

AVCJ PRIVATE EQUITY & VENTURE FORUM

AVCJ
An Acuris company
2021 SERIES

Global perspective, local opportunity

AVCJ Asia CFO/COO Forum

25 February 2021 | 09:00-17:15 (HKT), Online

The inaugural AVCJ Asia CFO/COO Forum will bring together over 350 C-suite executives and back office leaders from the world of private equity as well as experienced consultants, legal experts and service providers for an in-depth one-day virtual experience. Through a series of interactive panel discussions, interviews and case studies, the highly anticipated gathering will provide a platform for industry professionals to network and share insights on maximising operational efficiency, strategies to mitigate risk and methods to navigate crises.

LIVE 
BROADCAST

The virtual forum will bring together:

350+
Attendees

150+
C-level private equity executives

30+
Speakers

Co-Sponsors

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Key features of the immersive virtual pass

All of us in the industry are striving to find the new normal to maximise our business capabilities and AVCJ Asia CFO/COO Forum is offering a virtual platform to accommodate all your needs. The virtual pass is the ideal solution if you want to access the best content and community in private markets with a special focus on driving interaction and networking connecting you with the people you want to meet.



Watch Live

Your front row seat to watch panel discussions, presentations and fireside chats from thought leaders.



Video meetings

Message and arrange face-to-face video call with your fellow participants. Promote your fund and services to the people who matter to you.



Audience Interaction

Our proprietary online platform enables you to take part in live Q&A sessions and audience polls. Get the in-depth answers in real-time.



On-demand

Replay all sessions at your convenience so you never miss the content and experts that are key to your business.



Virtual roundtables

Join interactive roundtables to discover new opportunities in the market. If you've missed face-to-face engagement with the industry this year, don't miss this opportunity to connect and be part of interactive discussions with your peers.



Physical & Virtual Expo

Browse the expo hall and learn more about the exhibitor's services and products. Access educational resources and videos and chat with the team face-to-face or online.

Why attend?

- **Network** with attendees in real time and make meaningful connections virtually through meetings, live polls and Q&A
- **Participate** in interactive panel sessions, live case study discussions and product demonstrations
- **Learn** from some of the world's top CFOs and COOs as they share examples of successful strategies used to navigate the current crisis
- **Hear** from private equity leaders and consultants on how to make best use of technology to unlock insights and achieve greater efficiency
- **Stay ahead** of the curve and learn about ways to tackle latest regulatory challenges

SPEAKERS



Darren Bowdern
Head of Alternative Investments, Partner,
tax
KPMG



Carol Kim
Head of the Institutional Client Solutions
Group in Asia
BLACKSTONE



Natasha Buckley
Vice President
HARBOURVEST PARTNERS



David J. Kim
Partner and Chief Operating Officer
PAG PRIVATE EQUITY



Cliff Chau
Partner
HOPU INVESTMENTS



Kapil Kirpalani
Director and Chief Compliance Officer
KKR



Patrick Cordes
Managing Director & COO
BARING PRIVATE EQUITY ASIA
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Anson Law
Market Outreach Division External
Department
HONG KONG MONETARY AUTHORITY



Amy Fong
Chief Operating Officer
FOUNTAINVEST PARTNERS (ASIA)
LIMITED



Ken Law
Group CFO
THE LONGREACH GROUP



Jie Gong
Partner
PANTHEON VENTURES (HK) LLP



Grace Lee
Partner, Group COO & CFO
QIMING VENTURE PARTNERS



Ben Hart
Partner & Head of Investor Relations
(Asia)
ADAMS STREET PARTNERS



Kenneth Leong
COO & CFO
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Leader
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Jessie Juan
Partner
QUANTIUM TECHNOLOGY



