

VCJ

conference & training

Conference

PRIVATE EQUITY FOR IT & ITES

29th April, 2009 | Taj Lands End, Mumbai

Workshop

RAISING VENTURE CAPITAL FOR SMEs

28th April, 2009 | J W Marriott, Mumbai



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VCJ's Private Equity Journal for India
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Conference

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KEY ASPECTS OF THE CONFERENCE

- Overview and outlook of the India IT/ITeS and Technology Sector.
- Scrutinising the areas in which India still has a competitive advantage over other countries as an outsourcing destination.
- Identifying the emerging IT opportunities for the VC/PE community.
- Unveiling the preferred exit strategies from early stage companies.
- Global opportunities for SME Technology companies..
- Backed by a highly interactive full day workshop for raising PE at the Company Level.

WHO SHOULD ATTEND ?

- Executives of the IT, ITeS and Technology sectors.
- Aspiring entrepreneurs in the IT and Technology sector.
- International IT, ITeS and Technology companies foraying into India.
- Venture capital and private equity professionals.
- International private equity and venture capital investors.
- Fund Managers and Institutional Investors.
- Legal Counselors and Advisors.
- Consultants and Analysts.

BENEFITS OF ATTENDING

- The Conference presents a perfect networking opportunity for fund managers, intermediaries and facilitators in the IT/ITeS and Technology Industry.
- It also aims to be a knowledge disseminating experience, for the participants, in the areas of regulatory issues and legal framework enunciated by experienced players.

PARTIAL LIST OF SPEAKERS*

Confirmed Faculty for Day 1: IVCJ's Workshop on Raising Venture Capital For SMEs 2009*

Mr. Praveen Gandhi, Partner, Seed Advisors Pvt Ltd.
Mr. Hemir Doshi, Investment Advisor, IDG Ventures
Mr. Rajesh Subramaniam, Managing Director - India, Walden International
Mr. Sasha Mirchandani, MD, BRV Advisors India Pvt. Ltd.
Ms. Gowree Gokhale, Nishith Desai Associates
Mr. Atul Mehta, TS Partner, Ernst & Young
Mr. Abhishek Goyanka, Partner, BMR Advisors
Mr. Vipul Mankad, President, SIDBI Venture Capital Co. Ltd.
Mr. Nikhil Khattau, Managing Director, Mayfield Fund
Mr. Vipul Mankad, President, SIDBI Venture Capital Co. Ltd.
Mr. Pawan Bharadia, Principal, Nine Rivers Capital Holdings Pvt. Ltd

Speaker List for Day 2: IVCJ's Conference on Private Equity for IT/ITeS

Mr. Abhishek Bhagat, Senior VP - Technology, Yes Bank*
Mr. Ajay Kapur, CEO, SIDBI Venture Capital Ltd. *
Mr. Anand Rangachary, MD, Frost & Sullivan, South Asia & Middle East*
Mr. Rajeev Kumar- Vice President, Sales, Navatar Group *
Mr. Arul Moorthy, CEO, Digital Magic Pvt. Ltd. *
Mr. Atul Khekade, Director, Netz Capital *
Mr. Anil Bhasin, SVP, Cisco India
Mr. Bruno Jehle, Chairman , Vision IT *
Mr. N. Chandrasekaran, COO and Executive Director, TCS
Mr. Gaurav Singh Kushwaha, CEO, Chakpak *
Mr. Gautam Patel, Partner, Battery Ventures *
Mr. Kartik Ganpathy, Partner, Corporate & Securities Practice, Nishith Desai Associates*
Mr. Kumar Shiralagi, Managing Director- India, NEA-IndoUS Ventures *
Mr. Manik Arora, Founding Managing Director, IDG Ventures *
Mr. Manu M. Parpia, Founder and Vice Chairman Geometric Ltd. *
Mr. Miten Mehta, Director, Financial Technologies *
Mr. Naveen Mishra, Senior Analyst, Gartner*
Mr. Niket Patankar, CEO, Adventity, Inc.*
Mr. Niren Shah, Managing Director, Norwest Venture Partners (NVP)*
Mr. Quentin Staes-Polet, CEO, Kreed Games *
Mr. Rahul Khanna, MD, Clearstone Ventures*
Mr. Rajeev Kumar- Vice President, Sales, Navatar Group*
Mr. Rishi Gupta, Director & CFO, FINO*
Mr. Som Mittal, President, NASSCOM
Mr. Sandeep Singhal, Nexus India Venture Capital*
Mr. Siddhartha Das, General Partner, Ventureeast Advisors*
Mr. Vijay Shekhar Sharma, Founder and MD, One97Communications*

* Confirmed Speakers



Date: 28th April, 2009

Venue: J W Marriott, Mumbai

Date: 29th April, 2009

Venue: Taj Lands End, Mumbai, India

Register online: www.vcindia.com

The dour global economic landscape is threatening to pull the reins of a galloping Indian IT/ITeS and Technology sector. However, the slowdown has failed to turn investors away. With several new emerging areas such as, Cloud Computing, Virtualization, MVAS, Wimax, IP Software Products, SaaS and new KPO models, the domestic IT/ITeS sectors are unearthing fresh layers of wealth creating opportunities waiting to be explored by investors and investees alike.

