

# Private Equity

## Critical insight into the world of private equity

The **Private Equity** program provides you with a solid and critical understanding of the inner workings of private equity, including the operation of private equity funds, the ways and means of engineering buyouts and restructuring transactions, reporting and performance measurement, and the institutional investor perspective.

### How you will benefit

- Analyze and understand the marketplace for private equity: size, trends, issues affecting the market and major players
- Investigate offering memoranda of private equity funds with case studies from throughout Europe
- Understand the investment structures and return drivers used by private equity specialists
- Learn the finer details of buyout term sheets and how to structure transactions
- Review the key governance and control mechanisms issues in private equity



This program is eligible for **18 CE credit hours** as granted by CFA Institute.

	3 days
	€3600
	Corporate Finance
	English
	4.6/5
	28 – 30 November 2016

### Faculty

**Benoît Leleux** is the Stephan Schmidheiny Professor of Entrepreneurship and Finance and former director of the MBA program at IMD in Lausanne, Switzerland where he directs mostly private equity, entrepreneurship and innovation related programs. Benoît is a specialist in venture finance, including areas such as entrepreneurship, venture capital, private equity and growth management, with a strong interest in family business (he has been the director of the IMD-Lombard Odier Global Family Business Award since 2008). He obtained his PhD at INSEAD, specializing in Corporate Finance and Venture Capital. In 2015 he co-authored the book "Private Equity 4.0".

“Professor Leleux has shown that as a fine practitioner, he is able to go far beyond theoretical matters”

- Director, Global Banking  
Deutsche Bank  
The Netherlands

**EARLY ENROLLMENT DISCOUNT** - Enroll more than 90 days in advance and receive a 10% discount on the program fee

**ENROLL NOW**  
[www.aif.nl](http://www.aif.nl)

## Program Content

We will re-examine the assumptions behind the industry and provide a provocative, cross-country analysis of the ways and means of both investing in tomorrow's blockbuster technologies and also reinvigorating the more established companies. The program will provide an intense learning experience comprising of formal lectures, group discussions, exercises and case studies.

Subject	Content
<b>PRIVATE EQUITY CYCLE</b>	
Funding growth: the private equity world	<ul style="list-style-type: none"> <li>• The sources of growth funding: angels, venture capitalists private equity specialists</li> <li>• Playing the growth financing game</li> </ul>
Introduction to the private equity industry	<ul style="list-style-type: none"> <li>• The various segments in private equity</li> <li>• An overview of the private equity industry: back to basics 2004</li> <li>• Characteristics and objectives of private equity investors</li> <li>• The use of private equity as form of financing for companies</li> </ul>
Raising and structuring the private equity funds	<ul style="list-style-type: none"> <li>• Contractual relationships between limited and general partners</li> <li>• The private equity prospectus</li> <li>• Fund raising strategies</li> </ul>
<b>PRIVATE EQUITY SCREENING AND INVESTMENT</b>	
Deal sourcing and investment process	<ul style="list-style-type: none"> <li>• Identifying the deals</li> <li>• Managing the sourcing network</li> <li>• Syndicating deal sourcing and analyses</li> </ul>
The due diligence process	
Negotiating the investment contracts	<ul style="list-style-type: none"> <li>• Term sheets and investment contracts</li> <li>• Incentive structures in buyout deals</li> </ul>
<b>MANAGING INVESTMENTS AND FUND REPORTING</b>	
Managing the portfolio	<ul style="list-style-type: none"> <li>• Degree of involvement in management</li> <li>• Reporting on an investee company to fund investors</li> <li>• Fund performance measurement issues</li> </ul>
Managing exit decisions	

“Very useful, and the instructor combines both academic and practical experience”

- Investment Analyst  
Premier Group WLL  
Bahrain

## Enrolling & Practical Information

### Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their companies. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

### How to enroll

Enrollment applications are available via [www.aif.nl](http://www.aif.nl). There is no closing date for enrollment although it is advisable to enroll early as places are limited. General Terms & Conditions of enrollment are available via [www.aif.nl](http://www.aif.nl)

### Program calendar

Program dates and information about all AIF programs are available at [www.aif.nl](http://www.aif.nl) or by contacting AIF directly.

### Accommodation

AIF has special reduced rates available for participants at nearby hotels.

### Program location

All AIF programs take place at AIF's premises in the center of Amsterdam. AIF's premises are easily accessible by public transport and car and are a 30-minute drive from Schiphol international airport and a 5-minute walk from Amsterdam's central train station.

### Program fees

Program fees include all the comprehensive program materials, books, and software that are required per program, as well as daily luncheons. Accommodation is not included.

As an educational and not-for-profit foundation, AIF is exempt from charging VAT. For clients located within the Netherlands, the AIF program fee is exempt from VAT. For other EU and all non-EU clients, VAT may be due by client to the tax authority.

### Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete an AIF Open Enrollment or In-Company program.

## About Amsterdam Institute of Finance

AIF is a global financial education and innovation institute headquartered in Amsterdam. Through our programs (open enrollment and in-company) we connect ambitious professionals with the best minds in finance. Taking part in one of our programs or events is a direct investment in your personal future. Joining the AIF alumni network means connecting with the world's leading financial experts, in addition to professionals from more than 1200 organizations. Together with them we endeavor to impact your career and shape the future of finance.

This is what makes AIF and the AIF experience unique:

- We believe in responsible and sustainable finance
- AIF is a not-for-profit foundation which allows us to independently select our faculty from the world's leading business schools (such as INSEAD, NYU Stern, Berkeley, etc.) and other institutions
- Our clients, rather than profits, come first for us
- AIF delivers top quality. Our alumni give our faculty an average rating of 4.6 out of 5.0
- Enrollment in one of our programs means you become part of the AIF network which connects you to professionals in more than 110 countries
- Our programs are applicable to daily practice and prepare you for the future of finance.

## CONTACT US

[www.aif.nl](http://www.aif.nl) | +31 (0)20 520 0160 | [info@aif.nl](mailto:info@aif.nl)