

Malaysia 2017

GLOBAL PERSPECTIVE, LOCAL OPPORTUNITY



Tuesday, 19 September 2017

08:00 Registration and welcome refreshment

09:00 Welcome address

Tim Burroughs, Managing Editor, ASIAN VENTURE CAPITAL JOURNAL

09:15 Opening remarks

YBhg Dato' Mohamad Nasir Ab. Latif, Deputy Chief Executive Officer, EMPLOYEES PROVIDENT FUND (EPF)

09:30 Private equity leaders' panel: The new normal

The investment environment remains uncertain, characterized by lingering economic and political concerns on one hand, and intense competition, high valuations, and an abundance of capital on the other. However, leading managers have responded with new product offerings, more rigorous deal sourcing and selection, a greater emphasis on deep value creation, and careful consideration of exit options. Our panel examines what private equity firms can do to prevail under the new normal.

- How are GPs differentiating themselves in this investment climate?
- Which sectors are most appealing for fund managers?
- How does Southeast Asia fit within the Asian and global private equity ecosystem?
- Which are the most successful exit routes across the region?

Moderated by: Andrew Thompson, Head of Private Equity Asia Pacific, KPMG

Panelists:

Cécile Belaman, Managing Director, BAIN CAPITAL

Nicholas Bloy, Co-Founder and Managing Partner, NAVIS CAPITAL PARTNERS

Omar Lodhi, Partner & Regional Head - Asia, ABRAAJ CAPITAL ASIA

10:30 Networking coffee break



11:00 M&A: The Southeast Asia story

Malaysia was the most active M&A market across Southeast Asia in the first quarter of 2017,

with 26 deals worth US\$1.9bn. Across the rest of the region deal value was high per transaction, and the total value of outbound transactions was up 83.7% from last year. However, overall total deal value took a dip. The exit market saw a flurry of activity, and the region is expected to spring back later this year with a number of private equity deals and consolidations. Our panel discusses the outlook for Southeast Asia's M&A market.

- How can strategic investors play a role as a partner to private equity?
- Which sectors are most attractive from an M&A perspective?
- How are consolidations and restructurings playing a role in the market?
- Where are the natural synergies for cross-border expansion?

Moderated by: Munir Abdul Aziz, Deputy Managing Partner, WONG & PARTNERS,
MEMBER FIRM OF BAKER & MCKENZIE INTERNATIONAL

Panelists:

Vivek Chhabra, Head of M&A, FRASER & NEAVE

Rodney Muse, Co-Founder and Managing Partner, NAVIS CAPITAL PARTNERS

11:45 Southeast Asia: Unlocking value in ASEAN companies

Every private equity firm claims to have operational value-add capabilities, however it is now arguably one of the key success factors in GPs delivering consistent alpha. Developing the right approach has never been more important, as economic headwinds in various markets mean companies can no longer just rely on industry-wide growth drivers. There is no single preeminent value creation strategy, but whichever approach GPs take it must be clearly defined. Our specialists discuss how to truly deliver value.

- What is the most important part of a valuation creation strategy?
- How do you engage management from the beginning of a plan?
- Differentiating approaches, what works best in the unique Southeast Asia region?
- What are some of the common mistakes GPs make when implementing a value creation plan?

Moderated by: Ash Mathradas, Managing Director, ALVAREZ & MARSAL

Panelists:

Syed Yasir Arafat Syed Abd Kadir, Chief Executive Officer, EKUINAS

Emmett Thomas, Partner, Head of Asia, ADVANTAGE PARTNERS

Brahmal Vasudevan, Founder & Chief Executive Office, CREADOR

12:30 Plenary address

Johan Bygge, Chairman, EQT PARTNERS, ASIA PACIFIC

13:00 Networking lunch

14:00 Presentation: The consumer story

Sanjay Gujral, Regional Managing Director, L CATTERTON ASIA

14:30 Venture capital: Capitalising on the potential

Venture capital has boomed in Asia over recent years, especially in China and the technology

sector. However, the rising star more recently has been Southeast Asia. The start-up scene is thriving, government initiatives have fueled the industry, corporate VC is stamping its mark, and a number of firms have reached valuations of US\$1bn and above. These developments have allowed Southeast Asia to establish itself as an important part of the Asian VC ecosystem. Our panel of experts discuss the evolution of VC in the region and what comes next.

- How is the VC ecosystem developing in the region? What lessons can be learned from China?
- Which sectors and industries are hot at the moment, and which locations have the most interesting start-up activity?
- Where are the exits for VC-backed companies, given the fragmentation of the various capital markets?
- How has ASEAN established itself as an Asian VC hub?

Moderated by:

David Gowdrey, Managing Partner, JUNGLE VENTURES

Panelists:

Saifulbahri Hassan, Vice President, Head of Private Equity and Infrastructure, KUMPULAN WANG PERSARAAN DIPERBADANKAN (KWAP)

Johnathan Lee, Executive Director - Academy, MALAYSIAN GLOBAL INNOVATION AND CREATIVITY CENTRE

Jeffrey Paine, Founding Partner, GOLDEN GATE VENTURES

Finian Tan, Chairman, VICKERS VENTURE PARTNERS

15:30 Networking break



16:00 Data Presentation: The truth behind the numbers

Bowen White, Associate Director, Global Private Equity Initiative (GPEI), INSEAD

16:30 LPs in 2017: Approaches, views, and the future

Limited partners (LP) across the globe continue to allocate into alternatives in search for yield. For new LPs there are plenty of choices, from the private equity fund-of-funds to the gatekeeper model. On the other hand, mature LPs have expanded their role beyond mere asset allocation - concentrating on co-investments with some building capabilities to do direct investments themselves. A diversified panel of LPs discuss the investment options, highlight the latest innovations, and debate the future.

- Where do LPs see the best opportunities?
- What does a GP need to say to get an LP allocation in this investment environment?

- What are the return expectations for the region?
- How does a co-investment programme become a direct investment programme?

Moderated by: Michael Taylor, Managing Director, HARBOURVEST PARTNERS

Panelists:

Dave Brochet, Managing Director, CDPQ ASIA PACIFIC PTE. LTD

Steve Cowan, Managing Director, 57 STARS

Zalman bin Ismail, Director of Alternative Investment Department, KUMPULAN WANG PERSARAAN DIPERBADANKAN (KWAP)

17:30 End of event and cocktails