

The 14th CPES HKVCA China Private Equity Summit

第十四届中国私募投资高峰会

June 1, 2015

Hong Kong Convention and Exhibition Centre
香港会议展览中心

1 June 2015 (Monday)

N201, Hong Kong Convention and Exhibition Centre (9:00 – 17:30)

9:00	Welcome Remarks	Conrad Tsang , Chairman, Hong Kong Venture Capital and Private Equity Association
9:05	Opening Remarks	Professor K C CHAN, GBS, JP , Secretary for Financial Services and the Treasury, Hong Kong SAR
9:15	Opening Keynote 10 Years Investing in Chinese VC/PE: An International LP's View	Eric Mason , Managing Director, The Church Pension Fund
9:30	New Opportunities under the New Norm <ul style="list-style-type: none"> Recent public market developments: the spillover effect for private market entry valuation. Implications of domestic stock market reform and innovation in on-shore listing. Does economic deceleration erode the consumption thesis? Advanced manufacturing: out of favor, but is it out of mind? What is the biggest misconception about PE in China today? 	<u>Moderator</u> Jie Gong , Partner, Pantheon Ventures (HK) <u>Panelists</u> Lihong Wang , Managing Director, Bain Capital Asia Eric Xin , Senior Managing Director and Founding Partner, CITIC Capital Partners Management Limited Gabriel Li , Managing Partner & Investment Committee Member, Orchid Asia Group Management Company Limited Ricky Lau , Partner, TPG
10:15	Coffee Break	
10:45	Limited Partners <ul style="list-style-type: none"> What are the underlying reasons for committing pan-Asian funds to cover China? What are the liquidity expectations of LPs as compared to asset values? What are the strategic preferences: sector-focused, credit/mezz, pre-IPO, operational value-add? Does co-investment matter? 	<u>Moderator</u> Jacob Chiu , Managing Director and Head of Asia, Auda <u>Panelists</u> Yan Yang , Director, BlackRock Private Equity Partners Leenong Li , Managing Director and Beijing Office Chief Representative, Commonfund Capital Pamela Fung , Principal, Morgan Stanley Alternative Investment Partners
11:30	Preparing for a Paradigm Shift: The Draft Foreign Investment Law <ul style="list-style-type: none"> The positives of negativity (national treatment and the negative list) Who's in control? (foreign versus domestic control of VIE structures) Tell me more (new Information reporting requirements) Are we there yet? (timeframe of adoption; further amendments) It goes both ways (liberalization of outbound investment) 	<u>Moderator</u> Thomas Chou , Partner and Chair of China Private Equity Practice, Morrison & Foerster <u>Panelists</u> Yong Kai Wong , Managing Director and Head of Legal & Compliance, CITIC Capital Richard Hsu , Managing Director, Intel Capital Christopher Xing , Partner, China Tax, KPMG China Daniel Shih , Senior Vice President, General Counsel and Chief Ethics Officer, Walmart China
12:30	Luncheon and Keynote held in the Bauhinia Room	
13:20	Luncheon Keynote (Mandarin Session) The Mobile Internet Era and Hong Kong's People Advantage	Joe Lee , Co-Founder, KuaiDi Technology Co. Ltd.

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Stream A (N201)