Pursuant to IVCJ's highly successful version of the same event in 2008, Dickenson presents a repeat stellar event for 2009 on Private Equity and the Indian IT/ITeS and Technology, making sure that it continues to be relevant, insightful and meaningful in today's environment.

As IT/ITeS and Technology giants and startups stand firmly amidst unfavorable global economic winds, it is fresh innovation and new vision that will decide many players' fortune at this critical inflection point. How are players within the IT/ITeS sector coping with the current status quo? How equipped are VC/PE players to revive their portfolio companies that could potentially fall prey to the downturn? As investors get increasingly selective, what are the strategies entrepreneurs can use to win them over as valued partners? IVCJ attempts to answer these and many more pertinent questions at this "must-attend" conference, now in its 2nd edition.

PROPOSED PROGRAMME SCHEDULE*

* Workshop

Day 1: 28th April 2009

Over the last few years, we have witnessed tremendous growth in the private equity marketplace. While the growth has been striking, the potential for future development is even more impressive. Both the demand for and supply of such capital is likely to expand. Our instructional course on Private Equity & Venture Capital equips you to move into the fast track for understanding market dynamics and building a strong competency on valuation, deal modeling and structuring.

Workshop on Raising Venture Capital for SMEs

Time	Session
08.00 a.m.	Breakfast and Registration
09.00 a.m.	Session 1: A General Background to Entrepreneurial Fund Raising
09.45 a.m.	Session 2: Preparing a Business Plan
10.30 a.m.	Tea and Coffee Break
11.00 a.m.	Session 3: Valuation Methods
11.45 a.m.	Session 4: The Pitch
12.30 p.m.	Session 5: Deal Terms and Why You Need a Good Lawyer?
01.15 p.m.	Launch
02.15 p.m.	Session 6: How Your Accountant Can Help You?
03.00 p.m.	Session 7: Due Diligence
03.45 p.m.	Tea and Coffee Break
04.00 p.m.	Session 8: Exit Routes
04.45 p.m.	Session 9: What Happens Next?
05.30 p.m.	Close

* Conference

Day 2: 29th April 2009

Time	Sessions
08.00 a.m.	Breakfast and Registration
09:00 a.m.	Key Note Address
09:30 a.m.	Session 1: Global Meltdown: How is the Indian IT/ITeS industry reacting? (Part 1)
10:30 a.m.	Networking Session Tea and Coffee Break
11:00 a.m.	Session 2: Global Meltdown: How is the Indian IT/ITeS industry reacting? (Part 2)
12:00 p.m.	Session 3: Emerging KPO Models
12:30 p.m.	Networking Session Lunch
01:30 p.m.	Session 4: IT Opportunities for PE Play – What's new? (Part I) • Mobile Value Added Service • Online Consumer Services • Animation & Gaming • Enterprise Mobility
03:00 p.m.	Networking Session Tea and Coffee Break
03:30 p.m.	Session 5: IT Opportunities for PE Play – What's new? (Part II) • Software as a Service & Cloud Computing • Virtualisation • Web & Video Collaboration
04:30 p.m.	Session 6: Early Stage Financing – Exploring VCs Mindset (Investment & Exit Strategies)?
05:30 p.m.	Closing

***Disclaimer:** This is the proposed schedule which is subject to change & confirmation from all the speakers & participants. Dickenson reserves the right to make modifications anytime before the event. Visit www.vcindia.com for continuous program and speaker updates.

Workshop

RAISING VENTURE CAPITAL FOR SMEs

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Register online: www.vcindia.com

Who Should Attend:

- Professionals working in private equity, venture capital, corporate finance, debt finance, leveraged finance, acquisition finance, structured finance & MBOs.
- Post-graduate students seriously looking to take up a career in the Venture Capital & Private Equity profession.
- Entrepreneurs seeking knowledge on private equity & venture capital funding, compliance and treasury.
- Consultants and/or placement agents looking to advise either (1) or (2)

Objective of Workshop:

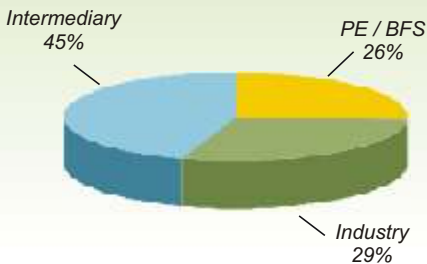
With our Workshop on "Private Equity & Venture Capital at the Company Level" you will gain the vision, knowledge and skills to succeed in the private equity marketplace.

