

Background:

The Philippine mid-market plays a crucial role in driving economic progress, with many established businesses poised for expansion. However, scaling can often be challenging due to limited access to capital and strategic guidance. While traditional bank financing remains an option, private equity (PE) has proven to be a powerful catalyst for growth, with multiple success stories in the country. Beyond capital, PE provides strategic guidance, operational expertise, and access to networks that can accelerate expansion.

Despite these opportunities, many business owners lack a clear understanding of how PE compares to other funding options, how to attract the right investors, and how to effectively partner with PE to achieve long-term success. This event will bridge these gaps, equipping business owners with the insights needed to navigate the world of PE and secure the right investment.

Goal:

To facilitate connections and knowledge exchange within the Philippine mid-market ecosystem, focusing on private equity as a strategic growth and funding strategy. By the end of the session, attendees will gain valuable insights into private equity—when it makes sense for their businesses, how to attract the right investors, and how to leverage it to scale and build enduring enterprises.

Indicative Program:

Time/Duration	Activity
11:30 – 12:15 PM	Registration and Networking
12:15 PM	Lunch
12:30 – 12:35 PM	<p>Welcoming Remarks</p> <p>Ms. Mimi Concha ECCP Treasurer Country Head of Wholesale Banking HSBC Philippines [Confirmed]</p>
12:35 – 12:50 PM	<p>Understanding Private Equity & Growth Strategies</p> <p>Ms. Hao-Min Liao VP of Execution Navegar [Confirmed]</p>
12:50 – 1:25 PM	<p>Panel and Fireside Chat 1: The PE Advantage – How PE Fuels Business Growth</p> <ul style="list-style-type: none"> • Mr. Javier Infante – Co-founder and Managing Partner, Navegar [Confirmed] • Mr. Nori Poblador – Co-founder and Managing Partner, Navegar [Confirmed] <p>Moderator: Mr. Stephen Sieh – Country Strategy, Risk & Transactions Leader, Deloitte Philippines [Confirmed]</p>
1:25 – 1:40 PM	<p>Panel and Fireside Chat 2: Key Considerations & The PE Landscape</p> <ul style="list-style-type: none"> • Mr. Javier Infante – Co-founder and Managing Partner, Navegar [Confirmed] • Mr. Nori Poblador – Co-founder and Managing Partner, Navegar [Confirmed] <p>Moderator: Mr. Stephen Sieh – Country Strategy, Risk & Transactions Leader, Deloitte Philippines [Confirmed]</p>
1:40 – 2:00 PM	Q&A Session
2:00 – 2:30 PM	<p>Closing Remarks & Networking</p> <p>Mr. Arren Quezada Marketing Strategist Navegar [Confirmed]</p>