

1530 A chat about SPACs

As several South and Southeast Asian unicorns go public with record-breaking billion-dollar valuations, find out how to scale your company with one eye on a blockbuster exit.

Speakers:

David Gowdey, Managing Partner **Jungle Ventures**

Shantanu Mukerji, SPAC Investor

Moderator: Chris Tran, Managing Partner **CapConnect**



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Value creation through the lifecycle - Phase #3: Maintaining momentum to exit

1600 Interactive session – Accelerating drivers of growth

Pick the brains of the most influential value creators for their practical methods to maximize revenue, including but not limited to: sales cycle optimization, key account acquisition, driving up marketing conversion, entry into new markets, strategic partnerships.

Speakers:

Amit Dalmia, Senior Managing Director (Operating Partner) **Blackstone**

Chris Lerner, Managing Partner **MSA Capital**

Ananya Tripathi, Director **KKR Capstone**

Moderator: Sarah Walker, Global Head of Private Equity Practice **Salesforce**

1645 Case Study – Last 100 days (the VC point of view)

Draw up the checklist for proper execution of the exit strategy: IPOs, deal structuring, choosing the right markets. Discussion on legal support, adding value to investors and making timely distributions.

Speakers:

Heang Chhor, Founder and Managing Partner **Qualgro**

Stella Li, Operating Partner/Chief Legal Officer **Northern Light Venture Capital**

Sui Ling Cheah, Operating Partner **Wavemaker Partners**

1715 Presentation: PEI's Operational Excellence Award Winners share the secrets to success!

Listen to the region's leading operating specialists share how they conceived, executed, and exited their award-winning deals.

Speakers:

Jin Zhang, Chief Operating Officer and Founding Partner **Asia Green Fund**

Jun Tsusaka, CEO, CIO and Chairman of ESG Committee **NSSK**

Moderator: Louise Fordham, Special Projects Editor **PEI Media**



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