

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

## Day 1 - September 28, 2021

8:00 am – 9:00 am	Registration and Networking
9:00 am – 9:25 am	Welcome note <ul style="list-style-type: none"> <li>by <b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia</li> </ul>
9:25 am – 9:55 am	Fireside chat: Trendspotting & identifying the next big wave of digital economy winners <ul style="list-style-type: none"> <li>With <b>Patrick Walujo</b>, Co-Founder, Managing Partner and Member of the Investment Committee, Northstar Group</li> <li><b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia (Moderator)</li> </ul>
10:00 am – 10:30 am	Keynote presentation – SE Asia in Spotlight: Of unicorns, mega exits and the big digital advantage <ul style="list-style-type: none"> <li>By <b>Nick Nash</b>, Co-founder and Managing Partner, Asia Partners</li> </ul>
10:30 am – 11:00 am	Networking
11:00 am – 11:40 am	Panel: Evolving LP-GP dynamics, private markets opportunities & Asian co-investments <ul style="list-style-type: none"> <li>In conversation with <b>Jie Gong</b>, Partner, Pantheon</li> <li><b>Myron Zhu</b>, Head of Private Markets (Asia), Manulife Investment Management</li> <li><b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia (Moderator)</li> </ul>
11:45 am – 12:30 pm	LP allocations and bias to Asia: What has changed? <ul style="list-style-type: none"> <li><b>Sunil Mishra</b>, Partner, Primary Investments, Adams Street Partners</li> <li><b>Hemal Mirani</b>, Managing Director, HarbourVest Partners</li> <li><b>Deepshikha Monga</b>, Editor, DealStreetAsia (Moderator)</li> </ul>
12:30 pm – 1:30 pm	Networking
1:30 pm – 2:00 pm	Fireside chat: Consolidation & turnaround trends to boost demand for alternative capital in Asia <ul style="list-style-type: none"> <li>With <b>Edwin Wong</b>, managing partner and CEO, Ares SSG</li> <li><b>Eudora Wang</b>, Senior Reporter, DealStreetAsia (Moderator)</li> </ul>

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

2:00 pm - 2:40pm	<p>Big Picture: How China's crackdown on tech will play out in the long-term &amp; its impact on the investment landscape</p> <ul style="list-style-type: none"> <li>• With <b>Helen Wong</b>, Seasoned Venture Capitalist</li> <li>• <b>James Tan</b>, Managing Partner, Quest Ventures</li> <li>• <b>Rui Ma</b>, China Tech Analyst, Tech Buzz China</li> </ul>
2:40 pm – 3:10 pm	<p>Fireside chat: The “next big what” opportunities unfolding in the life sciences space</p> <ul style="list-style-type: none"> <li>• With <b>Dr Amit Varma</b>, managing partner, Quadria Capital</li> <li>• <b>Paramita Chatterjee</b>, Editor, DealStreetAsia (Moderator)</li> </ul>
3:15 pm – 4:15 pm	Networking
4:15 pm – 4:45 pm	<p>Fireside chat: The art and science of making PE investments during crisis times</p> <ul style="list-style-type: none"> <li>• With <b>Weijian Shan</b>, Group Chairman and Chief Executive Officer, PAG</li> <li>• <b>Michelle Teo</b>, Managing Editor, DealStreetAsia (Moderator)</li> </ul>
4:50 pm – 5:30 pm	<p>Keynote chat: New digital scripts India will play to in the post-pandemic world and beyond</p> <ul style="list-style-type: none"> <li>• With <b>Haresh Chawla</b>, Partner, True North</li> <li>• <b>Govindraj Ethiraj</b>, Founder, BoomFactCheck; Founder &amp; Managing Trustee, IndiaSpend.org &amp; Factchecker.in (Moderator)</li> </ul>
5:30 pm – 7:00 pm	Networking

## Fireside chat: Trendspotting & identifying the next big wave of digital economy winners

- **With Patrick Walujo**, Co-Founder, Managing Partner and Member of the Investment Committee, Northstar Group
- **Joji Thomas Philip**, Editor-in-Chief and Founder, DealStreetAsia (Moderator)

An early investor in Indonesian decacorn Gojek, Northstar Group is now training sights on the second wave of digital companies that are emerging in the healthtech, edtech, agritech and SaaS sectors. Northstar's early bet Gojek merged with local e-commerce major Tokopedia, in a landmark deal, to create one of SE Asia's biggest tech conglomerates.

Northstar will continue to back enterprises in Indonesia and Vietnam, two of SE Asia's most attractive markets. But, have these markets delivered so far for private equity investors? Can Southeast Asia – with its lower labour costs, higher purchasing power and smartphone adoption – become Asia's next major digital market? Patrick Walujo will discuss the firm's investment thesis and its focus on consumers, financial services and the digital economy, sectors that are set to emerge stronger from the COVID-19 pandemic. Northstar is on track for an \$800-million final close of its fifth fund by the end of the year.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

## Keynote presentation – SE Asia in Spotlight: Of unicorns, mega exits and the big digital advantage

- **A keynote presentation by Nick Nash, Co-founder and Managing Partner, Asia Partners**

A strong believer in the SE Asia growth story, former Sea Group president Nick Nash is the co-founder of Singapore-headquartered tech-focused private equity firm Asia Partners, which closed its debut vehicle at \$384 million earlier this year.

The Harvard graduate spent more than a decade at General Atlantic as principal and head of Southeast Asia between 2002 and 2014 before moving to Sea Group, where he led the largest-ever SE Asian internet IPO, a \$989-million offering on the NYSE in 2017. He left Sea Group in December 2018 to launch Asia Partners that seeks to bridge the growth-stage funding gap by investing \$20 million to \$100 million into Southeast Asian tech startups.

Nash believes that Southeast Asia has the potential to create over \$400 billion of new technology sector equity value over the next decade. Asia Partners is betting on that potential with its debut technology fund, which has attracted strong investor appetite for fast-growing tech verticals such as e-commerce, payments, mobile apps and so on. The pandemic-induced accelerated digital adoption has only added to the overall opportunities landscape.

Asia Partners predicts SE Asia will see the rise of over 20 billion-dollar value tech companies by 2029, with at least half of these companies pursuing IPOs over the next decade. Join this data-led presentation to know more about the long-term potential and outlook for SE Asia.

---

## Panel: Evolving LP-GP dynamics, private markets opportunities & Asian co-investments

- ***In conversation with Jie Gong, Partner, Pantheon***
- **Myron Zhu, Head of Private Markets (Asia), Manulife Investment Management**
- **Joji Thomas Philip, Editor-in-Chief and Founder, DealStreetAsia (Moderator)**

In this panel, we will explore themes such as the evolving LP-GP dynamics, the rising trend of co-investments, secondaries and continuation funds and the impact of the pandemic on the overall private investment landscape.

We feature Jie Gong, who is a partner at Pantheon and a member of the firm's Asia Regional Investment Committee and the Global Co-investment Committee. Some of the hot topics we will cover are: What are the short-term and long-term impacts from an LP point of view? Will LPs be more choosy in selecting fund managers, as well as the changing LP-GP dynamics. We will also ask Jie about China's ongoing scrutiny across technology sectors and its impact on risk capital investors. Will it have an impact on their exposure to China, which is the second-largest market outside of the US for LPs?

We also have Myron Zhu who leads Manulife Investment Management's private market business in Hong Kong, and is uniquely placed to highlight third party management of Asian co-investments, and how Canada's largest

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

insurer is broadening its offerings as it builds out its private equity, private credit and real-estate teams, and allowing other investors to participate.

As a GP sponsor, what does Manulife look for in managers it backs? What are the long-duration and cash-yielding assets it is seeking out? What are the sectors the global wealth and asset management firm is bullish on as it increases its exposure to Asia-Pacific private markets? We will also be asking Myron about opportunities in renewables, ESG and the digital infrastructure space.

---

## LP allocations and bias to Asia: What has changed?

- **With Sunil Mishra, Partner, Primary Investments, Adams Street Partners**
- **Hemal Mirani, Managing Director, HarbourVest Partners**
- **Deepshikha Monga, Editor, DealStreetAsia (Moderator)**

As exit timelines for private equity portfolios in Asia stretch longer particularly in the post-COVID context, the region is fast turning into a play for patient capital and longer-tenure investments. In this panel, we will explore themes such as portfolio adjustments, valuation trends, rebalancing and weighing of short and long-term risks of exposure to the region, under-invested sectors and overhang of tech deals.

We feature Adams Street Partners's Sunil Mishra who specialises in fund selection, due diligence, negotiations, and monitoring of Asian investments ex-China, specifically in India, Australia, Japan, Southeast Asia, and Korea. He sits on advisory boards of more than a dozen private equity firms within the Adams Street Partners portfolio. Adams Street manages \$45 billion of assets across our primary, secondary, growth equity, credit, and co-investment strategies.

Hemal Mirani rejoined HarbourVest's senior management team in Asia in 2015 to focus on investments and investor relations across the Asia Pacific region. Boston-based HarbourVest Partners is bullish on Southeast Asia from the opportunity lens of consumer tech, software and healthcare sectors, aided by favourable macro drivers, demographics and urbanisation trends. HarbourVest recently announced the opening of its office in Singapore, expanding its footprint to 11 locations worldwide. Besides Singapore, Mirani oversees the firm's operations and strategy for Beijing, Hong Kong, Seoul, and Tokyo.

Be a part of this session for insights into LP perspectives on Asia.

---

## Fireside chat: Consolidation & turnaround trends to boost demand for alternative capital in Asia

- **With Edwin Wong, managing partner and CEO, Ares SSG**
- **Eudora Wang, Senior Reporter, DealStreetAsia (Moderator)**

With banks reducing their exposure, alternative assets managers are best placed to fill the financing gap across Asia. Buoyed by growing demand for alternative capital in the wake of the pandemic, special situations-focused Ares SSG is looking at investment opportunities in real estate and financial services sectors in two of Asia's

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

largest economies – India and China. In March 2021, the Hong Kong-based fund sealed the deal to acquire Indian debt-ridden real estate financier Altico Capital.

Ares SSG, which has more than \$7 billion in AUM, makes credit, private equity, and special situations investments on behalf of its institutional clients. The firm is on track to hit the final close of its latest Asia-Pacific focussed secured lending fund at \$1.5 billion. In 2019, it had closed its fifth flagship fund SSG Capital Partners V at \$1.9 billion and raised an additional \$825 million for a sidecar fund.

## Big Picture: How China's crackdown on tech will play out in the long-term & its impact on the investment landscape

- **With Helen Wong, Seasoned Venture Capitalist**
- **James Tan, Managing Partner, Quest Ventures**
- **Rui Ma, China Tech Analyst, Tech Buzz China**

China has been tightening regulations and cracking down on multiple sectors from gaming to fintech to education to the gig economy, sending shock waves across the investor and tech startup community. Beijing's moves are testing the market and investor appetite even as they push companies to rethink their core business models and strategies to survive. Some of the sectors that have been adversely impacted by the tough measures are incidentally also among the top bets for both private and public market investors alike.

Given this backdrop of uncertainty in the world's largest consumer market, there is a lot of scepticism around how these measures will impact the local players, including those listed on global markets, and also overseas investors backing them. In this Big Picture discussion, we have put together an eminent panel of distinguished speakers who will share their unique insights and reading of the ongoing developments.

Our first panelist Helen Wong is a seasoned venture capitalist with 20 years of investment experience in China, US and SE Asia. She is the founding team member at GGV Capital and ex-Partner at Qiming Ventures. GGV is a US-China venture capital firm while Qiming is a top-tier China venture capital firm with over \$5b under management. Her investment and exit record at Qiming include Mobike (sold to Meituan), which reached unicorn status; Luojiswei (sold to Tencent) also reached unicorn status; Lagou (sold to 51jobs). Her successful exits at GGV include Tudou (IPO on NASDAQ then acquired by Youku/ Alibaba); Buchang (IPO on A-share); and BCD (IPO on NASDAQ then acquired). She has been involved in 8 of GGV Fund I's successful exits including Alibaba.

