

# The Asia Pacific Private Equity & Venture Capital Web Meeting

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**ZOOM & SLACK**

September 28<sup>th</sup>, 29<sup>th</sup> & 30<sup>th</sup> 2020  
Singapore Standard Time



**LIVE ONLY, RECORDING IS PROHIBITED**  
**BUSINESS CASUAL ATTIRE**





# The Asia Pacific Private Equity & Venture Capital Web Meeting

ZOOM & SLACK– September 28<sup>th</sup>, 29<sup>th</sup> & 30<sup>th</sup> 2020

Dear Colleague,

It is with great pleasure that I invite you to The Asia Pacific Private Equity & Venture Capital Web Meeting. The aim of this Web Meeting is to connect private equity & venture capital funds, family offices, institutional investors, and other industry professionals across Asia Pacific Region and the world. Our online meeting brings together over 300 c-level executives that will join us to virtually network and discuss investment opportunities, allocations, and the current performance of all private equity & venture capital related asset classes. Panel discussions to be covered include topic on institutional investor, family office, private equity, and venture capital perspectives.

This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

We look forward to hosting you digitally!

Best,

Roy Carmo Salsinha  
President, CEO  
Carmo Companies



# Agenda Outline

**MONDAY, SEPTEMBER 28<sup>TH</sup> – DAY 1**

**8:00 am SGT**

## **Welcoming Address**

President, CEO, **Carmo Companies** (New York)

**8:05 am SGT**

## **Best-Practices for Earning Returns in Venture Capital While Reducing Risk During COVID-19**

Every crisis creates opportunity. The dot-com bubble burst gave rise to Amazon, EBay, and many others. During the 2008 financial crisis, Pinterest, Slack, and Stripe were created. If you were not investing in the market at that time, you would have lost-out on those opportunities. This crisis will be no different. On public markets, Zoom, Amazon, Slack, and Microsoft are all thriving, and the NASDAQ is at its all-time high. The next-generation of these companies have even higher return potential than the ones that are publicly traded. They are privately held in Silicon Valley among the elite who are in-the-know. How can investors capture returns from those assets, while avoiding risk? In this session, we'll learn from veteran venture capitalist Ed Roman on best-practices for accessing the venture capital asset class. You'll learn trends and best practices for creating a private, early-stage diversified portfolio for the next-generations of companies that perform digital transformation.

**Speaker:**

**Ed Roman**, Managing Director, **Hack VC**

**8:30 am SGT**

## **Southeast Asia: The Sea Turtles Are Coming**

Nicko Widjaja shares his family story and discusses how technology is speeding up the economic rise in Southeast Asia.

**Keynote Speaker:**

**Nicko Widjaja**, Chief Executive Officer, **BRI Ventures**

**Interviewer:**

**Sasha Bernier**, Senior Vice President, **Cheltenham Investments**



# Agenda Outline

**MONDAY, SEPTEMBER 28<sup>TH</sup> – DAY 1**

**9:30 am SGT**

## **30 Minute Break**

**10:00 am SGT**

### **Fireside Chat – India Economic Outlook**

Will India surpass the GDP growth rates of China during this decade? What are the factors in favor and those against? Prime minister Modi has set the objectives for India to achieve \$5 Trillion USD economy and become the third largest country behind US and China by 2030. Is this possible? Mr. Bajpai will provide deep insights to highlight the pros and cons.

**Keynote Speaker:**

**G. N. Bajpai**, Former Chairman, Securities Exchange Board of India, Life Insurance Corporation of India

**Interviewer:**

**Rakesh Bhargava**, Founder & CEO, Blue Spruce Global Advisors

**11:00 am SGT**

### **Panel- Tech Investment Outlook**

Leading institutional investors discuss where they are allocating in the technology sector across private equity and venture capital.

**Moderator:**

**Karthik Prabhakar**, Executive Director, Chiratae Ventures India Advisors

**Panelists:**

**Doug Coulter**, Partner, LGT Capital Partners

**Ruchira Shukla**, South Asia Regional Lead for Disruptive Technology Investments, International Finance Corporation

**Steven Kim**, Partner, Investment Strategy and Risk Management, Verdis Investment Management

**Anurag Chandra**, Trustee, Chairman of Investment Committee, San Jose Federated Employees Pension Fund

**12:00 pm SGT**

## **End of Day 1**



# Agenda Outline

TUESDAY, SEPTEMBER 29<sup>TH</sup> – DAY 2

8:00 am SGT

## Welcoming Address

President, CEO, Carmo Companies (New York)

8:05 am SGT

## Panel- Asia Pacific Institutional Investor Perspective

Leading Asia Pacific institutional investors discuss the performance of their portfolios and the current allocation strategy for Private Equity and Venture Capital in a COVID environment. Are they actively deploying capital to funds, co-investments and direct deals? Are LPs committing to funds right now? How are their approaches and tactics shifting? How is the timing of making commitments shifting? What investment strategies do you find compelling? What are profiles of managers? What are the biggest risks in the market?

Moderator:

David Low, Partner, Albourne Partners

Panelists:

Weichou Su, Partner, StepStone Group

Jiun Wen Chee, Head of Private Equity, Bank of Singapore

Brooke Zhou, Partner, LGT Capital Partners

Valerie Wong, Principal, Mercer Alternatives

9:00 am SGT

## Panel – LP Perspective on Digital Assets

Panelists will provide a general introduction of their company's involvement in blockchain and digital assets. Why do they think institutions/LP's should pay attention and get involved in digital asset and DLT? What challenges do they perceive blocking institutions/LP's getting involved in digital assets? How do you see the potential competition for both GPs and LPs? What fund/GP would they allocate to?

