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7-9 March 2012

# Australasian PE: Driving returns for future growth

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# Australasian PE: Driving returns for future growth

## AVCJ is proud to present the 9th Annual AVCJ Australia & New Zealand Forum 2012

Mid-market companies have long been the staple of Australian private equity, accounting for a large portion of the deal activity, as well as profitable returns for the industry. Meanwhile, headline-grabbing mega deals are slowly returning, while early-stage venture deals are back on the rise. However, Australian private equity is facing new challenges, such as conservatism from investors and being misunderstood by the public, as the industry continues its rise to become a highly sought-after asset class. In spite of this, the outlook is good for Australasian PE, and forward-thinking fund managers are striving to deliver superior returns that outperform other asset classes, as well as making the leap into Asia to source new avenues for capital and deals.

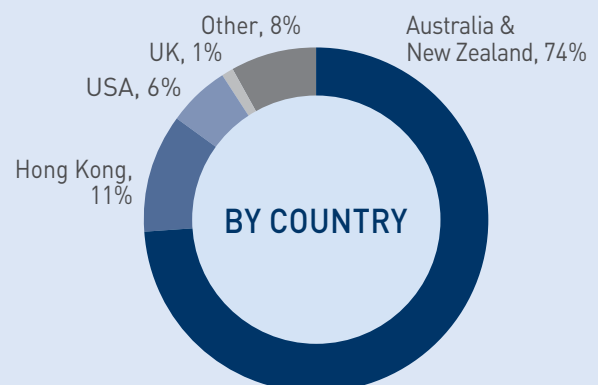
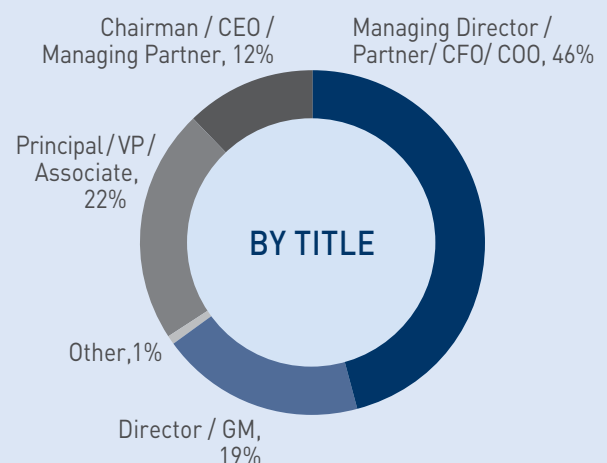
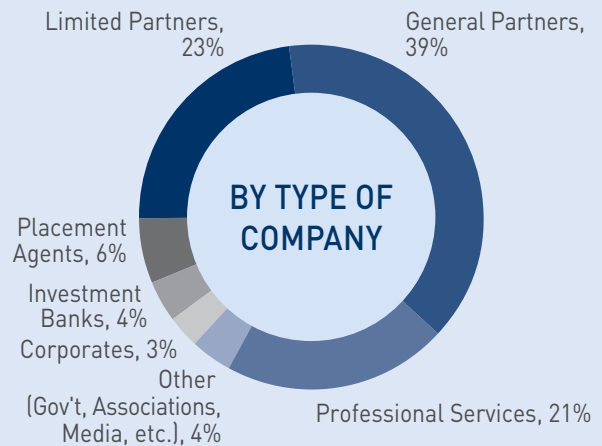
Join the leaders of the Australasian PE industry at the AVCJ Forum in Sydney on 7 – 9 March, as we discuss the reasons why investors should include PE in their portfolio and strategies for unlocking the superior returns the asset class can deliver.

- ▶ Hear leading Australasian general partners identify the most attractive investment opportunities
- ▶ Find out how to grow your portfolio companies' market share in Asia
- ▶ Learn how to increase your Asian exposure and attract new capital from the region
- ▶ Understand how to secure allocations from domestic Australian limited partners into your fund by demonstrating a proven track record
- ▶ Network with senior industry professionals in an intimate setting
- ▶ Examine the implications of the latest industry trends in domestic and international private equity

“AVCJ Australia is the most informative private equity conference in Australia, attracting high-calibre professionals in the industry.”

