

## Executive Investment Management Skills

### Workshop (XXXV)

15<sup>TH</sup> - 16<sup>TH</sup> OCTOBER, 2008, THE LANDMARK 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 30<sup>th</sup> September, 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  
Tel: (852) 2861 - 0102 Fax: (852) 2529 - 6816  
events@asiape.com www.asiape.com

WS-HK080922-a



**INSTITUTE OF ASIAN PRIVATE EQUITY INVESTMENT**

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

## Executive Investment Management Skills Workshop (XXXV)

15<sup>TH</sup> - 16<sup>TH</sup> OCTOBER, 2008

**THE LANDMARK 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

Centre for  
**ASIA PRIVATE EQUITY**  
RESEARCH LTD

## Executive Investment Management Skills

### Workshop (XXXV)

15<sup>th</sup> - 16<sup>th</sup> OCTOBER, 2008, THE LANDMARK MANDARIN ORIENTAL, HONG KONG



THE FUNDAMENTALS OF ASIAN PRIVATE EQUITY INVESTMENT

### Programme

#### Day One - Wednesday 15<sup>th</sup> October, 2008

- 8:15 am - 8:45 am **REGISTRATION**
- 8:45 am - 10:15 am **BRIEFING ON PRIVATE EQUITY IN ASIA**
- characteristics of private equity
  - development of private equity in Asia
  - the latest trends in Asia
- 10:15 am - 11:30 am **DEAL ORIGINATION PROCESS**
- what are the sources of deals?
  - how to identify the "bankable" deals?
  - creating proprietary 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
  - the role of leverage financing
- 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)*

## Executive Investment Management Skills

### Workshop (XXXV)

15<sup>th</sup> - 16<sup>th</sup> OCTOBER, 2008, THE LANDMARK MANDARIN ORIENTAL, HONG KONG



THE FUNDAMENTALS OF ASIAN PRIVATE EQUITY INVESTMENT

### Programme

#### Day Two - Thursday 16<sup>th</sup> October, 2008

- 9:00 am - 12:00 pm **VALUATION MODEL (PART I)**
- the valuation models used
  - correlation between astute valuation and exit performance
  - the various valuation methodologies used in valuation process
- 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 - 3:00 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
- 3:00 pm - 3:15 pm **BREAK**
- 3:15 pm - 5:30 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.

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

## Executive Investment Management Skills

### Workshop (XXXV)

15<sup>TH</sup> - 16<sup>TH</sup> OCTOBER, 2008, THE LANDMARK MANDARIN ORIENTAL, HONG KONG

#### Partial list of speakers

##### **Mr Adam Bornstein, *Founding Partner, Ymer Venture Capital Asia***

Mr Bornstein is the founding partner of Ymer Venture Capital Asia, an early stage venture capital fund located in Shanghai, where he focuses on IT-enabled services in the multi-media, gaming, consumer services, and telecom verticals. Mr Bornstein is also a Vice President at CDIB Capital, a Hong Kong-based US\$1 billion pan-Asia private equity fund, where he shares responsibilities for direct investment activities across multiple asset classes.

##### **Mr Rahul Desai, *Managing Director, SoftBank Investment***

Mr Desai is the Managing Director in charge of SoftBank Investment's overseas funds in Asia. He directs investment strategy for one of Asia's most active family of funds, as well as its set-up and operational management. He also serves as the Chairman of Softbank Investment's fund management companies in India, Vietnam, and a new US\$400-million pan-Asian growth fund. Prior to these roles, Mr Desai was based out of the firm's Tokyo headquarters and served as General Manager for Corporate Development and Overseas Investment Strategy.

Previously Mr Desai held executive and strategic roles at Tata, Sumitomo and KPMG, as well as President and Co-Founder of a venture capital-backed software company which was acquired by a leading private equity group, in which he was retained to advise on a variety of strategic issues.

##### **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 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) \*\*

## Executive Investment Management Skills

### Workshop (XXXV)

15<sup>TH</sup> - 16<sup>TH</sup> OCTOBER, 2008, THE LANDMARK MANDARIN ORIENTAL, HONG KONG

#### Partial list of speakers

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

Mr Loeseckrug-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 Loeseckrug-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 Loeseckrug-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.

##### **Ms Josephine Price**

Ms Price was the Deputy CEO of CLSA Capital Partners where she set up their private equity programme in 1996 and managed the Pan Asian growth and expansion capital funds. She has been based in Asia for over 20 years, out of which, for more than 18 years, she has been associated with the Asian private equity industry.

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

## Executive Investment Management Skills

### Workshop (XXXV)

15<sup>th</sup> - 16<sup>th</sup> OCTOBER, 2008, THE LANDMARK MANDARIN ORIENTAL, HONG KONG



#### 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 XXXV will continue with the standards set in all 34 previous courses. Since launched, the Workshop has attracted more than 1,200 managers from more than 38 countries.

## Executive Investment Management Skills

### Workshop (XXXV)

15<sup>th</sup> - 16<sup>th</sup> OCTOBER, 2008, THE LANDMARK MANDARIN ORIENTAL, HONG KONG

### The Emerging Forces in Asian Private Equity

For the global financial industry, the first six months of 2008 was one of the most testing periods as giant USA financial institutions fell prey to the deteriorating macro economic environment. Yet the Asian private equity industry has demonstrated its ability to sail against surging unfavourable tides.

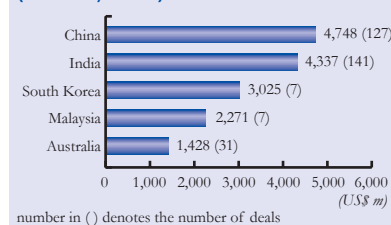
During the first half of 2008, the US\$26.5 billion of fresh capital represents an increase of 33.3% compared to the same period in 2007. At the same time, the total investment sum has also increased by 52.6% to US\$30.5 billion. Despite clouds of uncertainties that shrouded the capital market, private equity investors continued to boast outstanding exit performances, recording an impressive US\$6.9 billion of returned capital.

Both China and India commanded the centre stage of Asian private equity, but dynamics in both markets are vastly different -

China: in the first half of 2008, an additional US\$11.4 billion of fresh capital has come in the country. Beijing's arduous efforts to promote domestic currency funds have substantially altered the country's private equity landscape. Yuan-denominated funds now accounted for 18.7% of the country's fund pool, compared to virtually none back in 2005.

India: although it trailed behind China in attracting US\$4.3 billion of fresh capital during the first half of the year, the government's drive to employ private equity capital to develop its infrastructure is gaining momentum. Infrastructure funds accounted 66% of the first six months' fund pool.

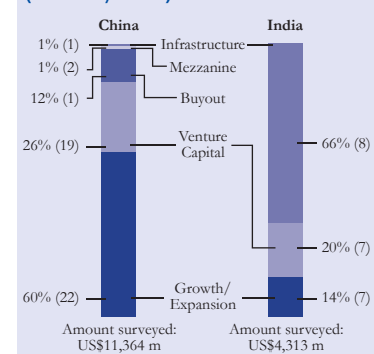
#### Investment Destinations - Asia ex-Japan (Jan - Jun/2008)



number in ( ) denotes the number of deals

Source: ASIA PRIVATE EQUITY REVIEW

#### China & India: Distribution of Fund Pool (Jan - Jun/2008)



Amount surveyed: US\$11,364 m (China) / US\$4,313 m (India)

% by amount numbers in ( ) denotes the number of funds

Source: ASIA PRIVATE EQUITY REVIEW

### 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 Greater China APER, 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