

9th Annual Private Equity Southeast Asia Summit 2014

Main Conference:
12 - 13 June 2014

Pre-Conference Workshops:
11th June 2014

Venue:
Amara Sanctuary Resort
Sentosa, Singapore

Assessing High Growth Southeast Asian Markets to Capture Market Opportunities, Develop Businesses & Create Value

2014 Top Speaker Line-Up Includes:

 <p>Sarvesh Suri Country Manager IFC Indonesia, East Asia and Pacific Region</p>	 <p>Nainesh Jaisingh Global Co-Chief Executive Officer and Managing Director Standard Chartered Private Equity</p>	 <p>Shachindra Nath Group Chief Executive Officer Religare Enterprises Limited</p>	 <p>Suvir Varma Head of Private Equity/SWFs Bain & Co</p>	 <p>Rajendra Pai Head - Strategic Investment Team Itochu Corporation</p>	 <p>Pithambar Gona Managing Director The Blackstone Group Singapore</p>	 <p>Syed Yasir Arafat Syed Abd Kadir Managing Partner, Investment Ekuiti Nasional Berhad (Ekuinas)</p>
 <p>Karen Tan Head of Alternatives & Fund Advisory Deutsche Asset & Wealth Management</p>	 <p>Tan Kit Jong Founding Member & Managing Director Eagle Asia Partners</p>	 <p>Shiraz Poonevala Director of Investment G.P. Group</p>	 <p>Sunny Chu Principal Hermes GPE</p>	 <p>Rana Karadsheh-Haddad Principal Investment Officer IFC</p>	 <p>Mei Sian Tan Manager - Corporate and Private Equity Investments Goldis Berhad & Managing Director of Home Nursing Providers</p>	 <p>Irene Koh Vice President JP Morgan Asset Management</p>
 <p>Anne Kim Investment Director Heritas Capital Management (investment arm of IMC)</p>	 <p>Tay Wee Teck Director of Alternative Investments Bank of Singapore</p>	 <p>Andy An Ho Managing Director, Chief Investment Officer VinaCapital</p>	 <p>Glyn Carroll Investment Director East Spring Investments Singapore</p>	 <p>Jung Kim Director ACA Investments</p>	 <p>Wai San Loke Managing Director, Novo Tellus Capital Partners</p>	 <p>Kimihiko Fukuyama Director, Growth & Crossborder Investment Department Development Bank of Japan</p>
 <p>Duong Do Quyen Managing Partner, Private Equity Dragon Capital</p>	 <p>Gurdip Singh Sidhu Senior Managing Director, Head of Strategy and Business Development, Group Strategy and Strategic Investments CIMB Group</p>	 <p>Kenneth Yeo Investment Director Allianz Capital Partners (ACP)</p>	 <p>Pranay Gupta Founder Global Association of Alternative Investors (GAII)</p>	 <p>Anu Sahai Director ASEAN Private Equity & Venture Capital Association</p>	 <p>Choon Hong Tan Managing Director and Co-Head of Investment Team Northstar Group</p>	 <p>Marvin Yeo CFA, Founder & Managing Partner FIDP</p>

Researched and developed by:

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The 9th Annual Private Equity Southeast Asia Summit, serves as a world-class forum and stands out from the competition with its numerous informative and invaluable networking sessions for both local and international end investors. An unmissable chance to pool knowledge and discuss key topics in an exclusive and intimate setting!

2014 Highlights:

- ✓ **Key country insights and sector drill-downs - which sectors and countries should you invest in & to what degree?**
- ✓ **Accurately assessing and quantifying risk pre-investment for improved returns**
- ✓ **Sessions dedicated to each of the key stake holders will ensure you get a comprehensive overview of the region's PE market**

South East Asia's Number One Private Equity Forum

Join the most distinguished gathering of the region's private equity investors to discuss unlocking capital and driving returns in the private equity landscape!

- Discover how leading investors utilise new means of investment to tap the region's potential and generate alpha returns
- Identify and seize market opportunities amidst competition
- Maximise the value of your portfolio investments within the unique south east asian business landscape
- Benefit from the various uncensored panel discussions; get your questions answered, doubts clarified and challenges solved!

“The forum has been very valuable as it shows where investment opportunities are in Southeast Asia.”

Investment Officer, Brunei Investment Agency

Why You Must Be at the 9th Annual Private Equity Southeast Asia Summit 2014?

PE Market in Southeast Asia: The next swell of investing – which markets will top the agenda?



“The region is home to a young and increasingly affluent population of **600 million**; and growth in the region's **six largest economies** is forecast to accelerate by, on average, **4.5% to 6.7%** compounded annually through 2015.”

Join the region's top LPs and GPs to discuss how you can take advantage of investment opportunities.

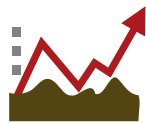
Evaluating approaches to add value to your portfolio



“Acquisitions will **focus more on control buys as opposed to minority investments** as private equity firms seek a greater voice in the affairs of their portfolio companies.”

Discover how to improve your value-add strategy through panel discussions, case studies and more.

Perfect your due diligence in emerging markets for improved returns



“Regulatory issues also **pose a challenge especially among foreign private equity firms** that may not be familiar with local investment landscapes.”

Compare and contrast your due diligence activities in emerging markets versus due diligence activities in developed markets.

