

Value Creation Forum: Asia Virtual Experience

Value Creation Forum: Asia

1 December 2021 | Virtual event UTC+8

Getting back to growth

As Asia's economies continue to recover, the Value Creation Forum takes an in-depth look at how to accelerate sustainable growth in 2022. Private Equity International brings 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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Week of:

Monday 29 Nov	Tuesday 30 Nov	Weds 1 Dec	Thursday 2 Dec	Friday 3 Dec
1-2-1 meetings	Think Tanks <i>invitation only</i>	Value Creation Forum	1-2-1 meetings	1-2-1 meetings

Day of: 30 November 2021: Think Tanks – all timings are UTC +8

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

1000 Human Capital Think Tank: Optimizing executive team capabilities

One major factor driving investment value erosion is an executive team unaligned with the backer's growth vision and goals, or simply lacking the capabilities and skillset to meet growth requirements. Establish ways to spot the right people to retain, how to gain buy-in, and methods to recruit new talent that complements the team in a way that drives value, all while navigating inevitable differences in cultures.

1100 Sustainability Think Tank: Driving ESG through portfolio companies

Join a panel of experts to discuss the role of ESG in driving higher exit valuations. Navigate the challenges around ESG implementation particular to the APAC region and determine best practices for benchmarking, reporting, and disclosures

1400 Revenue Think Tank: Assessing the shifting sales landscape through customers' eyes

What consumer behaviour will look like post-pandemic, tackling demand volatility, optimising inventory management, and building bullet-proof pricing strategies.

1500 Business Process Think Tank: Driving value through digital transformation

Analytics, predictive AI technologies, functional digitization, data lakes, cybersecurity, inventory management tools, and more – they all deserve your attention and investment. Which are the areas you absolutely cannot afford to ignore?



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

0930 Welcome from PEI

0940 Keynote Panel: Global giants address the top line issues for operating teams

The complexities of value creation coupled with a global pandemic and challenges unique to investing in the region, make the role of Operating Partner in Asia demanding. Hear from the most experienced operating specialists about how they've tackled the crisis, strategies they swear by, their thoughts on what 2022 looks like, and what's keeping them awake at night.

Speakers:

Shane Lauf, Principal **Permira Advisers**

Vivian Wan, Managing Director **TPG Capital**

Simon Chen, Chief Investment Officer **China Merchant Capital**

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

Moderated by: Alex Lynn, Asia Editor **Private Equity International**

1020 Panel: ESG, an under-utilized value creation tool

Businesses that turn ESG into a box-ticking exercise are more inclined to fall into the greenwashing trap. A meaningful discussion into how businesses that operate with good governance have vastly different exit stories compared to those that don't.

Speakers:

Alvin Lam, Principal **CVC Capital Partners**

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

Moderated by: Snehal Shah, Reporter **New Private Markets**

1100 Stretch break

1115 Panel: The Asia operating model – regional company building

The focus is shifting from country-specific business models to those that thrive in the entire region. Discover how to adapt your business to the APAC setting and reap the benefits.

Speakers:

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

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

Moderated by: Menno Veeneklaas, General Operating Partner **Allegro Funds**



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1200 Lunch break

1400 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.”

Private Equity International reports that 61% of PE dealmakers admitted if they were to do their deal again, they would prioritise value creation earlier.

Interactive session - Define profitability with due diligence

“Where can we make money? Where are we losing money?” Discussion into how to point opportunities for growth prior to investment, explore in-house and external solutions.

Speakers:

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

Gup Ghuliani, Operating Partner **Telstra Ventures**

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

1430 Interactive session - Building the Dream Team

Difficult decisions are made at this stage around human capital: the hiring, firing, and retaining of the right talent. Share tips on how to put together the ideal executive team, gain buy-in, set down a high-performance work culture, and explore automation of the HR function for a lean organization.

Speakers:

Simon Brott, Operating Partner **Cerberus Australia**

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

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

1500 Value creation through the lifecycle - Phase #2: First 100 days and driving Y1 growth

Interactive session – Quick wins using Business Intelligence tools

Value creators have access to affordable yet massively powerful computing capabilities: AI, warehousing, data mining, the list goes on. Explore how to integrate the data directly with the frontline to continuously improve performance every day, find out where the low hanging fruit is.



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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 Kredivo goes to NASDAQ and other Southeast Asian unicorns go public with record-breaking billion-dollar valuations, find out how your exit project and vision should dictate how you run your operations from day one.

Speakers:

David Gowdey, Managing Partner **Jungle Ventures**

Shantanu Mukerji, SPAC Investor **Aspirational Consumer Lifestyle Corporation**

1600 Stretch break

1615 Value creation through the lifecycle - Phase #3: Maintaining momentum to exit

Interactive session – Accelerating drivers of growth

A practical dialogue on maximizing revenue: from sales cycle optimization, key account acquisition, to driving up marketing conversion. Explore entry into new markets with strategic partnerships.

Speakers:

Chris Lerner, Managing Partner **MSA Capital**

Sarah Walker, Vice President - Global Head of Private Equity Practice **Salesforce**

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

1645 Case Study – Last 100 days

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

Speakers:

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

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



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



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