

Foundation

Course Agenda



Day 1 Agenda

09:30	Course assembles and introductory session Jon Andrew, Course Director
10:30	Industry overview Neil MacDougall <ul style="list-style-type: none">• PE/VC introduction
11:00	Break
11:15	Introduction to Private Credit Jon Andrew, Course Director <ul style="list-style-type: none">• Industry applications and trends• Understanding the fundamentals of private credit
13:15	Lunch
14:15	MBOs - Deal structuring and investment returns Sarthak Sawlani, ECI Partners <ul style="list-style-type: none">• Objectives of structuring• Basic MBO structuring• Risk and return• Alternative capital• Case study
15:00	Break
15:15	Deal structuring and investment returns – continued Sarthak Sawlani, ECI Partners
16:45	Course closes
19:00	Dinner and Pub Quiz

Day 2 Agenda

09:30	Course resumes
09:30	<p>Structuring the transaction – early stage Malika Arshad & Alex Leigh, Future Planet Capital</p> <ul style="list-style-type: none"> • Key considerations for early stage investing • Enhancing upside/ protecting downside • Funding instruments • Case studies
11:00	Break
11:15	<p>Structuring the transaction – early stage continued Malika Arshad & Peter Mitchell, Future Planet Capital</p>
13:00	Lunch
14:00	<p>Due diligence Jon Andrew, Course Director</p> <ul style="list-style-type: none"> • Growth and key drivers • Focus your diligence • Types of diligence • Case study
15:15	Break
15:30	<p>Due diligence – cont. Jon Andrew, Course Director</p>
16:00	<p>Managing the portfolio (i) Jon Andrew, Course Director</p> <ul style="list-style-type: none"> • Sources of Shareholder value • Structure of Portfolio management • Allocating resources • Portfolio reporting

17:30	Course closes
19:00	Dinner

Day 3 Agenda

09:30	Course resumes
09:30	Responsible Investment & ESG/Impact: Driving Sustainable Value Tim Clare, Anthesis Group
11:30	Break
11:45	Managing the portfolio (ii) Jon Andrew, Course Director <ul style="list-style-type: none"> • Board performance • Non-Executive Directors • Case study
13:30	Lunch
14:00	Structuring the transaction – growth capital Alistair Brew, Business Growth Fund <ul style="list-style-type: none"> • What is growth capital? • Working with entrepreneurs and owner managers • Comparison with PE • Deal pricing
15:45	Break
15:45	Structuring the transaction – growth capital Alistair Brew, Business Growth Fund

17:30	Course ends
19:00	Dinner

Day 4 Agenda

09:30	Course resumes
09:30	<p>Legal Considerations Isaac Paine & Daniel Williams, Mayer Brown</p> <ul style="list-style-type: none"> • Key issues in legal agreements • Typical issues that arise • Case Study
11:15	Break
11:30	<p>Restructuring Jon Andrew, Course Director</p> <ul style="list-style-type: none"> • Catalysts for restructuring • Understanding banks • Security ranking and value breaks • When cash is constrained... • Restructuring options and common scenarios
12:30	Lunch
13:30	<p>Restructuring continued Jon Andrew, Course Director</p>
15:30	Break

15:45	Evaluating management and executive performance Jon Andrew, Course Director
17:30	Course closes
19:00	Dinner and awards

Day 5 Agenda

09:15	Course resumes
09:30	Exits Nick Holt, YFM Equity Partners <ul style="list-style-type: none">• Why are they important?• Exit routes and themes• The current market – implications
11:30	Course summary and Q&A Jon Andrew, Course Director
12:00	Course end and lunch