Deal-Sourcing - How private equity investors can excel in today's environment



“Southeast Asia lures private equity, but dealmaking challenges grow - Successful dealmaking calls for **careful target selection, accurate pricing and skillful execution, both before and after closing.**”

Discover key strategies and tactics deployed to source for deals in this competitive space?

Sponsorship Opportunities to Achieve Your Objectives

Southeast Asia is taking the centre stage – once again. LP interest is on the rise but identifying the right partner in the region is still a key challenge.

Are you a Private Equity firm looking for investments? Or a vendor looking to establish your foothold in the South East Asian private equity market? The 9th Annual Private Equity South East Asia will have a plethora of opportunities to meet Limited Partners and General Partners with a number of panel and round table discussions focused on creating a platform to maximise opportunities for networking, relationship building and deal signing.

WHY GET INVOLVED EARLY?

- 1 IQPC conferences enforce strict constraints on the number of vendors we have in the room; ensuring the majority off participants are end users. Only an early confirmation can guarantee your participation
- 2 Start the discussion with us early to find out how you can best partner us to ensure your organisation is reflected in the best way
- 3 Register early to enjoy our extensive 4 month marketing campaign that reaches out to leading decision makers from across Asia
- 4 Reserve your slot on the agenda as we only have limited speaking and panellist slots for solution providers
- 5 Book the most optimally located exhibition space in the exhibition hall to ensure you are in a prime position

HOW CAN YOU GET INVOLVED?

Contact us now at **+65 6722 9388** or email **sponsorship@iqpc.com.sg** to discuss how we can tailor our sponsorship packages to suit your business objectives.

Workshop A:

9:00 - 12:00

Building an Alternative Investment Strategy in Turbulent Markets

- Effectively evaluating each strategy and understanding how each strategy will deliver the expected outperformance
- Assessing your available manpower and resources
- Build a new approach to incorporate constraints on tail risk and event risk

This workshop will enable participants to:

- Bridge the gap between modern portfolio theory and practical portfolio construction to build stable models
- Understand optimal benchmark construction
- Refine investment management and risk management processes and design new investment solutions

Workshop B:

13:00 - 16:00

Private Equity Value Creation and Operational Excellence

New expectations for value creation through operational improvement are being set in the private equity industry as deal flow and valuation of acquisitions realign under current market and financial conditions. Private equity investment firms now understand they must generate tangible value for investors by truly improving the core performance of portfolio companies. Further, portfolio companies are now expected to deliver more in less time and achieve challenging targets in a turbulent economy.

This workshop will enable participants to:

- Learn how to optimise value creation for growth without financial leverage
- Discover how to create an effective 100 day plan whilst integrating long term strategies
- Discuss how different operational models can support value creation
- Understand how cash flow analysis and supply chain optimisation can be used to improve operational excellence

About your Workshop Leader



Dr Jerry Cao

Associate Professor, SMU &

Co-Director, Asia Private Equity Institute

Jerry's research interests span empirical corporate finance, venture capital and private equity. In his work, one of the key research questions he has addressed is the role of private equity firms in portfolio firms. His research has been published in top finance journals such as the JFE and JFQA. His studies on private equity have been cited by the Wall Street Journal, Business Week, Forbes, and other financial journals. He also has a book chapter about private equity's role in public corporations published by Oxford University Press. Jerry Cao is the co-director of the Asia Private Equity Institute, a leading PE research institute in Asia. Jerry Cao is an expert on Chinese capital market, has many research projects on Chinese political financial issues and provides consulting work for investment banks, institutions and government.

Past Years' Limited Partners Attendees Include:

- Aioi Insurance Company
- Alp Invest Partners
- AM Assurance Bhd
- Asia Alternatives Advisors
- Asian Development Bank
- Aozora Bank
- Asahi Mutual Life Insurance
- Astellas
- AXA Life Insurance
- AXA Private Equity Asia
- Bank Indonesia
- Bank of Japan
- Brunei Investment Agency
- Canon Pension Fund
- Capital Dynamics
- Coller Capital
- CPF Board
- Daido Life Insurance Company
- Fuji Electric Employees Pension Fund
- Fukoku Mutual Life Insurance
- Government Pension Investment Fund
- Great Eastern Life Insurance
- Green Park Capital
- ING Life Insurance Company Limited
- ING Private Equity
- Itochu corporation
- Japan Computer Information Service
- Employee's Pension Fund
- KDDI Employees Pension Fund
- Khazanah Nasional Tokio
- Marine Insurans (M) Bhd
- LGT Capital Partners
- Maybank Life
- Meiji Yasuda Life
- Insurance Company
- Mitsubishi Corporation Ltd
- Mitsui Sumitomo Insurance Co Ltd
- Monex Alternative Investments Inc
- Monetary Authority of Singapore
- National Mutual Insurance Federation
- National Pension Fund Association
- National University of Singapore
- Nihon Keizai Shimbun Pension Fund
- Pantheon Capital Asia Ltd
- Partners Group
- Pension Fund Association
- SECOM EPF
- Sumitomo Corporation
- Squadron Capital Management
- Stanley Electric Employees' Pension Fund
- Taiyo Life Insurance
- Temasek Holdings
- TIF Ventures Ltd
- Tokio Marine Asset Management Co
- Tokio Marine & Nichido Fire Insurance
- Tokyo Taxi Corporation Employees Pension Fund
- Zenkoku Oroshi Shogyo
- Danchi Pension Fund
- NTUC Income Insurance



08:20 Registration and Welcome Coffee

09:00 Opening Remarks from the Chairperson

09:15 PE Market in Southeast Asia: The next swell of investing – which markets will top the agenda?