PETER MARTISEK  
Vice-President, Swiss Re Private Equity Partners

### 2011 DELEGATE COMPOSITION



# Speakers

## Keynotes



John Anderson AO  
FORMER DEPUTY PRIME MINISTER OF  
AUSTRALIA



James Fallows  
China Correspondent  
THE ATLANTIC MONTHLY

## Limited Partners



Sebastiaan C van den Berg  
Managing Director  
HARBOURVEST PARTNERS (ASIA) LIMITED



Clive Boyce  
Investment Manager  
FUNDS SA



Steve Byrom  
Head of Private Equity  
FUTURE FUND



Corrin Collocott  
Portfolio Manager - Investment Strategy  
SUNSUPER



Jon Freeman  
Partner  
COLLER CAPITAL



Alicia Gregory  
Portfolio Manager  
MLC PRIVATE EQUITY



Mei Hu  
Head of Asian PE Fund Investment  
SWISS RE PRIVATE EQUITY PARTNERS



Joshua E Kahn  
Director  
HAMILTON LANE



Michael Lukin  
Managing Director & Global Head  
MACQUARIE INVESTMENT  
MANAGEMENT PRIVATE MARKETS



Alex A. Rogers  
Managing Director  
HARBOURVEST PARTNERS (ASIA) LIMITED



Robert Talevski  
Portfolio Manager - Global Private Markets  
TELSTRA SUPER



Suzanne Tavill  
Head of Alternatives, Multi Asset Group  
AMP CAPITAL INVESTORS



Wen Tan  
Managing Director  
SQUADRON CAPITAL



Alex Wilmerding  
Principal  
PANTHEON

## Economists



Paul Bloxham  
Chief Economist  
(Australia and New Zealand)  
HSBC BANK AUSTRALIA LIMITED



Richard Gibbs  
Chief Economist & Head of Economics  
MACQUARIE GROUP LIMITED



Matthew Peter  
Chief Economist  
QIC



Justin Smirk  
Senior Economist, Economic Research  
WESTPAC INSTITUTIONAL BANK

Keep up to-date with confirmed speakers at [avcjausnz.com](http://avcjausnz.com)

Register by email: [Anil.Nathani@incisivemedia.com](mailto:Anil.Nathani@incisivemedia.com)

# Speakers

## Senior Industry Professionals



▀ **Anil Ahuja**  
Head of Asia  
**3i ASIA LTD**



▀ **Niklas Amundsson**  
Managing Director  
**MVISION**



▀ **Eric Becker**  
Senior Managing  
Director  
**STERLING PARTNERS**



▀ **Nigel Bingham**  
Executive Director  
**PENCARROW PRIVATE  
EQUITY LIMITED**



▀ **David Brown**  
Chairman  
**THE AUSTRALIAN PRIVATE  
EQUITY & VENTURE  
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▀ **Edward Cairns**  
Head of Restructuring  
**CLEARWATER CAPITAL  
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▀ **Patrick Corso**  
Managing Director  
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Co-President  
**WELSH, CARSON,  
ANDERSON & STOWE**



▀ **Les Fallick**  
Founder & Chairman  
**PRINCIPLE ADVISORY  
SERVICES**



▀ **Charles Gillies**  
Managing Partner  
**JOLIMONT CAPITAL**



▀ **John Haddock**  
Managing Director  
**CHAMP PRIVATE EQUITY**



▀ **Steven Hall**  
CEO  
**BROOKVINE PTY LIMITED**



▀ **David Hunt**  
Partner & Managing  
Director  
**SUSTAINASIA  
(AUSTRALIA) PTY LTD**



▀ **Ian Johnson**  
Managing Director  
**HELMSMAN FUNDS  
MANAGEMENT LTD**



▀ **Mukund Krishnaswami**  
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**LIGHTHOUSE ADVISORS  
INDIA PRIVATE LIMITED**



▀ **Philip Latham**  
Partner  
**NAVIS CAPITAL PARTNER**



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Managing Director,  
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Head of Investment  
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Managing Director  
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▀ **Malcolm Thornton**  
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▀ **Peter Wiggs**  
Managing Partner  
**ARCHER CAPITAL**



▀ **Katherine Woodthorpe**  
Chief Executive  
**THE AUSTRALIAN PRIVATE  
EQUITY & VENTURE  
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Register by phone: +852 3411 4938

# Programme

## Wednesday, 7 March, 2012

- 15.00 LP-only Summit (invitation only)**  
This special session will feature a series of presentations by senior industry professionals on the key areas of interest for institutional investors, followed by a moderated roundtable discussion on topics critical to the limited partner community.
- ▀ Limited partners return expectations for private equity and are firms delivering them? Are they achievable?
  - ▀ The latest trends in asset allocation, fees, and terms
  - ▀ Which markets and strategies show the most promise in 2011?