Rui Ma, our second panelist and commentator, has 16 years of experience in technology and finance, spanning seed stage to pre-IPO investing, with a decade focused on China. She founded Tech Buzz China in 2018 to educate and consult investors, funds and entrepreneurs on Chinese tech products, strategies and trends. She previously worked at 500 Startups as an investment partner and spent a decade in private equity and mergers & acquisitions roles at Raine Group, Morgan Stanley and Merrill Lynch in both Silicon Valley and China.

Our third panelist is James Tan, managing partner at Quest Ventures, a top venture capital fund in Asia. James Tan was earlier co-founder and COO of 55tuan, a NASDAQ-listed e-commerce group that grew to more than 200 cities and 5,000 employees across China. Quest Ventures's portfolio includes prominent names such as Carousell, Carro and ShopBack. After close to a decade in China, Tan returned home to Singapore to nurture tech startups through the VC venture.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Join this discussion for some insightful observations on China's tech space developments and their fallout in the region.

---

## Fireside chat: The “next big what” opportunities unfolding in the life sciences space

- **With Dr Amit Varma, managing partner, Quadria Capital**
- **Paramita Chatterjee, Editor, DealStreetAsia (Moderator)**

Co-founder Amit Varma, a practising doctor, believes that the healthcare market in India and Southeast Asia market combined will be bigger and grow faster than US-EU put together by 2025. When it comes to the economics of healthcare, Varma believes the platform approach – combining smaller clinics and hospitals under one group – is the way forward. The session will discuss private equity's role in bridging the gap between the challenges investors face – manpower, technology and supply chains – and patient requirements – affordability, accessibility and quality.

Quadria, the only PE firm in the healthcare space that looks at opportunities across South Asia had closed its second fund at \$595 million last year, exceeding its target of \$400 million. From India to Indonesia and Vietnam, the firm is scouting for new investment opportunities and targeting healthcare services; life sciences, pharma and medical devices; distribution or retail platforms; and health technology. It is also on track to close its second VC fund at \$150 million soon.

---

## Fireside chat: The art and science of making PE investments during crisis times

- **With Weijian Shan, Group Chairman and Chief Executive Officer, PAG**
- **Michelle Teo, Managing Editor, DealStreetAsia (Moderator)**

Despite regulatory crackdown on several fast-growing sectors and the continued Sino-US trade tensions, China continues to see growth in investments, private equity fundraising and expansion in deal sizes as global institutional investors bat for long-term macro factors. China is projected to contribute up to 25% of global GDP growth from now until 2024. Will LPs accordingly allocate capital to funds targeting the Middle Kingdom? Will we continue to see PE fundraising in China largely concentrated on the biggest funds? Shan will share his insights on how the PE industry views the latest developments in the technology space in China, particularly on the regulatory front, as well as his reading of the US-China relations under the Biden administration so far, in addition to other geopolitical developments.

The author of Money Games and Out of the Gobi, Shan had established PAG's PE branch in 2010 after his previous stints leading deals at TPG and Newbridge Capital. The team has raised four vehicles to date, including PAG Growth Fund I and three buyout-focused pan-Asia funds: PAG Asia I (closed in 2012 at \$2.5 billion), PAG Asia II (closed in 2016 at \$3.6 billion), and PAG Asia III (closed in 2018 at \$6 billion). PAG is currently in the market to raise its fifth direct lending fund for the region.

## Fireside chat: New digital scripts India will play to in the post-pandemic world and beyond

**With Haresh Chawla, Partner, True North**

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

## Govindraj Ethiraj, Founder, BoomFactCheck; Founder & Managing Trustee, IndiaSpend.org & Factchecker.in (Moderator)

The pandemic has clearly altered and accelerated India's digital transformation journey. India has already produced 16 unicorns in the first six months of 2021 compared to 10 in the whole of 2020. Haresh Chawla, rated among the country's most influential commentators in identifying the big shifts in India's economy, society, and its future, will explain why the country's digital landscape will never be the same again in the post-pandemic world.

At True North, Chawla focuses on investments in the food and consumer sectors where he identifies and helps transform mid-sized businesses. True North closed its sixth fund, from which it is currently investing, in 2019, raising about \$600 million. It has earmarked about \$200-250 million from its sixth fund for deals in the consumer space, particularly niche brands that are riding the digitalisation wave spurred by the pandemic-induced changes in consumer behaviour.

## Day 2 - September 29, 2021

8:00 am – 9:00 am	Registration and Networking
9:00 am – 9:10 am	Welcome note and lineup for the day <ul style="list-style-type: none"> <li>By <b>Stephen André Jacob</b>, Chief Operating Officer, DealStreetAsia</li> </ul>
9:15 am – 9:45 am	Fireside chat: Applying global lessons to Asian tech investments <ul style="list-style-type: none"> <li>With <b>Cyrus Driver</b>, Managing Director, Partners Group</li> <li><b>Michelle Teo</b>, Managing Editor, DealStreetAsia (Moderator)</li> </ul>
9:50 am – 10:20 am	Fireside chat: The post-Covid exit landscape and new fundraising order in SE Asia <ul style="list-style-type: none"> <li>With <b>Nicholas Bloy</b>, Co-managing partner, Navis Capital Partners</li> <li><b>Ngoc Nguyen</b>, Vietnam Correspondent, DealStreetAsia (Moderator)</li> </ul>
10:20 am – 11:00 am	Networking
11:00 am – 11:40 am	Fireside chat: Taking Indonesia's first tech unicorn to a successful listing and the road ahead <ul style="list-style-type: none"> <li>With <b>Rachmat Kaimuddin</b>, CEO, Bukalapak</li> <li><b>Andi Haswidi</b>, Head of ASEAN Research, DealStreetAsia (Moderator)</li> </ul>
11:00 am – 11:45 am	The Future of Dealmaking: how to leverage on AI and technology to save time, costs, mitigate risks and seal the deal <b>&lt;In Partnership with DFIN&gt;</b>

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

	<ul style="list-style-type: none"> <li>• <b>Stephanie Siu</b>, APAC Project Manager and Legal Counsel, eBrevia DFIN</li> <li>• <b>Valerie Law</b>, Team Lead, Research, DealStreetAsia (Moderator)</li> </ul>
11:45 am – 12:30 pm	<p>Canadian pension funds making a big shift towards S Asia</p> <ul style="list-style-type: none"> <li>• With <b>Prateek Maheshwari</b>, Managing Director and Head of Asia, OMERS Infrastructure</li> <li>• <b>Wai Leng Leong</b>, Managing Director and Regional Head of Asia Pacific, CDPQ Global, CDPQ Singapore</li> <li>• <b>Michelle Teo</b>, Managing Editor, DealStreetAsia (Moderator)</li> </ul>
12:30 pm – 1:10 pm	<p>The Philippines catching investors' attention but can it deliver?</p> <ul style="list-style-type: none"> <li>• With <b>Minette B. Navarrete</b>, Co-founder, President &amp; Vice-Chairman, Kickstart Ventures, Inc.</li> <li>• <b>Franco Varona</b>, Founding Partner, Foxmont Capital Partners</li> <li>• <b>Lawrence Chu</b>, Co-founder, Oriente</li> <li>• <b>Mars Mosqueda Jr</b>, Correspondent, Philippines, DealStreetAsia (Moderator)</li> </ul>
12:30 pm – 1:10 pm	<p>How will Vietnam rewrite its recovery script amid pandemic drag?</p> <ul style="list-style-type: none"> <li>• <b>Richard Trieu Pham</b>, President and Group CFO, Tiki</li> <li>• <b>Conrad Tsang</b>, Founder &amp; Chairman, Strategic Year Holdings Limited</li> <li>• <b>Quang Pham</b>, Director, Crescent Group Capital Management</li> <li>• <b>Ngoc Nguyen</b>, Vietnam Correspondent, DealStreetAsia (Moderator)</li> </ul>
1:10 pm – 2:00 pm	Networking
2:00 pm – 2:40 pm	<p>Impact investing turns mainstream: What's changing and what are the implications?</p> <ul style="list-style-type: none"> <li>• With <b>Fernanda Lim</b>, Partner, LeapFrog Investments</li> <li>• <b>Tan Shao Ming</b>, Managing Director, ABC World Asia</li> <li>• <b>Saima Rehman</b>, Investment Officer, Private Equity &amp; Funds, IFC</li> <li>• <b>Michelle Teo</b>, Managing Editor, DealStreetAsia (Moderator)</li> </ul>
2:45 pm – 3:15 pm	<p>Fireside chat: Strong capital structures, liquidity and credit access key to navigate the crisis</p> <ul style="list-style-type: none"> <li>• With <b>Atul Kapur</b>, Co-founder and Chief Investment Officer, Everstone Group</li> <li>• <b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia (Moderator)</li> </ul>



# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

3:20 pm – 3:50 pm	Fireside chat: Private equity and the next generation of consumers <ul style="list-style-type: none"> <li>• With <b>Chinta Bhagat</b>, Managing Partner, Asia, L Catterton</li> <li>• <b>Michelle Teo</b>, Managing Editor, DealStreetAsia (Moderator)</li> </ul>
3:50 pm – 4:30 pm	Networking
4:30 pm – 5:00 pm	Fireside chat: Moving beyond payments to grow as a formidable fintech business in SE Asia <ul style="list-style-type: none"> <li>• With <b>Reuben Lai</b>, Senior Managing Director, Grab Financial Group</li> <li>• <b>Kristie Neo</b>, Senior Writer, DealStreetAsia (Moderator)</li> </ul>
5:00 pm – 5:40 pm	SPACside story: Behind the euphoria and frenzy, a viable exit for investors? <ul style="list-style-type: none"> <li>• <b>Ravi Thakran</b>, chairman and CEO, Aspirational Consumer Lifestyle Corp</li> <li>• <b>Dr Finian Tan</b>, founder and chairman, Vickers Venture Partners</li> <li>• <b>Kristie Neo</b>, Senior Writer, DealStreetAsia (Moderator)</li> </ul>
4:30 pm – 5:30 pm	The DFIN Deals Barometer Launch - Tracking the revival of startup funding in the new normal <In Partnership with DFIN> <ul style="list-style-type: none"> <li>• <b>Andi Haswidi</b>, Head of ASEAN Research, DealStreetAsia</li> <li>• <b>Dmitry Levit</b>, Founder &amp; Partner, Cento Ventures</li> <li>• <b>Peter McMillan</b>, Head of Sales for APAC, DFIN</li> <li>• <b>Eudora Wang</b>, Senior Reporter, DealStreetAsia</li> <li>• <b>Mars Mosqueda Jr</b>, Correspondent, Philippines, DealStreetAsia</li> <li>• <b>Pramugdha Mangain</b>, Correspondent &amp; Content Specialist, India, DealStreetAsia</li> </ul>
5:30 pm – 7:00 pm	Networking

## Fireside chat: Applying global lessons to Asian tech investments

- **With Cyrus Driver**, Managing Director, Partners Group
- **Michelle Teo**, Managing Editor, DealStreetAsia (Moderator)

Asia is seeing intense competition for technology assets, and global private equity major Partners Group is the latest to join this crowded space. Can the Swiss alternative assets manager, which plans to allocate 15-20% of its global tech investments to opportunities in Asia to start with, stand out? Driver, now managing director of Partners' Private Equity Technology business unit, will dwell on the firm's efforts at making pure technology investments as part of its strategy after the global pandemic has thrown up a plethora of opportunities with enormous growth potential.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

While Partners Group has invested in software services providers in the US and Europe, its exposure to similar opportunities in Asia remains limited. Can the firm bring its learnings from non-tech businesses that it typically invests into sectors such as SaaS, software and other segments within the internet ecosystem? Partners Group has recently reorganised its business units based on sectors as opposed to geography previously.

