

Introduction to PE/VC – The Essentials

Course Agenda



Introduction to PE/VC – The Essentials

Agenda Day 1

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| 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 | <p>Value Creation</p> <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

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| 08:30 | Registration and Breakfast |
| 09:00 | <p>Monitoring and Managing the Investments</p> <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 <p>Venture Capital</p> <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 |