14:00	<p>RMB Fund</p> <ul style="list-style-type: none"> The execution of exit strategies other than A-share listing Deal souring and competition Experience in raising US\$ funds <p>The "New Third Board": China's Nasdaq?</p> <ul style="list-style-type: none"> How does the "NEEQ" work? Why another board? Can companies raise funds on the Board? Is it an exit channel for PE/VC's? It is red hot. Is it a bubble? Can foreign investors play a role? 	<p><u>Moderator</u> Chris Burch, Adviser to the Chairman, Shenzhen Capital Group</p> <p><u>Panelists</u> Xiande Lu, General Manager of OTC Marketing Department, Guosen Securities SC Mak, Vice Chairman, PRC Committee, Hong Kong Venture Capital and Private Equity Association Vincent Chan, CEO, Spring Capital Asia Suzie Wu, Managing Director, Tianxing Capital</p>
14:40	<p>Value Creation in Private Equity Investing</p> <ul style="list-style-type: none"> In what ways do potential portfolio companies look for GPs to create value? In control deals, what are the easiest and most effective ways to add value? In minority deals, how does a GP add value to a portfolio company while fulfilling its fiduciary duties to its LPs? What skill sets do GPs need to be credible in claiming they have the ability to add value? When can consultants play an effective role in the value creation process and how can GPs manage that process for maximum efficiency? 	<p><u>Moderator</u> Richard Barton, Managing Partner, Newgate Communications</p> <p><u>Panelists</u> William Hay, General Counsel, Baring Private Equity Asia Ivan Kwok, Managing Director, Cinven HK Rupert Chamberlain, Partner, Head of Private Equity, Hong Kong, KPMG in China Yi Li, Partner and Head of Business Development, Lunar Capital Velisarios Kattoulas, CEO, The Poseidon Group</p>
15:25	Coffee Break	
15:45	<p>Exits and Liquidity</p> <ul style="list-style-type: none"> Will the IPO boom continue and will exits after IPOs fetch a better price? Trade sales, buyouts versus IPOs Company/shareholder redemptions Historical and future trends – a paradigm shift to multi-channel exits? Preference at portfolio company level versus investor level, and how are LPs managing liquidity of their fund portfolio? Secondary – US dollar funds versus RMB funds The growing importance of the A-share market Impact of the "New Third Board" on exit markets re portfolio companies and LPs' stakes in funds 	<p><u>Moderator</u> Alvin Li, Senior Managing Director and Head of Direct Investments, CCB International Asset Management</p> <p><u>Panelists</u> Danny Lee, Partner, Blue Pool Capital Rico Kang, Vice President, Legend Capital Brooke Zhou, Executive Director - Asia Pacific, Private Equity, LGT Capital Partners Bonnie Lo, Partner, NewQuest Capital Partners</p>
16:30	<p>Cross-border Transactions</p> <ul style="list-style-type: none"> Why are cross border deals attractive? What are key return drivers in such transactions? What are the challenges in sourcing and execution of cross border deals? What does it take for such investments to be successful (entry pricing, operational value-add, or exit)? Is control critical? Does GP need to work with a strategic partner? What types of GPs are better positioned for cross border deals, local firms or global firms? 	<p><u>Moderator:</u> Olivia Ouyang, Director, Ontario Teachers' Pension Plan</p> <p><u>Panelists</u> Patrick Zhong, Senior Managing Director, Fosun Group Vivian Lam, Managing Director, RRJ Management (HK) Ltd. Michael Weiss, Partner, Sailing Capital Advisors (Hong Kong) Limited</p>

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17:15	Closing Keynote (Mandarin Session) “One Belt, One Road” and Chinese Enterprises Going Global	Shuang Chen , Executive Director & Chief Executive Officer, China Everbright Limited
17:30	Cocktail Reception Sponsored by Shearman & Sterling	

Stream B (N206-N208)

14:00	Privatizations <ul style="list-style-type: none"> Are company founders receptive to privatization proposals? Are they afraid of losing control? Does privatization arbitrage still exist for overseas listed Chinese companies? After privatization, how much operation details would GPs need to encourage involvement? After privatization, what will be the exit strategies for GPs in the future? Are A shares a viable IPO exit venue for Chinese companies privatized from overseas exchanges? 	Moderator Ryan Law , Managing Director, Morgan Stanley Private Equity Asia Panelists Victor Yang , Investment Director, Ping An Direct Investment Jie Lian , Founding Partner, Primavera Capital Group Lorna Chen , Partner, Shearman & Sterling
14:40	TMT <ul style="list-style-type: none"> What are the most promising areas of TMT in China in which to invest in 2015? How to find promising TMT start-ups in China? How to win the investment opportunity in a good TMT startup? How to accurately value an early stage growth TMT company? How does the GP work with its TMT portfolio companies? What does it take to support portfolio companies and create win-win results? 	Moderator Steve Wang , Managing Director, Pine Field Capital Partners Panelists Andrew Teoh , Founding and Managing Partner, Ameba Capital Joe Lee , Co-Founder, KuaiDi Technology Co. Ltd. Herry Han , Partner, Lightspeed China Partners Danny Yeung , CEO, Prenetics Duncan Kuo , Strategy & Financial Analysis Director, Finance Department, Tencent
15:25	Coffee Break	
15:45	Cross-Strait Investments (Mandarin Session) <ul style="list-style-type: none"> Latest investment activities in Taiwan PE/VC firms within Greater China In addition to TWSE, do Taiwan PE/VC firms consider HK or A share as listing venues? Which sectors in Taiwan do mainland Chinese find attractive? In which areas do opportunities for cooperation exist between mainland Chinese PE/VC and their Taiwan and HK counterparts? Is there still a role for HK to play in cross-strait investments? 	Moderator Jerry Chiang , Managing Director, SNSI Capital Management Inc. Panelists Kenneth Lin , Chairman, Taiwan Private Equity Association Tsui-Hui Huang , Chairman, Taiwan Venture Capital Association