

## Executive Investment Management Skills

### Workshop (XXXIV)

17<sup>TH</sup> - 18<sup>TH</sup> APRIL 2008, MANDARIN ORIENTAL HONG KONG

## APPLICATION FORM

Dr./ Mr / Mrs/ Ms (Surname: \_\_\_\_\_) (First Name: \_\_\_\_\_)

Firm: \_\_\_\_\_ Position: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_

**TUITION FEE: HK\$25,740 / US\$3,300 / GBP1,826 / €2,528 / S\$5,298**

### REGISTRATION CONDITIONS:

- 1) Registration is confirmed upon receipt of payment. Cancellations of confirmed registrations prior to 1<sup>st</sup> April, 2008 are subject to a cancellation fee of HK\$2,652 / US\$340 / GBP188 or equivalent. Refunds cannot be given for cancellations received thereafter.
- 2) Each registration is meant for one person only. No substitute other than the registrant is allowed to attend any session of the seminar.
- 3) Registration fee includes seminar materials, lunch and coffee breaks. Fee does not include accommodation. Details will be provided upon registration.

### FEE PAYMENT: (Personal cheques are not accepted. Any bank charges must be prepaid)

Payment should be made in Hong Kong Dollars, US Dollars, GB Pounds, Euro or Singapore Dollars only and should be settled by one of the following methods.

Company Cheque, Bank Draft/ Money Order in HK Dollars, US Dollars, Singapore Dollars or GB Pound payable to: **Centre for Asia Private Equity Research Ltd**

T/T payment to account of: **Centre for Asia Private Equity Research Ltd**

at: Hong Kong and Shanghai Banking Corporation  
Honwell Commercial Centre Branch, Hong Kong

in HK\$: \_\_\_\_\_ Acct. No. 173-8-014248

in US\$, GBP, € or S\$: \_\_\_\_\_ Acct. No. 173-7-601896

(Please attach copy of T/T advice to registration form for verification)

Credit Card: American Express only (4% surcharge applies on payment by American Express)

Card No. |\_\_|\_\_|\_\_|\_\_| - |\_\_|\_\_|\_\_|\_\_|\_\_| - |\_\_|\_\_|\_\_|\_\_| Expiry \_\_\_\_/\_\_\_\_

Name on card: \_\_\_\_\_ Signature: \_\_\_\_\_

Centre for  
**ASIA PRIVATE EQUITY**  
RESEARCH LTD

27th Floor, Fook Lee Commercial Centre  
33 Lockhart Road, Wan Chai, Hong Kong  
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INSTITUTE OF ASIAN PRIVATE EQUITY INVESTMENT

*dedicated to enhancing the profession  
of private equity investment management in Asia*

## Executive Investment Management Skills Workshop (XXXIV)

17<sup>TH</sup> - 18<sup>TH</sup> APRIL 2008

MANDARIN ORIENTAL HONG KONG



### THE FUNDAMENTALS OF ASIAN PRIVATE EQUITY INVESTING

A two-day intensive course covering buyout and traditional private equity investment by leading experienced professionals on the essential elements of private equity investment management practice in Asia

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RESEARCH LTD

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THE FUNDAMENTALS OF ASIAN PRIVATE EQUITY INVESTMENT

### Programme

#### Day One - Thursday 17<sup>th</sup> April, 2008

8:45 am - 10:15 am

#### REGISTRATION

#### BRIEFING ON PRIVATE EQUITY IN ASIA

- characteristics of private equity
- development of private equity in Asia
- the latest investment trends in this region

10:15 am - 11:30 am

#### DEAL ORIGATION PROCESS

- what are the sources of deals?
- how to identify the “bankable” deals at first glance?
- are there key points to “bankable” deals

*(the class will be given prospective deals to perform a “Deal Origination” drill )*

11:30 am - 11:45 am

#### BREAK

11:45 am - 12:30 pm

#### DOING DUE DILIGENCE (PART I)

- the various aspects of performing due diligence
- how to define your due diligence parameters
- the crucial information sources
- the financial and legal issues that investors must be aware of
- the due diligence check-list

12:30 pm - 1:00 pm

#### LUNCH BREAK *(due diligence session continues through lunch break)*

1:00 pm - 2:30 pm

#### DOING DUE DILIGENCE (PART II)

- class will be divided into groups, with each to present their due diligence methodologies based on sample cases given

2:30 pm - 2:50 pm

#### BREAK

2:50 pm - 5:30 pm

#### STRUCTURING AN INVESTMENT (PART I)

- key features used in private equity deals
- the importance of structuring
- alignment of all parties’ interests
- deal financing: the role of leverage and mezzanine

#### STRUCTURING AN INVESTMENT (PART II)

*(the class will be divided into groups to go through case studies provided during the break)*

#### STRUCTURING AN INVESTMENT (PART III)

*(each group to present their structure with invited speakers providing the critique and their assessments of the class’ understanding on this topic)*

