

Monday, 03 December, 2018

11:00 - 11:30	Masterclass Registration
11:30	Private Equity Masterclass Opening Remarks <ul style="list-style-type: none"> • Olivia Drouhaut, Manager, EMPEA • Rajat Tandon, President, IVCA
11:30 - 12:30	Learning From Experience – How Successful Fund Managers Navigate the Fundraising Cycle <ul style="list-style-type: none"> - Based on recent fundraising experience, what is the general state of the market? - How do managers structure their fundraising efforts from an organizational perspective? - What logistics and real costs go into the fundraising process? What are some strategies for making time on the road more cost-effective? - How can a manager make the most out of the in-person pitch? - What can managers do to put their best foot forward in the diligence process? Faculty Firms & Presenters: <ul style="list-style-type: none"> - Gaurav Ahuja, Managing Director, ChrysCapital - Rupen Jhaveri, Managing Director, Private Equity: Mumbai, KKR India (confirmed) - Vineet Rai, CEO & Managing Director, Aavishkaar - Kundan Saran, Director, ICICI Venture Funds Management - Moderator: Sabrina Katz , Research Analyst, EMPEA
12:30 -13:30	Networking Lunch
13:30-15:15	Legal Strategies: Balancing GP Interests and Maintaining Competitive and Marketable Positioning to LPs <ul style="list-style-type: none"> - What are the key elements and stages of the documentation process and how does this process work? - What are the latest trends in private equity terms and conditions? - What is the range of market terms and LP/GP pressure points? - Partnership negotiation strategies: when to be flexible and when to hold firm? Faculty Firm & Presenters: <ul style="list-style-type: none"> - Gavin Anderson, Partner , Debevoise & Plimpton - Pallabi Ghosal, Partner, AZB & Partners - Geoffrey Kittredge, Partner, Debevoise & Plimpton - Ashwath Rau, Senior Partner, AZB & Partners
15:15 - 15:40	Networking Break
15:40 - 16:10	Presentation: Operational Value-add in PE Context : Coming of Age <ul style="list-style-type: none"> - Ideas for value creation at portfolio companies - The what and how of the Value-add Faculty Firm & Presenter: <ul style="list-style-type: none"> - Akhil Puri, Partner and Leader Private Equity Value Creation, EY, India
16:10- 17:00	LP Seminar – Sourcing and Securing LP Commitments <ul style="list-style-type: none"> - Evaluating a first time fund means largely assessing the team. What complementary skill sets are you looking for? - How important is having operational expertise within the GP to drive value in portfolio companies? - What characterizes the managers with which you've maintained relationships across multiple fund cycles? Beyond track record, what are you looking for in your core manager relationships? - In adding new managers, do you prefer best in class generalists or promising managers with specialist strategies? Faculty Firms & Presenters: <ul style="list-style-type: none"> - Nupur Garg, Regional Lead – South Asia, Private Equity & Venture Funds, International Finance Corporation (IFC) - Gaurav Kapoor, Senior Private Sector Development Adviser, UK Department for International Development (DFID) - Pankaj Mitra, India Head, Cisco Investments Moderator: Vikram Raju , Head of Emerging Markets, Morgan Stanley AIP

Preliminary and Draft – Subject to Change

17:00 - 17:30	<p>The Perfect Pitch</p> <p><i>*Advanced signup is required. Space is limited.</i></p> <p>Learn how to craft the best pitch from our panel of judges as GP attendees present their two minute “elevator pitch” and gain on-the-spot feedback.</p> <p>Faculty Firms & Presenters:</p> <ul style="list-style-type: none"> - Nupur Garg, Regional Lead – South Asia, Private Equity & Venture Funds, International Finance Corporation (IFC) - Gaurav Kapoor, Senior Private Sector Development Adviser, UK Department for International Development (DFID) - Pankaj Mitra, India Head, Cisco Investments <p>Facilitator: Olivia Drouhaut, Manager, EMPEA</p>
17:30	<p>Closing Remarks</p> <ul style="list-style-type: none"> • Olivia Drouhaut, Manager, EMPEA • Rajat Tandon, President, IVCA
17:30 -19:00	<p>Networking Reception at the Sofitel BKC hotel at L’OH Pool restaurant</p> <p>Open to All Masterclass Attendees and Members of EMPEA and IVCA</p>