

**Proposed Topics:**

**Hong Kong Broadband Network – From MBO to IPO in < 3 years.**

- Building trust to achieve Win-Win-Win for seller, PE and professional managers
- Clear alignment of interest via unique Co-Ownership structure
- Leveraging the resources of a global private equity firm
- IPO engagement started the day after MBO

**Speakers:**

**Mr. LAI Ni Quiaque (NiQ)** is Head of Talent Engagement and Chief Financial Officer of Hong Kong Broadband Network Limited. NiQ joined HKBN in 2004 and has over 20 years of experience in the telecommunications industry. NiQ is passionate about developing HKBN Talents because he believes if you get the people right, the company will do great. His unique combination of being responsible for 'people and money' gives him a different perspective vs. other executives that focus on just one of these elements.

Prior to joining HKBN, NiQ was a highly rated analyst as Director and Head of Asia Telecom Research for Credit Suisse and was involved in numerous global fund raisings for Asian carriers. NiQ holds a Bachelor of Commerce Degree from the University of Western Australia and an Executive Master of Business Administration Degree from Kellogg-HKUST. NiQ was honored in 2009 with "Champion of Human Resources" by the HRM Awards and in 2013 Global Telecom Business Magazine 'Top 50 CFOs in the industry to watch' and Asset Magazine 'Hong Kong CFO of the Year'. As a teenager, NiQ dreamt of becoming a tennis pro.

**Mr. Alvin Lam** is a Senior Managing Director with CVC Capital Partners. Alvin joined CVC in 2005 and is a member of the CVC's Asia Operations Team, based in Hong Kong. Prior to joining CVC, Alvin was a Principal with the Boston Consulting Group's Greater China practice and worked for Philip Morris International in a regional business development role. Alvin holds a BSc Degree from the Massachusetts Institute of Technology, an MBA from the Wharton School and an MA in International Studies from the University of Pennsylvania.



NiQ



Alvin

**About Hong Kong Broadband Network Limited**

Hong Kong Broadband Network Limited ("HKBN") is the leading and most profitable provider of residential Fiber services in Hong Kong with a 20-year track record of successful service innovations and growth. HKBN's high-speed broadband service offerings are instrumental in positioning Hong Kong as the world's fastest peak connection speed country. The core purpose of HKBN is "Make our Hong Kong a better place to live".

HKBN takes great pride in developing its strong Talent force into its Legal Unfair Competitive Advantage (LUCA). Its Management Buy-Out process in May 2012 facilitated 87 Co-Owners and via its March 2015 IPO is in the process of expanding this Co-Ownership base to an addressable pool of over 400 Talents.

**About CVC Capital Partners**

CVC is one of the world's leading private equity and investment advisory firms. Founded in 1981, CVC today has a network of 20 offices and over 300 employees throughout Europe, Asia and the US. Currently, CVC manages funds on behalf of over 300 investors from North America, Europe, Asia and the Middle East, who entrust their capital to CVC for periods of 10 years or more. To date, CVC has secured commitments of over US\$60 billion in funds from a diverse and loyal investor base, completing over 300 investments in a wide range of industries and countries across the globe, with an aggregate transaction value of over US\$120 billion. [www.cvc.com](http://www.cvc.com)