KEYNOTE
PANEL
DISCUSSION

- Establishing lessons learnt over the last few years and the changing market dynamics
- Can early wins be replicated?
- Analysing drivers of value in the private equity market of Southeast Asia
- The myth and reality of secondary markets within Southeast Asia

Nainesh Jaisingh

Global Co-Chief Executive Officer and Managing Director
Standard Chartered Private Equity

Gurdip Singh Sidhu

Senior Managing Director, Head of Strategy and Business Development, Group Strategy and Strategic Investments, **CIMB Group**

10:00 Indonesia – Avoiding the PE Pitfalls

KEYNOTE
PRESENTATION

The excitement that surrounded the market during the past few years was dulled somewhat in 2013 by a weakened economy. However the single most compelling reason to invest in Indonesia today is the country's expanding middle class which has supported GDP growth and this is set to continue in the foreseeable future and with it, opportunities for private equity investors.

- What is the next phase of Indonesia Investing?
- Analysing the successes in the market to date
- How important is relationship cultivation to deal sourcing?

Sarvesh Suri

Country Manager, **IFC Indonesia, East Asia and Pacific Region**

10:45 Morning Tea and Networking

11:15 Assessing the prospects of Vietnam's private equity market

KEYNOTE
PRESENTATION

Investors viewing Vietnam's investment environment favourably have increased over the last six months with portfolio allocations improving significantly from 29% in quarter 4, 2011 to 45% in quarter 2, 2013. This session will focus on key trends and industry movements within the market.

- Establishing most attractive sectors within Vietnam – exploring specific investment strategies
- What are the current investment hurdles and constraints to be aware of?
- Analysing Industry predictions for the next 3-5 years

Andy An Ho

Managing Director, Chief Investment Officer
VinaCapital

11:45 Investing in Myanmar: The Reality on the ground as a foreign partner operating in Myanmar

- How do you find reliable business partners who will properly align their interests?
- How do you conduct background checks that yield useful results in Myanmar?
- Strategies for growth -Evaluating critical strategies to ensure successful partnerships
- Is Myanmar really worth all the effort? Is it now ready for foreign investment?

Speaker to be confirmed

12:30 Lunch and Networking

13:30 Succeeding in frontier markets

- Evaluating the risk versus reward in investing in frontier markets versus more established economies
- What is market outlook?
- Structuring deals in an uncertain market – Key lessons learnt

- How do you identify countries to start working in and what sectors you go into?
- Tapping the the small and mid cap market

Tan Kit Jong

Founding Member & Managing Director, **Eagle Asia Partners**

Quyên Duong Do

Managing Partner, Private Equity, **Dragon Capital**

Marvin Yeo

Managing Partner, **Frontier Investment & Development Partners**

Kimihiko Fukuyama

Director, Growth & Crossborder Investment Department
Development Bank of Japan

14:15 Choosing your investment strategy –the trade-offs between investing in regional funds, country-specific funds and sector funds?

KEYNOTE
PANEL
DISCUSSION

- How can investors best evaluate risks and rewards - Staying ahead of the curve in an evolving world
- Does country or sector specialisation create superior returns?
- What are the trade-off to consider?

Moderated by:

Suvir Varma, Head of Private Equity/SWFs, **Bain & Co**

Panelists:

Pithambar Gona, Managing Director, **The Blackstone Group Singapore**

Syed Yasir Arafat Syed Abdul Kadir, Managing Partner, Investment, **EKUITI Nasional Bhd**

Wai San Loke, Managing Director, **Novo Tellus Capital Partners**

Choon Hong Tan, Managing Director and Co-Head of Investment Team, **Northstar Group**

15:00 Afternoon Tea and Networking

15:30 Successful Asset Allocation & Dynamic Portfolio Management – How do you drive success?

PANEL
DISCUSSION

- Where do LPs see Asia in terms of current and future portfolio allocation
- How do LPs select GPs and where do their preferences lie?
- How do you monitor and evaluate overall performance of your GPs and their assets?

Moderated by:

Pranay Gupta, Founder, **Global Association of Alternative Investors**

Panelists:

Kenneth Yeo, Investment Director, **Allianz Capital Partners**

Irene Koh, Vice President, **JP Morgan Asset Management**

Tay Wee Teck, Director of Alternative Investments, **Bank of Singapore**

16:15 Perfecting your due diligence in emerging markets for improved returns

PANEL
DISCUSSION

- What are the best practices for optimising your due diligence resources and processes in a compressed time frame
- Comparing your due diligence activities in emerging markets versus developed markets – how do you conduct effective due diligence where information is often less transparent?
- When do you re-negotiate off-take and supply agreements?

Rana Karadsheh-Haddad, Principal Investment Officer, **IFC**

17:00 Closing Remarks from Chairperson

17:15 End of Day 1

08:30 Registration and Welcome Coffee

09:00 Opening Remarks from Chairperson

09:15 Industry sector spotlight – The reality of investing in the Healthcare sector

PANEL DISCUSSION

Changes in healthcare regulations are altering the landscape for healthcare investing, but navigating this sector can be complicated at best and disastrous at worst. These leading healthcare investors will share their insights on the dramatic changes impacting this industry and what it takes to invest effectively in today's world.