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### Programme

#### Day Two - Friday 18<sup>th</sup> April, 2008

9:00am - 12:00 pm

#### VALUATION MODEL (PART I)

- the valuation models used
- correlation between astute valuation and exit performance
- the various valuation methodologies

#### VALUATION MODEL (PART II)

*(the class will be divided into groups to go through case studies provided)*

#### VALUATION MODEL (PART III)

*(each group to present their investment structure with invited speakers providing the critique and their assessments of the class’ understanding on this topic)*

12:00 pm - 1:00 pm

#### LUNCH BREAK

1:00 pm - 2:45 pm

#### PORTFOLIO MANAGEMENT/MONITORING

- building an effective partnership with portfolio companies
- guiding entrepreneurs to be in alignment of your interest
- what are the alarming signals that fund managers must be aware of
- making the decision to inject further capital

2:45 pm - 3:00 pm

#### BREAK

3:00 pm - 5:00 pm

#### IMPLEMENTATION OF EXIT STRATEGIES (PART I)

- the various exit models that can be employed
- timing your exit
- deciding on the appropriate exit mechanisms
- choosing the appropriate bourse for your portfolio company
- determining whether trade sale is a viable exit

#### IMPLEMENTATION OF EXIT STRATEGIES (PART II)

*(the class will be divided into groups, to go through case study provided to determine the exit strategies that ought to be employed)*

#### IMPLEMENTATION OF EXIT STRATEGIES (PART III)

*(each group to present their exit strategy with invited speakers providing the critique and a summary on the class’ understanding on this topic)*

#### PROGRAMME ALTERATIONS

Programme subject to change without prior notice.

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#### Partial list of speakers

##### **Mr Vincent Chan, Chief Executive Officer & Co-Founder, Spring Capital**

Mr Chan has 16 years of experience in private equity and 3 years in investment banking. Prior to co-founding Spring Capital, he was the Managing Director and an Investment Committee Member at JAFCO Asia from 2000 to 2007, managing US\$570 million Asian private equity funds. He was Head of North Asia from 2000 to 2005, and instrumental in setting up the Beijing and Seoul offices. Having built strong teams in these two cities, Mr Chan focused on originating and executing many deals in China.

##### **Mr Mark Chiba, Group Chairman and Partner, The Longreach Group**

Mr Chiba established The Longreach Group in late 2003 together with his partners, Messrs Yasuyuki Miyoshi and Masamichi Yoshizawa. Since then, The Longreach Group has made a number of acquisitions, including an equity stake in McDonald's Holdings Company (Japan), Ltd; Asia Aluminum Group as well as a controlling position in Taiwan's EnTie Commercial Bank. Mr Chiba's lead responsibilities at his firm include senior relationship driven deal sourcing, investments in the financial services sector, and building the firm's capital base and global networks.

Prior to co-founding The Longreach Group, Mr Chiba served as Chief Executive Officer and President of UBS Securities Japan, Co-Head of Investment Banking Japan, and as a member of the global UBS Investment Bank Board. Over four years, Mr Chiba successfully led and repositioned UBS Japan to become a first tier investment bank as measured by financial performance and industry and client recognition.

##### **Mr Vincent C.W. Fan, Partner, Capital Z Investment Partners**

Mr Fan joined Capital Z Investment Partners ("CZIP") in March 2002 and is responsible for its alternate asset management business in Asia. CZIP is a \$2.25 billion alternative investment sponsor, founded in 1998, with offices in New York, London and Hong Kong.

Prior to joining CZIP, Mr Fan was the Chairman of the Advisory Board of CVC Capital Partners Asia Pacific L.P. Prior to this position, Mr Fan was Chief Executive Officer of CVC Asia Pacific Ltd., the Chief Executive of Citicorp Capital and Executive Chairman of Citicorp China Investment Management Ltd., the manager of the Citicorp Everbright China Fund.

Mr Fan has over 30 years of experience in banking, finance and investment. He joined Citibank in 1972. Prior to leaving Citibank, he held the position as of Head of the Merchant Banking Group for Citicorp in Asia.

\*\* For the latest list of speakers, please visit our website: [www.asiape.com](http://www.asiape.com) \*\*

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#### Partial list of speakers

##### **Mr Allan Homeming, Former Managing Director, PPM Ventures (Asia) Limited**

Mr Homeming joined PPM Venture in Hong Kong in 1997 where he was the Investment Director. Prior to this, he was Project Director for Asian Private Equity Investment of Rockefeller & Co where he served for seven years.

##### **Mr André Loesekrug-Pietri, Managing Partner, China Equity Links/CEL Partners**

Mr Loesekrug-Pietri is the Managing Partner of China Equity Links/CEL Partners. He participated in the creation of the first independent continental Europe private equity fund for China that has a target size of US\$100 million.

Mr Loesekrug-Pietri has ten years of private equity and mergers and acquisitions experience. He had previously set-up and managed Burelle Participations, the private equity arm of Burelle SA and also developed Jaccar Capital Fund, a private equity fund with more than US\$50 million that focuses on Vietnam and China.

