

Venture Capital / Private Equity Partnership Conference

創業投資 / 私募投資 合伙會議

September 13, 2004

Room 301, Hong Kong Convention and Exhibition Centre

二零零四年九月十三日

香港會議展覽中心301室

Organised by 主辦
HK 創業投資 VCA
Hong Kong Venture Capital And
Private Equity Association
香港創業及私募投資協會

In association with 協辦
HKGCC
Hong Kong General Chamber of Commerce
香港總商會 1861



The past year is one of extraordinary recovery for private equity in Hong Kong and Asia. The industry has seen a healthy rise in activities relating to exits, fund raising, new markets and new paradigms. Private equity in Asia Pacific has grown from one asset class, development capital, to the full range of private equity products including buyouts, technology, mezzanine and distressed debt. The industry has not only weathered the crises of 2001 to 2003, it has strengthened its value added role in assisting companies in creating value through enhanced business strategies and management, financial engineering, governance and communication. Many of the companies supported by private equity have recently achieved excellent returns as evidenced by the steady stream of exits throughout the year.

The Venture Capital Partnership Conference organised in association with the Hong Kong General Chamber of Commerce is the major annual event for the HKVCA. This year the discussions will focus on how venture capitalists and private equity funds have invested with excellent results and the opportunities they now seek to sustain this trend. It will provide an understanding of the way they support a company and the value they add to achieve the next level of development. The conference will be useful for CEOs, CFOs, corporate executives, entrepreneurs as well as leading industry practitioners.

This is an excellent opportunity to meet many of the leading private equity firms and professionals operating in Asia.

Morning session

0830 **Registration**

0900 **Opening remarks**

Hanson Cheah, Chairman, HKVCA

Anthony Nightingale, Chairman, HKGCC

0915 **Landscape**

The past 5 years were fraught with a series of crises. But the future looks bright. Reflections on how VCs and their companies have found creative ways of coping with the challenges while seeking new opportunities.

- **The range and growth of domestic and regional private equity funds.**
- **The challenges and how they were overcome**

Moderator: K.O. Chia, Managing Director, Walden Int'l

Speakers:

David Chow, General Partner, Pacific Venture Partners

Wang Songqi, Chief Secretary, Beijing VCA

Alain Vandenborre, Chairman, Singapore VCA

Michael Cronin, EVP, ASIMCO Technologies

1030 **Coffee break**

1100 **Exits and Returns**

With the improvement in investment environment throughout Asia, companies backed by VC/PE have made excellent returns and are now poised for growth into the next level.

- **Cases covering different sectors on how value was created**
- **Is the trend sustainable**

Moderator: Allan Homeming, Director, PPM Ventures

Speakers:

Humphrey Leung, President, Solomon Systech

Ming Lu, Partner, JP Morgan Partners Asia

Adrian Warner, Director, CVC Asia Pacific

1230 **Lunch Keynote speaker**

Victor Fung, Chairman, Li&Fung

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Afternoon session

1400 **Flow of Funds**

Asia private equity investment environment has benefited from a number of positive factors in the recent year and intrigued institutional investors to reconsider their view and to re-evaluate their allocation of funds to Asia.

- **Why the Interest in Asia today?**
- **Return Expectation and other considerations**
- **Views on new relationships**

Moderator: Eric Chan, Partner, Pantheon Capital

Speakers:

Christoph Rubeli, Partner, Partners Group

Mitsuru Koguchi, Director, Sumitomo Trust

Richard Radez, President, Russell&Co.

1500 **New Opportunities**

Where are the new opportunities in Asia that will generate substantial returns? Venture capitalist, private equity investors and entrepreneurs define strategies for new areas of growth.

- **Manufacturing, Telecom, Logistics**
- **Regional and China strategies**

Moderator: Jamie Paton, Director, 3i Asia Pacific

Speakers:

Jong-Dae Lee, CEO, China HealthCare Holdings

Emmett Thomas, President, Asia Pacific, Monitor Group

Josephine Price, Managing Director, CLSA Private Equity

Kathy Xu, Partner, Baring Private Equity Partners

1600 **Coffee break**

1630 **The Capital Markets**

How the recent changes and reforms in the capital markets have assisted the growth of private equity in the region.

- **Current market environment**
- **Helping businesses develop strong financial structures: Debt, IPO, Refinancing**

Moderator: Nick Seddon, Regional Managing Partner, DLA Asia

Speakers:

Frank Au, Managing Director, Latitude Capital Group

Peter Kuo, Senior VP, WR Hambrecht +Co.

1730 **Closing discussion**

Observations from the panel.

Speakers:

Marcus Thompson, CIO, HSBC Private Equity

Roger Marshall, Managing Director, Persimmon Capital

Hanson Cheah, Managing Partner, AsiaTech Ventures

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Reservation

(Registration form must be received with payment by 10 September 2004)

September 13, 2004 (Monday)

To: The Hong Kong General Chamber of Commerce, 22/F, United Centre, 95 Queensway, HK
Attn : Ms Joe Cheng Tel: (852)2823 1255 Fax: (852)2527 9843 Email: joe@chamber.org.hk

Company Name: _____

Attendee Name (Mr./Ms.): _____ Position: _____

Contact person: _____ Address: _____

Tel: _____ Fax: _____ Email: _____

HKVCA Member HKGCC Membership No.: _____

Member @HK\$900 _____ Non-member @HK\$1200 _____ Total Amount: HK\$ _____

Payment by Cheque: (Payable to The Hong Kong General Chamber of Commerce, pls mark 'S40913EN' at the back of the cheque) Cheque No.: _____

Payment by Credit Card : Visa / MasterCard _____ Expiry Date: _____

Credit Card No.: _____ Total Amount: HK\$ _____

Name of Cardholder: _____ Signature: _____ Date: _____

[For Office Use : Authorized Code _____ Date: _____]

Cancellation must be made in writing at least 7 working days prior to the event. No refund will be made after confirmation.

For more information, please visit www.chamber.org.hk or www.hkvca.com.hk

<Note: Simultaneous interpretation into Mandarin will be available on site>

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