



SINGAPORE | 16 September 2019

Presented with support from:

**Debevoise
& Plimpton**

Hosted by:

**Enterprise
Singapore**

In Collaboration with:

SVCA *Singapore Venture Capital
& Private Equity Association*

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Dear Colleague,

Welcome to the inaugural EMPEA Private Equity Masterclass in Singapore presented in collaboration with the Singapore Venture Capital & Private Equity Association (SVCA), and with the generous support of Debevoise & Plimpton and our host Enterprise Singapore. The global Masterclass series, launched in 2012, has now delivered over 30 iterations across multiple continents, including in the cities of Washington, DC, London, Mumbai, Hong Kong, Bogotá, Rio de Janeiro, São Paulo, and Cape Town.

This year's Masterclass coincides with the first time in five years that more than 50% of LPs in EMPEA's annual *Global Limited Partners Survey* have indicated that they plan to increase commitments to EM PE. Furthermore, the proportion of investors who plan to increase the EM share of their overall PE portfolios has reached its highest level in the past five years. Additionally, sixteen Southeast Asia-focused funds achieved a close in 1H 2019, raising a total of USD1.4B in commitments, with a quarter being first-time funds. The total number of investment deals in the region (135) for 1H 2019 is up compared to the same periods in recent years. Today, we present an expert-led workshop designed to equip all fund managers to capitalize on this heightened investor interest with proven fundraising advice and global best practices.

Our agenda will cover the latest changes in the global fundraising environment and lessons learned from experienced fund managers; legal strategies to balance GP interests and maintain marketable positions to LPs; strategies for achieving better ESG performance at the portfolio company level; DFIs' perspectives on co- and direct investments (including re-upping and follow-on funds); LP sentiment towards emerging markets from EMPEA's recent survey; and more. For a portion of the day, we have cleared the room of LPs to allow you the opportunity to ask the questions you have always wanted to ask and to discuss solutions aloud with fellow fund managers facing similar market challenges.

Whether you are an experienced fund manager, or about to embark on your first fundraise, we hope you will learn valuable techniques from our faculty of experts. We encourage you to actively participate and ask any questions you may have. Thank you for joining us today and taking part in the candid discussions that have made this series such a resounding success.

EMPEA welcomes the opportunity to get to know you better in this intimate setting and to deepen our understanding of the challenges you face so we can continue to support you in all your future endeavors.

Sincerely,

A handwritten signature in black ink that reads "Shannon Stroud".

Shannon Stroud
Managing Director
EMPEA

EMPEA The EMPEA logo graphic, consisting of two overlapping circles, one light blue and one dark blue.

EMPEA PRIVATE EQUITY MASTERCLASS IN SINGAPORE: MONDAY, SEPTEMBER 16, 2019

8:30	Masterclass Registration
9:00	Opening Remarks

Thomas Lanyi, Chairman, Singapore Venture Capital & Private Equity Association (SVCA)

Shannon Stroud, Managing Director, EMPEA

9:05	Learning From Experience – How Successful Fund Managers Navigate the Fundraising Cycle
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- 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 are the real costs of raising a fund? What are some strategies for making time on the road most 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?
- What are common fundraising pitfalls and lessons learned the hard way?

Faculty Firm & Presenters:

Jeffrey Chi, Vice Chairman and Managing Director, Vickers Venture Partners

David Gowdey, Managing Partner, Jungle Ventures

Melissa Guzy, Co-founder and Managing Partner, Arbor Ventures

Ellen Li, Head of Asia, Investor Development Group, Actis

Moderator:

Shannon Stroud, Managing Director, EMPEA

10:00	Legal Strategies: Protecting GP Interests AND Maintaining Competitive and Marketable Positioning to LPs
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- 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 are industry standard terms & conditions, and what areas should GPs focus on to craft ideal term sheets?
- How should GPs show alignment of interests while still shaping profitable agreements?
- Partnership negotiation strategies: when to be flexible and when to hold firm

Faculty Firm & Presenters:

Gavin Anderson, Partner, Debevoise & Plimpton

Andrew M. Ostrognai, Partner, Debevoise & Plimpton

12:00	Networking Lunch
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13:00	EMPEA Data Presentation: The Current Landscape for Private Capital in Emerging Asia
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- How does Emerging Asia fit into the larger context of emerging markets private capital?
- Diving deeper into EMPEA's 2019 Global Limited Partners Survey: how are LPs' investment plans evolving?
- Recent trends in Emerging Asia fundraising and investment activity