Moderator:

Deng Chao, CEO, HashKey Capital

Panelists:

Matthew Le Merle, Managing Partner, Fifth Era

Sabrina Tachdjian, Principal, Head of Investments, LINE | Unblock Ventures

Antony Lewis, Associate Director, Blockchain@Temasek, Temasek

James Boettcher, Co-founder & General Partner at Focus Ventures; Investment Advisory Board, CM Capital



# Agenda Outline

**TUESDAY, SEPTEMBER 29<sup>TH</sup> – DAY 2**

**10:00 am SGT**

## **Fireside Chat- Andreessen Horowitz's & NZ Super Fund**

Andreessen Horowitz's managing partner Scott Kupor discusses the role of venture capital in all stages of the startup lifecycle. He explains how VCs decide where and how much to invest, and how entrepreneurs can maximize their relationships with VCs. Kupor is joined by Hamish Blackman, Portfolio Manager, External Investment & Partnerships for NZ Superfund to discuss the ins and outs of starting an institutional allocation program to VC.

**Moderator:**

Phil Cummins, Venture Partner, Greenspring Associates

**Speakers:**

Hamish Blackman, Portfolio Manager, NZ Super Fund

Scott Kupor, Managing Partner, Andreessen Horowitz

**11:00 am SGT**

## **Family Office Perspective on PE/VC Investment**

Leading Asia Pacific and US Family Offices discuss their appetite for PE & VC allocation within Asia and abroad. What is their investment appetite for direct, indirect and co-investment? What regulatory challenges are there for investing within Asia or outbound Asian capital investment? Has US-China trade tensions changed their investment allocation strategy? What are expected returns all segments of PE/VC and how are their investments currently performing? What advice would they have for family offices looking to increase exposure to this asset class in Asia or elsewhere?

**Moderator:**

Keith Janosky, CFO and Head of IR, Khosla Ventures

**Panelists:**

Pokman Yiu, Director, Basel Capital

Asher Noor, Chief Investment Officer, AITouq Group

Nandan Shah, Portfolio Strategist/Risk Manager, IHT Wealth Management

Ankit Bengani, Principal & Director, Marwar Capital

**12:00 pm SGT**

**End of Day 2**



# Agenda Outline

WEDNESDAY, SEPTEMBER 30<sup>TH</sup> – DAY 3

9:00 am SGT

## Private Equity- Virtual Networking/Speed Dating

4 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

### Notable Attendees Include:

Li Li Lim, Managing Director, **Bank of Singapore**  
Allyson Johnson, Head of Investor Relations, **Gateway Partners**  
Chris Smith, Managing Partner, **Churchill & Associates**  
Marc Perut, Managing Partner, **Swiss Venture Advisors LLC**  
Gunduz Kucukertunc, VP, **MV Holding**  
Mathieu Forcioli, Head of Asia Pacific, **Moonfare**  
Joanna Wu, VP - Investments, Private Equity, **Churchill Finance**  
Anthony Lewis, Associate Director, **Temasek**  
Allyson Johnson, Head of Investor Relations, **Gateway Partners**  
Ankit Bengani, MD & Principal, **Marwar Capital**  
Ahmed Al-Darwish, Managing Partner, **Noa Capital**  
Jeff Wang, Asset Allocator, **Wang Family**  
Peter Hwang, Managing Director, **Pinebridge Investments Asia Limited**

11:00 am SGT

## Venture Capital- Virtual Networking/Speed Dating

4 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

### Notable Attendees Include:

Afzal Tarar, Chairman & Managing Partner, **Arcis Capital Partners LLC**  
Henry Wong, Managing Director, **Garage Technology Ventures LLC**  
Pranav Sharma, Co-Founder, **Woodstock Fund**  
Eliza Jackson, Associate, **Macdoch Ventures**  
Jay Chandan, Founder & Director, **KASS Capital**  
Jacqueline DeSanctis, Head of Investor Relations, **ClearSky**  
Sebastian Zhou, Investor, **Alpha Square Group**  
Spencer Greene, Managing Partner, **TSVC**  
Remington Ong, Partner, **Fenbushi Capital**  
Chin Chuan Wee, Director, **Mermaid Ventures Pte Ltd**

1:00 pm SGT

**End of Day 3**



# Sponsors



Launched in 2006, Chiratae Ventures India Advisors (formerly IDG Ventures India) is India's leading technology Venture Capital funds advisor. The funds advised by Chiratae Ventures India Advisors collectively have over \$700 M under management and 90+ investee companies across Consumer Media & Tech, Cloud/Software, Health-tech and Fin-tech. Notable portfolio companies include Bounce, Curefit, FirstCry (unicorn), Flipkart (acq by Walmart), Lenskart (unicorn), Manthan, Myntra (acquired by Flipkart), NestAway, Newgen (NSE: NEWGEN), PolicyBazaar (unicorn), Rentomojo, Unbxd and Yatra (NASDAQ: YTRA) among others.