---

## Fireside chat: The post-Covid exit landscape and new fundraising order in SE Asia

- **With Nicholas Bloy, Co-managing partner, Navis Capital Partners**
- **Ngoc Nguyen, Vietnam Correspondent, DealStreetAsia (Moderator)**

Private equity deal-making in SE Asia appears to be bouncing back in 2021 compared to last year's lacklustre exit record as well fewer buyout transactions. The region is also seeing an increase in the number of global PE majors looking at SE Asia even as limited partners are setting up regional offices to boost their direct investments.

How are LPs and GPs approaching digital fundraising and virtual underwriting? Will the increased dry powder lead to record deals in the rest of 2021 and next year? What will the new normal be for SE Asia and which markets and sectors will see heightened activity? Will remote work allow SEA-focused PE firms to have boots on the ground in more countries here, enabling greater access to deal flow?

Bloy, who is responsible for fundraising at Navis, will share his perspectives on the overall PE investment landscape in the current context. Malaysia-headquartered Navis Capital manages approximately \$5 billion in public and private equity capital and focuses on investments primarily in and around Asia. Navis recently announced the final close of two of its funds – Navis Asia Fund VIII and Navis Asia Green Loop Fund – at \$900 million and \$450 million, respectively. Navis Capital has also been actively exploring exits from its investments and has also sealed several divestments in recent months.

---

## Fireside chat: Taking Indonesia's first tech unicorn to a successful listing and the road ahead

- **With Rachmat Kaimuddin, CEO, Bukalapak**
- **Andi Haswidi, Head of ASEAN Research, DealStreetAsia (Moderator)**

Online marketplace Bukalapak became Indonesia's first tech unicorn of this generation to successfully list on the Indonesia Stock Exchange after raising \$1.52 billion in its initial public offering, five times more than the original target of \$300 million. After the IPO, Bukalapak's top three backers include Emtek subsidiary PT Kreatif Media Karya, Ant Group's API Investment Ltd, and GIC – who together own 46% of the company.

Bukalapak's listing is significant as it not only tested the depth of the local bourse but also set the stage for other tech unicorn listings in the SE Asian region. GoTo, the entity formed after the merger of Tokopedia and ride-hailing and deliveries giant Gojek earlier this year, is also eyeing a listing by the end of this year in Indonesia before it lists in the US. Singapore-based Grab is set to list on the NASDAQ by the fourth quarter of this year.

The path to IPO was actually laid nearly two years back in December 2019 when Bukalapak appointed ex-banker Muhammad Rachmat Kaimuddin as the CEO. Kaimuddin had the challenging task of keeping his eyes trained

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

sharply on costs, efficiencies and business sustainability. Many industry observers had marked that the move was aligned to help the company maintain growth and meet investor expectations in a highly competitive market.

Kaimuddin was a director of finance and planning at local lender Bank Bukopin prior to joining Bukalapak. He has served stints at Quvat Management, Baring Private Equity, Bosowa Corporindo, and Semen Bosowa.

After steering Bukalapak to a blockbuster IPO, what are the next targets for Kaimuddin? We will ask the seasoned finance veteran about the most remarkable milestone in Indonesian public markets and what it means for the exit landscape for the tech startup ecosystem.

---

## The Future of Dealmaking: how to leverage on AI and technology to save time, costs, mitigate risks and seal the deal

- **With Stephanie Siu, APAC Project Manager and Legal Counsel, eBrevia DFIN**
- **Valerie Law, Team Lead, Research, DealStreetAsia (Moderator)**

In an era of data overload, how do we make investment decisions and track portfolios in a fast, capital efficient manner, even as we minimise risk? This session seeks to answer these questions.

According to the 2020 Global Private Equity Survey by EY, there is an increasing trend for PE firms to deploy technologies to support the investment process. The report also points to the necessity and relevance of deploying AI in obtaining limited partner commitments, closing investment opportunities and providing value across the organisation.

Stephanie Siu, APAC Manager and Legal Counsel at eBrevia, DFIN – an AI contract analytics company will discuss

1. How AI technology can be leveraged in the different stages of a deal: pre-deal to post-acquisition, portfolio management and investor disclosure
2. General market trends in the adoption of AI, and drivers of change
3. Practical tips on onboarding AI technology

She will be in conversation with Valerie Law, Team Lead – Research, at DealStreetAsia. Prior to joining eBrevia, Stephanie practised as a corporate M&A lawyer in an international law firm.

---

## Canadian pension funds making a big shift towards S Asia

- **With Prateek Maheshwari, Managing Director and Head of Asia, OMERS Infrastructure**
- **Wai Leng Leong, Managing Director and Regional Head of Asia Pacific, CDPQ Global, CDPQ Singapore**
- **Michelle Teo, Managing Editor, DealStreetAsia (Moderator)**

Canada's top pension funds CDPQ, CPPIB and OMERS – among the most active institutional investors in the alternative asset class – have been stepping up their presence and exposure in the region in both public and private markets and setting up platforms for investments.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Canada's CDPQ, which set up its Singapore office back in 2014, typically allocates 13.6% of its investments towards markets such as SE Asia, China, India and Latam nations. In SE Asia, CDPQ has primarily invested in Indonesian government bonds and infrastructure projects. Through its real estate arm Ivanhoe Cambridge, which backs LOGOS Group, CDPQ recently formed two JVs with CPPIB to develop logistics facilities in Jakarta. An active LP, CDPQ is also looking at co-investment opportunities and an increased presence in the technology vertical. The pension fund manager has over \$50 billion assets in its PE portfolio.

Our featured speaker Wai Leng Leong is responsible for the regional management of CDPQ Global in Asia Pacific. She has over 30 years of experience in the finance and banking sectors, including 13 years in China, where she built a commercial banking business from the ground up.

For OMERS, which has assets worth \$109 billion under management, the Asia market is a strategic priority. Prateek Maheshwari believes the energy transition theme is going to be very strong in Asia as it tries to decarbonise. OMERS manages a diversified portfolio of investments in public markets, private equity, infrastructure, and real estate. OMERS is looking to expand its portfolio of infrastructure assets in Asia. The investment manager is eyeing sectors such as telecom, renewable energy, and road. Maheshwari leads investment efforts in transport and renewable energy infrastructure. Prior to joining OMERS, Prateek was a Senior Principal with Global Infrastructure Partners for 12 years.

We will speak to them about the Asia opportunities and the long-term returns outlook.

---

## The Philippines catching investors' attention but can it deliver?

- **With Minette B. Navarrete, Co-founder, President & Vice-Chairman, Kickstart Ventures, Inc.**
- **Franco Varona, Founding Partner, Foxmont Capital Partners**
- **Lawrence Chu, Co-founder, Oriente**
- **Mars Mosqueda Jr, Correspondent, Philippines, DealStreetAsia (Moderator)**

With favourable demographics, policy changes and an accelerated pace of digital adoption, the Philippines' startup landscape is finally catching the interest of investors, particularly in the fintech and e-commerce space.

Of the 112-million-strong population, nearly 70% remains unbanked, leaving a huge addressable market for financial services. To top it, as the country's middle-class continues to grow, about 70 million Filipinos are expected to be using smartphones by 2025, leading to the creation of a potentially new market for online consumers.

According to DealStreetAsia's Data Vantage statistics, global investors were involved in \$170 million worth of fundraising in the Philippines in the past 21 months. Compare this to 15 deals that raised a total of \$25 million in 2019, signalling an increase in interest in the emerging market.

This panel will explore the potential of the market and the top themes investors are betting on and why.

Our first panelist is Minette B. Navarrete, vice-chairman and president of Kickstart Ventures, Inc., the corporate venture capital subsidiary of Globe Telecom. Kickstart Ventures is backed by Globe Telecom, Ayala Corporation,

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

and Singtel. Kickstart Ventures manages the Philippines' largest technology venture capital funds, investing globally in early- to growth-stage tech startups via three funds, including Ayala-backed Active Fund, which closed at \$180 million last year. In 2019, Kickstart managed to secure a big exit when Indonesia's Gojek acquired its portfolio company Coins.ph. Its portfolio includes Xendit, Zalora, Snapcart, Nextpay, mClinica, among others.

We have Franco Varona, managing partner, Foxmont Capital Partners, which invests in early-stage Filipino-focused and Filipino-founded startups. Foxmont's portfolio includes Edukasyon, Nextpay, Booky, Edamama, among others. He is also a co-founder and director in the boutique agency Global Media Post. Prior to Foxmont, he was the founding general manager of Grab Philippines.

Our third panelist is Lawrence Chu, co-founder, Oriente, a Hong Kong-based fintech startup that has a deep presence in the Philippines. Oriente is the parent company of Finmas, Cashalo and Finizi, three online lenders based in Indonesia, the Philippines and Vietnam, respectively. Chu has over 16 years of international investment experience and founded investment company BlackPine. For Oriente, the Philippines and Indonesia are two of its strongest markets that have seen significant user traction and growth. Oriente most recently raised \$50 million Series B funding. In 2018, it raised \$105 million equity from the founders and a group of family offices including members of Malaysia's Berjaya Group, the Philippines' JG Summit Holdings, and Indonesia's Sinar Mas.

Join this session to know more about SE Asia's untapped market.

---

## How will Vietnam rewrite its recovery script amid pandemic drag?

- **With Conrad Tsang, Founder & Chairman, Strategic Year Holdings Limited**
- **Quang Pham, Director, Crescent Group Capital Management**
- **Richard Trieu Pham, President & Group CFO, TIKI Corporation**
- **Ngoc Nguyen, Vietnam Correspondent, DealStreetAsia (Moderator)**

In 2020, when the COVID-19 pandemic became a global healthcare crisis, Vietnam was among the most resilient nations to bounce back to resume business activity. While other ASEAN economies had forecasted negative growth in 2020, Vietnam's GDP managed to grow at nearly 3%. Since then, investors have been bullish about Vietnam, backing investments in the country despite difficulties in undertaking deal due diligence. Cut to 2021, with low vaccination rates and an increase in the number of cases, local businesses have been witnessing a prolonged lockdown situation.

In the changed scenario, will Vietnam prove to be equally attractive as a destination for foreign investments by global MNCs? What will be the somewhat delayed impact of the pandemic on Vietnam's economy, particularly the startup space? Is Vietnam as a single-country market an attractive bet for risk capital investors backing tech startups?

Our panelists will share their perspectives on the opportunities and challenges in the emerging SE Asian market.

We have Conrad Tsang, chairman & co-founder, Strategic Year Holdings Limited, a Hong Kong-based private equity firm that has increased its investment activity in Southeast Asia. Strategic Year has invested in Vietnamese education startup TEKY Holdings. The firm is spending more resources and time in markets like Vietnam, Indonesia, Cambodia, the Philippines, and some cross-border opportunities.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Meanwhile, Quang Pham oversees Vietnam as well as other SE Asia markets for Crescent Group Capital Management (Crescent Point). In Vietnam, Crescent Point had invested \$36.2 million in integrated children's lifestyle platform N Kid Corporation in 2019. Pham was earlier the co-founder and a senior investment manager at VI (Vietnam Investments) Group, one of the largest Vietnam-focused private equity firms.

Our third panelist is Richard Trieu Pham, group president & CFO at TIKI Corporation - Vietnam's largest homegrown e-commerce platform. TIKI is seeking \$200 million in its ongoing Series E funding that has raised nearly \$100 million from both strategic and financial investors including insurer AIA, Taiwan Mobile, AppWorks, CE Fintech Capital and Nextrans. The online marketplace has recently set up Tiki Global Pte Ltd, a Singapore holding company, aiming for an overseas listing.

Join this session to get an overview of opportunities in Vietnam.