Our Workshop Methodology - A Proven Framework for Success

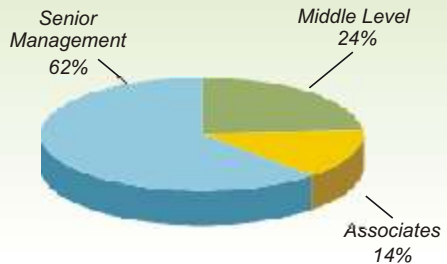
IVCJ's programmes have the perfect balance between theory and practice, making it easier for trainees to apply new skills and knowledge back in the workplace.

Attendees Profile of Workshop on PE/VC at the Company Level for SMBs - April 2008

Attendees Profile Industry-wise



Attendees Profile by Management Level



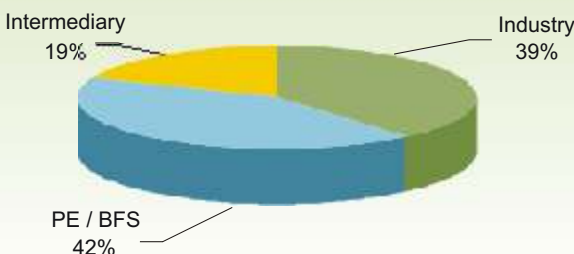
Limited Class Size:

Our commitment to small class sizes means that the spaces on this course are allocated on a first come, first served basis. Therefore we strongly advise you to enroll early to be sure of securing your place.

What makes Workshop at IVCJ different:

- Business solutions focused: through in-depth research and development at all levels in the market IVCJ is able to pinpoint the developmental areas most important and essential to today's market professionals. Focus on equipping trainees with the tools needed to overcome personal business challenges.
- Unrivalled faculty of leading experts: the IVCJ faculty is comprised of some of the world's leading financial trainers and consultants. During its research process, IVCJ identifies the thought leaders in each topic area, who become its faculty.
- Continuous enhancement: IVCJ course programmes are continually reviewed and enhanced in order to reflect the changes encountered in the global markets.

Attendees Profile of Conference on Private Equity for IT/ITes and Technology - April 2008





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to avail
10% discount.**

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OFFLINE DELEGATE REGISTRATION FORM

We / I would like to attend the event as (Please Tick ✓)

Bonus: 1 year's subscription of IVCJ's PE Journal for India FREE (Value Rs. 8,800)

	Day 1		Day 2		Gold Pass (Day 1 & 2)	
	Workshop	Tick	Conference	Tick	Workshop + Conference	Tick
Individual	INR 20,000 US\$ 950		INR 11,000 US\$ 500		INR 27,900 US\$ 1300	
Group (2)	INR 18,000* US\$ 860*		INR 9,900* US\$ 450*		INR 25,100* US\$ 1170*	
Group (3-4)	INR 16,000* US\$ 760*		INR 8,800* US\$ 400*		INR 22300* US\$ 1050*	
Group (5 or More)	INR 14,000* US\$ 660*		INR 7,700* US\$ 350*		INR 19,500* US\$ 910*	

* Per individual

Excluding of service tax 10.30%

Register before 20th March 2009 to avail 10% discount

Delegates Details (Please attach your business card, print or type clearly the following information)

Organisation Name			
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Our DD/Cheque No.....for Rs. (US\$).....

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Dickenson Intellinetics Private Limited payable at Mumbai is enclosed herewith.

Terms & Conditions:

1. Following completion and return of the registration form including the authorized signature, full payment is required within 5 working days from receipt of invoice. Please note: payment must be received prior to the conference date. Admission to the event cannot be guaranteed if the payment has not been received by Dickenson Intellinetics Private Limited.

2. Should a delegate be unable to attend, a substitute delegate is always welcome at no extra charge. Alternatively, Dickenson Intellinetics Private Limited will make the refund of 50% of the fee for a cancellation received in writing (letter or facsimile) no later than 2 weeks prior to the event. Where a cancellation notice is given 1 week before the event, Dickenson Intellinetics Private Limited will issue credit note for the same/equivalent amount to be used for any future Dickenson Intellinetics Private Limited event within period of 6 months from date of issue of credit note. Thereafter, no refunds/credit note can be made/issued. Non-payment/Non-attendance does not constitute as cancellation.

3. Event programme content and the event venue can be subject to change without notice and does not impact the Terms and Conditions specified in 1. and 2.

4. With his or her signature, the delegate acknowledges that they have read and understood all terms and conditions of this registration form including, without limitation, the provisions relating to cancellation and to payment terms.

Name and Signature

Kindly send in the duly filled Registration Form along with Registration Fees to the following address:

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e-mail: sales@dickensonmedia.com

For group bookings,

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