Greenspring Associates is a venture capital investment platform managing over \$10 billion in committed capital for Limited Partners worldwide. From seed stage through growth, the firm serves as a value-added lifecycle partner to established and next generation venture capitalists and entrepreneurs making fund and direct investments on a primary and secondary basis across diversified, concentrated and niche investment strategies—across geographies, sectors and investment themes. We believe that by building and nurturing deep, trusted relationships with venture capitalists, entrepreneurs and Limited Partners who are shaping the future, we can fulfill our mission to support lasting growth and democratization of the global innovation economy while consistently delivering outsized returns to our investors.



Hack VC is an early-stage venture capital firm based in San Francisco. We partner with the daring from idea through IPO and beyond. Our mission is democratize access to the top-10% of early stage Silicon Valley technology startups to investors across the globe. We do this through a diversified fund that reduces risk for investors. Hack VC has made over 175 investments including several unicorns, and is a top-decile performing venture fund.



Khosla Ventures provides venture assistance and strategic advice to entrepreneurs working on breakthrough technologies. The firm was founded in 2004 by Vinod Khosla, co-founder of Sun Microsystems. With over five billion dollars under management, the firm focuses on a broad range of areas including consumer, enterprise, education, advertising, financial services, semiconductors, health, big data, agriculture/food, sustainable energy and robotics. Khosla Ventures is headquartered in Menlo Park, Calif.



# Sponsors



Kingbird deploys capital on behalf of Grupo Ferré Rangel and third-party family offices and other investors. As a family office investor and partner with a fiduciary mindset, Kingbird understands the importance of institutional best practices and open communication and is focused on protection and capital growth. The Kingbird executive management team has over 60 years of real estate investment experience with first-tier public companies, institutional real estate funds and family offices. With a commitment to trust, transparency and aligned interests, Kingbird builds long-term value by investing in a diversified portfolio of carefully selected properties, guided by a highly disciplined investment process, an experienced team and collaboration with carefully-selected local operating partners.



Monta Vista Capital is the only institutional investor that truly lives by the concept of putting the entrepreneur first. We focus on early stage B2B companies that possess strong industry transforming IP, as well as founding teams who are subject matter experts. Not only do we bring decades of investment experience to the table, but we are also entrepreneurs at heart. We have been there, and we know what it takes to successfully build a game-changing company. At Monta Vista Capital, we take a hands-on approach by assisting our portfolio companies in obtaining their first three customers. Our wide network is second to none—not only does this help us obtain great deal flow, but we also have experts in every industry to whom we turn during our rigorous due diligence process. We have professional relationships with various C-level executives from the retail, technology, finance, and healthcare sectors, among others.



StepStone is a global private markets investment firm focused on providing customized investment solutions and advisory and data services to some of the most sophisticated investors in the world. With more than US\$280 billion of private markets allocations, including over US\$62 billion of assets under management as of December 31, 2019, StepStone covers the spectrum of opportunities in private markets across the globe. The firm uses a disciplined, research-focused approach to prudently integrate fund investments, secondaries and co-investments across the private equity, infrastructure, private debt and real estate asset classes.



Founded in 2019, Woodstock Fund is a multi-asset global investment fund, focusing on investments in Public blockchains, Decentralized Finance, Tokenization and Web 3.0 protocols. The Fund invests in equity, convertibles and tokens in both listed and unlisted space. Woodstock works at the intersection of technology and value creation alongside its portfolio companies to help them scale and grow their ecosystem. Their portfolio companies include Holochain, Elrond, Casper Labs, Brand Protocol, Marlin Protocol, Stafi, Frontier, Unilend, AllianceBlock, Covalent and Paraswap. Woodstock's mission is to unlock the potential of blockchain technology, creating immense investment opportunities that can offer multi-bagger returns to investors. Woodstock's core team consists of serial entrepreneurs and corporate leaders who have built companies from the ground up, achieved consumer traction, and successfully exited businesses. They also have operating teams in India and Southeast Asia.

# Keynote Speakers



**Nicko Widjaja**  
Chief Executive Officer, BRI Ventures (Jakarta)

Nicko a tech pioneers, early-investor and ecosystem builder with a career span of over fifteen years in corporate transformation, venture capital and digital startup. Throughout his career, he has invested, mentored and incubated more than 100 startups globally via angel investment, Systec Ventures, Fenox Venture Capital, Global Entrepreneurship Program Indonesia, Mandiri Digital Incubator, and Telkom Indonesia's Indigo Accelerator and MDI Ventures — where he currently holds the President Director and CEO positions. He also holds multiple positions as board of directors in various technology companies in Southeast Asia, India, and the USA as well as advisory roles in multiple state-owned companies, namely Bank Mandiri, Pegadaian and Bank Rakyat Indonesia. In addition to that, he co-founded two companies focused on design and innovation: Jakarta-based Thinking Room and Los Angeles-based Mindcode. Nicko holds a dual degree in Strategic Management and Anthropology from Oregon State University and an MBA from Dominican University.



**G. N. Bajpai**  
Former Chairman, Securities Exchange Board of India, Life Insurance Corporation of India (India)

Mr. Ghyanendra Nath Bajpai, a distinguished leader in Indian business and expert on financial markets was the Chairman of the Securities and Exchange Board of India (SEBI). Earlier Mr. Bajpai was Chairman of the Life Insurance Corporation of India (LIC). Mr. Bajpai is known for his visionary leadership and exemplary integrity. He has served/serves as non-Executive Chairman and a Director on corporate boards in India and other countries, received awards for contribution to business, and authored several books. Mr. Bajpai has been Chairman of the Corporate Governance Task Force of International Organization of Securities Commissions and the Chairperson of the Insurance Institute of India, (III) a counterpart of Chartered Insurance Institute UK. As Chairman of SEBI, Mr. Bajpai oversaw the orderly functioning of India's securities markets. With a vision to make India a global benchmark, Mr. Bajpai initiated numerous reforms and innovations in India's securities markets. The Indian securities market now ranks as one of the most advanced in emerging markets and may well surpass developed markets in certain respects.

