

A photograph of the Singapore skyline, showing several tall, modern skyscrapers with glass facades, some reflecting the sky. The image is partially obscured by a large, irregular teal shape that serves as a background for the text.

FUNDAMENTALS IN PRIVATE EQUITY AND VENTURE CAPITAL

CPD HOURS: 13

Dates

16 - 17 August 2023

Time

DAY 1: 8:30AM - 6:00PM

DAY 2: 8:30AM - 4:00PM

Registration



Venue

M Hotel Singapore

OVERVIEW

Globally, Private Equity AUM has grown from less than US\$2tn to more than US\$4.5tn over the past decade. Growth is forecasted to accelerate; with AUM expected to exceed US\$9tn by 2025 with Asia Pacific expected to grow more than three times over the next 5 years.

The Private Equity eco-system will continue to gather pace in depth, maturity and complexity. The number of institutional investors with active allocations to private equity also continues to grow. Apart from the traditional institutional investors into Private Equity such as pension funds, sovereign wealth funds, endowments and insurance funds, family offices and corporate investors now makeup an increasingly large portion of the investor base.

Hence, a sound knowledge of the workings of private equity is imperative not only for direct investors into private equity but also for Institutional Investors, Family Offices, Corporates involved in venture investments/M&A as well as the burgeoning pool of advisors in private equity transactions.

This course will give a strong grounding on the fundamentals of venture capital and private equity investment fund management. Training will equip participants in the fundamental principles, processes and strategies of Private Equity and Venture Capital. Conducted by private equity and venture capital practitioners and experts from advisory firms, training will combine lectures, Case Studies and interactive discussions to strengthen the participants' understanding of the key concepts and processes from early-stage tech-focused venture to buyout fund management and portfolio management.

WHO SHOULD PARTICIPATE?

Venture Capital Fund Managers

Start-up and Established Entrepreneurs

Angel Investors

Capital Market Regulators Investment Officers

Corporate Venture Managers

Private Equity Fund Managers

Family Offices

Business Consultants Advisers

Pension Fund Managers

Insurance Fund Managers

DAY 1

8:30AM REGISTRATION

9:00AM OVERVIEW OF VC & PE FUNDS

- Industry Overview, Trends and Statistics (Global, Asia and Southeast Asia)
- Fund structure
- Fund life cycle
- Fund operations and management incentives

10:00PM TEA BREAK

10:15AM EARLY-STAGE INVESTMENT STRATEGY & PROCESS

- Investment Evaluation
- Metrics Analysis (Active Users, Customer Acquisition Costs)
- Early-Stage VC Valuation (Market/Transactional Comparables)

11:45AM NETWORKING LUNCH

12:45PM DEAL SOURCING, CO-INVESTING & DEAL FLOW MANAGEMENT

- Fund Mandates
- Source and Screening of Deal Flow
- Investment Strategy & Preference
- Investment Process
- Portfolio Approach
- Proprietary, Corporate & Partnership Network
- Deal Flow Management

2:15PM DUE DILIGENCE

- Overview
- Financial Due Diligence
- Legal Due Diligence
- Other Due Diligence (ESG, Cybersecurity, Insurance etc.)
- Outsourcing Due Diligence Works
- Due Diligence Exercise

3:45PM TEA BREAK

4:00PM PRIVATE EQUITY: GROWTH, BUYOUTS AND PIPE

- Types of PE deals:
 - Growth Capital
 - Buyouts: Management Buyouts and Leveraged Buyouts
 - Private Investment in public equity (PIPE) deal
 - Privatisation
- Investment Thesis/Process & Deal Structuring
- Post investment decision-making
- Exit Strategy
- Case Study

6:00PM END

DAY 2

8:30AM REGISTRATION

9:00AM VALUATION

- Bases and Premise of Value
- Valuation Approaches and Methods with Examples
- Valuation for M&A/PE Investment
- Shareholders Reporting