- Evaluating the investment opportunities and challenges within this sector
- Understanding current regulatory constraints
- Look at potential changes in policy – analyzing the impact on PE investments in the region

Panelists:

Shachindra Nath, Group Chief Executive Officer
Religare Enterprises Limited

Mei Sian Tan Manager - Corporate and Private Equity Investments,
Goldis Berhad & Managing Director of Home Nursing Providers

Anne Kim, Investment Director
Heritas Capital Management (investment arm of IMC)

10:00 Building a multi-boutique asset management platform in Asia

KEYNOTE SPEAKER

With rising income levels and high savings rates, emerging markets are likely to become significant providers of capital in the not too distant a future. Local access and knowledge will become the key to getting this right.

- How do you efficiently and effectively establish and maintain a presence in geographically dispersed markets?
- Managing investment risks and generating growth at a multi-boutique investment firm
- How can the model address regulatory and transparency issues, in light of the recent financial crisis?
- Does the model work only for alpha generators, or can it be employed for passive strategies just as effectively?

Shachindra Nath, Group Chief Executive Officer
Religare Enterprises Limited

10:45 Morning Tea and Networking

11:15 Transforming under-performing portfolio companies

PANEL DISCUSSION

- Evaluating key areas that will have maximum impact in the shortest time frame
- Developing a critical path for improvements
- Extracting value from distressed and turnaround situations

Shiraz Poonevala, Director of Investment
G.P. Group

12:00 Evaluating approaches to add value to your portfolio assets in the region

This session will take an in-depth look at how private equity investment adds value to portfolio companies in both minority and majority-owned vehicles using actual case studies.

- Working with your portfolio to improve the financial and operational side of a business - Where must the most emphasis be placed when making operational improvements to portfolio companies?
- What are the best strategies for interacting with portfolio companies and creating a productive relationship?
- East vs. West: Will similar strategies work in South East Asia?
- Should GPs attempt to harness innovation and help entrepreneurs accelerate commercialisation

PANEL DISCUSSION

Panelists:

Anu Sahai, Director
ASEAN Private Equity & Venture Capital Association

Rajendra Pai, Head – Strategic Investment Team
Itochu Corporation

Murli Ravi, Venture Capitalist & Independent Director

12:45 Lunch and Networking

13:45 The benefits of mezzanine debt investing in South East Asia

- Leading private equity transactions with debt
- Focusing on protecting downside risks
- Achieving equity upside through conversions, options and or warrants

Glyn Carroll, Investment Director
East Spring Investments Singapore

14:30 Afternoon Tea & Networking

15:00 Round-table Discussions - delegates will break up into the round tables for a series of conversations.

ROUND TABLE DISCUSSION

Take this opportunity to meet face-to-face with some of the key speakers and fellow delegates in small groups to discuss specific themes and network in a highly interactive environment. Discuss the pros and cons of and decipher best practice strategies.

Investing in Infrastructure and Real Estate

- Post global financial crisis- what new trends have emerged in Asian infrastructure and real estate investing
- How do you use market volatility to your advantage?

Facilitated by:

Karen Tan, Head of Alternatives & Fund Advisory
Deutsche Asset & Wealth Management

Rana Karadsheh-Haddad, Principal Investment Officer, **IFC**

Fundraising - A time of challenge and opportunity

- What trends are likely to develop in fundraising given the competitive space?
- How can GPs stand out from the crowd?
- What strategies can you employ to communicate your strengths?
- What are the pros and cons of engaging placement advisors?

Facilitated by:

Jung Kim, Director, **ACA Investments**

LP Co-investment: Strategic advantages and how to get it right

- How do LPs view co-investments?
- Coping with governance issues
- What are the common deal breakers - What particular conditions GPs should meet in order to secure a co-investment from LPs?

Facilitated by:

Sunny Chu, Principal, **Hermes GPE**

Deal-Sourcing - How private equity investors can excel in today's environment

- Where are deals to be found in this competitive space?
- Identifying which techniques work better than others to generate high-quality deal flow
- Analysing which intermediaries have the best contacts today for sourcing deals

16:00 Conclude Roundtable Discussions - Summarise critical points

16:30 Closing Remarks from the Chairman

16:45 End of Conference



Duong Do Quyen
Managing Partner
Dragon Capital

Quyen is Managing Partner, Private Equity at Dragon Capital, the longest standing fund management company in Vietnam. Dragon Capital has been investing in Vietnam for 20 years, and is the only fund management company that has executed investments in Vietnam, Cambodia and Laos. The firm has offices in Vietnam, Thailand, Hong Kong and UK.

Quyen has been working in private equity since 2003, starting at Mekong Capital, where she was a member of the Board of Directors and Portfolio Manager. At Mekong Capital, she raised the capital for and managed all operations of the \$100m Vietnam Azalea Fund. Before launching Vietnam Azalea Fund, Quyen oversaw the appraisal and implementation process for Mekong Enterprise Funds I and II. Quyen left Mekong Capital in 2008 and for one year before joining Dragon Capital in 2010, she served as a consultant on Vietnam for Lombard Investments, an international private-equity firm with offices in San Francisco, Hong Kong and Bangkok. Quyen was also a member of the Independent Appraisal Panel of Vietnam Challenge Fund, an impact investment initiative funded by ADB and DFID.

