

Agenda Day 1

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 (GP's) • Limited partners (LP's) • 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 • 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

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
11:00	Break
11:15	<p>Growth Equity</p> <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	<p>Buyout Equity</p> <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	<p>Achieving a Successful Buyout</p> <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