# Speakers



## Ed Roman

### Managing Director, Hack VC (San Francisco)

Ed Roman is the Managing Director of Hack VC, a Silicon Valley venture capital firm. His mission is to democratize access to top Silicon Valley startups to investors. Ed has a decade of venture capital experience and is a shareholder in several companies worth over \$1 Billion, and fourteen companies worth over \$100 Million. Prior to that, Ed ran three startups, including TheServerSide.com (the world's largest Java developer community, acquired by Precise Software), Ghostfire Games (exercise video games for the Nintendo Wii), and HackHands (marketplace for developer mentoring, acquired by Pluralsight). Ed is also the author of the best-selling book on Java "Mastering Enterprise JavaBeans". Ed also runs hacksummit.org, the world's largest programmer conference (and the world's largest virtual conference) with over 130,000 attendees.



## Sasha Bernier

### Senior Vice President, Cheltenham Investments (New York)

Sasha Bernier is a Senior Vice-President and Investment Committee member of Cheltenham Investments, a single family office focused on investing in both debt and equity primarily in real estate opportunities and lower middle market companies. Mr. Bernier formerly served as a Vice President of Revere Capital, a real estate debt fund with the responsibility for underwriting and structuring new investment opportunities in the real estate debt space. Sasha Bernier has also worked at investment funds GSC Group, a credit focused hedge fund, and Barrington Capital, a debt and equity event driven hedge fund. Mr. Bernier graduated from the University of North Carolina at Chapel Hill with a BS in Business Administration and a JD from the University of Pennsylvania Law School.



## Rakesh Bhargava

### Founder & CEO, Blue Spruce Global Advisors (New York)

Mr. Bhargava's experience spans over thirty seven years, both as a private banker and a portfolio manager. He has served as Vice President and Partner at Kidder Peabody; as a Senior Vice President and Head of India distribution at Smith Barney; as Executive Director in charge of South Asia distribution at CIBC Oppenheimer Corp.; as Executive Vice President in charge of the Middle East and Asia at Laidlaw Global Securities, and as Director of Investments at Wachovia Securities. Since the early 1980s, Mr. Bhargava has focused on the emerging markets of India, Brazil and the Gulf Cooperation Council (GCC) countries. He spearheaded the distribution efforts to raise capital for the first offshore India fund called the India Liberalization Fund (at Smith Barney) and subsequently the first India private equity fund (at Oppenheimer). He has been a speaker on India at various conferences in the US, Europe and the Gulf. He is a member of the visiting committee of the Weatherhead School of Management, Case Western Reserve University and is an active member of the Indian Institute of Technology (IIT) Kanpur Alumni Association in the US. In the past he was a board member of the Hudson County (New Jersey) Chapter of the American Heart Association.

# Speakers

## Karthik Prabhakar

Executive Director, Chiratae Ventures India Advisors (Bengaluru, Karnataka, India)



Karthik Prabhakar is Executive Director and Global Head of Fundraising at Chiratae Ventures India Advisors. Karthik has led investment advisory in Consumer media & tech and Fin-tech sectors apart from the additional responsibility of overseeing marketing for the firm. He has been part of the Indian tech ecosystem since 2005 with experience spanning engineering, rapid prototyping, marketing, fundraising, investment advisory and portfolio management. Karthik was an active part of the team advising on the exit from investment in Manthan Systems. In 2018, Karthik was recognized as one among the 40 Under 40 in the alternative investments space in India by AAAIF. For three consecutive years from 2016 to 2018, Karthik was recognized as one among the global top 100 Rising Stars in the venture industry by Global Corporate Venturing, held in California, US. Prior to Chiratae Ventures, Karthik worked with Intel in their Ideas to Reality team, a technology incubator focused on building IoT products around the Intel Atom processor.

## Doug Coulter

Partner, LGT Capital Partners (Hong Kong)



Doug Coulter (Canadian) is a Partner and Head of Private Equities Primaries Asia team at LGT Capital Partners (Asia-Pacific) Limited.

Prior to joining the firm in 2007, Mr. Coulter was a Senior Investment Officer for the International Finance Corporation (the direct investment arm of the World Bank), based in both Hong Kong and Washington D.C. He was responsible for sourcing, structuring, monitoring and exiting Asian investments in the TMT, retail and consumer and life sciences sectors. Mr. Coulter has over 19 years of experience in private equity and investment banking. He previously worked at Nomura Securities in Hong Kong and as a lawyer at Fasken Martineau DuMoulin LLP in Toronto. Mr. Coulter holds an MBA from INSEAD, an MSc in International Relations from the London School of Economics, a law degree from the University of Western Ontario and a BA in Political Studies from Queen's University. He is fluent in English and French, and conversant in Mandarin and Hungarian.