Presenter:

Jeff Schlapinski, Senior Director, Research, EMPEA

13:30	Presentation: Investors Driving Societal Change: The Evolution from CSR to ESG to SDG and Evolving LP Expectations
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- The difference between "CSR" "ESG" and "SDG"
- Why a fund should have an ESG mindset
- Global Best Practices for ESG Policy and Process

Presenter:

Steve Okun, ASEAN Representative, EMPEA

14:00	LP Seminar – Sourcing and Securing LP Commitments
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- 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 Firm & Presenters:

Ralph Keitel, Principal Investment Officer, International Finance Corporation (IFC)

Serge Lépine, Founder and Managing Partner, Cabot Capital Partners

Sunil Mishra, Partner, Adams Street Partners Singapore

Ashok Samuel, Senior Vice President & Head of PE Risk, GIC

Moderator:

Doris Yee, Director, Singapore Venture Capital & Private Equity Association (SVCA)

14:45	The Perfect Pitch
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***Advanced signup is required. Space is limited.**

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.

15:00	Closing Remarks
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SPEAKER BIOGRAPHIES

Gavin Anderson

Partner, Debevoise & Plimpton



Gavin Anderson is based in the Hong Kong office and is a member of the firm's Investment Funds and Investment Management Group. He has broad experience in advising sponsors and investors on a variety of issues, including fund formation, co-investment, fund restructurings and carried interest arrangements.

Mr. Anderson's recent experience includes acting for clients such as Baring Private Equity Asia, CDH Investments, Clearwater Capital, HarbourVest, Morgan Stanley, Navis Capital Partners, Southern Capital and Quilvest.

The major legal directories recognise Mr. Anderson as one of the leading lawyers in the region. He is recommended for Investments Funds in *The Legal 500 Asia Pacific* (2019) and also ranked in *Chambers Asia-Pacific* (2019) and *Chambers Global* (2019). The guides note that "he is excellent: he's very calm under fire," "always has solutions to problems," and is "well versed in advising managers on both growth capital and private equity fund formation." One client is quoted as observing that "he's technically extremely strong and very, very well organized — that's critical." The guides have also noted that Mr. Anderson is "very responsive, very competent and fun to work with" and "very quick, very smart and gives very high-quality advice." Market commentators have been quoted as saying "we have been very impressed with his technical and commercial balance."

Mr. Anderson regularly writes and speaks on private equity topics. He is the author of the "Investor side letters" chapter in "Global Investment Funds: A Practical Guide to Structuring, Raising and Managing Funds," published by *Global Law and Business* (July, 2016). He is also a co-author of "Asia Is at a Turning Point," *Private Equity International* (September, 2018).

Mr. Anderson earned his B.A. (Hons) from the University of Oxford (Brasenose College) in 2000 and PgDL from the College of Law at Guildford in 2001. He graduated from the Legal Practice Course at the Oxford Institute of Legal Practice in 2002. Prior to joining Debevoise in 2006, he trained and worked as an associate at an international law firm in London.

Jeffrey Chi

Vice Chairman and Managing Director, Vickers Venture Partners



Dr. Jeffrey Chi is a veteran in the venture capital industry and a strong advocate for the promotion of venture capital, entrepreneurship & socially responsible investing.

Dr. Chi is a Managing Director of Vickers Venture Partners, Vice Chairman of Vickers Capital Group and a member of its Investment Committee. He is also former Chairman and currently Ambassador of the Singapore Venture Capital & Private Equity Association. Dr. Chi also sits on board of SEEDS Capital (Investment arm of Enterprise Singapore) and on the advisory panels of the Monetary Authority of Singapore, the commercialization arm of A*Star and the National University of Singapore Division of Engineering and Technology Management.

Based out of Shanghai, Dr. Chi heads Vickers Venture's investments in Asia and has investments in artificial intelligence, blockchain technology, education, e-commerce, healthcare/wellness and financial services (including fintech) technology companies.

Dr Chi's wealth of experience include investment banking (Partner at Pegasus Capital), strategy consulting (senior consultant at Monitor Deloitte) and operations (Managing Director of Spandek Engineering SEA). Dr. Chi is a CFA Charter holder and graduated from Cambridge University with 1st Class Honours in Engineering. He earned his PhD from the Massachusetts Institute of Technology in organizational knowledge and information technology.