During her 10 years in Vietnam's private equity, Quyen has been involved in investments in fast-moving consumer goods, retail, property development, commodities and manufacturing sectors. She served on the boards of several portfolio companies.

Prior to her career in private equity, Quyen worked for 7 years in sales and marketing with Diethelm & Co., Ltd (now DKSH) and ICI. Quyen has a Master of Commerce Degree in International Business from the University of New South Wales in Australia, and a Fund Management License issued by the State Securities Commission of Vietnam



Sarvesh Suri
Country Manager
IFC Indonesia East Asia and Pacific Region

Mr. Suri is IFC's Country Manager in Indonesia since January 2012. In this role, he leads the business for IFC's investments and advisory services in the country. IFC has an outstanding portfolio of about \$1.2 billion of investments, makes investments of close to \$300 million per year, and provides advisory services of about \$7 million each year. In Indonesia, the focus of IFC's business is on expanding access to financial services for millions of Indonesians, developing vital infrastructure, improving corporate practices, and fighting climate change.



Nainesh Jaisingh
Global Co-Chief Executive Officer and Managing Director
Standard Chartered Private Equity

Nainesh Jaisingh is the Managing Director and Global Co-Head of Standard Chartered Private Equity (SCPE), and has been with Standard Chartered's Principal Investments business for over 13 years. With SCPE, Nainesh has made and managed successful investments in a variety of sectors, partnering with entrepreneurs and management teams to build leading businesses. He serves on the Board of Directors of several companies, including Redington India Limited, Café Coffee Day, Sutherland Global Services Inc., Interglobe Technologies and Powerica Limited.



Suvir Varma
Head of Private Equity/SWFs
Bain & Co

Suvir Varma is a Senior Partner with Bain & Company's Southeast Asia practice, based in Singapore, and heads the firm's Asia Pacific Private Equity and Sovereign Wealth Fund Practice. He has lived in Singapore since 1996.

Mr. Varma works with leading global and Asia-based PE firms, LPs and SWFs to help them realize value across the investment value chain-from fund strategy and sector scans to commercial due diligence and portfolio company value enhancement. Mr. Varma sits on Bain's Global Investment Committee, which manages funds on behalf of Bain's accredited investors.

Mr. Varma is also active on the Board of the Singapore Venture Capital and Private Equity Association (SVCA) and works with a number of other bodies focused on advancing the PE industry in Asia. He has authored several reports and articles on PE in Asia and speaks regularly at PE/M&A conferences across the region.



Kenneth Yeo
Investment Director
Allianz Capital Partners

Kenneth is an Investment Director with the Allianz Capital Partners (ACP), the alternative investment arm of the Allianz Group. He is based in the ACP Singapore office and focuses on fund investments in Asia. Prior to joining ACP in 2007, Kenneth spent 10 years with the GIC Special Investments (GIC SI) where he served in various offices (Singapore, Bangkok, London and Redwood City, California) and investment groups of GIC SI, including the Asia Private Equity Group, the Global Technology Group and the Global Strategy and Investment Group. Kenneth holds a BS from the University of Michigan, Ann Arbor and is also a CFA charter holder.



Rajendra Pai
Head - Strategic Investment Team
Itochu Corporation

Raj is currently Head of Strategic Investments at ITOCHU and tasked with development and deployment of the company's investment strategy in Asia (ex Japan). Over the next two years, ITOCHU plans to invest in excess of US\$ 8 billion globally.

Prior to returning to Asia, he was a Director with the same firm in its investment arm in New York. There he was lead member of a team of investment professionals that managed over US\$2 billion of assets with a track record of investments and exits across industry sectors such as brand management, retail, operations, services & maintenance, power, industrial distribution and manufacturing, financial services, health care, security and IT/Multimedia. He played a key role in the management of the portfolio companies.

Raj has worked and lived in Mumbai, London, New York and now calls Singapore home. Raj is a Sloan Fellow and has a degree in Chemical Engineering from University of Pune.



Marvin Yeo
Managing Partner
Frontier Investment & Development Partners

Marvin founded FIDP (www.fidp-funds.com) in 2008 to focus on direct investment opportunities in the Asian frontier markets and has helped conceive, structure and raise the Mongolia Opportunities Fund as well as establish operations in Cambodia, Laos and Myanmar, where FIDP currently manages bespoke investment vehicles for private investors. Prior to founding FIDP, Marvin had worked as a Senior Financing Specialist at the Asian Development Bank (ADB), where he was responsible for managing syndicate operations and with Barclays Capital, and Deutsche Bank where he specialized in Debt / Equity-linked Origination, Syndications and Derivatives Structuring. Over the course of his career, Marvin has also taught post-graduate finance at the University of the Philippines, been an F&B entrepreneur in Singapore and an Industrial Engineer in Australia. He holds an MBA from INSEAD, a B.Eng (Hons) from Monash University and the Chartered Financial Analyst (CFA) designation.



