

# AVCJ PRIVATE EQUITY & VENTURE FORUM

Global perspective, local opportunity

 **AVCJ**  
An Acuris company  
**2020 SERIES**

## AVCJ India Virtual Forum

26-27 August, 2020 - 09:00-21:15 IST

The AVCJ India Virtual Forum will bring together leading GPs, international LPs, and industry players to connect on a fully interactive digital platform, transcending borders and time zones for a two-day conference into the Indian private equity and venture capital landscape, and to help equip attendees for the rebound.

Through interactive panel discussions, briefings, case studies and live Q&A sessions, this online event aims to provide delegates with practical and actionable insights into the current investment outlook across various asset classes and sectors.

As with our physical AVCJ Forums, this digital event will encourage thought-provoking discussions, collaboration and networking between 30+ speakers and 500+ attendees globally- all from the comfort, convenience and safety of your device.



6 CPD points can  
be claimed after  
attending the Forum

**LIVE**   
**BROADCAST**

The virtual forum will  
bring together:

**500+**  
Delegates

**200+**  
Limited Partners

**30+**  
Expert speakers

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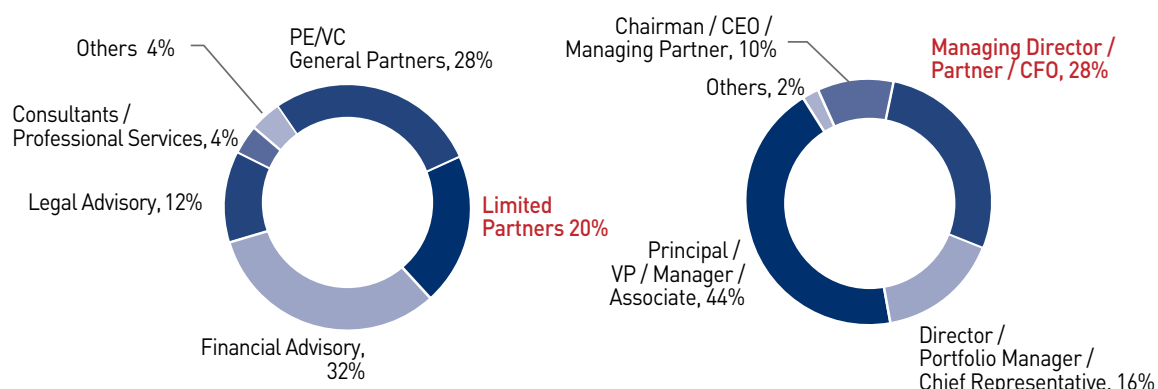
## Topics will include:

- How have GPs worked to support their portfolio companies through the crisis?
- How will fundraising efforts be affected across India?
- What will be the growing role of technology, digital infrastructure and digital healthcare platforms?
- How have Indian operational partners worked to support their portfolio companies through the crisis?
- What is the outlook for private debt and credit?

## Benefits of attending

- **Network** with attendees in real time and make meaningful connections virtually through meetings, live polls and Q&A
- **Participate** in interactive panel sessions, case studies, and briefings
- **Stay** ahead of the curve and learn about upcoming trends and opportunities in the Indian private equity and venture landscape
- **Hear** from some of the world's top fund managers as they share examples of successful strategies used to navigate the current crisis
- **Understand** how GPs and portfolio founders work together to ensure company survival and prepare for the rebound
- **Gain** insights from global LPs on their views of the region

## Sample demographics from a recent AVCJ Live Broadcast on Regional Private Equity



## About us



AVCJ is the leading provider of intelligence on Asian private equity and venture capital. AVCJ's suite of products focuses on news and analysis, research and data, as well as a series of conferences and networking events held in the financial centres of Asia.

