

Introduction to PE/VC – The Essentials

Course Agenda



Agenda Day 1

08:30	Registration and Breakfast
09:00	Life Cycle of a Company • 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 Overview of the Market • Why the growth in private equity? • Private equity firms • Fundraising in the current market • Size of the market • Returns
11:00	Break
11:15	Private Equity & the Players • Private equity funds – Limited Partnerships • General partners (GP's) • Limited partners (LP's) • Lifecycle of a private equity fund • Fee structure
12:30	Lunch
13:30	Fund Information • Setting up a private equity fund • Limited partnership agreement • Carried interest • Fund raising process • Marketing regulations • Documentation • Fund raising roadmap • Benefits and challenges of investing in private equity asset class
15:30	Break
15:45	Value Creation • 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 • 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 • The multiple stages of financing for venture deals • Start-ups • Development capital • Risk and returns
11:00	Break
11:15	Growth Equity • Creating value • Equity targets and growth • Growth equity investment process • Value creation • Minority shareholding
12:30	Lunch
13:30	Buyout Equity • 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 • 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