

Introduction to PE/VC – The Essentials

Course Agenda



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Agenda Day 1

08:30	Registration and Breakfast
09:00	<p>Life Cycle of a Company</p> <ul style="list-style-type: none">• Pioneering and development – venture capital• Expansion and accelerating – growth capital• Mature growth – buyouts• Stabilizing and mature market – leverage buyouts (LBO)• Deceleration of growth and decline – turnaround <p>Overview of the Market</p> <ul style="list-style-type: none">• Why the growth in private equity?• Private equity firms• Fundraising in the current market• Size of the market• Returns
11:00	Break
11:15	<p>Private Equity & the Players</p> <ul style="list-style-type: none">• Private equity funds – Limited Partnerships• General partners (GPs)• Limited partners (LPs)• Lifecycle of a private equity fund• Fee structure
12:30	Lunch
13:30	<p>Fund Information</p> <ul style="list-style-type: none">• Setting up a private equity fund• Limited partnership agreement• Carried interest• Fund raising process• Marketing regulations

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	<ul style="list-style-type: none">• Documentation• Fund raising roadmap• Benefits and challenges of investing in private equity asset class
15:30	Break
15:45	Value Creation <ul style="list-style-type: none">• Value creation roadmap• Revenue growth• Overhead reductions• Capital efficiency• Strategies
17:00	End of Day 1

Agenda Day 2

08:30	Registration and Breakfast
09:00	Monitoring and Managing the Investments <ul style="list-style-type: none">• Active owners and private equity• Board of directors – board representation versus board attendance• How do the GPS and management work together?• Sweet equity and management remuneration• How do funds protect their investments?• Key Performance Indicators and their relevance Venture Capital <ul style="list-style-type: none">• The multiple stages of financing for venture deals• Start-ups• Development capital• Risk and returns

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11:00	Break
11:15	Growth Equity <ul style="list-style-type: none">• Creating value• Equity targets and growth• Growth equity investment process• Value creation• Minority shareholding
12:30	Lunch
13:30	Buyout Equity <ul style="list-style-type: none">• Leveraged buyouts (LBO)• Buyout value and value drivers• Management teams in buyout• Types of buyout transactions
15:30	Break
15:45	Achieving a Successful Buyout <ul style="list-style-type: none">• Non-financial input by the sponsor• Initiatives required to generate returns• Why buyouts do and don't work• Preparing for an exit• Exit alternatives• Current trends
17:00	Summary & Close