

# 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 value creation, human capital, supply chain and procurement, technology and finance. 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 within the Operating Partners All Access membership platform.

### 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.

**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.

**1100 Stretch break**

**1115 Panel: The Asia operating model – what changes should you be implementing to drive optimal value?**

The Asian marketplace is becoming more sophisticated, and so are the businesses that cater to them. Discover how to adapt your business model to the APAC setting and reap the benefits.

**1230 Lunch break**



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## 1430 Value creation through the lifecycle - Phase #1: Pre-deal

### i) Interactive session - Define profitability with due diligence

*“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.

“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.

### ii) 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.

## 1515 Value creation through the lifecycle - Phase #2: First 100 days and driving Y1 growth

### iii) 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.

### iv) Case study – Cyber risks of 2022

Pick up the red flags that indicate cybersecurity should be top priority, note down the cyber risks to look out for in 2022. Learn what an impenetrable, holistic approach to cybersecurity looks like to cover all your bases.



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**1600 Stretch break**

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

**v) 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.

**vi) 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.

**1700 PEI's Operational Excellence Award Winners share the secrets to success!**



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