



Private Equity

Discover how private equity creates value in deals

Rated with
4.3/5

The **Private Equity** program provides participants with a solid and critical understanding of the inner workings of venture capital, growth capital, buyouts and turnarounds, including the operation of private equity funds, the ways and means of engineering buyouts,

reporting and performance measurement, and the institutional investor perspective. The program will provide an intense learning experience comprising formal lectures, group discussions, exercises and case studies.

"Very useful, and the instructor combines both academic and practical experience"

– Invest. Analyst
Premier Group WLL, Bahrain

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

Who should attend

This program is relevant for:

- Bank and insurance managers keen to understand the private equity industry better
- Institutional investors with an interest to commit funds to the sector as an asset class
- Corporate managers looking for a better understanding of how private equity investors create value in deals

Faculty



Cyril Demaria is a Partner at Wellershoff & Partners, an independent CIO service provider for family offices and financial institutions. A private equity expert combining academic expertise and practical experience, he heads the private markets research activity at the firm. His extensive knowledge of the asset class spans 20 years during which he has notably held positions at the CIO of UBS, where he was in charge of private markets research (buy-side). He is the founder and managing partner of venture capital funds.

Cyril lectures at top academic institutions including EADA Business School in Barcelona and EDHEC Business School in Nice. He has authored best-selling books such as "Introduction to Private Equity" (Wiley, 3rd edition) which has been translated into multiple languages, and "Private Equity Fund Investments" (Palgrave). His book on "Asset Allocation and Private Markets" (Wiley) is forthcoming in 2020.

Cyril Demaria received his PhD in Economics and Business Administration from the University



🕒 3 days
💰 € 3,600

★★★★☆ 4.3/5

📅 Check AIF.nl for dates

This program is eligible for **18 CE credit hours** as granted by CFA Society VBA Netherlands

Program Content

Day 1

- Private equity: asset allocation, instruments and strategies
- Introduction to private equity, private debt, private real assets: strategies and instruments
- The three dimensions of private markets investing
- Asset allocation and private markets
- Private equity funds: functioning and selection
- Workshop: fund waterfall (US / European) illustration
- Q&A and wrap-up

Day 2

- Investing in private companies: sourcing, analyzing, negotiating, creating value and exiting
- Investment framework
- Business case I - analyzing a deal
 - Negotiation and valuation
- Business case II - analyzing a deal
 - Structuring
 - Leverage effects
 - Performance calculation and analysis
 - Limits and risks
- The deal and post-investment activities (the closing; legal documents; value creation; exiting a deal,...)
- Q&A and wrap-up

Day 3

- Fundraising and structuring, investors relations
- Who are the investors and how do they think
- View of the fund investor
- Selecting funds and fund managers
- Negotiating
- View of the fund manager
- Fund raising: a permanent process
- Role playing game: the case of a mid-market BO fundraising
- Q&A and wrap-up

"Good overview of the sector with common practices and pitfalls."

– Associate Director

NIBC Bank, The Netherlands

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 organizations. 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.

Accommodation

AIF has special corporate rates available for participants at a number of hotels in central Amsterdam.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete the program.

Program location

The programs are held in the center of Amsterdam, within an easy walk from Amsterdam Central Station, and within 30 minutes from Schiphol international airport.

Program fees

Program fees include tuition, all comprehensive program materials, books, and any software that is required for the program, as well as luncheons and daily refreshments. Accommodation is not included.

In-company programs

For information on how AIF can add value to your organization via a tailored in-company program, please contact AIF directly at: +31 20 520 0160.

Ready to learn more? Find your program and reserve your place at [AIF.nl](https://www.aif.nl)

About Amsterdam Institute of Finance

AIF is a global financial innovation and education institute headquartered in Amsterdam. Through our open enrollment programs in Amsterdam and our in-company programs throughout the world, we connect ambitious professionals with the best minds in finance and other related topics. Taking part in one of our programs is a direct investment in your personal future and the success of your organization.

This is what makes the AIF experience unique:

- We believe in responsible, sustainable and inclusive finance
- Our clients, rather than profits, come first
- AIF is an independent and not-for-profit foundation, which allows us to cherry-pick our faculty from the world's leading business schools, such as INSEAD, Oxford, Kellogg, Cambridge Judge and others
- AIF delivers top quality programs. 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, connecting you to professionals from more than 1,200 organizations in over 110 countries