David Gowdey

Managing Partner, Jungle Ventures



Mr. Gowdey is currently a Managing Partner at Jungle Ventures, a Singapore based venture capital firm focused on internet and technology investments in South Asia. Prior to Jungle, David spent 3.5 years at TPG Capital where he led internet investments outside of the US within the TPG Growth fund. Prior to TPG, David spent 12 years at Yahoo! Inc where he was the Head of International M&A on the Corporate

Development team. In this role, he was responsible for driving all transaction activity and the investment strategy for Yahoo! outside of North America, including their expansion in to new markets, such as Russia, Turkey, Middle East, Africa and SE Asia. In 2011, David was also the Managing Partner at Xplorer Capital, a growth equity venture capital firm which spun out from Yahoo! to focus on internet and digital media opportunities in the emerging markets.

David continues to be an Advisor to TPG Capital and represents them as a non-executive director on the board of Propertyguru, the largest online real estate platform in SE Asia.

David holds a Bachelor of Business Administration degree from Radford University and a Master's Degree from the Macquarie Graduate School of Management in Sydney. He has lived and worked for over 20 years across Asia, but currently lives in Singapore with his wife and three children.

Melissa Guzy

Co-founder and Managing Partner, Arbor Ventures



Melissa is the Co-founder and Managing Partner of Arbor Ventures and has more than 25 years of experience as an entrepreneur and venture investor in Asia and Silicon Valley.

Prior to founding Arbor Ventures, Melissa was Managing Director and Head of VantagePoint Asia, a \$4.5 billion venture capital firm based in Silicon Valley with offices in Beijing, Shanghai and

Hong Kong. As a thought leader in the global technology community, with experience across Asia and Silicon Valley, Melissa has been recognized as one of the Top 200 Fintech Influencers in Asia in 2018.

Melissa brings with her a unique combination of global experience and perspectives, with deep technological and innovative prowess anchored in an extensive international network. Melissa is a regular speaker on Venture Capital markets, key Fintech trends and the changing global landscape.

Melissa serves on the Board of Directors of the HKVCA and is Co-Chair of the HKVCA Venture Committee. She also serves on the Board of Innovation for the Hong Kong Securities and Commodities Commission. She is a Hopkins Fellow and participated in the Women's Leadership Program at Harvard University.

Melissa attended Wellesley College and received a Master's degree in Finance from the University of Florida, and authored the paper "Venture

SPEAKER BIOGRAPHIES

Capital Returns and Public Market Performance.” She has been a speaker at Financial Times Top 50 Women in Asia, Money2020, Asian Financial Forum, RISE and a guest lecturer on the Venture Capital industry at the University of Florida, Hong Kong University, the Chinese University of Hong Kong and the Hong Kong University of Science and Technology, in addition to being a Contributing Expert at CFTE, the Centre for Finance, Technology and Entrepreneurship.

Ralph Keitel

Principal Investment Officer, International Finance Corporation (IFC)



Ralph Keitel is a Principal Investment Officer in the Private Equity and Investment Funds department of the International Finance Corporation (IFC), the private sector arm of the World Bank Group. Since joining IFC in early 2006, he has been responsible as regional lead for IFC’s private equity fund activities in Eastern Europe/Russia (2006-2008), Africa (2008-2011), Latin America (2011-2014) and East Asia (since 2014).

Prior to joining IFC, Ralph was with Caisse de Dépôt et Placement de Québec (CDP) in Montréal, where he managed a portfolio of venture capital funds in North America and Europe. Previously, he spent nearly 5 years with TBG (now part of the KfW Group, Frankfurt), providing seed early-stage venture capital financing for technology start-up companies before assuming responsibility for TBG’s funds portfolio.

Ralph holds a Bachelor’s degree in Business Administration and a Master’s degree in Economics from the University of Bonn (Germany) as well as a post-graduate degree in Finance and Management (Dean’s Honour List) from McGill University in Montreal (Canada).

The International Finance Corporation (IFC) is the World Bank Group’s private sector arm, headquartered in Washington DC. IFC’s private equity funds department has invested more than US\$ 3 billion in over 180 emerging markets private equity funds.