Christine Lin
Partner, Hong Kong Wealth and Asset
Management Sector Lead
EY

SPEAKERS



Bonnie Lo
Partner & COO
NEWQUEST CAPITAL PARTNERS



Justin Ryan
Managing Partner
QUADRANT PRIVATE EQUITY



Haide Lui
Head of Investor Relations
ASCENDENT CAPITAL PARTNERS



Ranjit Shah
Managing Partner and Co-Founder
GAJA CAPITAL



Viola Lui
Partner
CLIFFORD CHANCE



Wen Tan
Founder & CEO
AZIMUTH ASSET CONSULTING



Liza McDonald
Head of Responsible Investments
AWARE SUPER



Jun Tsusaka
CEO, CIO and Chairperson of the ESG
Committee
NSSK



Michael Octoman
Senior Partner and COO
NAVIS CAPITAL PARTNERS



Eric Wang
Operations Partner
CENTURIUM CAPITAL



Marco Persico
Principal
PERMIRA ADVISERS LTD



PV Wang
Managing Director
LEGEND CAPITAL MANAGEMENT
COMPANY LIMITED

Chairperson



Tim Burroughs
Managing Editor
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PROGRAMME

Thursday 25 February 2021

09:25 **Opening remarks**

09:30 **The modern-day CFO/COO**

Historically, Asia-based GPs have committed significantly more resources to investment functions over those in the middle and back offices. However, given increased regulatory scrutiny and an everchanging external environment, finance and operations have become integral for many companies. In particular, tasked with overseeing a range of non-investment functions and supporting deals, CFOs and COOs have evolved from enablers to trusted strategic partners within firms. This panel brings together finance and operations leaders from different backgrounds to discuss their experiences and best practices in private equity.

- How have the roles of CFO and COO changed over the years, and what changes has this brought to how a private equity firm is structured?
- How do CFOs and COOs find a balance between outsourcing and building up non-investment functions in-house?
- What are some of the lessons learnt from the pandemic in terms of risk and crisis management?
- How can private equity leaders contribute to the development and retainment of talent?

10:30 **Networking break**

“Compared to many other online conferences, AVCJ's preparation and live broadcast have been excellent.”

Shirley Li, Marketing Manager, SHAWKWEI & PARTNERS

“The forum was very professional especially in a virtual world.”

Kevin Yang, Senior Associate, STARQUEST CAPITAL

10:45 **Improving operational efficiency through technology and data**

Technology is becoming an increasingly integral part of private equity operations. Whether for back office functions, portfolio management or investor relations, the use of technology often promises improved efficiency. However, a lack of oversight and imprecise deployment can prove costly and ineffective. With a wide range of technology platforms available in the market, how can GPs choose the right partner and ensure a smooth integration with existing systems? Our panel of industry experts share their experiences in this area.

- To what extent can technology play a role in deal sourcing and portfolio management?
- How can GPs leverage technology to build better relationships with investors?
- What are the keys to a successful digital transformation of private equity operations?
- What can firms do to future-proof their workforce for increasingly digitized environments?

11:30 **Networking break**

11:45 **Due diligence: A revamped process**

Travel restrictions imposed due to the ongoing pandemic has resulted in private equity investors conducting most if not all of their due diligence work remotely this past year. The lack of on-site diligence opportunities has led to new practices and an increased reliance on virtual data rooms and online communications, which some would argue has brought new efficiencies to the process. However, most would agree that the human element in diligence work is still crucial and currently sorely missed. In this session, our panellists explore how approaches to due diligence have evolved and how they have adapted to the new normal.

- How has the due diligence model changed in response to COVID-19?
- Which new practices are here to stay?
- How have service providers adapted to the new demands of private equity investors?
- How have GPs reacted to recent fraud scandals across the region?

12:30 **Intermission**

PROGRAMME

14:30

Shifting dynamics in fund administration

The latest global regulatory and tax developments have caused private equity firms to re-evaluate their fund structuring options. Some remain confident in the Cayman Islands as a domicile, so long as proper governance and protocols are in place, while others are looking beyond the traditional approach and considering the new or improved limited partnership regimes in Hong Kong and Singapore. Our panel examines the latest developments and options available for GPs.