Anu Sahai
Director
ASEAN Private Equity & Venture Capital Association

Anu Sahai is currently a Director of the ASEAN Private Equity & Venture Capital Association. From 2010 until 2013, she was the CEO and Director of Aditya Birla Sun Life Asset Management Company in Singapore, where she was responsible for building the international business footprint for Birla Sun Life Asset Management, a \$15 billion Indian asset manager. She is an accomplished professional with over two decades of global investment experience across alternative and traditional asset classes in the US and Asia. Ms Sahai is part of the Investment Advisory Committee of the Singapore American School and a member of the Indian Business Roundtable in Singapore. She is also actively engaged with the Singapore Institute of Directors, Women Corporate Directors, BoardAgender and the Financial Women's Association.



Mei Sian Tan
Manager - Corporate and Private Equity Investments
Goldis Berhad & Managing Director of Home Nursing Providers

Mei Sian Tan is responsible for managing Corporate and Private Equity investments at Goldis Berhad. She is the Chairman of Master Games International, Executive Deputy Chairman of the Konzen Group, Managing Director of Home Nursing Providers, and a Director of Lautan Bumimas.

She was previously an Engagement Manager at Oliver Wyman, specialising in financial services and risk management consulting, having worked with major financial institutions in the United States, United Kingdom, Netherlands, China, Taiwan, Hong Kong, Singapore, Malaysia, Thailand, and Australia.

She graduated from the London School of Economics and Political Science with a Bachelor of Science in Economics.

She is a member of the Young Presidents' Organisation (YPO), Entrepreneurs' Organisation (EO), and Family Business Network (FBN).



Shachindra Nath
Group Chief Executive Officer
Religare Enterprises Limited

Mr. Shachindra Nath (Group Chief Executive Officer) Religare Enterprises Ltd., carries the overall responsibility for leading all pivotal operations and businesses of the group. He has been associated with Religare since the year 2000 and has been instrumental in building various businesses under the Religare umbrella from scratch. His strategic agility coupled with a hands on approach has been a key to Religare's growth and success over the years. With a career span of more than 20 years, Shachindra is a highly accomplished professional backed by an exemplary academic record.

Speaker's Profile Highlights

9th Annual
Private Equity
Southeast Asia Summit 2014



Irene Koh
Vice President
JP Morgan Asset Management

Irene Koh, Vice President, Ms. Koh joined JP Morgan Asset Management Private Equity Group in 2008. Prior to joining the Group, Ms. Koh was with JPMorgan's real estate structured finance group, originating and structuring commercial mortgage backed securities for REITs in Asia Pacific ex-Japan. Previously, Ms. Koh was a senior application engineer with Soluris Inc. She holds a BS in Electrical Engineering and a MS in Financial Engineering from the National University of Singapore.

The Private Equity Group is one of the largest global private equity investment managers with assets comprising of over 350 partnerships, direct and secondary investments.



Tay Wee Teck
Director of Alternative Investments
Bank of Singapore

Wee Teck has over 15 years of working experience in the Financial Industry and is currently with Bank of Singapore. Bank of Singapore is a fully owned subsidiary of OCBC Bank, which is listed on the Singapore Stock Exchange and it holds the accolade from Bloomberg for being within the top 5 strongest bank in the world since 2011. His role at Bank of Singapore includes managing Private Equity, Hedge Funds and Physical Gold for sophisticated high net worth individuals. Responsibilities does include researching globally for opportunities and conducting fund raising in addition to serving as an Advisory Board member of several private equity partnerships.



Tan Kit Jong
Founding Member & Managing Director
Eagle Asia Partners

Mr. Tan is a founding partner and Managing Director of Eagle Asia Partners, an independent fund of funds management firm that focuses on PE investments in the Asian region. He is responsible for the firm's investment strategy and activities, including deal sourcing, due diligence and investment execution.

Mr. Tan has over sixteen years of PE investment experience. Previously, he was the Chief Operating Officer and Head of Asia Investment of TIF Ventures, a Singapore government fund-of-funds company. Prior to TIF Ventures, he held senior management positions at Singapore Government agency and Hewlett Packard Singapore. He holds a Master of Engineering and Bachelor of Engineering (First Class Honours) from the National University of Singapore and attended the Stanford-NUS Executive Programme. He is fluent in English and Chinese.



Shiraz Poonevala
Director of Investment
G.P. Group

Shiraz joined the G.P. Group in 2008 to establish and run its Single Family Office. The G.P. Group is a Thailand based conglomerate with diverse business activities covering many geographies (www.premjee.com). The Group has majority stakes in three publicly listed companies and has either founded or invested in many closely held private companies. Shiraz is the Head of the Family Office and is also directly responsible for monitoring and overseeing all existing and new investment activities.

Shiraz has a total of over 20 years of investment and corporate banking experience in leading financial service organizations. In his last position, he was the Investment Banking Head of Seamico Securities Plc. and focused on Equity Capital Market and M&A transactions in Thailand. Prior to joining Seamico in 2005, Shiraz was a Director of Paragon Partners, a pre-eminent boutique investment bank. At Paragon, he focused mainly on cross border corporate finance transactions as well as restructuring Thai companies. He was with HSBC in Thailand during the peak of the Asian financial crisis with a focus on restructuring and remedying distressed debt within the corporate bank. Shiraz also worked with Credit Lyonnais in India as the Deputy Head of Corporate Banking at which time he was responsible for driving business development.



Anne Kim
Investment Director
Heritas Capital Management (investment arm of IMC)

Anne Kim is an Investment Director of Heritas Capital Management, a family office investment fund, focusing on fund and private equity investments in the healthcare sector across Asia. Previously, she was a founding member of Quadria Capital, a pan-Asian healthcare private equity fund focused on South and Southeast Asia.

