

Executive Investment Management Skills

Workshop (xxxiii)

31ST OCTOBER & 1ST NOVEMBER, 2007, SHERATON TOWERS SINGAPORE

REGISTRATION FORM

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

Firm: _____ Position: _____

Tel: _____ Fax: _____ Email: _____

Address: _____

TUITION FEE: HK\$ 22,600 / US\$ 2,900 / GBP1,522 / €2,305 / S\$ 4,995

REGISTRATION CONDITIONS:

- 1) Registration is confirmed upon receipt of payment. Cancellations of confirmed registrations prior to 19th October, 2007 are subject to a cancellation fee of HK\$ 2,340 / US\$300 / GBP160 or equivalent. Refunds cannot be given for cancellations received thereafter.
- 2) Each registration is meant for only 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: _____

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WR-SIN070928



INSTITUTE OF ASIAN PRIVATE EQUITY INVESTMENT

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

Executive Investment Management Skills Workshop (xxxiii)

31ST OCTOBER & 1ST NOVEMBER, 2007

SINGAPORE



SHERATON TOWERS SINGAPORE

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

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Partial list of speakers

Mr. Andrey Berzins, Managing Director, Suez Asia

Mr. Andrey Berzins is the Managing Director of Suez Asia, a private equity fund management group with offices in Hong Kong and Singapore. Mr Berzins has been residing in Asia since 1984 and has worked in the private equity industry, overseeing approximately 100 private equity investments in a diverse range of industries, since joining in 1989. He is currently managing his third private equity fund which is focused on later-stage investments in the Greater China region.

Mr. Alex Hambly, Chief Investment Officer and Chief Executive Officer,

Prudential Vietnam Fund Management Company

Mr Hambly has more than 15 years of direct investment experience gained in both Asia and international markets. Since he joined Prudential in January 2003, Prudential Vietnam Fund Management has built a track record of investing in Vietnam, and he is responsible for more than GBP660 million (US\$1.3 billion) of funds under management. Prior to joining Prudential, Mr Hambly worked at CDC Capital Partners (now Actis), HSBC Private Equity and Barclays Bank.

Dr. Chris Heine, Managing Director, Intermediate Capital Asia Pacific

Dr Heine has worked in Asia for over 20 years. Primarily based in Hong Kong, Dr Heine has been working for a variety of financial institutions during this period. Prior to joining Intermediate Capital Group in November 2006, Dr Heine had a 7-year tenure with CVC Asia Pacific, in which he joined since its inception.

Mr. Luis Miranda, President & Chief Executive Officer, IDFC Private Equity

Mr. Miranda has extensive experience in dealing with early stage companies and private equity investing. In 2002 he set up IDFC Private Equity which manages two funds focused on infrastructure in India with commitments of US\$630 million. Prior to joining IDFC Private Equity, Mr Miranda was a partner at ChrysCapital. Prior to that, Mr Miranda spent 11 years in sales and trading and was a key member of the start-up team at HDFC Bank, India's leading private sector bank.

** For the latest list of speakers, please visit our website: www.asiape.com **

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Partial list of speakers

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. Peter Chan, Managing Director, Crest Capital Asia

Mr Chan set up an Asian private equity fund for the ING Group in 1996, which was managed by Baring Communications Equity Asia (BCEA), headquartered in Singapore. In 2004, Mr Chan and his management team formed Crest Capital Asia, an independent regional private equity investment firm. Since then, Crest Capital has managed a number of fund mandates across the region.

Prior to joining BCEA, from 1987 to 1996, Mr Chan was one of the founding partners of one of the oldest US-sponsored venture capital firms in Asia, where he had successfully led and participated in a number of public offerings and merger and acquisitions.

Mr. Tan Bien Chuan, Managing Director, OWW Capital Partners

Since co-founding OWW in 1991, Mr. Tan has led OWW in over 30 investments in different countries within Asia covering the information technology, communication, consumer products, food and beverage, manufacturing and service industries. He has been an active board member of a number of companies, including Goodpack, Asian Home Gourmet (divested to Cerebos Pacific), Showpla Hong Kong (divested to Arrk Corporation) and Hand Enterprise. He played key roles in strategy, restructuring, IPO and trade sale.

Mr. Su-Ming Wong, Managing Director, CHAMP Ventures Pty Limited

Mr Wong is an investment professional with over 19 years of direct investment, international corporate advisory and merchant banking experience. He is a director of several portfolio companies including Intercast & Forge and Dexion Holdings. Since 1999, Mr Wong has been a director of Unisearch, the commercialisation arm of The University of New South Wales.

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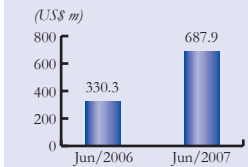
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31ST OCTOBER & 1ST NOVEMBER, 2007, SHERATON TOWERS SINGAPORE

Private Equity in SE Asia

Growth of Annual Fund Pool in Southeast Asia (1H 2006 & 1H 2007)



NB: 2007 figure includes US\$402 million Vietnam Infrastructure Limited which closed in July/2007

Source: ASIA PRIVATE EQUITY REVIEW

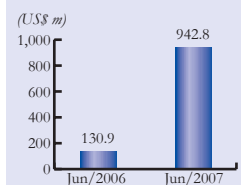
Ten years after the 1997-1998 Asian Financial Crisis, the once battered Southeast Asian economy has emerged as an enticing investment destination for private equity investors. In the first six months of the year, over US\$687.9 million of fresh pool of capital has already come into the market, a 100% surge to the US\$330.3 million recorded for the 12 months ending 2006.

In the six months ending June this year, over US\$942.8 million in deal value has been consummated. In addition to Singapore and Vietnam, Malaysia is drawing investors' commitments where over US\$293.7 million of transaction value has been recorded. During

this period, the two-year long private equity investment draught in Indonesia also ended.

Significantly, across this region, profitable divestment returns have been recorded. The Singapore bourse boasted seven private equity-backed public listings, with investors booking handsome returns. In Malaysia, Unza Holdings' sale to Wipro represented a six-time return of invested capital to its investors. In Vietnam, FPT's is the latest that proved profitable realisation of invested capital is a reality.

Deal Prints in Southeast Asia (1H 2006 & 1H 2007)



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 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*, CZR Capital, LLC

Mr Andrew Lebus, *Partner*, Pantheon Ventures Ltd.

Mr Ravi Vish, *General Partner*, 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.

About the Executive 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 life case studies/class assignments
- encouraged to work in a team spirit on class assignments

The Executive Investment Skills Workshop XXXIII will continue with the standards set in all 32 previous courses. Since launched, the Workshop has attracted more than 1,000 managers from more than 35 countries.

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THE FUNDAMENTALS OF ASIAN PRIVATE EQUITY INVESTMENT

Programme

Day One - Wednesday 31st October, 2007

- 8:45 am - 10:15 am **REGISTRATION**
BRIEFING ON PRIVATE EQUITY IN ASIA & SE ASIA
- characteristics of private equity
 - development of private equity in Asia & SE 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)**
- the investment instrument used
 - the investment structure of growth / expansion deals
 - investment structure of buyout deals
 - the roles of leverage and mezzanine 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)*

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THE FUNDAMENTALS OF ASIAN PRIVATE EQUITY INVESTMENT

Programme

Day Two - Thursday 1st November, 2007

- 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.