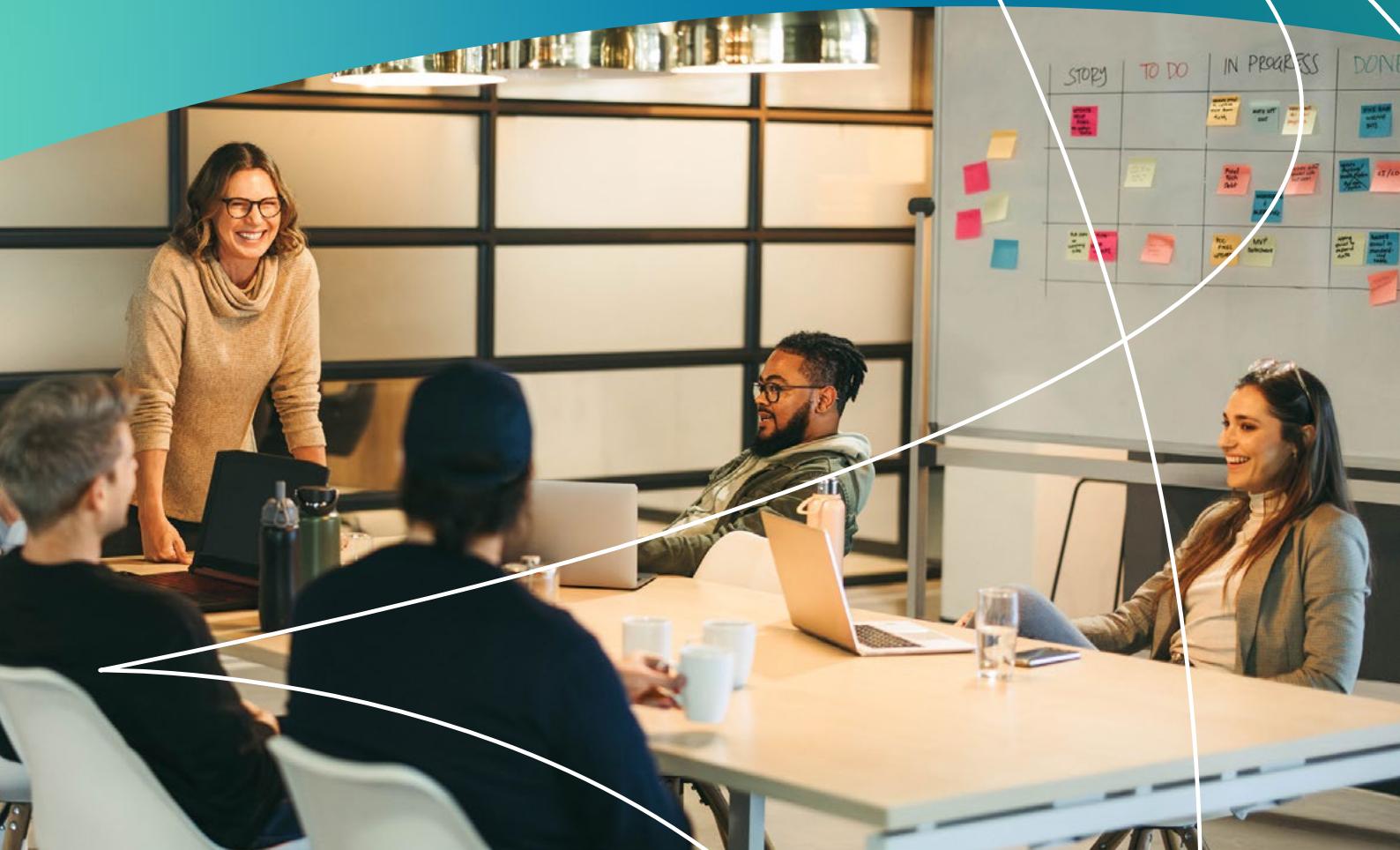


Introduction to Private Equity

In-House Training Sample Agenda



Program content

Session 1 – Introduction to Private Equity

- Commercial objectives of private equity
- Fund managers
- Investors
- Drivers of structure
- Principal fund documents

Session 2 – Structure use in Private Equity

- Types of vehicles – the objectives:
 - Tax transparent
 - Tax opaque
- Common European fund structures
- Fund structure - example
- Key components of structure
- Fund fundamentals:
 - General partners:
Key activities
 - Limited partners:
How do LP's select the GP
- Managers
- Advisory committees

Session 3 – Fund Structure Economics

- Return measures (short session)
- Carried interest (carry):
 - Preferred return
 - Catch-up
 - Clawback
- Management fees
- Other fees
- Distribution waterfall
- Investor commitments
- General partner investments

Program content

Session 4 – Investment Deal Process

- Raising funds (short session):
- Life cycle of a private equity deal:
 - Sourcing deals
 - Due diligence and closing
 - Monitoring
 - Investment period
 - Exit

Session 5 - How does Private Equity Create Value

- Private equity thesis, including ESG
- Strategic analysis of a target pre- and post-investment
- What does a typical private equity firm do - during the monitoring process (short session)
- Identify and maximize the value creation levers
- The end game
- Where will growth come from (short session)

Session 6 – Summary and Close