---

## Impact investing turns mainstream: What's changing and what are the implications?

- **With Fernanda Lim, Partner, LeapFrog Investments**
- **Tan Shao Ming, Managing Director, ABC World Asia**
- **Saima Rehman, Investment Officer, Private Equity & Funds, IFC**
- **Michelle Teo, Managing Editor, DealStreetAsia (Moderator)**

The private market for impact investing has grown as much as \$2.1 trillion last year, according to IFC estimates. In 2019 alone, private capital firms raised more than \$76 billion in funds with an impact mandate. Still more funds are to come: Canada's Brookfield Asset Management is in the market to raise as much as \$12.5 billion for its new impact investment fund. Yet, according to IFC, only a quarter of the market is clearly measured for financial and development impact.

As interest in investing for impact continues to grow, driven by evolving investor profiles and clear development needs, how is the industry set for sustainable growth? What are the implications of the influx in capital? What drives real returns in impact investments?

The panel brings together seasoned investors focused on impact in Asia, to discuss measurable impact investing. Joining us from IFC is Saima Rehman, who brings 17 years of investment experience across South Asia, and East Asia Pacific. Also on the panel is Fernanda Lima from LeapFrog Investments, which has raised more than \$2 billion across four private equity funds from institutional investors, including from Singapore state investor Temasek.

The UK-headquartered private equity firm drives impact through its investments in high-growth financial services and healthcare companies in emerging markets. Its latest investments include leading a \$54 million funding round in PasarPolis, the Indonesian insurtech company; and a \$55 million round into India's MedGenome, a genetic diagnostics company.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

ABC World Asia's Tan Shao Ming drives investments at the PE fund, which raised S\$385 million in 2019 to target companies in China, Southeast Asia, and South Asia. The fund focuses on financial and digital inclusion; health and education; climate and water solutions; sustainable food and agriculture; and smart and liveable cities.

---

## **Fireside chat: Strong capital structures, liquidity and credit access key to navigate the crisis**

- **With Atul Kapur, co-founder and Chief Investment Officer, Everstone Group**
- **Joji Thomas Philip, Editor-in-Chief and Founder, DealStreetAsia (Moderator)**

Having seen the rise of private equity in India over the last decade, Atul Kapur will take us through the onward journey of this asset class in the post-pandemic world. How will Everstone – best known for its platform approach, value-add strategy and buyouts approach – navigate its operations across PE, VC, real estate and infrastructure following the changes brought about by the pandemic? This chat will also seek to explore the underlying strong fundamentals that led to a 38% rise in PE investments in India to a record \$62.2 billion in the Covid year of 2020 even though the exit record continued to be lacklustre.

The Everstone co-founder will also share insights on how locally-grown PE firms can compete and differentiate themselves from the new class of investors like pension funds, sovereign wealth funds, specialised secondary funds, global buyout funds and strategics. The Singapore-based PE firm is seeking to raise as much as \$950 million for its fourth fund that will back companies in India and Southeast Asia. Everstone manages more than \$5 billion across private equity, real estate, green infrastructure and venture capital funds. Everstone has also launched a dedicated credit fund.

---

## **Fireside chat: Private equity and the next generation of consumers**

- **With Chinta Bhagat, Managing Partner, Asia, L Catterton**
- **Michelle Teo, Managing Editor, DealStreetAsia (Moderator)**

Even before the pandemic, the consumer sector was undergoing key shifts driven by changes in demographics and the digitalisation of business models. The COVID-19 pandemic and ensuing restrictions have accelerated existing trends, and pushed businesses to take stock, and rethink operating models and value propositions.

What matters most to the consumers of tomorrow? How are private equity firms approaching the evolving market landscape? Where are the opportunities that private capital can tap into?

As an experienced investor in the consumer sector, with more than three decades of experience in building enduring brands, L Catterton is at the heart of these questions. The firm has \$28 billion in equity capital under management and investment professionals globally. Bhagat, who leads the team in Asia out of Singapore, will share his perspectives on creating value amid the changing consumer landscape.

---

## **Fireside chat: Moving beyond payments to grow as a formidable fintech business in SE Asia**

- **In conversation with Rueben Lai, senior managing director, Grab Financial Group**

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

- **Kristie Neo, Senior Writer, DealStreetAsia (Moderator)**

Grab, one of Southeast Asia's most valuable startups, started as a ride-hailing business in 2012 and gradually diversified into food and deliveries and fintech offering myriad services under the super app umbrella, tapping an addressable market of 650-million plus people in the region. In a milestone deal earlier this year, Grab announced a \$40 billion deal with special purpose acquisition vehicle Altimeter Growth Corp and is working to list on the Nasdaq in the fourth quarter.

Per its recent Q1 numbers, Grab has benefited from a surge in the food and delivery business as well as digital payments while its mainstay mobility vertical has been reeling from the pandemic-induced movement curbs in its core markets. Grab's financial services segment recorded its highest quarterly total payment volume (TPV) so far in Q1 2021 with year-on-year growth of 17%. Grab projects that the total TPV of its financial services division will touch \$11 billion in 2021, clocking a growth of 23.6% YoY. Furthermore, Grab posted strong growth in lending and insurance segments in Q1.

Grab has plans to move beyond payments as it bulks up its financial services layer. It has tied up with SingTel to set up a digital bank in Singapore that is likely to commence operations next year. In Indonesia, however, Grab's financial services business will see an impact following the merger between tech giants Gojek and Tokopedia, which is a co-investor in e-wallet OVO along with Grab.

How does Grab see its fintech play evolving beyond the payments business? Will we see Grab getting into acquisition mode to bulk up its activities within the segment? How do we see OVO ownership changing following the GoTo merger in Indonesia? How will Grab leverage the partnership with Indonesian conglomerate Emtek Group to deepen its presence in SE Asia's largest market? What are the group's plans for other SE Asian markets? When will the financial services business likely become EBITDA positive?

Grab Financial Group senior managing director Reuben Lai will throw light on these questions and more about the road ahead for the company's fintech ambitions. At Grab, Reuben has launched multiple successful businesses, including a car leasing platform, Grab for Business, and Grab Ventures. He was also the Chief of Staff to Grab's CEO. Before joining Grab, Reuben was a co-founder and CEO of a telemedicine startup.

Join this conversation on how Grab is looking to build a fintech business beyond payments.

---

## **SPACside story: Behind the euphoria and frenzy, a viable exit for investors?**

- **With Ravi Thakran, chairman and CEO, Aspirational Consumer Lifestyle Corp**
- **Dr Finian Tan, founder and chairman, Vickers Venture Partners**
- **Kristie Neo, Senior Writer, DealStreetAsia (Moderator)**

SPACs or blank cheque firms are entities without operations that are formed only to raise capital to acquire other businesses. Merging with a SPAC has become an increasingly popular method for closely-held businesses to raise capital for growth.



# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

2020 was a peak year with a total of 248 SPAC IPOs transacted globally, raising \$83 billion, data shows. In 2021, the number has already crossed 423 SPAC IPOs. The SPAC frenzy is fast catching up in SE Asia with at least 10 blank cheque firms, representing close to \$3 billion, chasing tech upstarts in the region. Furthermore, the Singapore Stock Exchange has recently eased the minimum value limits to attract mid-tier SPAC listings from the region.

This panel features Ravi Thakran, former L Catterton Asia head and the chairman and CEO of Aspirational Consumer Lifestyle Corp, and Dr Finian Tan, Vickers Venture Partners founder and chairman, who will share their experiences with the SPAC vehicle and also deep-dive into the opportunities and challenges of the model.

Thakran's Aspirational Consumer Lifestyle II, the second blank cheque firm that filed to raise up to \$300 million in an IPO in the US earlier this year, came just five months after the first SPAC, Aspirational Consumer Lifestyle, which mopped up around \$240 million. Aspirational's first vehicle announced it was merging with private jet charterer Wheels Up. For the second SPAC, Thakran is scouting for businesses with premium brands that offer an aspirational lifestyle experience to consumers. Thakran believes, "SPACs are especially suited for companies that have so far not got access to the traditional listing route."

Dr Tan's Vickers Venture was one of the first in this region to publicly announce SPAC plans. In December 2020, it filed to raise \$100 million in an IPO on Nasdaq for its blank cheque firm Vickers Vantage. Vickers Ventures Fund VI will act as the SPAC's sponsor and will have 24 months to successfully identify and complete the merger. Tan had told us earlier, "we've seen plenty of SPACs but not enough successful de-SPACs."

Join this conversation to get a nuanced perspective on the SPAC model.

---

## The DFIN Deals Barometer Launch - Tracking the revival of startup funding in the new normal

- **With Andi Haswidi**, Head of ASEAN Research, DealStreetAsia
- **Dmitry Levit**, Founder & Partner, Cento Ventures
- **Peter McMillan**, Head of Sales for APAC, DFIN
- **Eudora Wang**, Senior Reporter, DealStreetAsia
- **Mars Mosqueda Jr**, Correspondent, Philippines, DealStreetAsia
- **Pramugdha Mamgain**, Correspondent & Content Specialist, India, DealStreetAsia

Through 2021, despite the ravages of the second wave of COVID, there has been an upwards trajectory on dealmaking. According to DealStreetAsia research, in Q2 2021, startups in India, Greater China and Southeast Asia comfortably beat the money raised through the same period in 2020.

In a discussion with DFIN's Head of Sales for APAC Peter McMillan and Dmitry Levit, General Partner at Cento Ventures, we will track the verticals, sectors and investors that are driving this surge in dealmaking.

The session will include an introduction of the soon-to-be launched DFIN Deals Barometer. Scheduled to go live in October 2021, the DFIN Deals Barometer is a monthly overview of deals and dealmaking across Southeast Asia, India and Greater China, based on research from DealStreetAsia and supported by DFIN.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

## Day 3 - September 30, 2021

8:00 am – 9:00 am	Registration and Networking
9:00 am - 9:20 am	Welcome note on the VC day tracks and lineup for the day By <b>Joji Thomas Philip</b> , Editor-in-Chief and Founder, DealStreetAsia
9:20 am - 10:00 am	DealStreetAsia Data Vantage Product Deepdive <ul style="list-style-type: none"> <li>• <b>Andi Haswidi</b>, Head – Asean Research, DealStreetAsia</li> <li>• <b>Valerie Law</b>, Team Lead – Research, DealStreetAsia</li> <li>• <b>Deepshikha Monga</b>, Editor, DealStreetAsia (Moderator)</li> </ul>
10:00 am - 10:30 am	Fireside chat: The road to building a regional property marketplace leader <ul style="list-style-type: none"> <li>• With <b>Hari V. Krishnan</b>, CEO &amp; Managing Director, PropertyGuru</li> <li>• <b>Kristie Neo</b>, Senior Writer, DealStreetAsia (Moderator)</li> </ul>
10:30 am – 11:00 am	Networking
11:00 am - 11:40 am	How US investors are gauging SE Asia’s fintech potential <ul style="list-style-type: none"> <li>• With <b>Tilman Ehrbeck</b>, Managing Partner, Flourish Ventures</li> <li>• <b>Sheel Mohnot</b>, Co-Founder, Better Tomorrow Ventures</li> <li>• <b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia (Moderator)</li> </ul>
11:40 am - 12:20 pm	New angel tribe: Rise of the founder-investor <ul style="list-style-type: none"> <li>• With <b>Edward Tirtanata</b>, CEO and Co-founder, Kopi Kenangan</li> <li>• <b>Darius Cheung</b>, CEO, <a href="#">99.co</a></li> <li>• <b>Weihan Liew</b>, GGV Capital</li> <li>• <b>Rajive Keshup</b>, Director, Cathay Innovation (Moderator)</li> </ul>
12:20 pm - 1:00 pm	Global investors see value in sharpening focus on SE Asia <ul style="list-style-type: none"> <li>• <b>Akshay Bhushan</b>, Partner, Lightspeed (India and SEA)</li> <li>• <b>JP Lee</b>, CEO, SoftBank Ventures Asia</li> <li>• <b>Takehiko Ken Koyanagi</b>, Senior Staff Writer and Editorial Board Member, Nikkei Inc. (Moderator)</li> </ul>
1:00 pm – 2:00 pm	Networking
2:00 pm - 2:40 pm	Alternative proteins: The future of food in Asia <ul style="list-style-type: none"> <li>• With <b>Albert Tseng</b>, Co-founder, Dao Foods International</li> <li>• <b>Tai Lin</b>, Managing Partner, Proterra Asia</li> </ul>

