

# Foundation

## Course Agenda



## Day 1 Agenda

09:30	Course assemblies and introductory session Jon Andrew, Course Director
10:30	Due diligence Jon Andrew, Course Director <ul style="list-style-type: none"> <li>• Growth and key drivers</li> <li>• Focus your diligence</li> <li>• Types of diligence</li> <li>• Case study</li> </ul>
11:00	Break
11:15	Due diligence – cont. Jon Andrew, Course Director <ul style="list-style-type: none"> <li>• Growth and key drivers</li> <li>• Focus your diligence</li> <li>• Types of diligence</li> <li>• Case study</li> </ul>
13:15	Lunch
14:15	MBOs - Deal structuring and investment returns ECI, Faye Maughan <ul style="list-style-type: none"> <li>• Objectives of structuring</li> <li>• Basic MBO structuring</li> <li>• Risk and return</li> <li>• Alternative capital</li> <li>• Case study</li> </ul>
15:00	Break
15:15	Deal structuring and investment returns – continued ECI, Faye Maughan

16:45	Course closes
19:00	Dinner and Pub Quiz

## Day 2 Agenda

09:30	Course resumes
09:30	Structuring the transaction – early stage <b>Malika Arshad &amp; Alex Leigh, Future Planet Capital</b> <ul style="list-style-type: none"> <li>• Key considerations for early-stage investing</li> <li>• Enhancing upside/ protecting downside</li> <li>• Funding instruments</li> <li>• Case studies</li> </ul>
11:00	Break
11:15	Structuring the transaction – early stage continued <b>Malika Arshad &amp; Alex Leigh, Future Planet Capital</b>
13:00	Lunch
13:45	Structuring the transaction – growth capital <b>Alistair Brew, Business Growth Fund</b> <ul style="list-style-type: none"> <li>• What is growth capital?</li> <li>• Working with entrepreneurs and owner managers</li> <li>• Comparison with PE</li> <li>• Deal pricing</li> </ul>
15:15	Break

15:30	Structuring the transaction – growth capital <a href="#">Alistair Brew, Business Growth Fund</a>
17:30	Course closes
19:00	Dinner

## Day 3 Agenda

09:30	Course resumes
09:30	Managing the portfolio (i) <a href="#">Jon Andrew, Course Director</a> <ul style="list-style-type: none"> <li>• Sources of Shareholder value</li> <li>• Structure of Portfolio management</li> <li>• Allocating resources</li> <li>• Portfolio reporting</li> <li>• Board performance</li> <li>• Non-Executive Directors</li> <li>• Case study</li> </ul>
11:30	Break
11:45	Evaluating management and executive performance <a href="#">Jon Andrew, Course Director</a>
12:30	Lunch
13:30	Restructuring <a href="#">Jon Andrew, Course Director</a> <ul style="list-style-type: none"> <li>• Catalysts for restructuring</li> <li>• Understanding banks</li> <li>• Security ranking and value breaks</li> <li>• When cash is constrained...</li> </ul>

	<ul style="list-style-type: none"> <li>Restructuring options and common scenarios</li> </ul>
15:00	Break
15:15	Restructuring continued <b>Jon Andrew, Course Director</b> <ul style="list-style-type: none"> <li>Case study</li> </ul>
17:00	Course ends
19:00	Private Dinner and awards

## Day 4 Agenda

	Course resumes
09:30	Industry overview <b>Neil MacDougall</b> <ul style="list-style-type: none"> <li>PE/VC introduction</li> </ul>
10:45	Break
11:00	Legal Considerations <b>Isaac Paine, Mayer Brown</b> <ul style="list-style-type: none"> <li>Key issues in legal agreements</li> <li>Typical issues that arise</li> <li>Case Study</li> </ul>
13:00	Lunch
14:00	Responsible investment <b>Tim Clare, Anthesis Group</b>

15:30	Break
15:45	ESG/Impact Session Tim Clare, Anthesis Group
17:00	Course closes
19:00	Dinner

## Day 5 Agenda

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