- What are the implications of Hong Kong's limited partnership regime and how does it compare with Singapore?
- Will Asia-based GPs lean more towards establishing all aspects of their business in one jurisdiction? How does this impact the Cayman Islands' prospects as a domicile?
- What is the favoured setup from an LP's perspective?
- What do GPs need to know about the proposed changes to carried interest tax concession in Hong Kong?

15:15

Networking break

15:30

ESG: Taking the next step

Despite significant progress being made in recent years by Asia-based private equity firms regarding ESG engagement, further integration remains high on the agenda for many. Questions asked by LPs and regulators are rapidly evolving, while the demand for detailed ESG reporting and disclosure has never been greater. Not only is it crucial for managers to outline the policies and processes already in place, it is now becoming increasingly important to demonstrate how they are making an impact. Our ESG experts discuss:

- What ESG initiatives have GPs implemented at the firm and portfolio level?
- What are some effective ways to track progress and fulfil disclosure requirements?
- What can Asia-based GPs learn from their Western counterparts on transparency and reporting?
- What are LPs expecting from GPs from an ESG standpoint?

16:15

Networking break

16:30

Fundraising in the current climate

Since the initial shock in early 2020, fundraising in Asia has experienced a steady revival. While some firms have cruised through closes and surpassed targets, others have had to spend more time in the market as they try to overcome challenges such as increased demand from LPs and having to conduct meetings remotely. Our panel of experts discuss the dynamics of fundraising under tepid economic conditions.

- What are the challenges of fundraising in the current environment?
- How are GPs adapting their fundraising strategies to investors' appetites?
- What can placement agents bring to the table while travel is limited?
- What are some top tips for building relationships through virtual conferencing?

17:15

Closing remarks

17:20

End of conference

“I look forward to the AVCJ conference, because it is always a collection of some of the best minds and some of the most interesting investors in the region. As the markets are providing loads of opportunities these days, it will be interesting to hear the varieties of approaches people are taking and to share ideas with others at the conference.”

Jonathan S. Lavine, Co-Managing Partner, BAIN CAPITAL

AVCJ Private Equity & Venture Forum

Global Perspective, Local Opportunity

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Email this form to book@avcj.com

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Registration details

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

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Card no.	Credit card country issue		
Expiry date	Security code		
Credit card billing address			
Name on card	Signature		

Cancellation/refund policy: A cancellation charge of US\$100 is applicable to written cancellations received on or before **11 Feb 2021**. 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 18 Feb 2021. All payments should be made immediately. Regrettably, no entrance will be permitted for payments not received in advance.

Free CFO/COO Passes

We offer free passes for CFOs, COOs, CCOs and CROs of Private Equity GPs, Fund of Funds and LPs. Subject to validation and on a first come, first served basis. Please contact Priscilla Chu at priscilla.chu@iongroup.com if you have any questions and send us your address and as much detail on your position/organisation as possible (subject to verification, max 2 passes per organisation).

Apply for your CFO/COO Passes here: <https://web.cvent.com/event/7b315bc3-9f63-48bf-9ee1-412ccad8cbbd/websitePage:f4b18fd1-51c8-4757-b11f-4ba4b92054f9?RefId=AVCJ-Guest&rt=DmxxVNWSHkORv8cbPQeyzw>

Complimentary LP Passes

Complimentary VIP LP passes will be awarded to qualifying institutional investors including endowments, family offices, foundations and private/public pension funds.

AVCJ reserves the right to accept and reject applications at its discretion. In certain instances, we will offer a quota of two complimentary LP passes only per firm.

Apply for your LP pass here: https://web.cvent.com/event/7b315bc3-9f63-48bf-9ee1-412ccad8cbbd/websitePage:fb21fb3-6142-4ad0-a4c5-d0cea411f2e4?RefId=AVCJ-LP&rt=UWi6iW_XxUOhVM88Gbnl6Q

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