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

	<ul style="list-style-type: none"> <li>• <b>William Koo</b>, Managing Director, Temasek Life Sciences Accelerator (Moderator)</li> </ul>
2:40 pm - 3:20 pm	<p>Building global life science champions from Singapore hub</p> <ul style="list-style-type: none"> <li>• With <b>XQ Lin</b>, Chairman and CEO, Esco Lifesciences Group</li> <li>• <b>ZHOU Lihan</b>, Co-founder &amp; CEO, MiRXES</li> <li>• <b>Michelle Teo</b>, Managing Editor, DealStreetAsia (Moderator)</li> </ul>
3:20 pm to 4:00 pm	<p>Rise of the crypto asset class in SE Asia: Will the frenzy last?</p> <ul style="list-style-type: none"> <li>• <b>Jeth Soetoyo</b>, Founder &amp; CEO, Pintu</li> <li>• <b>Hemant Mohapatra</b>, Partner, Lightspeed</li> <li>• <b>Alex Svanevik</b>, Co-Founder &amp; Chief Executive Officer, Nansen</li> <li>• <b>Andi Haswidi</b>, Head of ASEAN Research, DealStreetAsia (Moderator)</li> </ul>
4:00 pm – 4:30 pm	Networking
4:30 pm - 5:00 pm	<p>Fireside chat: Taking AI out of science labs and creating scalable models</p> <ul style="list-style-type: none"> <li>• With <b>Ashwini Asokan</b>, CEO &amp; Co-founder, Mad Street Den</li> <li>• <b>Harveen Ahluwalia</b>, Editor, Internet, The Morning Context (Moderator)</li> </ul>
4:30 pm - 5:30 pm	<p>Tales of resilience and growth from Indonesia during the COVID-19 pandemic</p> <p>&lt;In Partnership with Alpha JWC Ventures&gt;</p> <ul style="list-style-type: none"> <li>• With <b>Abraham Viktor</b>, CEO, Hangry</li> <li>• <b>Indra Gunawan</b>, CEO, Bobobox</li> <li>• <b>Jefrey Joe</b>, Co-Founder &amp; General Partner, Alpha JWC Ventures</li> <li>• <b>Shinta Nurfauzia</b>, Co-CEO and Co-founder, Lemonilo</li> <li>• <b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia (Moderator)</li> </ul>
5:00 pm - 5:30 pm	<p>Fireside chat: An approach to early-stage investing, building unicorns and getting startups IPO-ready in India</p> <ul style="list-style-type: none"> <li>• <b>Sanjay Nath</b>, Founder, Blume Ventures</li> <li>• <b>Sriram Mani</b>, Senior Correspondent, Network18 (Moderator)</li> </ul>
5:30 pm – 7:00 pm	Networking

## Fireside Chat: The road to building a regional property marketplace leader

- **With Hari V. Krishnan**, CEO & Managing Director, PropertyGuru
- **Kristie Neo**, Senior Writer, DealStreetAsia (Moderator)

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

From a listing collapse in 2019 to raising a big-ticket sum from its storied backers to acquiring Australia-listed REA Group entities in Malaysia and Thailand to the latest SPAC merger, PropertyGuru has had a milestone-filled journey in recent months.

PropertyGuru's merger with blank cheque firm Bridgetown 2 Holdings, a SPAC entity backed by billionaires Richard Li and Peter Thiel, will give the combined entity an equity value of \$1.78 billion. Backed by TPG Capital and KKR, the property marketplace has joined fellow tech majors from the region to take the SPAC route. In this chat, PropertyGuru CEO Hari Krishnan will trace the growth journey of the marketplace across multiple geographies in a largely traditional and local sector as well as its road ahead.

We will quiz Hari Krishnan about how PropertyGuru has pursued opportunities such as landing big-ticket funding, scaling up both organically and through M&As, striking a SPAC deal and the complexity of serving vastly different markets.

PropertyGuru operates property marketplaces in five of the biggest Southeast Asian economies –Singapore, Malaysia, Thailand, Indonesia, and Vietnam.

---

## How US investors are gauging SE Asia's fintech potential

- **With Tilman Ehrbeck, Managing Partner, Flourish Ventures**
- **Sheel Mohnot, Co-Founder, Better Tomorrow Ventures**
- **Joji Thomas Philip, Editor-in-Chief and Founder, DealStreetAsia**

Southeast Asia's fintech startups accounted for the most number of deals in 2020 garnering around \$1.26 billion in investor commitments, according to DealStreetAsia's proprietary data. The bulk of the funding, or \$634 million across 31 deals, went to e-payment startups that have seen rapid adoption driven by the region's vast under-banked population.

In this panel, we feature two US-based fintech investors who will share their insights on the fintech scene in SE Asia. Spun out of the Omidyar Network in 2019, US-headquartered Flourish Ventures focuses on neobanks, insurtech and embedded finance. Some of its Southeast Asian portfolio companies include Grab Financial, Qoala, Tanihub and ShopUp. Flourish Ventures's Ehrbeck believes SE Asia has arrived at a crossroads where it may borrow multiple influences from fintech ecosystems across the US, China and India.

Better Tomorrow Ventures is a \$75-million fund that leads rounds in pre-seed and seed-stage fintech companies globally. Co-founder Sheel Mohnot believes fintech is a great way to improve people's lives. Based in San Francisco, Better Tomorrow invests globally as it believes there is talent and unmet needs everywhere. Better Tomorrow Ventures has made some Asian bets including in Indonesian

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

startup Brick and Pakistan-based Creditbook. Mohnot is also a limited partner in Angellist-backed iSeed's micro fund for SE Asia.

Join this session to get a nuanced perspective on the region's fintech potential.

---

## New angel tribe: Rise of the founder-investor

- **With Edward Tirtanata, CEO and Co-founder, Kopi Kenangan**
- **Darius Cheung, CEO, 99.co**
- **Weihan Liew, Venture Partner, GGV Capital**
- **Rajive Keshup, Director, Cathay Innovation (Moderator)**

There has been a noticeable surge in founders of mature startups doubling up as angel investors and cashing in on the region's vibrant entrepreneurial ecosystem. In Indonesia, SE Asia's largest market, founders are backing their own tribe to give back to the ecosystem and to capitalise on the unmissable growth opportunity that the region presents.

Indonesia is also attracting angel investment from Indian founders, who are seeking opportunities in the SE Asian country based on their learnings back home. The reasons are not too far to seek – the internet economy in Southeast Asia is expected to touch \$300 billion by 2025, per the Google-Temasek-Bain report.

This session will explore how active angel investors straddle both roles – of founders and investors – effectively. We will ask our panelists what drives them to angel investing – financial returns, brag rights, or fostering the region's ecosystem, or all the above.

Our panelist Edward Tirtananta, the co-founder of Kopi Kenangan, has injected capital in as many as six tech startups including GudangAda, Otoklix, Klinik Pintar, BukuKas. Darius Cheung, co-founder/CEO at [99.co](https://www.99.co), has made over 10 investments and scored three exits.

Meanwhile, Weihan Liew is a serial technology entrepreneur in SE Asia having founded and successfully exited companies in the media and gaming space. Before joining GGV, Weihan started Indonesian mobile news app BaBe. He is also the founder of Main Games, the largest management platform for gaming live streamers in Indonesia.

The panel moderator Rajive Keshup is a Director at Cathay Innovation, a \$1.5-billion global venture capital fund (part of Cathay Capital). The firm's notable investments in the region include Finacel, Coherent, Igloo Insuretech and KaiOS. Prior to this role, Keshup has been a founder, operator, and strategy consultant based out of New York City.

---

## Global investors see value in sharpening focus on SE Asia

- **With Akshay Bhushan, Partner, Lightspeed (India and SEA)**
- **JP Lee, CEO, SoftBank Ventures Asia**

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

- **Takehiko Ken Koyanagi, Senior Staff Writer and Editorial Board Member, Nikkei Inc. (Moderator)**

SoftBank Ventures Asia and Lightspeed Venture Partners, two of the most prolific global investors with a strong regional focus, have actively deepened their footprint in the SE Asian tech space.

Set up as a SoftBank Group subsidiary called SoftBank Ventures Korea in 2000, the firm rebranded as SoftBank Ventures Asia in 2019 to better reflect its expanded focus. The VC firm has made several notable investments in SE Asia such as Indonesian e-commerce unicorn Tokopedia, Vietnamese online marketplace Sendo, and Singapore's used car platform Carro. It has over \$1.1 billion of funds under management and has invested in over 250 companies across 15 funds. The firm's mandate is to invest in startups that leverage AI to build highly disruptive products and services.

Lightspeed Venture Partners officially opened its presence in SE Asia with an office in Singapore last year. Its prominent investments in the region include Grab, Chilibeli, Ula, Shipper, NextBillion, Nas Academy and Endowus. Lightspeed typically invests from the seed to Series B stages in the commerce, fintech, edtech and SaaS sectors. Lightspeed invests in the region from its \$890 million Lightspeed Venture Partners XIII (US fund) and \$275 million Lightspeed India Partners III (India fund).

We will learn more from J P Lee and Akshay Bhushan as they take us through what has changed in the tech investment landscape post-pandemic and the emergence of new technologies and business models that will ride on the accelerated online adoption in the region.

---

## Alternative proteins: The future of food in Asia

- **With Albert Tseng, Co-founder, Dao Foods International**
- **Tai Lin, Managing Partner, Proterra Asia**
- **William Koo, Managing Director, Temasek Life Sciences Accelerator (Moderator)**

Asia is marching ahead as a hub for global alternative food companies seeking to expand to gain a leading position in some of the world's largest consumer markets. Alternative protein startups, the nascent category touted as the future of food, have been fast garnering investor interest with deal value in the region growing to \$155 million in 2020 compared to just \$5.3 million in 2019.

Apart from sustainability concerns and shifts in consumption behaviour, what is driving growth in the sector? How are alt protein companies changing the economics of food? What do investors stand to gain?

Featuring top executives from Proterra Asia, Dao Foods and Temasek accelerator, this panel will explore the facets driving the sector and the challenges to the road ahead.

Proterra Investment Partners, spun-out of agribusiness giant Cargill in 2016, is focused on investments in the food sector and manages \$3.8 billion in AUM. Proterra Asia manages over \$1.5 billion in its Asia-focused Food funds. Lin believes that direct exposure to food, which forms the largest portion of the continent's Consumer Price Index basket, is requisite for a direct connection with the Asian consumer.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Cross-border investment firm Dao Foods is targeting to back investments in about 30 China-based alternative protein startups in the next three years. Temasek Life Sciences Accelerator, a JV between Temasek Life Sciences Laboratory and Vertex Holdings, is Singapore's first agri-bio-sci-tech incubator that aims to incubate, nurture and grow disruptive life science innovations into early stage companies. Singapore's Temasek is an active investor in the alternative protein space.

## Building global life science champions from Singapore hub

- **With XQ Lin, Chairman and CEO, Esco Lifesciences Group**
- **ZHOU Lihan, Co-founder & CEO, MiRXES**
- **Michelle Teo, Managing Editor, DealStreetAsia (Moderator)**

With proactive government policies, an ecosystem that fosters innovation, intellectual property rights protection, strong corporate-academia linkages in the field of research, the presence of multinational players and a robust vibrant entrepreneurial cluster, Singapore is considered a regional hub for life science-based innovation. The city-state has channelled nearly S\$4 billion in public sector research funding towards the health and biomedical sciences domain, according to EDB Singapore data.

