

**SHANGRI-LA HOTEL,  
SINGAPORE**

**MAY 17  
2018**



# **SEA**

**Southeast Asia**

## **PE/VC Conference 2018**

**PE OR VC: ARE THE LINES BLURRING?**



# PROGRAMME

## TIME      AGENDA

8:15AM      Registration

9:00AM      Welcome Address by *Gary Ng, Vice Chairman, SVCA*

9:05AM      **Keynote Address: "Alternative to Alternatives" by John Tang, Managing Director, GIC Private Limited**

9:45AM      **Overview on Trends in PE/VC by Mark O'Hare, Founder and Chief Executive, Preqin**

10:30AM      **"Southeast Asian Private Equity Opportunities"**  
1. The country vs. regional debate – pros & cons  
2. Unique deal sourcing characteristics across different key markets  
3. Country focus: Vietnam finally ripe for large scale PE?  
4. Country focus: What's currently possible in Myanmar?

11:15AM      Networking Coffee break

11:45AM      **"Different value creation models – One size does not fit all"**  
1. Buyout vs growth capital funds/deals – Does value creation happen differently? Does the approach differ?  
2. Models - Issues and benefits with the various models  
    a. In-house operating team vs deal team  
    b. In-house vs out-source  
    c. Integrating board appointment/New hires  
    d. Hybrid models or combinations  
3. Tools – How do firms measure and track value creation?  
4. Operating partner: key return driver or nice-to-have?  
5. Case studies  
    a. Successful outcomes  
    b. Underperforming portfolio – Remedy steps?

12:15PM      **"Are Exits happening in ASEAN?"**  
1. Where and how are exits happening?  
2. IPO exits  
    a. Why are companies venturing to other markets like NASDAQ, ASX, Taiwan to list instead of the home markets?  
    b. Liquidity in the local ASEAN stock markets?  
3. Trade sale exits  
    a. Where is the strategic interest in ASEAN coming from?  
    b. Would Chinese M&A interest slowdown?  
    c. What are strategic buyers looking to acquire in ASEAN?  
    d. Issues exiting to the strategic investors?  
4. Secondary PE exits  
    a. Trend towards secondary exits?  
    b. Is this driven by cheap liquidity? Will this sustain?



# PROGRAMME

1:00PM Lunch

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2:00PM **Keynote Address**

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2:30PM **“Raising Round B and Beyond”**

1. Are there Gaps in VC Financing; Southeast Asia vs US vs China?
2. Why?
3. Increasing round sizes squeezing out smaller funds?
4. Working with Corporate VCs: Collaborators or Competitors?

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3:15PM Networking Coffee break

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3:45PM **“So, what’s next?”**

1. Saturated market for ecommerce and mobile tech?
2. Deeptech in Southeast Asia? What and where?
3. Are ICOs threatening VCs?

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4:30PM **“Partners Unlimited”**

1. LPs or GPs: Lines Blurring?
2. Funds Investing and Co-investing: What’s the right formula?
3. Allocation to Big Funds, Small Funds or No Fund?
4. Allocation to Asia and Southeast Asia?

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5:15PM Closing Address by *Dr. Thomas Lanyi, Chairman, SVCA*

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5:20PM Cocktails



# FEES

Early Bird Rate (Ending 6 April)

SVCA Member: SGD250

Partner: SGD350

Non Member: SGD500

Normal Rate (Ending 11 May)

SVCA Member: SGD400

Partner: SGD500

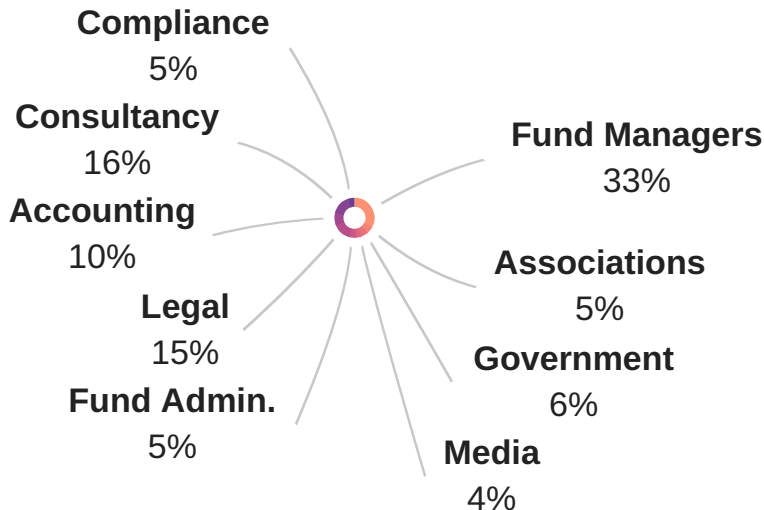
Non Member: SGD700



# PAST ATTENDEES

## 2016's ATTENDEES' PROFILES

### By Industry



!! Great event, well organized.  
Proud to be sponsoring it. Congrats!

*Chris Leahy*  
Founding Partner, Blackpeak Group

!! Congrats on both the very full attendance and the quality of the program - the event was very well done (and it was an opportune time to catch up with old friends and colleagues).

*Chin Chou*  
Managing Director, Morgan Stanley  
Private Equity Asia

**CLOSE TO**  
**200**  
**PARTICIPANTS**

C-Level Executives  
Managing Partners  
Investment Directors  
Heads of Regions  
Associates

**FROM OVER**  
**8**  
**COUNTRIES**

TAIWAN HONG KONG  
JAPAN AUSTRALIA  
THE PHILIPPINES  
VIETNAM  
INDONESIA  
SINGAPORE

## ABOUT US

**SVCA** *Singapore Venture Capital & Private Equity Association*

The **Singapore Venture Capital & Private Equity Association (SVCA)** is a not-for-profit organisation formed in 1992 to promote the development of the venture capital (VC) and private equity (PE) industry.

The association strives to promote the professional development of the industry as well as facilitate interaction and collaboration among its members. The association also acts as a platform for dialogue on regulatory and policy issues pertaining to VC and PE and builds linkages to centres of VC and PE activities in the region.

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