

# Foundation

## Course Agenda



## Day 1 Agenda

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

## Day 2 Agenda

<b>09:30</b>	Course resumes
<b>09:30</b>	Structuring the transaction – early stage <b>Malika Arshad &amp; Peter Mitchell, 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>
<b>11:00</b>	Break
<b>11:15</b>	Structuring the transaction – early stage continued <b>Malika Arshad &amp; Peter Mitchell, Future Planet Capital</b>
<b>13:00</b>	Lunch
<b>14:00</b>	Due diligence <b>Jon Andrew, Course Director</b> <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>
<b>15:15</b>	Break
<b>15:30</b>	Due diligence – cont. <b>Jon Andrew, Course Director</b>
<b>16:00</b>	Managing the portfolio (i) <b>Jon Andrew, Course Director</b> <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> </ul>

<b>17:30</b>	Course closes
<b>19:00</b>	Dinner

## Day 3 Agenda

<b>09:30</b>	Course resumes
<b>09:30</b>	Responsible Investment & ESG/Impact: Driving Sustainable Value <a href="#">Tim Clare, Anthesis Group</a>
<b>11:30</b>	Break
<b>11:45</b>	Managing the portfolio (ii) <a href="#">Jon Andrew, Course Director</a> <ul style="list-style-type: none"> <li>• Board performance</li> <li>• Non-Executive Directors</li> <li>• Case study</li> </ul>
<b>13:30</b>	Lunch
<b>14:00</b>	Structuring the transaction – growth capital <a href="#">Alistair Brew, Business Growth Fund</a> <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>
<b>15:45</b>	Break
<b>15:45</b>	Structuring the transaction – growth capital <a href="#">Alistair Brew, Business Growth Fund</a>

<b>17:30</b>	Course ends
<b>19:00</b>	Dinner

## Day 4 Agenda

	Course resumes
<b>09:30</b>	<b>Legal Considerations</b> <b>Isaac Paine &amp; Matt Askew, Macfarlanes LLP</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>
<b>11:15</b>	Break
<b>11:30</b>	<b>Restructuring</b> <b>Jon Andrew, Course Director</b> <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> <li>• Restructuring options and common scenarios</li> </ul>
<b>12:30</b>	Lunch
<b>13:30</b>	<b>Restructuring continued</b> <b>Jon Andrew, Course Director</b>
<b>15:30</b>	Break
<b>15:45</b>	<b>Evaluating management and executive performance</b> <b>Jon Andrew, Course Director</b>

<b>17:30</b>	Course closes
<b>19:00</b>	Dinner and awards

## Day 5 Agenda

<b>09:15</b>	Course resumes
<b>09:30</b>	<p>Exits  <a href="#">Nick Holt, YFM Equity Partners</a></p> <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>
<b>11:30</b>	<p>Course summary and Q&amp;A  <a href="#">Jon Andrew, Course Director</a></p>
<b>12:00</b>	Course end