In this panel, we feature two Singapore-based life science companies MiRXES and Esco Lifesciences, who have raised big-ticket rounds this year, have drawn up global expansion plans and are reportedly exploring listing plans.

Singapore-based cancer diagnostics company MiRXES raised \$77 million in Series C funding led by CR-CP Life Science Fund. Founded in 2014, MiRXES is a spin-off from Singapore's AStar. MiRXES will use the proceeds to double its global talent pool to 400 over the next two years. MiRXES has operations in China, Japan and the US.

Singapore-based Esco Lifesciences closed an oversubscribed \$200-million Series A and crossover round led by Vivo Capital and Novo Holdings. Esco is targeting strategic bolt-on M&As, an accelerated expansion in China and setting up an innovation hub in Boston. Esco is looking at building a global life sciences ecosystem between Singapore, the US and China, with Singapore as the focal nexus.

---

## Rise of the crypto asset class in SE Asia: Will the frenzy last?

- **With Jeth Soetoyo, Founder & CEO, Pintu**
- **Hemant Mohapatra, Partner, Lightspeed**
- **Alex Svanevik, Co-Founder & Chief Executive Officer, Nansen**
- **Andi Haswidi, Head of ASEAN Research, DealStreetAsia (Moderator)**

Interest in the cryptocurrency space has accelerated globally since the beginning of last year as institutional investors embrace the emerging alternative asset class. Mirroring the global trends, crypto-related startups in SE Asia have also reported increased user traction and deal activity.

In this panel, we feature two startups who have landed double-digit funding, and a seasoned global investor bullish on the crypto space.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Singapore-based Ethereum analytics platform Nansen has recently raised \$12 million in a Series A round led by Andreessen Horowitz. The startup focuses on Ethereum research because there is more activity on the blockchain than bitcoin, which can only be used as a currency, believes Nansen's co-founder and chief executive Alex Svaneik, who has a background in AI and first got interested in crypto in 2017.

Indonesian cryptocurrency exchange Pintu recently landed a \$35-million Series A+ funding round led by US-based Lightspeed Venture Partners barely months after it raised \$6 million in its Series A financing. Launched in April 2020, Pintu is a licenced crypto broker whose platform is designed for both entry-level and experienced crypto investors. Indonesia is home to over 6.6 million crypto investors as of June 2021, roughly triple the 2.2 million public equity investors. Pintu CEO Jeth Soetoyo believes there is an immense opportunity for retail investors to gain access to the diversified and dynamic investment opportunities.

Pintu-backer Lightspeed has backed over 17 crypto and blockchain companies globally. Partner Hemant Mohapatra feels crypto is at an inflection point to become an important asset class globally and will give rise to massive companies that will become regional leaders.

Despite growing investor interest, there are concerns related to the opaqueness of the crypto market, the volatility of its prices and tightening regulatory scrutiny on the nascent industry. Join this session to get a nuanced perspective on the niche sector.

---

## Fireside Chat: Taking AI out of science labs and creating scalable models

- **With Ashwini Asokan, CEO & Co-founder, Mad Street Den**
- **Harveen Ahluwalia, Editor, Internet, The Morning Context (Moderator)**

As CEO & co-founder of computer vision and AI company Mad Street Den, Ashwini Asokan believes in building models that can help millions of people across the globe to become AI natives. The company's first vertical, Vue.ai, helps the retail industry reimagine and automate workflows while its platform Blox.ai powers businesses across education, healthcare, finance, and entertainment.

Mad Street Den's backers include Sequoia Capital, Exfinity Ventures, KDDI – Global Brain Japan, and Rocketship VC. Ashokan, who returned to India in 2013 from the US after an 8-year stint with Intel, will talk about her journey, including launching Vue.ai after three years of deep research, and what it takes to scale a SaaS company. Apart from AI-led revenue growth, process efficiency and revenue/performance marketing, we will also be asking her about hiring and talent, fundraising and valuations, as well as the gender imbalances prevailing in the tech and the startup ecosystems. Asokan strongly believes that diversity is essential and has enforced a 50-50 gender policy at Mad Street Den.

---

## Tales of resilience and growth from Indonesia during the COVID-19 pandemic

- **With Abraham Viktor, CEO, Hangry**
- **Indra Gunawan, CEO, Bobobox**
- **Jefrey Joe, Co-Founder & General Partner, Alpha JWC Ventures**
- **Shinta Nurfauzia, Co-CEO and Co-founder, Lemonilo**
- **Joji Thomas Philip, Editor-in-Chief and Founder, DealStreetAsia (Moderator)**



# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Especially for categories like F&B and accommodation, the pandemic appeared to be a disruptive force with the power to bring a premature end to fledgling businesses.

In this session, Indonesian companies across diverse sectors discuss the innovative strategies that led them to turn an unforeseen global catastrophe into an opportunity for discontinuous growth.

Speakers include Abram Viktor from cloud kitchen specialist Hangry; Shinta Nurfauzia from FMCG firm Lemonilo and Indra Gunawan from accommodation startup Bobobox. Providing an investor's perspective on these transformative strategies is Alpha JWC Ventures Jeffrey Joe.

The efforts from these and many other firms in Indonesia have led to a total \$1.47 billion raised by Indonesian startups, in Q2 2021, a figure that is above the month on month pre-pandemic level. Earlier this year, in Q1, the figure towered even higher at US2.64Bn.

The session will be sponsored by Alpha JWC Ventures.

---

## An approach to early-stage investing, building unicorns and getting startups IPO-ready in India

- **With Sanjay Nath, Founder, Blume Ventures**
- **Sriram Mani, Senior Correspondent, Network18 (Moderator)**

As a venture capital firm, if raising money is tough, returning money to one's limited partners is way tougher, according to early-stage investor Blume Ventures.

Set up in 2010 by Karthik Reddy and Sanjay Nath, Blume has backed over 100 startups, including Dunzo and Instamojo, across its 10-year history through multiple funds.

The VC most recently raised a Rs 350-crore (over \$46 million) secondary vehicle to invest in some of its larger portfolio firms to support them for a longer tenure and to allow an exit for some of the early LPs. As part of the secondary vehicle, Blume will continue to invest in at least half a dozen of these portfolio firms including GreyOrange, Turtlemint, among others. Blume is also nearing the deployment cycle of its \$102-million third fund, even as it is looking at ways to stay invested in its growing portfolio.

Seasoned investor Nath will take us through India's growing unicorn count, viable exit avenues for investors and the need for building sustainable businesses. Blume Ventures's secondary vehicle comes at a time when several prominent startups in India are queueing up for a busy IPO season. We will ask Nath about what prompted the strategy to hold some of the firm's key bets for a longer term to deliver bigger exit outcomes. Will this trend take off in India's startup ecosystem?

## Day 4 - October 1, 2021

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

8:00 am – 9:00 am	Registration and Networking
9:00 am - 9:10 am	Welcome note + lineup for the day <ul style="list-style-type: none"> <li>By <b>Stephen André Jacob</b>, Chief Operating Officer, DealStreetAsia</li> </ul>
9:15 am - 10:00 am	Fireside chat: Straddling real estate, healthcare and tech bets: The pillars transforming the Lippo Group <ul style="list-style-type: none"> <li>With <b>John Riady</b>, CEO, PT Lippo Karawaci Tbk &amp; Managing Director, PT Multipolar Tbk</li> <li><b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia (Moderator)</li> </ul>
10:00 am - 10:40 am	Fireside chat: How Indonesia's IDX is getting ready to host mega tech listings <ul style="list-style-type: none"> <li>With <b>Pandu Sjahrir</b>, Commissioner, Indonesia Stock Exchange &amp; Managing Partner, Indies Capital</li> <li><b>Deepshikha Monga</b>, Editor, DealStreetAsia (Moderator)</li> </ul>
10:40 am – 11:10 am	Networking
11:10 am - 11:50 am	SE Asian startups ready to take on global stage as they tap growth and exit avenues <ul style="list-style-type: none"> <li>With <b>Abheek Anand</b>, MD, Sequoia India</li> <li><b>David Gowdey</b>, Managing Partner, Jungle Ventures</li> <li><b>Deepshikha Monga</b>, Editor, DealStreetAsia (Moderator)</li> </ul>
11:10 am - 11:50 am	The evolving deep-tech landscape in South and Southeast Asia: Challenges and Opportunities <ul style="list-style-type: none"> <li>With <b>Kiran Mysore</b>, Principal, UTEC, Japan</li> <li><b>Venkat Vallabhaneni</b>, Managing Partner, Inflexor Ventures</li> <li><b>Deepshikha Monga</b>, Editor, DealStreetAsia (Moderator)</li> </ul>
11:50 am - 12:30 pm	Riding Indonesia's mega digital opportunity wave <ul style="list-style-type: none"> <li>With <b>Soon Sze Meng</b>, President, South East Asia, JD.com</li> <li><b>Sachin Bhanot</b>, Head of Southeast Asia Investments, Prosus Ventures</li> <li><b>Aaron Tan</b>, Founder, Group CEO, Carro</li> <li><b>Shotaro Tani</b>, Indonesia Correspondent, Nikkei Asia (Moderator)</li> </ul>

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

12:30 pm – 1:30 pm	Networking
1:30 pm - 2:00 pm	<p>Fireside chat: Venture investing is about betting on people to build great businesses</p> <ul style="list-style-type: none"> <li>• With <b>Chua Kee Lock</b>, CEO, Vertex Holdings</li> <li>• <b>Kristie Neo</b>, Senior Writer, DealStreetAsia (Moderator)</li> </ul>
2:00 pm - 2:40 pm	<p>How the pandemic has altered consumption trends in South Asia</p> <ul style="list-style-type: none"> <li>• With <b>Jeffrey Joe</b>, Co-Founder &amp; General Partner, Alpha JWC Ventures</li> <li>• <b>Nicholas Cator</b>, Founder &amp; Managing Partner, Venturi Partners</li> <li>• <b>Deepak Shahdarpuri</b>, Managing Director, DSG Consumer Partners (Moderator)</li> </ul>
2:40 pm - 3:30 pm	<p>Bridging the gaping funding gap for women founders</p> <ul style="list-style-type: none"> <li>• With <b>GV Ravishankar</b>, MD, Sequoia India</li> <li>• <b>Sunitha KR</b>, President of Early-Stage Investments, LetsVenture</li> <li>• <b>Nacitta Kanyandara</b>, Partner and Chief of Growth, Sayurbox</li> <li>• <b>Sarah Chen</b>, Co-founder and Managing Partner, The Billion Dollar Fund for Women &amp; Beyond the Billion (Moderator)</li> </ul>
3:30 pm – 4:00 pm	Networking
4:00 pm - 4:30 pm	<p>Keynote chat: GoTo: Value creation where the whole is greater than the sum of parts</p> <ul style="list-style-type: none"> <li>• With <b>Patrick Cao</b>, President, GoTo</li> <li>• <b>Akito Tanaka</b>, Chief business news correspondent, Nikkei Asia (Moderator)</li> </ul>
4.30 pm - 5:00 pm	<p>Fireside chat: The Near Story: Leveraging data intelligence and analytics to drive digital transformation</p> <ul style="list-style-type: none"> <li>• With <b>Shobhit Shukla</b>, Co-founder and President, Near</li> <li>• <b>Pankaj Mishra</b>, Journalist &amp; Co-Founder, FactorDaily (Moderator)</li> </ul>
5:00 pm - 5:40 pm	<p>AMA Founder Edition: Staying agile and chartering high-growth markets</p> <ul style="list-style-type: none"> <li>• With <b>Tiger Fang</b>, Co-founder &amp; CEO, Kargo Technologies</li> <li>• <b>Brian Marsha</b>, CEO and Founder, SIRCLO</li> <li>• <b>Philip Thomas</b>, Co-founder, Bonza</li> <li>• <b>Rachel Phua</b>, Writer, Southeast Asia, DealStreetAsia (Moderator)</li> </ul>
5:40 pm - 5:45 pm	<p>Closing note</p> <ul style="list-style-type: none"> <li>• By <b>Joji Thomas Philip</b>, Editor-in-Chief and Founder, DealStreetAsia</li> </ul>

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

5:45 pm – 7:00 pm

Networking

## Fireside Chat: Straddling real estate, healthcare and tech bets: The pillars transforming the Lippo Group

- **With John Riady, CEO, PT Lippo Karawaci Tbk & Managing Director, PT Multipolar Tbk**
- **Joji Thomas Philip, Editor-in-Chief and Founder, DealStreetAsia (Moderator)**

The Lippo Group is viewed as a proxy for the state of the Indonesian economy. Its performance across key business verticals – real estate, private healthcare, and its tech bets – place it at the centre of Southeast Asia's largest economy. The group has been in the news recently with ride-hailing and payments decacorn Gojek investing in its retail business, and Axiata Group Bhd., Malaysia's biggest wireless carrier, being in talks to pick up stake in its portfolio company PT Link Net.