**18:30 Welcome cocktail reception**

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**PEP**

**20:00 LP-GP Dinner (invitation only)**

## Thursday, 8 March, 2012

**8.00 Registration and refreshments**

**8.50 Welcome address**

**9.00 Opening keynote address**

- 9.30 Australia in the global private equity landscape**  
The private equity industry has faced many challenges in the past few years. Barely recovered from the effects of the financial crisis, the industry is now facing new uncertainties caused by the European sovereign debt situations as well as political persecution in the US as Mitt Romney's opponents try to find fault in his past profession. Meanwhile, Asian markets such as China and Southeast Asia continue to prosper as local economies and consumers grow. As for Australia, while fundraising locally continues to be difficult, investment and exit activity has picked up, giving foreign LPs much reason to be excited. Our panel of senior global and domestic investors examines the outlook for private equity globally and considers the implications for Australia and other parts of Asia:
- ▀ Outlook for the global private equity industry: Will the industry continue to produce superior returns in today's volatile markets?
  - ▀ Are Australian firms ready to take on the rest of Asia or does the home market produce enough opportunities?
  - ▀ Global limited partners' appetite for US, Asian and Australian private equity funds: will top Australian partnerships continue to attract capital?
  - ▀ What will it take for Australian LPs return to private equity?

**10.30 Networking coffee break**

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**11.00 Plenary address: Looking back at LP sentiments and predictions**

- 11.30 Can the Australasian middle market deliver world class returns?**  
The Australasian mid-market has long been the engine of growth for the economy at large. The majority of the country's PE investments continue to be made in this segment. Indeed, the reduced availability of debt, given the emerging issues with finance not being rolled out by banks, for larger transactions has resulted in more investments being made into the mid-market leading to increased competition and a choked exit market.
- ▀ Can the mid-market sustain this growing level of interest?
  - ▀ Do mid market businesses continue to provide superior value generation platforms?
  - ▀ Which industries have the most potential to provide growth in the medium to long term?
  - ▀ What strategies can be employed for developed mid-market Australasian businesses to expand their brands and value propositions to markets globally?

- 12.15 Deal dynamics and value creation: Delivering expected returns to your investors**  
In a period of economic uncertainty and a tough fundraising environment, the slowing market forces PE managers to drive value creation to both provide returns to investors and promote the expertise and qualities that PE can deliver. Communicating your effectiveness as senior investors with a good reputation and the right team is vital in order to compete with trade buyers for deals. General partners need a proven ability to manage a slowdown and to position themselves correctly when the market returns, as well as the ability to find the best exit strategies.
- ▀ What are the key features of this new deal environment?
  - ▀ What can PE fund managers do to position themselves and their portfolio companies to succeed?
  - ▀ How do you build a portfolio of companies that complement each other and can assist in collective growth?
  - ▀ PE talks about creating value and alpha but how do you go beyond words and actually deliver?
  - ▀ How can Australian general partners create value in the current environment?
  - ▀ What are the central pillars of a successful exit strategy?

**13.00 Networking lunch**

Lunch keynote address: The leadership transition in China: the US Presidential race - potential impacts on US/China relations and the rest of us!

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PRIVATE EQUITY

**14.15 Challenges facing the domestic PE industry**

The perception of an asset class with high fee structures, a complex tax environment and a penchant for purchasing companies to strip the bones out of them is an all too familiar depiction of PE in the public domain in Australia. Seldom do you hear how PE expands and grows the companies invested in by increasing staff numbers, or how PE provides capital to homegrown business that otherwise would not be able to secure investment. This public relations issue coupled with the interpretation of the Super System Review as advising investors to seek out the lowest-fee costing assets, rather than aiming for the best outcome for their members in terms of net returns, is challenging PE to remain competitive and a favourable destination for LPs. This panel of experts will discuss strategies for overcoming the current issues facing PE and what the industry can collectively do to promote its unique benefits.