10:30AM TEA BREAK

10:45AM DEAL STRUCTURING AND
NEGOTIATION: INSTRUMENTS AND
TERMS (VIMA)

- Investment Instruments
- Key Terms (Liquidation Preference, Protective Provisions, Board Representation etc.)
- Conditions Precedent and Other Terms

12:15PM NETWORKING LUNCH

1:15PM COMMERCIAL DUE DILIGENCE,
PORTFOLIO MONITORING &
VALUE CREATION

- Commercial Due Diligence
- Analytical Frameworks & Tools
- Approaches to Value Creation
- Building an Effective 100-day Plan

2:45PM TEA BREAK

3:00PM REAL-LIFE CASE STUDY

- Investment Thesis to Commercial Due Diligence to Value Creation

4:00PM END

Disclaimer: We regret that we are unable to refund you once your registration is confirmed. Members are eligible for the member's rate with the provision that membership fees have been paid prior in full. Please note that information collected may be shared with 3rd parties such as partners and/ or sponsors. SVCA may (at its sole discretion) change the format, speakers, participants, content, venue location and programme or any other aspect of the event at any time and for any reason, whether or not due to a Force Majeure Event, in each case without liability. Photos and videos may be taken of the event for marketing purposes. **SVCA reserves the right to claw back the course fee subsidy should the attendee fail to complete the course.** Thank you for your co-operation.

This programme is recognised under the Financial Training Scheme (FTS) and is eligible for FTS claims subject to all eligibility criteria being met. Please note that in no way does this represent an endorsement of the quality of the training provider and programme. Participants are advised to assess the suitability of the programme and its relevance to participants' business activities or job roles. The FTS is available to eligible entities based on the prevalent funding eligibility, quantum and caps. FTS claims may only be made for recognised programmes with specified validity period. Please refer to www.ibf.org.sg for more information.

REGISTRATION FEES *(Nett Fee after GST)*

For Non-FTS eligible participants (Full Fee):

SVCA Member – SGD1,296 per person

SVCA Partner (BANSEA, CAIA, CFA, SFA Member) – SGD1,728 per person

Non-Member – SGD2,160 per person

For FTS eligible participants who are Singapore Citizens/PRs 40 years and ABOVE - Nett Fee after subsidy (SUBSIDY CAPPED AT \$500):

SVCA Member – SGD796 per person

SVCA Partner (BANSEA, CAIA, CFA, SFA Member) – SGD1,228 per person

Non-Member – SGD1,660 per person

For all other FTS eligible participants - Nett Fee after subsidy (SUBSIDY CAPPED AT \$500):

SVCA Member – SGD936 per person

SVCA Partner (BANSEA, CAIA, CFA, SFA Member) – SGD1,248 per person

Non-Member – SGD1,660 per person

IBF-FTS FUNDING ELIGIBILITY CRITERIA AND TRAINING ALLOWANCE GRANT (TAG)

For firms (e.g., Fund Administrator) not listed under remit of Eligible Companies, please submit an application to open an IBF corporate account for funding purposes. IBF membership is not mandatory and not required for funding, hence there is no fee to set up this account. The firm will be required to submit basic company information for review and will be eligible for IBF funding, if approved. Processing Time: 3 – 5 working days with full details provided.

REGISTER HERE

Contact Us

To avail promotional partner rates or register for the Workshop, please contact Lynn at lynn.lim@svca.org.sg or +65 6721 7128

SPEAKERS



Xuan Yong Soh
Managing Director, Tower Capital Asia

Xuan Yong is Managing Director and Member of the Investment Committee at Tower Capital. Before joining Tower Capital in 2018, he was Investment Director at ICG, where he led deals across Asia Pacific. Prior to this, he was with 3i and global hedge funds based in Hong Kong, New York and Singapore. Xuan Yong began his career at Merrill Lynch in investment banking.