In 2019, in a surprise move, John Riady, grandson of Lippo founder Mochtar Riady, became the CEO of IDX-listed Lippo Karawaci, and was tasked with restoring the property developer's many challenges at that time. Lippo Karawaci is also the majority shareholder of Indonesia's largest private healthcare services provider Siloam International Hospitals, where John serves as Chairman of the Board, and owns a stake in SGX-listed Lippo Malls Indonesia Retail Trust, which owns and operates one in every four malls in Indonesia.

As Lippo CEO, John Riady has focused on concentrating on the sweet spots in real estate and healthcare businesses. He is betting on macro drivers like urbanisation and demographics, as well as the digitalisation of healthcare to spur growth at the group's businesses.

Prior to taking over as CEO, Riady led the group's digital efforts and investments in SE Asia's technology sector including in e-payment platform OVO, which counts Grab and Tokopedia among its backers.

The group has made over 40 investments in Indonesia's tech sector, which Riady believes is at an inflection point. We will hear more from Riady on how he is applying learnings from leading digital initiatives on hardcore brick-and-mortar businesses in the remaking of Lippo Group.

## Fireside Chat: How Indonesia's IDX is getting ready to host mega tech listings

- **With Pandu Sjahrir, Commissioner, Indonesia Stock Exchange**
- **Deepshikha Monga, Editor, DealStreetAsia (Moderator)**

Indonesia Stock Exchange (IDX) is seeking to tap the growing interest in the tech sector, especially homegrown brands that are looking to debut in the local public market. On August 6, 2021, e-commerce unicorn Bukalapak became the first tech unicorn of its generation to make a stellar debut on the IDX after raising \$1.52 billion in its IPO in the bourse's biggest offering since Adaro Energy's issue in 2008.

On its part, the IDX is looking at coming out with policy changes related to dual-class share regulation with multiple voting rights to accommodate more tech listings. The policy change is aimed at attracting more local tech companies to list in the domestic market instead of pursuing IPOs abroad.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

The archipelago has seen the highest number of IPOs in Southeast Asia since 2018 with 51 companies listing on the bourse in 2020. However, the total amount raised, at \$421 million, was much smaller compared with the neighbouring markets of Malaysia, Singapore, and Thailand.

As IDX Commissioner, Pandu Sjahrir – who is also a seasoned investor and board member at several of the region’s tech giants – is working closely to bridge policy gaps and to enable more tech listings on the local bourse. Pandu Sjahrir wears many hats and is deeply entrenched in the region’s investment ecosystem. Sjahrir also serves as the chairman of SEA Group Indonesia, the board member of Gojek, and the director of Toba Bara, a listed energy enterprise in Indonesia. He is also the managing partner of Indies Capital, an Indonesia-focused alternative asset manager, which has invested in Bukalapak. Indies has a strategic alliance with AC Ventures, an ASEAN-focused early-stage fund. Together, they have invested in over 100 companies.

In this keynote chat, we will ask Sjahrir about the demand for blockbuster IPOs in Indonesia, the pros and cons of local vs overseas listing and the need for tech companies to maximise stakeholder management in the geography of their operations.

---

## SE Asian startups ready to take on global stage as they tap growth and exit avenues

- **With Abheek Anand, MD, Sequoia India**
- **David Gowdey, Managing Partner, Jungle Ventures**
- **Deepshikha Monga, Editor, DealStreetAsia (Moderator)**

The SE Asian startup ecosystem seems to be at a transformational stage. Buoyed by macro drivers and an accelerated pace of digital adoption, startups in the region have raised big-ticket rounds, hit unicorn milestones, scaled up within the region and global markets, are open to consolidation play and looking at overseas venues for potential listings. The COVID-19 event has further sharpened the focus on fundamentals and sustainability business metrics.

In this panel, we feature Sequoia Capital India and Singapore-headquartered Jungle Ventures – two prolific and well-entrenched investors in SE Asia – who will take us through the evolving landscape and the potential of building enduring and scalable companies from this region.

Jungle Ventures recently hit the \$225-million first close of its \$350 million fourth fund that will invest across 15 to 18 companies in the seed to Series B stages. The VC firm has already seen a number of its portfolio firms earn unicorn status including BNPL giant Kredivo, whose parent FinAccel recently agreed to merge with Victory Park Capital’s blank cheque firm at a combined valuation of \$2.5 billion. Jungle’s other portfolio firms include the Indonesian beauty platform Sociolla and B2B e-commerce platform Moglix. Jungle’s top investment themes include social commerce, SME digitalisation, B2B payments, and fintech.

Our panelist David Gowdey represents Jungle on the boards of Pomelo, Kredivo, Sociolla, Kiotviet, Saltmine, among others. Prior to Jungle, he was with TPG Capital where he led internet investments outside of the US within the TPG Growth fund.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Sequoia Capital India in July last year raised a total of \$1.35 billion for two new funds that will invest across India and Southeast Asia. With the two new funds and an existing seed fund, Sequoia India now invests across all the startup stages in India and Southeast Asia. Sequoia India established a presence in SE Asia in 2012 and gained an early-mover advantage by backing Indonesia's largest unicorns Go-Jek, Tokopedia and Traveloka. SE Asia accounts for 20-30% of Sequoia India's investments, by value.

Sequoia's Abheek Anand, who was previously with Facebook, has advised investments in Akulaku, BukuKas, GudangAda, Hmlet, Incomlend, LingoAce, MoneyTap, Stashaway, Ula, among others.

Join this session to learn what it takes to build lasting businesses of scale.

---

## The evolving deep-tech landscape in South and Southeast Asia: Challenges and Opportunities

- **With Kiran Mysore, Principal, UTEC, Japan**
- **Venkat Vallabhaneni, Managing Partner, Inflexor Ventures**
- **Deepshikha Monga, Editor, DealStreetAsia (Moderator)**

Seen as a nascent space, Deep Tech – which refers largely to companies creating a tough-to-replicate, complex and scientific solution to a problem – is slowly picking up in South Asia in terms of deal activity and investor interest. The sector enjoys favourable government policies particularly in Singapore, the hub for much of the action in the region.

This panel will explore if South Asia has it to become the next global hub for deep tech? What would it take for the region to get there? Will the region benefit from the low cost of commercialisation of a deep-tech solution? Will access to a huge market in its backyard prove to be an advantage?

UTEC Japan's Kiran Mysore and Inflexor Ventures's Venkat Vallabhaneni will take us through their deep-tech investment thesis, the region's outlook and challenges and some of their most interesting bets.

The University of Tokyo Edge Capital Partners or UTEC hit the first close of its fifth global deep tech fund at \$275 million and is targeting to invest more heavily in Southeast Asia. In SE Asia, it has invested in Singapore-based deep tech firms like SWAT Mobility, Immunoscape, OPALai and Tricog. Its portfolio in India includes Bugworks Research and the firm is also an LP in Blume Ventures Fund III.

Inflexor Ventures recently closed its technology fund at \$81 million to back B2B/enterprise startups leveraging deep tech, technology IP and innovation. Inflexor has so far invested in Steradian Semiconductors, AR-based edtech firm PlayShifu; Vitra.ai, an AI-ML-based content translation platform and Kale Logistics, an AI & blockchain-enabled logistics tech company.

---

## Riding Indonesia's mega digital opportunity wave

- **With Soon Sze Meng, President, South East Asia, JD.com**
- **Sachin Bhanot, Head of Southeast Asia Investments, Prosus Ventures**
- **Aaron Tan, Founder, Group CEO, Carro**
- **Shotaro Tani, Indonesia Correspondent, Nikkei Asia (Moderator)**

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Indonesia too mirrored the growth trends in the digital economy space riding on macro drivers, favourable demographics and the pandemic-induced restrictions bringing millions of users online for the first time. Looking at 2025, the overall digital economy will likely reach \$124 billion in value, re-accelerating to ~23% CAGR, per the Google-Bain-Temasek report on the internet economy. The e-commerce segment especially has driven significant growth in Indonesia at 54%. The overall 2020 GMV is estimated to have reached a total value of \$44 billion in 2020, having grown at 11% YoY.

Our panelists, who are well-entrenched to capture opportunities in SE Asia's maximum market, will further deep-dive into the pandemic-driven digital adoption trends across an array of sectors and how that is changing the landscape for tech investments in the archipelago.

In this discussion, we feature Soon Sze Meng, president (SE Asia), [JD.com](https://www.jd.com), China's largest retailer that is deepening its presence in the region. Sze Meng is responsible for the Chinese tech major's businesses and investments in South East Asia. He also serves as a member on the boards of Indonesian decacorn Gojek, [JD.com](https://www.jd.com)'s local unit [JD.ID](https://www.jd.id), JD's Thai venture, JD Central and Vietnamese e-commerce Tiki. Sze Meng joined [JD.com](https://www.jd.com) from Singtel and has served stints at PayPal and Visa.

Our second panelist is Aaron Tan, founder of Singapore-based Carro, which recently completed a \$360-million Series C round led by SoftBank Vision Fund 2, making it the first automotive marketplace unicorn in SE Asia. Carro is looking to use the funds to fortify its position and expand its retail offering across Indonesia, Thailand, Malaysia, and Singapore, markets that contributed to significant growth in the past year. Aaron Tan, who helped start Singtel's venture fund - Singtel Innov8 ventures, left the fund in 2016 and founded Carro, which was named the fastest growing company in Asia Pacific in 2021 with revenues of over \$300 million annually.

Our third panelist Sachin Bhanot is the Head of Southeast Asia Investments at Prosus Ventures, where he covers a range of sectors including consumer enablement, B2B commerce, fintech, logistics and more. Prosus's Indonesia portfolio includes logistics startup Shipper, investment firm Bibit; and fishery platform Aruna. Prior to joining Prosus, Bhanot was a member of the investment team at B Capital Group, where he focused on venture investments in Southeast Asia. Before B Capital, he was part of The Abraaj Group's PE team in Southeast Asia and MENA region.

Join this session for a comprehensive coverage of Indonesia's digital opportunity.

---

## **Fireside Chat: Venture investing is about betting on people to build great businesses**

- **With Chua Kee Lock, CEO, Vertex Holdings**
- **Kristie Neo, Senior Writer, DealStreetAsia (Moderator)**

Singapore's Vertex Holdings, the venture capital arm of Temasek, has had a rather busy year with fundraising, and headline events from portfolio companies. Vertex Ventures SEA & India, part of Vertex's global family of funds was Grab's [then GrabTaxi] first institutional investor back in 2013 The SE Asian decacorn is targeting a listing on the Nasdaq in Q4 following a USD 40-billion SPAC deal with Altimeter Growth Corp in April.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

On the fundraising side, Vertex Holdings raised SGD 450 million through the issuance of a seven-year senior unsecured Singapore dollar bonds as part of the firm's maiden USD 2-billion multicurrency debt issuance programme. The first SGD corporate bond issuance by a global VC firm was upsized due to the "overwhelming investor demand". This is the first time Vertex Holdings, which has AUM in excess of USD 4.5 billion, is publicly issuing bonds. The bond issue seeks to not only diversify its sources of funding but also allow investors exposure to venture capital as an asset class.