Thomas Lanyi

Chairman, Singapore Venture Capital & Private Equity Association (SVCA)



Dr. Lanyi is a senior Private Equity investment professional with 18 years of experience and a strong record of achievement in emerging Asia, especially China and Southeast Asia. He currently serves as a Managing Director at CDH Investments. Established in 2001, CDH is the most well-established alternative assets fund management company in China, managing close to US\$20 billion in client assets across different

strategies and funds. The firm specializes in China-linked investment opportunities in the consumer and healthcare sectors. Based in Singapore, Dr. Lanyi co-leads CDH’s Southeast Asian and global ‘Cross-border’ investment activities. Prior to joining CDH, Dr. Lanyi held senior roles at Mekong Capital and Templeton Private Equity.

Dr. Lanyi has been the Chairman of the Singapore Venture Capital & Private Equity Association (SVCA) since 2017. Under his and his fellow Committee members’ stewardship, the organization grew significantly in member count, lobbied meaningful regulatory progress, and initiated a number of strategic projects (e.g. SEA VC & PE performance benchmark, VC starter kit, ESG Focus Initiative etc.) intended to benefit the Southeast Asian VC&PE community for years to come.

Serge Lépine

Founder and Managing Partner, Cabot Capital Partners



Serge L. Lépine is originally from Montréal, Québec and has primarily been assuming regional and global investments responsibilities out of Canada, Asia and the Middle East.

Mr. Lépine established Cabot Capital Partners (CCP), a Singapore Regulated Fund Management Company to provide delegated investment management services to institutional investors and family offices seeking to develop exposure to Asia or manage and grow existing portfolios. CCP is also developing niche PE and credit yielding strategies for Asia and North America respectively.

Previously, Mr. Lépine was the CEO of the Qatar and Abu Dhabi Investment Company (QADIC), a US \$2 billion global investment platform that he led since its inception in 2013 with the support of SWFs from Qatar and Abu Dhabi. Before relocating to Qatar to establish QADIC, Mr. Lépine was the Chief Investment Officer at a Bahrain SWF and prior to that worked successively at the Abu Dhabi Investment Authority (ADIA) and the Abu Dhabi Investment Council (ADIC) to set up the co-investment and direct investment business units respectively.

Before moving to the Gulf region in 2004, Mr. Lépine had been based in Asia since 1996 establishing the initial private equity operations of the Caisse de Dépôt et Placement du Québec (CDPQ).

During his early career, Mr. Lépine worked in Montréal for CDPQ as well as other leading Canadian financial institutions, primarily in the areas of direct investments, mergers and acquisitions advisory and corporate finance.

Ellen Li

Head of Asia, Investor Development Group, Actis



Ellen Li joined Actis in June 2018 as Head of the Investor Development Group in Asia. She is responsible for Actis’ fundraising activities in addition to managing and expanding Asian investor relations. Before joining Actis, Ellen worked at Janus Henderson Investors (JHI) for 10 years as Head Asia Institutional Sales, she established strong business relations with large sovereign wealth funds and public pensions and made Asia a key contributor to the company’s global business. Prior to that, she worked at Franklin Templeton and AXA Rosenberg in a similar capacity building Asia institutional business for these firms.

Ellen was Assistant Director at Monetary Authority of Singapore from 2001 to 2004, responsible for regulatory supervision of financial intermediaries and asset management companies. She worked in London before moving to Asia at Instinet, a Reuters company, in various positions, including electronic trading and trading book management.

Ellen holds MSc in Economics, Banking and Finance, BSc in computer science and business technology from University of Wales, UK.

SPEAKER BIOGRAPHIES

Sunil Mishra

Partner, Primary Investments, Singapore



Sunil is a Partner at Adams Street Partners where he specializes in the sourcing and execution of Asian investments ex-China, specifically in India, Australia, Japan, Southeast Asia, and Korea. Sunil manages relationships with several of Adams Street's managers and sits on advisory boards of more than a dozen private equity firms within the Adams Street Partners portfolio. Sunil is also a member of Adams

Street's Environmental, Social and Governance (ESG) Committee.

Prior to joining Adams Street, Sunil worked for Standard Chartered Bank in Singapore performing financial and business analyses of local and regional companies. Previously, Sunil worked in India as an Investment and Strategy Associate in Tacogroup, the automotive technology and engineering investment arm of the Tata Group of India, where he worked on business planning, feasibility studies, and localization plans for new ventures.