Xuan Yong sits on the boards of the following selected investment portfolio:

- ✓ Poh Tiong Choon Logistics (3rd party logistics provider previously listed and privatised from the Singapore Stock Exchange at a market cap of S\$280 million)
- ✓ I Can Read (leading regional English enrichment provider serving over 20,000 students across Asia Pacific and Middle East)
- ✓ PTC Logistics Hub LLP (JV with ESR-REIT that owns/manages industrial assets valued at over S\$225 million)
- ✓ Ectivate (education platform that invests into vertical education companies in Southeast Asia serving learners across their entire learning journey)
- ✓ Edspaze (edtech start-up focused on providing an integrated platform solution for operators and end-users)

In August 2021, Xuan Yong led the buyout and privatisation of Boardroom (leading corporate services provider) at an offer price of S\$312 million. Xuan Yong has a Bachelor of Arts (Distinction) from Cornell University with a triple major in Computer Science, Economics and Independent Major (College Scholar Program). He holds the CFA and FRM charters and sits on the Professional Development committee of the Singapore Venture & Private Equity Association (SVCA).



Vorapol (Brook) Supanusonti
Co-Founder, Managing Director & Thailand Country Head, Asia Partners

Brook is the Co-Founder, Managing Director & Thailand Country Head of Asia Partners.

He was previously with Sea (NYSE:SE), one of the leading consumer internet companies in Southeast Asia, as a senior member of its corporate development team. At Sea, Mr. Supanusonti oversaw Sea's investment program, focusing on Seed & Series A technology companies in Southeast Asia. He was part of the core team that led the company's landmark initial public offering on the New York Stock Exchange in 2017, raising approximately US\$1Bn in primary capital.

Prior to Sea, Mr. Supanusonti spent approximately a decade as a private equity investor focusing on Southeast Asia with TPG (2016-2017), General Atlantic (2013-2016), and Temasek Holdings (2009-2013). He played an active role in over US\$2.4Bn worth of transactions in Southeast Asia in sectors spanning from technology, consumer, logistics, and education, to real estate.

Mr. Supanusonti earned a B.B.A in Finance and a B.Sc. in Economics from Singapore Management University where he was a Lee Kong Chian Scholar and graduated summa cum laude.

SPEAKERS



Alex Boulton
Partner, Bain & Company (Singapore)

Alex has been working with Bain for 12 years, across regions but primarily focused on Southeast Asia. He is leader of Bain's healthcare private equity vertical across APAC, and member of Bain's SEA private equity practice. He has led more than 80 commercial due diligence engagements and supported financial investor clients across a range of topics from fund/investment strategy through to portfolio value creation and exit value maximization.



David He
Partner, Gunderson Dettmer (Singapore)

David He is a partner in the Singapore office of Gunderson Dettmer, a Silicon Valley-headquartered international law firm with an exclusive focus on the innovation economy. David has spent nearly a decade working with startups and VCs throughout the U.S., China, India, Asia-Pacific, Europe, Middle East and Africa. Based in New York, Silicon Valley and Singapore during this period, David has led negotiations on more than 500 successful venture financing transactions and advised on mergers and acquisitions, joint ventures, commercial contracts and public listing preparations for a number of venture-backed startups.

David has been recognized by The Legal 500 as the only "Next Generation Partner" in the Start-Up and Venture Capital - Foreign Firms in Singapore category. He is also recognized by Chambers and Partners and India Business Law Journal, and was listed as one of Asia's 40 Under 40 Lawyers for 2022 by Asian Legal Business, a Thomson Reuters publication, which recognizes the top young lawyers from international and domestic firms across Greater China, South Korea, Japan, Southeast Asia and India.



Hoo Jiunn Yih
Director, Deals and Strategy, Deloitte

Jiunn Yih is a Valuation & Modelling Services Director with over 17 years of collective experience in valuation, mergers and acquisitions and audit experience serving private equity, multinationals and local listed companies.