## Ruchira Shukla

South Asia Regional Lead for Disruptive Technology Investments, International Finance Corporation (New Delhi)



Ruchira Shukla is the South Asia Regional Lead for Disruptive Technology Investments at the International Finance Corporation, World Bank Group. She oversees IFC's investments in early stage technology businesses as well as VC Funds, and represents IFC on the boards of several startups and LP advisory committees. Previously, Ruchira ran IFC's South Asia business in Technology, Media and Telecom. She has over 25 years of experience across venture capital and private equity investing, strategy consulting, and investment banking across Asia, US and Europe. Her sector focus spans consumer internet, B2B eCommerce, healthcare technology, edutech and eLogistics, with a keen interest in business models that leverage emerging technologies such as AI, IoT and blockchain to disrupt traditional spaces. Ruchira studied at IIT Delhi and IIM Ahmedabad in India. She also graduated as Palmer Scholar from The Wharton School, University of Pennsylvania and is a Chartered Financial Analyst.

# Speakers

## Steven Kim

Partner, Investment Strategy and Risk Management, Verdis Investment Management (Philadelphia)



Steve Kim is a partner at Verdis Investment Management, directing investment strategy and risk management for the family office. He is an active member of the Investment Committee and has been with the firm since inception. With a focus on buyouts, marketable securities and venture capital, he has been behind investments in over 60 fund managers globally. Beyond his investment background, he brings more than 30 years of experience building and implementing operating infrastructures for venture capital and private equity firms, as well as public and private companies. Before becoming a family office investor, he helped build and lead the technology development and service delivery organizations at Orcom Solutions/Alliance Data Systems, Peopleclick, Clear Communications, Alcatel, Fujitsu and Daleen Technologies. Steve began his career at the Walt Disney Company, serving on the information technology team that helped open what is now Disneyland Paris. He earned his bachelor's degree from the University of Central Florida and serves on the Board of Governors for the The International Baccalaureate.

## Anurag Chandra

Trustee, Chairman of Investment Committee, San Jose Federated Employees Pension Fund (San Francisco)



Invest in and/or advise early-stage to mid-stage technology companies. Also advise funds and family offices. Structure principal transactions (SPVs, funds, equity and debt capital, asset purchases/acquisitions). Areas of interest include big data, AI, FinTech, mobile, online marketplaces efficiently allocating "offline" assets and services, space imagery analytics, and any founding team that is persuasive about their product-market fit (preferably with a contrarian point of view and the ability to enjoy "network effects" or some other "moat" around their business model). My background encompasses both hi-tech startup senior operating roles and venture investing roles (equity and debt; early and later stage).

## Weichou Su

Partner, StepStone Group (Beijing)



Mr. Su is a member of the private equity team, focusing on co-investments and Asian investments. Prior to joining StepStone in 2010, Mr. Su was a managing director of the Hina Group, an investment banking and private equity firm with a focus on Greater China, where he was head of the technology team and led the company's M&A advisory practice. Before that he held a number of operational and investment roles as a senior executive for Asia Pacific with leading telecom and technology companies. Mr. Su was previously managing director and president of the US Information Technology Office in China, where he promoted trade and investment in the technology sector. Mr. Su received his joint MBA from the Kellogg School of Management and Hong Kong University of Science and Technology and MA from the University of Massachusetts at Amherst.

# Speakers



Jiun Wen Chee

Head of Private Equity , Bank of Singapore (Singapore)



Brooke Zhou

Partner, LGT Capital Partners (Hong Kong)

Brooke Zhou (Chinese) is a Partner at LGT Capital Partners (Asia-Pacific) Limited. Prior to joining the firm in 2010, she worked for CDH Investments, a leading Chinese private equity firm in Beijing. Before that, she worked for Bain & Company in Shanghai and Oracle Corporation in California. Ms. Zhou holds a BSc in Electrical Engineering and Computer Science from Massachusetts Institute of Technology and an MBA from Harvard Business School. She is fluent in English and Mandarin.



Valerie Wong

Principal, Mercer Alternatives (Hong Kong)

Valerie is a Principal with Mercer Investments in Hong Kong. She joined Mercer in 2018 and is responsible for the coverage and investment of private equity, private debt, secondaries and co-investments in Asia. Prior to joining Mercer, Valerie was a Director at AIA Group, the largest independent publicly listed pan-Asian life insurance company, where she spent over 6 years managing external manager strategies and alternatives investments. Before that, she spent 5 years managing an Asian-focused fund of hedge funds portfolio at Vision Investment Management, with asset under management over USD1 billion. Valerie began her career as a research analyst with JPMorgan in the China equity research department, followed by a similar role with HSBC. Valerie graduated from University of British Columbia in Canada. She is fluent in Cantonese, English, Japanese and Mandarin.

# Speakers



**David Low**  
Partner, Albourne Partners (Singapore)

Mr. Low is a Partner at Albourne Partners where he heads the Private Markets Investment Due Diligence team in Asia. Mr. Low has more than 15 years experience in consulting, finance and investments. Before Albourne, he spent 5 years as an Investment Manager at an Asian family office helping manage their private equity portfolio. Mr. Low began his career as a Business Consultant with Arthur Andersen Business Consulting and subsequently held various finance roles at General Electric. He holds a B. Commerce in Accounting and Finance, MBA from Melbourne Business School and is a Certified Practicing Accountant (CPA Australia).



**Deng Chao**  
CEO, HashKey Capital (Hong Kong)

Former senior manager at Bosera Asset Management, China Wanxiang Holding, DataYes. 10+ years of experience in asset management and fintech. Initiated Wanxiang's blockchain business. Early founding member of Wanxiang Blockchain Labs. Led the strategic investment to Ethereum by DataYes back in 2015.



