



## Private Equity

Understand 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 later-stage private equity (growth capital, buyouts and turnarounds), 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.

We will re-examine the assumptions behind the industry and provide a provocative, cross-country analysis of the ways and means of investing in growth, buyout and turnaround situations. 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

## 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. His latest book is "[Winning Sustainability Strategies](#)" (2018), written together with Jan van der Kaaij, on how companies can design and implement more effective sustainability programs. In 2015 he co-authored the book "[Private Equity 4.0](#)".

🕒 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

## Private Equity Cycle

### Funding Growth: the Private Equity World

- The sources of growth funding: angels, venture capitalists private equity specialists
- Playing the growth financing game

### Introduction to the Private Equity Industry

- The various segments in private equity
- An overview of the private equity industry: back to basics 2004
- Characteristics and objectives of private equity investors
- The use of private equity as form of financing for companies

### Raising and Structuring the Private Equity Funds

- Contractual relationships between limited and general partners
- The private equity prospectus
- Fund raising strategies

### Private Equity Screening and Investment

#### Deal Sourcing and Investment Process

- Identifying the deals
- Managing the sourcing network
- Syndicating deal sourcing and analyses

### The Due Diligence Process

#### Negotiating the Investment Contracts

- Term sheets and investment contracts
- Incentive structures in buyout deals

### Managing Investments and Fund Reporting

#### Managing the Portfolio

- Degree of involvement in management
- Reporting on an investee company to fund investors
- Fund performance measurement issues

### Managing Exit Decisions

"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

# 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