[www.avcjforum.com/india-virtual-forum](http://www.avcjforum.com/india-virtual-forum)

## Headline Speakers



**Vikas Choudhury**  
President  
RELIANCE JIO



**TV Mohandas Pai**  
Co-Founder and Chairman  
AARIN CAPITAL



**Ravi Lambah**  
Head-Investment Group & Head-India  
TEMASEK



**Munish Varma**  
Managing Partner  
SOFTBANK INVESTMENT ADVISERS

## Senior Industry Professionals



**Rahul Agarwal**  
Director  
QUADRIA CAPITAL



**Tim Burroughs**  
Managing Editor  
ASIAN VENTURE CAPITAL JOURNAL



**Manish Aggarwal**  
Partner, Head – Energy & Infrastructure  
M&A, Head – Special Situations Group  
KPMG



**Anurag Das**  
CEO and Managing Director  
INTERNATIONAL ASSET  
RECONSTRUCTION COMPANY



**Gaurav Ahuja**  
Managing Director  
CHRYSCAPITAL



**Chaim Estulin**  
Senior Editor  
DEBTWIRE



**Neeraj Bharadwaj**  
Managing Director  
THE CARLYLE GROUP



**K Ganesh**  
Partner  
GROWTHSTORY.IN



**Deepak Bhawnani**  
CEO and Managing Director  
ALEA CONSULTING



**Neha Grover**  
Regional Lead – South Asia  
INTERNATIONAL FINANCE  
CORPORATION



**Joe Bryant**  
Investment Director  
UCLA INVESTMENT COMPANY



**Gopal Jain**  
Managing Partner and Co-Founder  
GAJA CAPITAL

## Senior Industry Professionals



**Kanchan Jain**

Managing Director & Head of India  
Credit  
**BARING PRIVATE EQUITY ASIA**



**Sunil Mishra**

Partner  
**ADAMS STREET PARTNERS**



**Manish Kheterpal**

Managing Partner  
**WATERBRIDGE VENTURES**



**Neeraj Mohan**

Senior Managing Director / Operating  
Partner  
**BLACKSTONE**



**Anand S. Krishnan**

Managing Partner  
**FIDELISWORLD**



**Abhay Pandey**

General Partner  
**A91 PARTNERS**



**Sanjay Kukreja**

Partner and CIO  
**CHRYSCAPITAL**



**Renuka Ramnath**

Founder & CEO  
**MULTIPLES ALTERNATE ASSET  
MANAGEMENT**



**Serge L. Lépine**

Managing Partner  
**CABOT CAPITAL PARTNERS**



**Ruchira Shukla**

Regional Lead, South Asia, Disruptive  
Technologies Direct Investing and VC  
Funds  
**INTERNATIONAL FINANCE  
CORPORATION**



**Yogesh Mahansaria**

Co-Founder  
**ALLIANCE TIRE GROUP;**  
Director  
**MAHANSARIA INDUSTRIAL VENTURES**



**Harsh Singhal**

Managing Director  
**CDPQ**



**Eric Marchand**



**Venkattu Srinivasan**

Group Head of Asset Reconstruction  
& Structured Credit and Member of  
Executive Board  
**KOTAK MAHINDRA BANK**

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# PROGRAMME

## Day One: Wednesday, 26 August (all times IST)

11:00	Opening keynote
11:30	<b>Inside the storm: Portfolio management</b> <p>Fund managers alongside company founders and executives are working together to ensure survival of their portfolio companies that are dealing with liquidity issues in a difficult environment, searching for operational strategies to stay buoyant. Some companies have been forced to change business models, raise additional funds and reposition themselves to take advantage of the new landscape. Our panel of experts will share their experiences and ongoing efforts in steering their portfolio to safety.</p> <ul style="list-style-type: none"> <li>• How are GPs and company founders ensuring their companies survival?</li> <li>• How are business models evolving in particularly challenged industries?</li> <li>• How are GPs working with the company executives?</li> <li>• How are GPs dealing with liquidity issues?</li> </ul>
12:00	Discussion and Q&A
12:15	Networking break
12:30	Keynote interview

13:00	Intermission
19:30	<b>GP panel: The new PE playbook</b> <p>As the pandemic grips the world and economic activity is spiraling down, India exercised the biggest lockdown in the world essentially putting a stop to economic life as we know it. The re-opening of the economy brings unique challenges as fund managers adapt to a new normal that will affect, deal making, portfolio management and fundraising, as well as presenting opportunities for private markets as they look to rebound. A group of leading investors will discuss the key questions front of mind for the community, including:</p> <ul style="list-style-type: none"> <li>• What is the impact on Covid-19 on the economy and what deal opportunities will it likely present?</li> <li>• How are GPs approaching fundraising and investor relations?</li> <li>• How do you value a company now in a Covid-19 world?</li> <li>• What will happen to the private equity landscape and how are the LPs reacting</li> </ul>
20:00	Discussion and Q&A
20:15	Networking break
20:30	<b>International LP view on India</b> <p>As Asia emerges from the pandemic while other parts of the world are still in containment, institutional investors are looking into their allocations and reviewing how GPs are managing their portfolios during the crisis to see how skilled their managers are in a crisis. India, always an intriguing proposition given the size of the opportunity for LPs, might offer significant potential, especially on the secondary market, for LPs looking to diversify and invest at a time with valuations might be favourable. Our global LPs share their view on India:</p> <ul style="list-style-type: none"> <li>• How do LPs view India and what are their expectations in the current landscape?</li> <li>• Is India too risky for LPs currently when compared with other emerging markets?</li> <li>• Are social responsibility, ESG and social impact, even more important now for LPs?</li> <li>• How are LPs approaching co-investment in terms of appetite and management for deals?</li> </ul>
21:15	Discussion and Q&A