For Chua Kee Lock, venture investing, at its heart, is a "people business." He believes top-tier teams and talent are core to building great enterprises. Vertex Holdings has an active portfolio of over 200 firms in technology and healthcare across key innovation hubs around the world. Its regional portfolio includes Grab, PatSnap, Validus, Tickled Media, FirstCry, Warung Pintar and Nium [the latest unicorn in its stable]. Join us in this conversation to know more about Vertex and their ability to create value beyond capital.

---

## How the pandemic has altered consumption trends in South Asia

- **With Jeffrey Joe, Co-Founder & General Partner, Alpha JWC Ventures**
- **Nicholas Cator, Founder & Managing Partner, Venturi Partners**
- **Deepak Shahdadhuri, Founder and Managing Director, DSG Consumers Partners (Moderator)**

The COVID-19 crisis has accelerated digitalisation of consumer-oriented businesses as movement curbs meant people were ordering products and services online. Some of these user behaviours may well outlast the pandemic and businesses are beginning to shift towards an omni-channel approach to reach consumers across multiple touch points. How are consumer businesses adapting to this change? Which are the categories that are seeing explosive growth even during the pandemic? What are some of the pandemic-induced user behaviours likely to stay in the long-term? How are VCs assessing the investment potential and exit horizon in consumption play?

Alpha JWC's Jeffrey Joe, Venturi Partners's Nicholas Cator and DSG Consumers Partners founder and managing director Deepak Shahdadhuri will share their insights on how they view the consumption story unfolding in South Asia.

Singapore-based Venturi Partners has secured the first close of its India- and Southeast Asia-focused consumer fund at \$100 million. Venturi Partners Fund I will focus on investments in FMCG, education, and healthcare services. The fund made its maiden investment in Livspace, an Indian online home design firm, last year. Cator, a long-time executive at Belgium's family-owned investment firm Verlinvest SA, launched Venturi Partners in 2019.

Jakarta-based Alpha JWC is raising a \$300-million new fund that is targeting to invest in new consumer-oriented models and fintech sectors from the seed to Series B stages. Alpha JWC's prominent portfolio firms include coffee chain Kopi Kenangan, B2B e-commerce platform GudangAda, and online brokerage firm Ajaib. The third fund will put Alpha JWC among a handful of Southeast Asian VCs that have raised over \$200 million for a vehicle. Prior to co-founding Alpha JWC, Jeffrey was the COO of Groupon Indonesia where he focused on technology, customer experience, and logistics. Jeffrey also co-founded Alterra, Indonesia's pioneer online bill payment aggregator company. Jeffrey has been an angel investor in early-stage tech startups in Asia and United States.



# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

Shahdadpuri, who will also moderate the session, has over 15 years experience in private equity investing. Before DSGCP, he co-founded and managed the Beacon India Private Equity Fund and GEM India. He currently serves on multiple boards including Veeba Food Services, Raw Pressery, Eazydiner, Mswipe, Sula Wines, Impresario, Epigamia, IndoStar Capital, Furtados, Saraf Foods, India Lends and Saffronart. Join this session for a comprehensive outlook on the consumption story in the region.

## Bridging the gaping funding gap for women founders

- **With GV Ravishankar, MD, Sequoia India**
- **Sunitha KR, President of Early-Stage Investments, LetsVenture**
- **Nacitta Kanyandara, Partner and Chief of Growth, Sayurbox**
- **Sarah Chen, Co-founder and Managing Partner, The Billion Dollar Fund for Women & Beyond the Billion (Moderator)**

Data on funding for women-led enterprises reveals a rather discouraging story. Deals involving women founders or co-founders accounted for a mere 17.1% of the total PE and VC activity tracked in 2020 in Southeast Asia. If Grab is taken out of the equation, the number dips to just 4.7%, per a DealStreetAsia DATA VANTAGE report. As of 2020, just 12% of venture-backed startups in India and 20% in ASEAN have at least one female founder, per Tracxn and Crunchbase. According to a LetsVenture study, India has about 10,000 angel investors and only 1% of these are women.

Our panelists will take us through the steps that would be required to correct the imbalance, foster an ecosystem conducive for women entrepreneurs and improve access to capital. Our speakers represent Sequoia Capital and LetsVenture who have been in the news for initiatives that seek to address the funding gap.

Sequoia Capital India has launched Sequoia Spark, a fellowship programme for women founders in Southeast Asia and India. Sequoia India will offer a \$100,000 fellowship grant to 15 women entrepreneurs per year. Sequoia is looking to increase the top of the funnel for all venture firms, with the Spark initiative.

G V Ravishankar from Sequoia India advises on both technology as well as non-technology investments. He's deeply interested in technology's role in helping to drive efficiencies, reduce costs and improve access in consumer and healthcare markets. He currently serves on the boards of BYJUs, Capital Float, Eruditus Learning, Faces Cosmetics, Five Star finance, Rebel Foods, among others.

From the investing community we also have Sunitha KR who is overseeing LetsVenture's new angel investment initiative that seeks to provide access to women CXOs to invest in early and growth stage startups. LetsVenture aims to onboard at least 100 women angel investors in 2021, and will launch at least five investment syndicates led by women.

Representing the startup ecosystem is Nacitta Kanyandara, Partner and Chief of Growth, Sayurbox – a farm-to-table grocery platform that is also backed by Indonesian e-commerce unicorn Tokopedia. Sayurbox has also raised funding from Astra Digital International, Syngenta Group Ventures, Ondine Capital, among others.

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

Moderating this panel will be Sarah Chen, co-founder of The Billion Dollar Fund for Women, a global consortium of venture funds that have now pledged to invest and are actively deploying beyond \$1 billion towards women-founded companies. To date, the consortium consists of close to 100 VCs and LPs and boasts 6 female founded unicorns. Do join this much-needed critical and high-impact discussion.

---

## Keynote chat: GoTo: Value creation where the whole is greater than the sum of parts

- ***In conversation with Patrick Cao, President, GoTo***
- **Akito Tanaka, Chief business news correspondent, Nikkei Asia (Moderator)**

In a landmark transaction in May this year, Indonesia's on-demand app Gojek and e-commerce company Tokopedia announced a merger to form a holding company – GoTo – with businesses spanning ride-hailing, food delivery, online shopping and payments businesses.

GoTo is said to be seeking a valuation of up to \$40 billion for its IPO planned for end-2021, a figure that is similar to Grab's valuation when it announced its SPAC merger with Altimeter Group.

The GoTo combine that includes ride-hailing, e-commerce vertical, and financial services also enjoys a huge home market advantage. According to Google, Temasek, and Bain & Co's recent study, Indonesia's GMV was \$44 billion in 2020, almost half of Southeast Asia's combined market. This is poised to reach \$124 billion by 2025. More than 60 million Indonesians will join the 'consumption class' — individuals with over \$3,500 in annual revenue. Going forward, food delivery and financial services will likely be the most promising businesses for GoTo.

How does the merger change the pecking order for the super app race in Indonesia with the GoTo combine taking on rivals Grab & Sea? How will GoTo manage the integration issues and overlaps in functions? Is GoTo overvalued or does the combination of different ecosystems under one roof add to the attractiveness of the asset? What will GoTo's narrative be as it prepares its IPO roadmap? How does GoTo see its growth potential outside the home turf?

GoTo president Patrick Cao will share insights on the journey ahead for the merged entity. Cao is responsible for overseeing the finance, corporate development, investor relations and investment activities of GoTo. Previously the President of Tokopedia since 2016, Cao was responsible for the CFO Office, financial technology businesses and global partnerships.

Let's hear from Patrick Cao as he takes us through the region's biggest tech merger.

---

## Fireside Chat: The Near Story: Leveraging data intelligence and analytics to drive digital transformation

**With Shobhit Shukla, Co-founder and President, Near**  
**Pankaj Mishra, Journalist & Co-Founder, FactorDaily (Moderator)**

# Asia PE-VC Summit 2021

Agenda 28 September - 1 October

---

It may be under the radar, but Singapore-headquartered Near, a B2B SaaS platform providing data intelligence on online and offline consumer behaviour, may soon emerge as the region's next unicorn.

The company, which has been expanding from 'East to West' via M&As and organically says it aggregates anonymised data on 1.6 billion monthly users across 70 million places and is leveraged by 2 out of 3 Fortune 500 businesses. Near has raised \$134 million from marquee investors such as Sequoia Capital, JP Morgan, Telstra and Cisco and has a presence across North America, Europe, Asia and Australia.

Shobhit, who co-founded Near along with Anil Mathews, will talk about the company's global ambitions and the road ahead. We will also ask him about the company's recent acquisitions: Teemo, a Paris-based location intelligence platform, that allowed Near to crack the European market and offer advanced data intelligence products, as well as California-based UM that provides mobile location data and intelligence. We will also find out more about Near's enterprise SaaS business model, privacy-by-design principle and its Entrepreneur-in-Residence Programme. Finally, when will Near test the public markets? Do join the session to find out.

---

## AMA Founder Edition: Staying agile and chartering high-growth markets

- **With Tiger Fang, Co-founder & CEO, Kargo Technologies**
- **Brian Marshal, CEO and Founder, SIRCLO**
- **Philip Thomas, Co-founder, Bonza**
- **Rachel Phua, Writer, Southeast Asia, DealStreetAsia (Moderator)**

What are the challenges that founders face while shifting from an informal workplace to a process-driven work culture as the organisation grows? How do founders keep communication channels open with different stakeholders, employees, investors, partners and clients? How to navigate regulatory authorities in the various markets of operations? How to manage a diverse cap table? How to go about putting in place formal corporate governance, financial accounting and compliance standards? We will learn from our panelists on how they are navigating many of these growth challenges as they steer their startups in some of the fastest-growing segments. Our first panelist is Tiger Fang, the co-founder and CEO of Kargo Technologies, which describes itself as the "Uber for logistics." Prior to Kargo, Tiger Fang has led various technology companies including as general manager at Uber Indonesia and China, and managing director at Lazada Thailand. Fang is also known to be an active angel investor.

The Indonesia-based freight logistics marketplace had last year raised \$31 million in a Series A funding round led by Silicon Valley-based Tenaya Capital. Other investors on its cap table include Sequoia India and SE Asia, Intudo Ventures, Coca-Cola Amatil, Agaeti Convergence Ventures, ATM Capital, Alter Global, and Mirae Asset Venture Investment. In 2019, Kargo had raised \$7.6 million in a seed round that was one of the largest recorded seed-stage deals in the region at the time. The round was backed by Uber co-founder Travis Kalanick's 10100 Fund, among others.

Our second panelist Brian Marshal is the founder and CEO of SIRCLO, an Indonesian e-commerce enabler that helps brands sell online. Just last month, SIRCLO announcing raising \$36 million in a round led by East Ventures (Growth Fund) and PT Saratoga Investama. The round saw participation from Indonesian travel unicorn Traveloka

# Asia PE-VC Summit 2021

**Agenda** 28 September - 1 October

---

and Sinar Mas Land as well, among others. In April this year, SIRCLO also acquired local parenting platform Orami.

Our third panelist Philip Thomas is co-founder & chief product and data officer of Bonza, a big data analytics platform. He led the development of Bonza's Rt modelling that is being used extensively by many organisations to track the spread of Covid-19 in Indonesia. Before co-founding Bonza, Philip was a data scientist lead in several technology companies in SE Asia. Bonza raised an undisclosed seed round from East Ventures last year. Bonza believes in bridging the gap between machine learning and AI research, and its implementation in the real world.

Join this AMA session to get some honest answers from their rich and varied startup experience.