**Matthew Le Merle**  
Managing Partner , Fifth Era (Belvedere Tiburon)

Matthew Le Merle is Managing Partner of Fifth Era and of Keiretsu Capital - the most active early stage venture investors backing almost 200 companies a year. Matthew is a manager of Blockchain Coinvestors, the world's leading blockchain venture fund of funds. He is also Chairman of CAH and Securitize (Europe) and Vice Chairman of SFOX. Blockchain Coinvestors has a strategy of being an investor in the leading Blockchain venture firms including 1Confirmation, 1kx, Blockchain.com Ventures, Blockchain Capital, Castle Island, DGH, Digital Currency Group, Fabric, Future\Perfect, Hashkey, IDEO and Pantera among others. Matthew is a bestselling author and keynote speaker. He received a B.A. (Double First) and Master's from Christ Church, Oxford, and an MBA from the Stanford Graduate School of Business. He lives in San Francisco and London, UK with his wife, Alison Davis. They have five adult children.

# Speakers



## Sabrina Tachdjian

Principal, Head of Investments, LINE | Unblock Ventures (Korea)

Sabrina Tachdjian is the head of investments at Unblock Ventures, LINE Corporation's blockchain-focused investment arm. A former biomedical researcher in the field of functional genomics, Sabrina has spent the last 6 years in the tech industry, working at Samsung Electronics in Global Strategy, as well as at Samsung SDS where she led European partnerships in the field of AI/digital health. Sabrina holds a PhD in Chemical and Biomolecular Engineering from NCSU and an MBA from NYU Stern.



## Antony Lewis

Associate Director, Blockchain@Temasek, Temasek (Singapore)

Antony joined Temasek in 2020 and is currently an Associate Director in Temasek's Blockchain Pod. He is currently leading the Blockchain Pod's activities with the Libra Association and supporting the Pod's other ventures in tokenised cash and tokenised assets through research and external ecosystem activities. Antony is a FinTech advisor to the Hong Kong Securities and Futures Commission, and contributes actively to the public domain through his blog [bitsonblocks.net](http://bitsonblocks.net). He is author of *The Basics of Bitcoins and Blockchains*, published in 2018. Prior to Temasek, Antony held several Director level roles at enterprise blockchain firm R3 and started the blockchain chapter of his career at Paxos (previously itBit) in 2013. Before blockchain Antony worked in the financial services industry, as a technologist at Credit Suisse and an FX trader at Barclays Capital. He graduated from Gonville & Caius College, Cambridge with a Bachelor and Master of Arts in Natural Sciences.



## James Boettcher

Co-founder & General Partner at Focus Ventures; Investment Advisory Board, CM Capital (Palo Alto)

Jim was a founding partner of Focus Ventures in 1997. While at Focus, he has led successful investments in 3VR (Identiv), Apigee (APIX), Cosine Communications (COSN), Crossbeam (Thoma Bravo), Cyan Optics (CYN), Equallogic (Dell), Infoblox (BLOX), Marin software (MIRN), MuDynamics (Spirent), PA Semi (Apple), Pivot3 (S3), Pure Digital (Cisco), Starent Networks (Cisco), Stoke (Mavenir Systems), Telera (Alcatel), Teknovus (Broadcom) and Netscaler (Citrix). He is currently responsible for Focus' investments in Picarro and is on the board of PCH International in San Francisco and Shenzhen, China. Jim was recently highlighted in the upper quartile of the AlwaysOn VC 100 List and was ranked #37 on the Forbes magazine 2011 list of The Top 100 Most Powerful Venture Capitalists. Jim is also featured in *Venture Capitalists at Work*, a book highlighting how VCs identify and build billion dollar businesses authored by Tarang Shah and *How to be a VC*, a book about how to learn from top Silicon Valley investors about how they became a VC, by Grace Gong.



# Speakers



## Phil Cummins

### Venture Partner, Greenspring Associates (Australia)

Phil joined Greenspring Associates as a Venture Partner in 2019. Prior to joining Greenspring, Phil spent 13 years with QIC Global Private equity where he helped lead their private equity program. At QIC Phil lead the venture and growth equity investments activity across directs, funds and secondaries. Phil also served as chairman and CEO of one of QIC's portfolio companies where he was able to implement and drive the investment strategy. Prior to joining QIC Phil worked with BT Alex. Brown, Deutsche Bank and Thomas Weisel Partners in San Francisco where he worked with venture backed companies. He has advised on over 3.2b of capital raisings and 12 M&A transactions. Phil holds a Bachelor of Commerce, is a Chartered Financial Analyst and a member of the Institute of Chartered Accountants Australia and New Zealand.



## Hamish Blackman

### Portfolio Manager, NZ Super Fund (New Zealand)

Hamish Blackman is a Portfolio Manager in the External Investments and Partnerships (EIP) team for the Guardians of New Zealand Superannuation (Guardians) and is responsible for managers in buy-out, expansion capital, distressed credit, merger arbitrage, convertible arbitrage, shale energy and real estate. Prior to joining the Fund in 2017, Hamish had spent eight years in London including in-house legal and investment roles at Northern Trust and F&C Investments and Senior Analyst in the hedge funds team for Auda International (BMW family office). Since returning to New Zealand, Hamish has been Director of Commercial Development at Craigmore Sustainables Group and Director in corporate finance at Murray & Co. Hamish has extensive experience in investment manager selection as well as structuring and executing investment transactions. Hamish is a Chartered Alternative Investment Analyst (CAIA). He holds a Bachelor of Laws and Bachelor of Commerce (Economics) from the University of Canterbury and was admitted as a Barrister and Solicitor of the High Court of New Zealand in 1999.