Anne started her career with J.P. Morgan Healthcare Investment Banking and UBS Healthcare Investment Research in New York and San Francisco. She also worked with Investor Growth Capital, the venture capital arm of InvestorAB, in New York and Hong Kong executing investments in healthcare.

Anne has dual degrees in Biomedical Sciences from the University of Pennsylvania School of Engineering and Economics (Finance) from the Wharton School. She is currently a Board Member of the Limited Partner Advisory Committee of Quadria Capital.



Rana Karadsheh-Haddad
Principal Investment Officer
IFC

Ms. Karadsheh-Haddad is a Principal Investment Officer with the International Finance Corporation (IFC) in Singapore and has over 15 years of experience in the field of international finance.

She leads IFC's team in sourcing and structuring investments in infrastructure and natural resources sectors throughout Asia, including investments deployed by IFC's Asset Management Company.

Prior to this, she was with IFC's Global Chemicals Group and leading the team focused on Europe, Middle East and North Africa. Her deals include debt, equity, quasi equity transactions for new ventures, expansions, operational turnarounds and acquisitions. Prior to this, she worked with the privatization transaction group of IFC, involved in sourcing, structuring, execution and closing of major privatization and restructuring transactions.

Ms. Karadsheh-Haddad holds an MBA and an MA in International Economics from George Washington University and a BA in Economics and French from the University of Michigan.



Pranay Gupta
Founder
Global Association of Alternative Investors

Pranay Gupta has been a Chief Investment Officer for Asia Pacific from 2009-2013, first for ING Investment Management, and then for Lombard Odier Investment Management, where he has led all the investment efforts in the Asia Pacific region. At ING Investment Management Asia Pacific, he was responsible for overseeing US\$85bn in institutional, retail and insurance assets across 11 countries in Asia with over 250 investment professionals, investing in emerging market equities, emerging market debt, multi-asset, systematic and alternative strategies.

Pranay was Chairman of the Asia Pacific Investment Committee and a member of the Asia Pacific Executive Committee. Pranay was also responsible for investment risk oversight for all investment strategies across US, Europe and Asia. Prior to this, he was Deputy Chief Investment Officer and a Member of the Board of the Pearl Group, U.K., from 2006- 2009 responsible for the overall framework for strategy and asset allocation for the \$55bn portfolio. Pranay has also held positions as a member of the Capital Markets Strategy Team of ABP Investments, Netherlands, guiding the investment of \$210bn of one of the largest plan sponsors in the world, as the Chief Investment Strategist for Asia for Societe Generale and Head of Quantitative Research for JP Morgan Investment Management, New York.

Pranay is the Founder of the Global Association of Alternative Investors (GAAI), a global not-for-profit investment think tank of sovereign wealth funds, university endowments, and corporate and government pension plans from across the world, which debates issues on a wide range of topics across asset management.



Andy An Ho
Managing Director, Chief Investment Officer
VinaCapital

Andy Ho is Managing Director and Chief Investment Executive of VinaCapital, where he oversees the capital markets, private equity, fixed income and venture capital investment teams. Previously, Mr. Ho was Director of Investment at Prudential Vietnam's fund management company, where he managed the capital markets portfolio and Prudential's bank investment strategy. He has also held management positions at Dell Ventures (the investment group of Dell Computer Corporation) and Ernst & Young. Mr. Ho is a leading authority on capital markets investment, privatisations, and private equity deals and structures in Vietnam, where he has led private placement deals totaling over USD700 million. He holds an MBA from the Massachusetts Institute of Technology and is a Certified Public Accountant in the United States.



Murli Ravi
Venture Capitalist & Independent Director

Murli Ravi is a seasoned venture capital professional who has overseen investments in over 20 companies at a relatively young age across Australia, India, the US (both the San Francisco Bay Area and New York) and Singapore. The realised returns for his region are today the highest they have been for over 2 decades. His portfolio companies have spanned a wide range of industries; his main sectors of interest today are enterprise software, ad tech, media, analytics, telecom, and other B2B & B2B2C areas where software plays a key role. He has a particular interest in cross-border firms who understand that Internet-enabled globalisation can be a massive opportunity across geographies -- as long as they appreciate each region's specific needs. Prior to VC, he worked for one of the world's largest sovereign investors, was a strategy consultant and conducted academic research. He has been part of start-up teams in operating roles and has a close appreciation for the issues entrepreneurs face. Murli occasionally acts as an independent director or advisor at start-ups that live by the shared values of fierce ambition, intellectual honesty and trust.



Syed Yasir Arafat Syed Abd Kadir
Managing Partner, Investment
Ekuiti Nasional Berhad (Ekuinas)

Syed Yasir Arafat is the Managing Partner, Investment, at Ekuinas and a member of the Investment Committee and Management Committee. Yasir currently oversees the Investment Team at Ekuinas and leads the Company's portfolio investments in the oil & gas (O&G) and services sectors.

He was previously the Country Manager (ING Wholesale Banking) overseeing both ING Corporate Advisory (Malaysia) Sdn Bhd and ING Bank (Labuan) operations in Malaysia. He was with ING Corporate Advisory (Malaysia) Sdn Bhd for 9 years, starting as VP Corporate Finance specialising in areas of mergers and acquisitions, equity and equity-linked fund raising, debt fund raising and financial advisory for some of Malaysia's leading companies in banking, plantations, automotive, telecommunications and property, among others.