Steve Okun

ASEAN Representative, EMPEA



Founder and CEO of APAC Advisors, Steven Okun is a leader in the private equity industry on ESG, sustainability and stakeholder engagement in Asia, having lived and worked in the region since 2003.

In September 2017, EMPEA appointed Steven Okun as its ASEAN Representative, where he works with the members to increase private capital deployment and fundraising across

Southeast Asia. In addition, he serves as a member of EMPEA's global ESG Community.

As global investment firm KKR's first Director of Asia Public Affairs from 2011-2017, his responsibilities encompassed government affairs, communications, stakeholder engagement, ESG and impact investing and supporting such efforts for its portfolio companies.

His work on ESG initiatives spans due diligence through the investment phase. His expertise includes developing ESG policies, determining critical considerations for specific deals taking into consideration market, sector and level of investment, engaging directly in due diligence, and working with investment teams to document the findings of due diligence and develop reports for a fund's investors.

Previously, Steven led UPS Asia's public affairs practice, and served in the Clinton Administration as Deputy General Counsel at the US Department of Transportation.

Often representing and advocating the views of the business community, Steven often guest hosts on CNBC and frequently appears on Channel NewsAsia.

He received his B.A. from the University of Virginia and his J.D. from the University of Virginia School of Law.

Andrew M. Ostrognai

Partner, Debevoise & Plimpton



Andrew M. Ostrognai, resident in our Hong Kong office, is a corporate partner and Chair of the firm's Private Equity practice in Asia. He is also a member of the firm's Private Equity Group focusing on private equity fund formation and downstream investment in the Asia Pacific region.

Mr. Ostrognai represents a wide range of sponsors in their fund formation and related activities, including:

- Advantage Partners
- AIF Capital
- Alibaba Group
- Baring Private Equity Asia
- Baring Private Equity India
- CDH Investments
- China Life
- D.E. Shaw
- HarbourVest Partners
- Hillhouse Capital
- Hony Capital
- Morgan Stanley
- Navis Capital Partners
- Ontario Teachers Pension Plan
- Quilvest
- VIG Partners

Mr. Ostrognai has extensive experience in forming all types of funds, from large pan-Asian buy-out funds to smaller focused sector or country-specific funds, as well as separate account programs and foreign-sponsored, RMB-denominated private equity funds. Mr. Ostrognai also has strong experience in various types of secondary transactions.

Mr. Ostrognai was named to Private Equity International's first-ever "Legal Power 30," a list of the 30 most influential private equity lawyers globally, and remains on the most current version of the list. Mr. Ostrognai is also named by Expert Guides in its Best of the Best list, which names the 30 leading private equity lawyers in the world. In 2016, Mr. Ostrognai was named in China Business Law Journal's inaugural "A-List," which identified the top 100 private practice lawyers for the China market.

Mr. Ostrognai is ranked in the top band by Chambers Global and Chambers Asia-Pacific for investment fund work in China. The guides describe him as "the granddaddy of Asian fund formation" and "the strongest fundraising senior lawyer in Asia." He is also ranked as a leading individual in investment funds in Hong Kong by The Legal 500 Asia Pacific, and is recognized as a "market leader" for fund formation in the IFLR1000. In addition, Mr. Ostrognai is listed in the International Who's Who of Private Funds Lawyers published by Law Business Research, which names him amongst a select group of 22 global Thought Leaders for private funds. The guide states that he is "internationally renowned" and that "for private equity fund formation, there is nobody better."

Chambers Global has quoted sources describing Mr. Ostrognai as an "undisputed leader" with a "very deep knowledge and quick turnaround." He is said to gain "serious respect" from peers thanks to his profound knowledge of private equity funds. *Chambers Asia-Pacific* states that he "is held in especially high regard by peers and major funds clients," and quotes sources describing him as "a thoughtful lawyer who provides good advice, is very accessible and is always responsive." *Chambers Asia-Pacific* has also previously described Mr. Ostrognai as "a class act who can manoeuvre GPs through large, complex fund-raising," as "highly sought after," and as "one of the best lawyers in town;- he has incredible knowledge and is somebody you can really trust to provide accurate advice." *The Legal 500* has described him as "giant of the private equity space."