- ▀ What can the industry as a collective do to enhance PE's reputation in Australasia?
- ▀ How can the industry lobby the super funds and government to continue their support of PE?
- ▀ What can be done at a trustee/CIO level to secure support for the industry?
- ▀ What are the consequences of the recent rulings on the PE revenue model and accepted offshore company structures?
- ▀ How can PE investments help improve the lives of Australians and have a positive social impact?

**15.00 Venture capital as a driver of innovation in Australia and beyond**

- ▀ How can local firms harness the innovation that exists locally and develop world-class technologies for commercialisation?
- ▀ Do life sciences, ICT and cleantech provide the only real value for VCs, or are other sectors also on the radar?
- ▀ What are VC strategies in foreign markets and how do they apply to the Australian landscape?
- ▀ Is the rising interest in Australian firms by US-based VCs viewed as a positive turn of events by the domestic industry?
- ▀ Given the fact that funding for VC firms has abated in recent years, how will existing firms continue to raise capital and will the industry need to diversify to continue?

**15.45 Networking coffee break**

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**16.15 The fundraising market—accessing Australasian and global investors**

Investments by PE and VC funds increased 44% year-on-year to US\$3.6bn. However, much of this funding came before the global financial crisis, reflecting ongoing difficulties in raising new funds. PE and VC funds raised US\$2.3 billion in 2011—72% more than the previous year—but the majority of this funding was raised by just three funds.

The importance of foreign capital in funding Australian businesses is clearer than ever, with around half of all new commitments to local fund managers sourced from overseas. On this panel, successful fundraisers will share their insight on sources of new capital and the fundraising landscape for both Australian funds and their counterparts elsewhere. Topics for discussion include:

- ▀ Superannuation funds: Appetites, preferences and expectations
- ▀ Overseas limited partners: Who is interested in Australasia and what are they looking for?
- ▀ New sources of capital: Sovereign wealth funds, endowments and family offices: Who are they, and where can they be found?

**17.00 Keynote Session**  
Fireside Chat: CIO share views and experiences with the asset class

**17.30 End of day 1**

**18.30 Cocktail reception**

**19.30 Gala dinner**  
Keynote address

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Register online at: [avcjausnz.com](http://avcjausnz.com)

# Programme

Friday, 9 March, 2012

8.30 Registration and refreshments

- 9.00 **Economist roundtable—Global economic and financial outlook**
- What will drive global economic growth in the year ahead?
  - Is Asia on the right track to a more balanced and sustainable growth?
  - Will Australia continue to benefit from the rebalancing of the global economy towards Asia's emerging markets?
  - What happens if China's growth slows?
  - Is the buoyancy of the Australian economy really pegged to China?
  - What is the future for ASX? How can key exchanges across Asia be linked?

9.45 **Hard talk: Industry veterans answer the tough questions**

- 10.30 **Investing in Asia: Accessing the booming Chinese economy and other emerging markets in the region**
- Despite the ongoing uncertainty in the developed markets, the emerging economies of Asia continue to grow steadily. It is therefore not hard to understand why countries like China, India and Indonesia consistently top the list of markets where investors see the most promising opportunities. Innovative Australian businesses have learned to embrace these markets, not just as a cheap manufacturing base, but a new market for their products. However, as many well seasoned dealmakers can attest, investors in these markets must reckon with a host of regulatory, cultural and corporate-governance challenges. A panel of experts will discuss the intricacies of investing in Asia, the markets that are generating the most buzz and the reality of delivering results in these markets.
- A strategic update of the key markets in Asian private equity
  - Which economies present the most opportunities for Australian GPs/companies?
  - Creating win-win partnerships with local investors
  - Deal sourcing, due diligence and structuring in Asia's emerging markets

11.15 Networking coffee break

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11.45 Plenary address

- 12.15 **Market update: The India investment story**
- Indian skills have developed strongly in technology and services, and as a result there is a broad array of investment opportunities for PE and VC fund managers across a wide range of sectors including manufacturing, pharmaceuticals, telecommunications and infrastructure. Indian companies have been extremely busy signing off multi-million, or in some cases multi-billion, dollar deals but valuations are flying high and a hotter deal climate will mean higher acquisition costs and pressure to extract higher returns.
- What is so compelling about the Indian landscape?
  - How can PE spur change at India's many stagnant listed companies?
  - Will stretched stock-market valuations and low-quality deals bring the party to an end?
  - How can PE funds overcome the price objections of India's super-savvy promoters?
  - How can Australian firms enter the Indian market and source good deals for investment?