Prior to that, Yasir was attached to United Overseas Bank (Malaysia) Berhad, Pengurusan Danaharta Nasional Berhad, Commerce International Merchant Bankers Berhad and Aseambankers Malaysia Berhad.



Kimihiro Fukuyama
Director, Growth & Crossborder – Investment Department
Development Bank of Japan

Kimi is the director of DBJ's overseas direct equity investment division, especially for South East Asia and Greater China. He has 20 years of experience in the international finance field. He is also the chairman of the investment committee and managing partner of the Japan South East Asia Growth Fund managed by DBJ. He used to live in Hong Kong, Jakarta, Manila, Beijing and Taipei as an officer of DBJ, JBIC and ADB. At the time of Asian financial crisis, he was the principal officer for the New Miyazawa Initiative lead by JBIC. He has excellent command of Japanese, English, Mandarin Chinese as well as Bahasa Indonesia. He finished advanced studies in finance/accounting at Guanghua School of Management, Beijing University, and earned BA in Economics from Keio University as well as MBA with distinction from the University of Hong Kong.



Pithambar Gona
Managing Director
The Blackstone Group, Singapore

Pithambar Gona is a Principal in the Private Equity group and is currently based in Singapore. Mr. Gona joined the Private Equity group in 2011, and will focus on investments in the Asia Pacific region and in the natural resources sector globally.

Prior to joining the Private Equity group, Mr. Gona was a Vice President in Blackstone Advisory Partners L.P. Before joining Blackstone in 2008, Mr. Gona worked at Lehman Brothers in the Global Industrials Group where he is focused on the metals and mining sector, advising clients on mergers and acquisitions, debt, and equity financings.



Gurdip Singh Sidhu
Senior Managing Director, Head of Strategy and Business
Development, Group Strategy and Strategic Investments
CIMB Group

- Over 17 years of experience in banking and consulting with large banks, corporates, regulators and governments across Asia
- Set up and heads CIMB Group's Strategy and Business Development Department
- Instrumental in spearheading CIMB's regional strategy, new markets and partnerships including CIMB's insurance tie-ups in Malaysia, Indonesia and Thailand
- Leading efforts in developing the Group's PE franchise as well as driving origination initiatives
- Holds a Bachelor of Science degree from the London School of Economics and is a Chartered Financial Analyst (CFA)



Choon Hong Tan
Managing Director and Co-Head of Investment Team
Northstar

Mr Tan Choon Hong is a Managing Director at Northstar Advisors Pte Ltd. Prior to joining Northstar, Mr Tan was a director for special projects at CS Partners and a vice president at GIC Special Investments Pte Ltd. Earlier, he spent five years in Corporate Finance at Deutsche Bank. He began his career with the Ministry of Trade and Industry as an Assistant Director. He currently serves on the board of The Thai Credit Retail Bank, ERA Realty Network Ltd, Nera Telecommunications Ltd and Samudra Energy Ltd. Mr Tan is a Chartered Financial Analyst and holds a Master of Engineering and Bachelor of Arts from Cambridge University. He was awarded the Overseas Merit Scholarship by the Singapore Public Service Commission.



Sunny Chu
Principal
Hermes GPE

Sunny is responsible for the analysis, due diligence and monitoring of Hermes GPE's funds and co-investments, with a particular focus on the Asian region. Hermes GPE is one of the leading independent specialist investors in global private markets, managing \$10 billion* of capital in private equity and infrastructure for leading institutional investors and pension funds worldwide. Sunny was previously a senior associate at Qatar Investment Authority, where he was responsible for the allocation and management of global private equity commitments and co-investments. Prior to this, Sunny was a senior associate at Alpinvest, corporate finance associate at McKinsey & Co. and corporate attorney at Wilson Sonsini Goodrich & Rosati. Sunny holds a BA, cum laude with a double major in Ethics, Politics and Economics (distinction) and Environmental Studies from Yale College, and a JD from Harvard Law School.



Wai San Loke
Managing Director
Novo Tellus Capital Partners

Mr. Loke is a Managing Director of Novo Tellus Capital Partners, a lower middle market private equity firm he co-founded in 2011 that employs a platform buy-and-build strategy for companies in the technology, industrial, and business services sectors. NTCP has invested in control situations in companies operating in sectors including energy-efficient lighting, semiconductor capital equipment, and medical devices. Working with its platform companies, NTCP has helped management with cross-border tuck-in acquisitions and JV partnerships.

Prior to founding NTCP, Mr. Loke was a Managing Director with the Baring Private Equity Asia Fund holding leadership positions in their Singapore and San Francisco offices. While at Baring Asia, Mr. Loke successfully led investments in and/or managed the exits of several Baring Asia portfolio companies in their technology and industrial portfolios.



Jung Kim
Director
ACA Investments

Jung Kim is a director of ACA Investments, a private equity firm headquartered in Singapore, with a network of joint ventures and subsidiaries in nine Asian countries. The firm is affiliated with Sumitomo Corporation, one of the largest trading companies in the world.

Previously Jung served as VP of International Investments at Ant Capital Partners, a leading private equity firm in Japan. He has advised investments in several major sectors including clean technology, media, IT, and healthcare.



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