He has completed numerous engagements on acquisition and divestiture pricing, purchase price allocation, litigation support, and intellectual property. His experience spans across various industries which include Real Estate and Hospitality, Manufacturing, Retail / Consumer Business, Media & Telecommunications, and Technology.

As part of Deloitte's Financial Advisory division, Jiunn Yih has considerable experience in buy-side financial due diligence as well as corporate valuation services that comprise valuation supporting acquisitions, litigation, RTOs and IPOs.

He was also the engagement manager on the valuation of Singapore's first successful loan application case using intellectual property as collateral by Masai Group International under iPOS' IP Financing Scheme ("IPFS").

As per his duties, he is responsible for annual portfolio valuation for private equity clients, coverage of property valuations review and Deloitte outreach efforts in valuation seminars.

SPEAKERS



Dennis Le
Vice President, Openspace Ventures

Dennis is currently a Vice President at Openspace Ventures where he covers seed-to-growth stage investment opportunities in Vietnam and Singapore. Dennis also sits on the Investment Committee of Ocular - Openspace's crypto-focused VC fund.

He was previously a Consultant at Roland Berger and Analysys Mason, where he focused on strategy development, operational improvement and transaction support in the TMT sector.

Dennis holds a CEMS Masters' in International Management from the London School of Economics and HEC Paris, as well as a BBA (First Class Honours) from the National University of Singapore.



Joshua Heng
Supervising Associate, JWS Asia Law Corporation

Joshua regularly advises fund managers and their investment funds (both offshore and onshore), including hedge funds, fund of funds, digital assets funds, venture capital funds, private equity funds, ETFs and real estate funds on all aspects of formation and restructuring. He also regularly acts for institutional and private clients in relation to their investments into funds. Joshua has experience in advising on regulatory matters for investment funds and fund managers, including the licensing and registration of fund managers, exemptions from fund management licensing requirements, marketing arrangements, offering rules, conduct of business obligations and regulatory reporting requirements.

Joshua is recognised as a "Rising Star" for Investment Funds in Singapore in the Expert Guides – LMG Rising Stars 2022.



Praneeth Yendamuri
Partner, Bain & Company

Praneeth has over 20 years of experience in P&L management, Strategy, Performance Improvement, Sales and relationship Management with extensive experience in the ASEAN region.

Praneeth rejoined Bain as Partner around 4 years ago in the Consumer Products and Private Equity Practice heading up client relationships across the region. He also leads the Marketing Excellence Group at Bain for APAC and is the client lead for Bain's digital marketing initiatives in South East Asia.

Praneeth was the Managing Director for Kimberly-Clark's ASEAN & Hong Kong, where he delivered double-digit profitable sales growth for Huggies, Kotex, Depend and Kleenex brands. Prior to this role, Praneeth was Managing Director for Kimberly-Clark's Vietnam and Indochina business.

Prior to his time at Kimberly-Clark, Praneeth held the position of Principal at Bain & Company in South East Asia. During his tenure, he successfully facilitated numerous mergers and acquisitions, in addition to leading project delivery across various sectors, including Consumer Goods, Agri-commodities, and Telco. Praneeth consistently delivered exceptional value to his clients through his expertise and strategic guidance.

Praneeth has also held positions with Michelin, Diageo and the International Finance Corporation.

A Chartered Accountant and an alumnus of INSEAD, Praneeth is now based in Singapore with his wife and two sons. Outside of work, he loves practicing Reiki and try his hand at cooking.

SPEAKERS



Priscilla Yee
Senior Manager, Bain & Company

Priscilla is a Senior Manager with Bain's Private Equity practice in SEA where she leads commercial due diligences and post-acquisition value creation work for financial investors. She has a particular focus on B2B software companies, but has also advised clients on assets across industrials, consumer product, retail, healthcare and B2C internet economy platforms.

Before joining Bain, Priscilla worked in Economics and Strategy Consulting where she advised clients from both the private and public sectors on economic development strategies.