Mr Loesekrug-Pietri is a visiting Professor in Finance at Renmin University and co-chairs the Private Equity and M&A sub-working group of the European Chamber of Commerce in China.

##### **Ms Kathleen Ng, Managing Director, Centre for Asia Private Equity Research**

Ms Ng is the Managing Director of the Centre for Asia Private Equity Research Ltd., an independent organisation and publisher of the Asia Private Equity Review. Ms Ng joined the Asian private equity / venture capital industry in 1989 and is regarded as a leading authoritative analyst on the Asian private equity investment industry.

##### **Mr Michael Scown, Managing Director, Treasury, Intel Capital**

Mr Scown is a Managing Director with Intel Capital, sharing responsibility for the management of Intel's strategic investment program in Asia. He previously served as Intel Capital's Asia Regional Counsel. Since 1999, Mr Scown has helped invest more than US\$1.3 billion in 275 deals across Asia.

Before joining Intel, Mr Scown was a partner with an international law firm practising in San Francisco and Ho Chi Minh City, Vietnam, and served as a Foreign Service Officer with the U.S. Department of State. He is a member of the California Bar and an independent director, and member of the audit committee, of eLong (NASDAQ: LONG).

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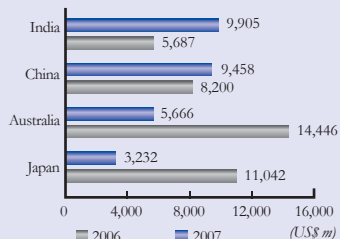
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### The Emerging Forces in Asian Private Equity

#### Investment Pace (2006 - 2007) - Selected Markets



Source: ASIA PRIVATE EQUITY REVIEW

investors, the staunch disciples of “controlled” deals, were prepared to take minority stakes in companies. In 2007, there were 10 non-controlled deals participated by buyout investors in both China and India that amounted to US\$2.03 billion.

In the divestment area, China and India are the arteries to the region’s exit movements. Together, they accounted for 34.3% of the US\$17.05 billion of realised capital recorded for 2007.

With global economy increasingly powered by both China and India, 2007 was a telling picture of these two emerging forces in Asian private equity.

### About the Centre for ASIA PRIVATE EQUITY RESEARCH LTD

The *Centre for ASIA PRIVATE EQUITY RESEARCH LTD* is a Hong Kong based organisation that focuses on the Asian private equity investment industry. Core activities include:-

- the **ASIA PRIVATE EQUITY REVIEW**, a monthly report on the development of the Asian private equity industry
- the **APER Greater China**, the first monthly journal published in Chinese that focuses on private equity activities in the Greater China region
- the annual publication of the **asia pacific ONLINE DIRECTORY of Private Equity/Venture Capital Funds Sources in the Asia Pacific Region**
- the planning, programming and marketing of conferences/seminars to promote globally the Asian private equity/venture capital industry
- undertaking research, consulting, placement and other special projects relating to the private equity/venture capital industry in Asia
- managing the **INSTITUTE OF ASIAN PRIVATE EQUITY INVESTMENT**, inclusive of the development of its training programmes, course content and all related materials

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#### Board of Advisors

Mr Philip M. Bilden, *Managing Director*, HarbourVest Partners (Asia) Ltd.  
Mr Vincent Fan, *Partner*, Capital Z Investment Partners  
Mr Andrew Lebus, *Partner*, Pantheon Ventures Ltd.  
Mr Ravi Vish, *Chief Executive Officer*, WestLB Asset Management (USA) LLC

### About the INSTITUTE and Its Courses

The **INSTITUTE**'s faculty is drawn from leading Asia private equity/venture capital managers and professionals with profound Asian private equity investment experience. The acclaimed **FUNDAMENTALS** course was first conducted in Hong Kong in September 1995.

The **INSTITUTE** is privileged to have received sponsorship from the Netherlands Development Finance Company (FMO) for Indian training courses held in 1996 and 2002, and a course in South Korea in 1999. It is honoured that the Swiss State Secretariat for Economic Affairs (SECO) sponsored a training course in China in 2003, and in Vietnam, 2007.

### About the Executive Investment Management Workshop

Private equity has now firmly established itself as a sustainable asset class in Asia, following a period of uninterrupted profitable divestment results. The number of fund management firms has soared to 1,600. This two day compact and intensive *Workshop* is designed to provide comprehensive understanding of private equity investment disciplines in Asia.

Each session is led by leading and long serving professionals whose wealth of knowledge is valuable to all those who are seeking to better understand the dynamics of Asian private equity.

In these two days, participants will be able to :-

- acquire essential knowledge on investing in Asian private equity
- have insight to live case studies/class assignments
- encouraged to work in a team spirit on class assignments

The Executive Investment Skills *Workshop* XXXIV will continue with the standards set in all 33 previous courses. Since launched, the *Workshop* has attracted more than 1,200 managers from more than 38 countries.

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