# PROGRAMME

## Day Two: Thursday, 27 August (all times IST)

09:00	Keynote address
09:45	Networking break
10:00	<b>Indian venture capital in the new normal</b>  With deal sourcing on hold to a large degree, venture capital activity this year is mainly driven by portfolio support and refinancing. As valuations tumble and regulatory restrictions on capital come into effect, the Indian ecosystem seems to be heading for a major shakeup. Our panel of venture capitalists will discuss best practices for coping with the crisis, and how to prepare for the opportunities ahead: <ul style="list-style-type: none"> <li>• How is the VC ecosystem managing under Covid-19 currently?</li> <li>• What has been the impact of the regulatory restrictions on VC funds with Chinese capital?</li> <li>• What companies have shown resilience and the ability to pivot their model?</li> <li>• What disruptive opportunities has the crisis created for venture capital?</li> </ul>
10:30	Discussion and Q&A
10:45	Intermission

16:00	<b>The Indian debt opportunity</b>  Pandemic-driven economic disruption has denied companies of revenue and increased concerns about servicing existing debts. This is especially true for India as corporate debt levels were already high before the outbreak and the liquidity crunch is intensifying. With other pools of capital running dry for many companies, private debt has become a more appealing proposition. Our expert panelists discuss the risk-reward scenario for credit in India: <ul style="list-style-type: none"> <li>• What is the current level of debt and access to capital in India?</li> <li>• What is the outlook for credit in India following on from Covid-19?</li> <li>• Could debt be a bigger opportunity than private equity going forward?</li> <li>• Is the bad bank idea happening and what are the advantages and disadvantages?</li> </ul>
16:30	Discussion and Q&A
16:45	<b>Due diligence – a remote possibility</b>  As remote working has become a norm, private equity and venture capital investors must adapt and move most if not all their activity online. Are the days when face to face meetings in a business environment and social context were seen as crucial to the due diligence gone? <p>Our experts provide an insight into how to find the right balance for executing a deal in a safe, confidential and technology driven manner.</p> <ul style="list-style-type: none"> <li>• What is the view on due diligence in the current environment as audit, financial and integrity due diligence become even more crucial?</li> <li>• How do you judge entrepreneurs without the face to face meeting when considering investment?</li> <li>• What are some of the cybersecurity challenges?</li> </ul>
17:15	Discussion and Q&A

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## BOOKING DETAILS

Email this form to [book@avcj.com](mailto:book@avcj.com)

Early bird rate (on or before 7 August 2020)	Standard rate (after 7 August 2020)
US\$199	US\$299

Fees include the two-day virtual forum.

## Registration details

Please complete your details below in BLOCK CAPITALS or attach your business card.

Mr/Mrs/Ms	First name	Last name
Job Title	Company	
Address		
Telephone (work)	(mobile)	
City	Country	Post/zip code
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## Payment details

Credit card: (US\$) ☐ Visa ☐ MasterCard ☐ American Express

Card no. Credit card country issue

Expiry date Security code

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**Cancellation/refund policy:** A cancellation charge of US\$100 is applicable to written cancellations received on or before **12th August 2020**. No refund will be made for cancellations after the date due to our advance guaranty obligations and administration costs. A substitute delegate is welcome but the organiser **MUST** be notified in advance of the meeting to avoid incurring a charge. Substitutions may NOT be made at the meeting..

**Pay in advance:** We will include registrants' names on the official delegate list if we have received your registration fees by **19th August 2020**. All payments should be made immediately. Regrettably, no entrance will be permitted for payments not received in advance.

### Contact us

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