## Scott Kupor

### Managing Partner, Andreessen Horowitz (Menlo Park, California)

Scott Kupor is the managing partner at Andreessen Horowitz where he is responsible for all operational aspects of running the firm. He has been with the firm since its inception in 2009 and has overseen its rapid growth, from three employees to 150+ and from \$300 million in assets under management to more than \$10 billion. Prior to joining Andreessen Horowitz, Scott worked as vice president and general manager of Software-as-a-Service at Hewlett Packard. Scott joined HP in 2007 as part of the Opsware acquisition, where he was senior vice president of Customer Solutions. In this role, he had global responsibility for customer interaction, including professional services, technical pre-sales, and customer support. Scott joined Opsware shortly after the company's founding and held numerous executive management positions including vice president, financial planning and vice president, corporate development. In these roles, he led the company's private financing activities as well as its initial public offering in 2001. Scott also started the company's Asia Pacific operations and led the execution of the company's multiple acquisitions. Prior to Opsware, Scott represented software companies in both financing and mergers and acquisitions transactions at Credit Suisse First Boston and Lehman Brothers.

# Speakers



## Keith Janosky

Chief Financial Officer and Head of Investor Relations, Khosla Ventures (San Francisco)

Keith is the Chief Financial Officer and Head of Investor Relations at Khosla Ventures. Keith joined Khosla in 2016 and has been in the venture capital industry since 2002. Prior to Khosla, Keith was the Vice President of Finance at Technology Crossover Ventures for 14 years leading their finance and accounting team, while spending time in their offices in NJ, NY and lastly Palo Alto. Prior to TCV, Keith worked at Arthur Andersen as an auditor as well as Manager in their partnership with Major League Baseball in developing an authentication program for game used and signed memorabilia. Keith holds a Master of Business Administration degree from Fordham University and a Bachelor of Science degree in Economics from Lehigh University. Keith lives with his wife and four children in the San Francisco Bay Area and enjoys coaching his kids in their various sports in his spare time.



## Pokman Yiu

Director, Basel Capital (Hong Kong)

Mr. Pokman Yiu is the Investment Director of Basel Capital, a multi-family office based in Hong Kong specialized in private real estate investments. Prior with Basel, Mr. Yiu was the co-founder and deputy CEO for a private family office and the Investment Director and Portfolio Manager of Gopher Asset Management. He was primarily responsible for managing the endowment strategy and discretionary portfolios. Earlier in his career, Mr. Yiu held various investment banking positions in Hong Kong with Citigroup, Bank of American Merrill Lynch and UBS. He has more than nine years' private equity and investment banking experience and executed a wide variety of corporate finance transactions, including mergers and acquisitions, and debt and equity financings across Asia Pacific region. Mr. Yiu received both a Bachelor's and Master's degree in Engineering from the Hong Kong University of Science and Technology. He is also a Chartered Financial Analyst.



## Asher Noor

Chief Investment Officer, ALTouq Group (Saudi Arabia)

Asher Noor is the Chief Investment Officer and Group CFO for ALTouq Group. His last job was CFO for Morgan Stanley Saudi Arabia and prior to that he has worked for Banque Saudi Fransi as well as PricewaterhouseCoopers. Asher is or has been on the board of many companies regionally and globally, in sectors as diverse as aviation, energy, financial services, infrastructure, information technology and telecom amongst others, representing ALTouq Group's investments. His corporate finance and treasury experience includes taking a company public, trade sale exits as well as financial restructuring and advisory roles for subsidiary companies. He currently represents ALTouq Group, as Chairman of the Board of Ajeej Capital DIFC Limited – a leading MENA focused, alternative investment manager. Asher is a gold medalist, has been awarded the Middle East CFO of the Year Award in 2014 and is a Fellow of Institute of Chartered Accountants of Pakistan. He is also a qualified Trust & Estate Practitioner and holds an MBA in family business from EDHEC Business School, France.

# Speakers



## Nandan Shah

### Portfolio Strategist/Risk Manager, IHT Wealth Management (Chicago)

Nandan Shah is the portfolio strategist and risk manager at IHT Wealth Management - a multi-billion RIA platform headquartered in Chicago. He constructs portfolios tailored to client's needs and desired outcomes with a particular emphasis on alternative investments to improve returns and add diversification. Further, Nandan sources and conducts due diligence on alternative investments. Previously, Nandan was the founder and portfolio manager at an opportunistic global macro hedge fund where he developed a process for combining value and momentum factors. Nandan resides in the City and is licensed attorney in the State of Illinois. He graduated from the University of Michigan [BA] and The John Marshall Law School [JD].