13.00 Networking lunch

14.00 Plenary address

- 14.30 **LP panel: Expectations and appetite in Australia**
- Australian institutional investors are at a crossroads when it comes to private equity. Some are considering exiting the asset class, while others are exploring their options overseas. General partners also report different experiences in the fundraising environment, with some seeing strong traction with limited partners, and others facing an uphill struggle. A panel of top limited partners discusses the current state of play in Australian private equity.
- What is driving investors' current view of the asset class?
  - Is the withdrawal of limited partners a real concern, or simply a retreat of uncommitted latecomers?
  - How are PE allocations likely to change in the near and long term?
  - What can general partners do to attract limited partners to their fund?
  - Given the poor performance of the public markets, do limited partners see this as a good time to invest in PE?

15.30 Conference concludes

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## Booking details

- Standard rate** US\$2,495 / HK\$19,461
- Group rate** US\$2,095 / HK\$16,341  
(Only applicable to second and additional registrants from the same office.)

Fees include the two-day conference, refreshments and luncheons, one evening reception and all conference documents.



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- **Online** registration at [www.avcjausnz.com/static/book-now](http://www.avcjausnz.com/static/book-now)
- **E-mail** to [Anil.Nathani@incisivemedia.com](mailto:Anil.Nathani@incisivemedia.com)
- **Call** Anil Nathani at +852 3411 4938
- **Fax** the completed registration form to +852 3411 4948
- **Mail** it to: 20/F, Tower 2, Admiralty Centre, 18 Harcourt Road, Admiralty, Hong Kong

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AVCJ-02-CS

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Please check if you plan to attend		
The <b>Welcome reception</b> on Wednesday, 7 March at 18:30 (Harbour View Room and Bar at Wolfies, 17 - 21 Circular Quay West, The Rocks)		Yes <input type="checkbox"/> No <input type="checkbox"/>
The <b>Cocktail reception</b> and <b>Gala dinner</b> on Thursday, 8 March at 18:30 (Harbourside Room, Museum of Contemporary Art, 140 George Street, The Rocks, Sydney, Australia)		Yes <input type="checkbox"/> No <input type="checkbox"/>

## Payment details

- I enclose a cheque payable to AVCJ Group Ltd.
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**Cancellation / refund policy:** A cancellation charge of US\$300 is applicable to written cancellations received on or before **22 February 2012**. No refund will be made for cancellations after the date due to our advance guaranty obligations and administration costs.

**Pay in advance:** We will include registrants' names on the official delegate list should we have received your registration fees on or before **29 February 2012**. All payments should be made prior to the events. Regrettably, no entrance will be permitted for payments not received before the events take place.

220212

## VENUE AND ACCOMMODATION

The Westin, Sydney No.1 Martin Place, Sydney NSW 2000, Australia / <http://www.westin.com.au/sydney/>

A limited number of rooms have been reserved at a special rate for AVCJ Forum participants on a first-come first-serve basis.

**Tower Superior King Room:** A\$355 per room per night (inclusive of GST)

(Above room rate is inclusive of Goods and Services Tax (GST) and subject to room availability. Please book your room directly with the hotel and identify yourself as an AVCJ Forum participant to qualify for the rate.)

1 Simple step to book your room at: <http://www.starwoodmeeting.com/Book/avcj>

2 For more booking details, please contact **Sally Richards**, Group Executive E-mail: [sally.richards@westin.com](mailto:sally.richards@westin.com) Tel: +61 2 8223 1153 Fax: +61 2 8223 1230

### Room Cancellation Policy

- Credit card details will be required to guarantee the reservation.

- At seven days prior to arrival the guest's individual credit card will be charged for all remaining reserved nights. Should an individual cancel/reduce his/her reservation less than seven days prior to arrival prepayment will be forfeited as cancellation charge. No-shows will forfeit all prepaid nights. For all charges a 1.5% credit card surcharge will apply.

## PLEASE CONTACT OUR PROJECT TEAM FOR:

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