Mr. Ostrognai leads a team which Chambers Global has said "is regarded as the gold standard regarding fund formation" in Asia. *IFLR1000* has reported that "a rival says: 'They are the best in Asia.' Another client

SPEAKER BIOGRAPHIES

agrees: 'Hands- down, Debevoise has the premier fund establishment practice here. Their work ethic is incredible and they are a pleasure to work with, even during stressful times on difficult issues.'"

Mr. Ostrognai serves as a member of the Advisory Council of the Emerging Markets Private Equity Association, and is a regular guest lecturer to INSEAD's MBA students on private equity fund formation issues. He is a guest commentator in the book *Mastering Private Equity* (John Wiley & Sons, 2017).

Mr. Ostrognai serves as the Chair of SOW Asia, a Hong Kong-based venture philanthropy, and the Vice Chair of International Care Ministries, a charity devoted to serving the poorest of the poor in the Philippines. He also serves on the Yale Asia Development Council.

Mr. Ostrognai received his B.A. in 1986 from Yale University and his J.D. in 1989 from the University of Chicago Law School.

Ashok Samuel

Senior Vice President & Head of PE Risk, GIC



Ashok joined GIC, a fund manager wholly owned by and managing funds exclusively for, the Government of Singapore, in 1998. Over the years, he has invested in funds, co-investments and direct investments in a number of countries in Asia and Australia, besides being involved in global investment strategy. Currently, Ashok has a global role covering risk, process management and elements of strategy, within

private equity. Prior to joining GIC, Ashok worked in the private equity business of ICICI group in India.

Jeff Schlapinski

Senior Director, Research, EMPEA



Jeff Schlapinski is the Senior Director of Research at EMPEA, where he leads a team producing industry data and in-depth reporting on private equity, private credit, infrastructure, and real assets investing in emerging economies. In addition to providing quarterly market intelligence to EMPEA's members, Jeff manages EMPEA's annual Global Limited Partners Survey and is a regular author of

EMPEA special reports and research briefs. He also interacts frequently with the media, fund managers, institutional investors, and industry advisors in order to fulfill EMPEA's broader mission of informing the investment community on the private capital opportunity set in emerging markets. Jeff graduated from the Edmund A. Walsh School of Foreign Service (SFS) at Georgetown University with a B.S. in International Economics.

Shannon Stroud

Managing Director, EMPEA



As a Managing Director at EMPEA, Shannon Stroud co-leads the organization's strategy and operations, financial planning and growth and business development agenda. Shannon also leads and manages EMPEA's portfolio of programs and business development activities, including the IFC-EMPEA Global Private Equity Conference in Washington, DC and Sustainable Investing in Emerging Markets Summit in London,

as well as all of EMPEA's webcast and education initiatives. In addition to overall business, program and content development, Shannon manages

the associated stakeholder and partnership relationships and provides budgetary management and financial oversight for these efforts.

Prior to EMPEA, Shannon worked as a Principal with private-equity investment firm Pine Creek Partners identifying, reviewing and executing management buyouts and recapitalizations across a variety of industries. She also provided guidance and support to portfolio companies and while there served on the board of Drew Foam Companies Inc. Prior to Pine Creek Partners, she worked with CapitalSource Finance LLC where she originated, analyzed, underwrote and structured senior secured and unsecured debt financings, mezzanine capital and equity co-invests within the specialty finance and security industries. Shannon has also worked with Fannie Mae, Microstrategy and Arthur Andersen's Business Consulting Group where she began her career. Shannon earned an MBA from Georgetown's McDonough School of Business and graduated cum laude from the University of Richmond where she received a B.A. in Economics and International Studies with a concentration in International Economics and a minor in Journalism and French.

Doris Yee

Director, Singapore Venture Capital & Private Equity Association (SVCA)



Doris has over 20 years of experience in investing and technology commercialisation. She has worked with entrepreneurs and investors and served as a Director on the Boards of portfolio companies in US (Silicon Valley), New Zealand and China. She was involved in the formation and served on the Investment Committees of venture capital funds iGlobe Partners and iGlobe Treasury.

She has been involved with the Singapore Venture Capital and Private Equity Association (SVCA), the representative body for private equity and venture capital fund institutions in Singapore as Honorary Secretary since 2007. Since 2011, she has assumed the duties of the Executive Director heading the Secretariat and representing the SVCA on the Asia Venture Capital and Private Equity Council (AVCPEC). She is also an Adjunct Associate Professor at the National University of Singapore where she teaches both undergraduate and graduate courses on Private Equity and Venture Capital.