## Ankit Bengani

### Principal & Director, Marwar Capital (Mumbai)

Ankit is the Principal & Director at Marwar Capital, where he leads the global investment efforts for the family. Marwar Capital is the single-family investment office of the Bengani Group and as a family office it's been investing into Indian alternatives markets since 1998 and since 2009 have been gradually investing in funds selectively in US & Asian markets. The family owned business conglomerate has a continued history of over a century in conducting businesses across various sectors worldwide, while adhering to the highest standards of trust, ethics & integrity. Prior to Marwar, Ankit spent over 14 years gaining knowledge in the financial & capital markets by working with firms like Samena Capital as head of global fund raising, Motilal Oswal as head of international business and Kotak Investment Banking. Ankit holds a Finance degree from H. R. College of Commerce, Mumbai and post-graduate degree in Business Management. Ankit is been active in various social & philanthropic interests of the family, while also assisting in the education and healthcare welfare activities in rural Rajasthan and Maharashtra.

# Participation Options

## COMPLEMENTARY:

- We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants, Foundations, Sovereign Wealth Funds, Endowments, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

### Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are caught sneaking in and pitching a fund or deal, you will be banned from the Carmo platform. You must pay to play.

## STANDARD PASS:

- Pass
  - 1 pass to web meeting and networking/speed dating sessions.
- Networking App Access
  - 1 pass to event networking app for 1 week.

**Early Bird:** \$300 USD- *Ends September 18th*

**Pre-Registration:** \$400 USD- *Ends September 25th*

**Standard:** \$500 USD



# Participation Options

## FULL ACCESS PASS:

- **Pass**
  - 1 pass to web meeting and networking/speed dating sessions.
- **Networking App Access**
  - 1 pass to event networking app for 1 week.
- **Attendee List**
  - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

**\$1,000 USD**



# Participation Options

## COMPANY SPONSORSHIP:

(10 MAXIMUM)

- **Speaking Position**
  - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
  - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
  - 5 Company passes to event networking app for 1 week.
- **Branding**
  - Sponsorship branding throughout web meeting agenda and marketing campaigns.
- **Attendee List**
  - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

**\$2,500 USD**



# Participation Options

## VIRTUAL ROAD SHOW SPONSORSHIP

- **Speaking Position**
  - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
  - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
  - 5 Company passes to event networking app for 1 week.
- **Branding**
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- **Attendee List**
  - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information.
- **Meeting Facilitation/ Post-Event Virtual Road Show**
  - Select targeted LP attendees from previous events
  - Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
  - Carmo to put best effort of obtaining at least 15 LP meetings with client and prospective LPs.

**\$10,000 USD**

# Participation Options

## EXCLUSIVE SPONSORSHIP :

(TWO MAXIMUM)

- **Passes**

- 10 Company passes to web meeting and virtual networking/speed dating sessions.

- **Networking App Access**

- 10 Company passes to event networking app for 1 week.

- **Lead Branding**

- Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.

- **Attendee List**

- • Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

**\$20,000 USD**

- **Post-Event Virtual Road Show**

- Select targeted LP attendees from previous events
- Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
- Carmo to put best effort of obtaining at least 15 LP meetings with client and prospective LPs.

- **Speaking Opportunity**

- 2 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).

- **Exclusivity**

- No other company with competitive strategy or focus can be an event sponsor.
- GP Example- Exclusive debt focused fund manager
- Service Provider Example- Exclusive Law Firm/Accounting sponsor



# By the Numbers...

**\$5+** Trillion AUM in attendance

**300+** Total participants

**150+** Institutional & Private Wealth Investors

**150+** Private Equity & Venture Capital Funds Managers

**8** Industry Exclusive Panel Sessions

**3** Hours of private virtual networking/speed dating

**3** Day Zoom Web Conference

**7** Days of Slack networking tool access



# In Attendance...

## C-Level Executives

- Asia Pacific focused Private Equity Funds and Venture Capital Funds
- Hedge Funds
- Public Pension Funds
- Corporate Pensions Funds
- Pension Consultants
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Single Family Offices
- Multi Family Offices
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers



# WEB MEETING APPS

- Our Video Conference will be Powered by ZOOM.
- You can access through web browser or download app on any Tablet, Laptop or Mobile device.
- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Zoom Conference



- Slack is a proprietary instant messaging platform that is typically used by companies in order to communicate efficiently rather than emailing back and forth on miniscule matters. It is also great for subdividing chats for group projects.
- For the purpose of our Web Meeting, this platform works perfectly to facilitate interaction of event attendees.
- We are allowing all webinar participants to join this instant messaging platform in order to communicate with each other freely and on a direct basis. Inside the slack platform there are also sub chats that are called “channels”. Each “channel” represents a different panel topic where participants can communicate with each other openly pertaining to that topic.



- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Slack Chat.
- This chatroom is only open for the 3-day duration of the Web Conference.



# upcoming events

 LIVE ONLY, Recording Prohibited

**The Private Markets  
Secondaries Web Meeting**  
October 8<sup>th</sup> & 9<sup>th</sup> 2020  
Pacific Standard Time

**The Latin American Private Equity  
& Venture Capital Web Meeting**  
November 10<sup>th</sup>, 11<sup>th</sup> & 12<sup>th</sup> 2020  
Eastern Standard Time

**The Asia Pacific Institutional  
Real Estate Web Meeting**  
October 27<sup>th</sup>, 28<sup>th</sup> & 29<sup>th</sup> 2020  
Singapore Standard Time

**The Latin America  
Real Estate Web Meeting**  
December 8<sup>th</sup>, 9<sup>th</sup> & 10<sup>th</sup> 2020  
Eastern Standard Time

Visit our website at [www.carmocompanies.com/connect](http://www.carmocompanies.com/connect)





Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

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Thank You

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