

Monte Jade September Forum:

## “Buyout opportunities in technology from the private equity and corporate acquirer perspective”

Date: Tuesday, September 16, 2008

Time: 6:30 pm

Location: China Stix Restaurant, 2110 El Camino Real  
Santa Clara, CA 95050 Tel: (408)244-1684

### **Abstract:**

Microsoft, Yahoo!, HP, EDS, Cadence, Mentor Graphics, Oracle, Siebel Systems, SAP, Business Objects, ASE, Acxiom, Avago, Freescale, Corel have all taken the headlines as some of the largest technology deals or potential deals over the past few years. Increasingly, Private Equity firms are joining the corporate acquisition game of acquiring companies or divisions of established technology companies. With the public markets closed to new IPOs, more and more mature tech companies are turning to private equity firms for liquidity and to strategic corporate consolidation for exit and growth. What are the profiles of companies or divisions which are prime candidates for such buyout transactions? What are the key ingredients necessary to facilitate such complex transactions and to ultimately generate the result for operators, buyers, investors and sellers. We will hear from a distinguished panel of veterans of private equity and corporate transactions to explore the many facets of such increasing prevalent and prominent buyout transactions in the technology industry.

### **Panelists:**

**Tony Ling, Director, Silver Lake Partners**

**Hilton Romanski, Vice President, Corporate Development, Cisco Systems**

### **Moderator:**

**Peter Chu, Managing Director, AsiaTech Ventures**

Registration: [www.MonteJade.org](http://www.MonteJade.org)

Fee: Member \$25, Non-member \$30, Student \$20, Extra \$5 for site registration

Please register in advance and pay on site

Information: Please visit Monte Jade Website [www.montejade.org](http://www.montejade.org)

**Tony Ling**



Mr. Ling is a Director at Silver Lake Partners, a technology-focused private equity firm with over \$15 billion of capital under management. Since joining the firm in 2005, Mr. Ling has focused on large scale investments in a variety of technology and technology-enabled companies including Avago Technologies (semiconductors), IPC Systems (financial services mission-critical communications) and Avaya (enterprise communications). Prior to joining Silver Lake, Mr. Ling worked at Bain Capital where he focused on large-scale leveraged buyouts across a variety of industries, including specifically the technology and industrial sectors. Previously, Mr. Ling was a management consultant at Bain & Company where he performed strategic diligence on transactions for private equity clients and strategic development for numerous corporate clients. He currently serves on the board of IPC Systems, Inc. He holds an M.B.A from the Harvard Business School and an A.B. in Economics from Harvard College.

### **Hilton Romanski**



Hilton is Head of the Global Team within Cisco Corporate Development. In this role, he is responsible for developing and executing Cisco's acquisition and venture investment strategy in the global markets. His team manages a worldwide investment portfolio consisting of technology-related companies as well as venture capital funds valued at over US\$1 Billion; his team is also responsible for new market entry and market expansion acquisitions by Cisco. Hilton's team of professionals are based in the US, China, India, Israel, and Europe. Most recently, he has led Cisco's investment expansion into broader Emerging Markets, including Africa, Middle-East, Russia and Central & Eastern Europe. Hilton also manages a separate U.S.-based Wireless and India-based IT Services Corporate Development teams.

Hilton serves on a number of external boards and Cisco executive councils. He is a frequent keynote speaker and panelist at leading industry conferences, including those hosted by the Conference Board and Dow Jones.

Hilton first joined Cisco in 2000 and previously helped lead the Security Technology effort within Corporate Development. Prior to Cisco, he was an investment banker at J.P. Morgan & Co. in their Telecom, Media and Technology Group.

Hilton earned his MBA from Stanford University and bachelor's degree from Columbia University.

### **Peter Chu**



Peter Chu is currently the COO at ApaceWave, a leader in the development of baseband processors for the global WiMAX industry. Peter is also a Managing Partner at AsiaTech Ventures, a technology focused trans-Pacific venture capital firm focused on early-stage technology ventures in Greater China and Silicon Valley.

Prior to his decade of venture capital experience, Peter was a serial entrepreneur. Peter co-founded Channel A, a pioneer in Asian Internet content and commerce start-up and Envive Corporation (sold to Keynote Corp, NASDAQ: KEYN). Prior to Envive, Peter headed up product marketing at Verity Inc (sold to Autonomy Corp, LSE:AU). Prior to that, Peter was an early team member at Oracle Corporation (NASDAQ: ORCL) in key management roles developing Oracle's international presence and global systems and networking products.

Peter holds a BS in Electrical Engineering from Stanford University and a MBA from Harvard Business School. Peter is a frequent speaker at Stanford University and technology organizations such as AAMA. Peter has served on the boards of Ceiva Logic, SupplyEdge/PCNAlert, StarCite/OnVantage and various other start ups in Silicon Valley and Asia.