

PRIVATE EQUITY

JUNE 11 – 13, 2020



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Value Creation
through
alternatives

PRIVATE EQUITY

Value Creation through alternatives

II Edition

In this face-to-face course, participants gain a deep understanding and learn the tools that are available to Private Equity firms to source, structure and exit off-market investment opportunities.

Learn how to evaluate illiquid assets and create value in a growing asset class.

DATE

JUNE 11-13, 2020

LOCATION

SBS MAIN CAMPUS - ZURICH

LANGUAGE

ENGLISH

FORMAT

FACE TO FACE

TUITION FEES

3.500 ¹ CHF

EARLY BIRD

3,325 ² CHF

DEADLINE

MAY 29, 2020

SCHEDULE

JUNE 11 09.00 – 12.30 | 13.30 – 18.00

JUNE 12 09.00 – 12.30 | 13.30 – 18.00

JUNE 13 09.00 – 12.30 | 13.30 – 15.00



¹ Concessions are available for SBS Alumni, groups of executives attending from the same organization, participants registering for more than one program and early-bird inscriptions

² Register by 12.03.2020

PROGRAM OVERVIEW

About the course

Traditionally, it has been a challenge for entrepreneurs to fund their venture or for investment managers looking to raise a first-time fund. This intensive three-day program walk you through the investment cycle and give you the right tools to succeed in the industry.

Today, record amounts of uninvested capital, coupled with a changing of the guard in certain segments of the private equity and venture capital industry, has created an optimal environment for professionals looking to raise a first-time fund.

You will learn Private Equity as an asset-class, how Private Equity deals are structured and operated learning how deals are selected and delivered to investors and LPs.

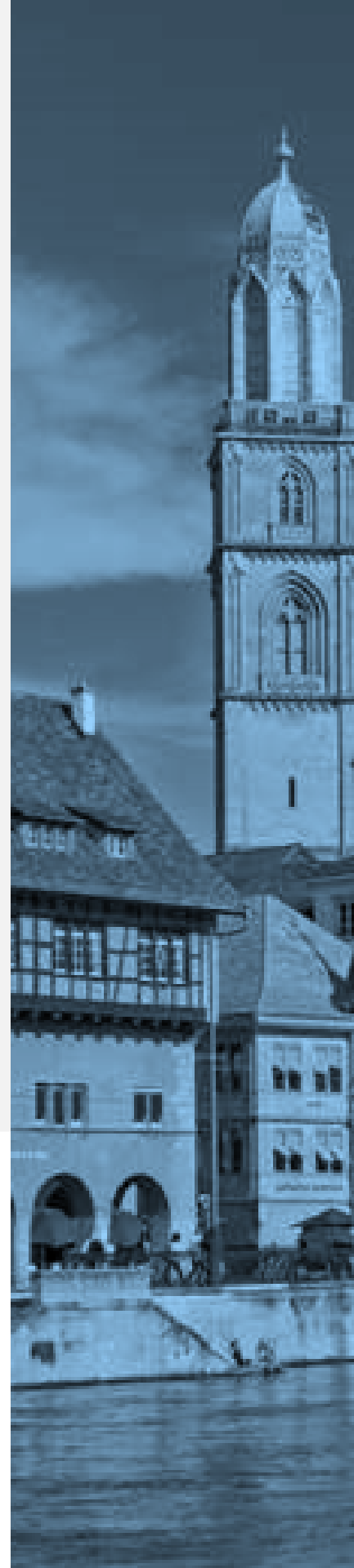
With the support of industry experts, this course will bridge the gap between academia and practitioner environment delivering insights into the latest real-life experiences of selecting, negotiating and closing deals.

Talk to us

Contact our dedicated program manager on

+41 44 880 00 88

executive@sbs.edu





**“An excellent program
with a great mix of
academics and
practitioners”**

Iryna Smirnova (Russian)

Learning outcomes

The SBS Private Equity Executive course delivers a unique framework to master Private Equity as an asset class, from different perspectives: investors looking for returns, entrepreneurs looking to raise new funds and professionals interested in starting their career in this asset class. Participants will learn different industry models - from venture capital to growth equity to buyouts and finally distressed firms – in this program you will explore key issues related to investment criteria, management strategies and decision-making processes.

After just three days you return to your organization with a greater understanding of the global private equity industry able to understand how to select and structure a Private Equity deal. At the end of the program you will be able to:

- Increase your awareness of the landscape, players, and trends in private equity and venture capital
- Understand the different stages of financing a firm
- Optimize your decision-making when exiting investments and managing issues of blocking and tackling
- Discover the right approach to establishing and growing a private equity/venture capital partnership structure

The program's unique structure fosters close interaction among a diverse group of participants. You will have, as a result, the opportunity to build a valuable network with a global community of key professionals, bankers and entrepreneurs.

Take the next step

We meet the participants needs from different disciplines and levels.

Contact our Program manager for guidance and information. To secure your place we recommend applying as soon as possible.

“Learning through experience”

You will improve your financial awareness and increase the way you see business growth and opportunities for your organization

WHO IS THE PROGRAM FOR?

- **Those working in or seeking to join:**
 - Private Equity firms
 - Funds-of-funds
 - Family offices
 - Corporate PE groups
 - Professional service firms
 - Consulting firms
 - Advisory firms
 - Financial institutions with interests in PE funds
- **Chief investment officers, investment principals, managers and directors**
- **Institutional investors**
- **Business lawyers**
- **Finance directors**
- **Owners of mid-sized enterprises seeking growth capital or an exit**

WHAT TO EXPECT?

Participants will:

- Understand the key drivers in the PE market and the differences between funds' strategies
- Learn how to screen between different investment opportunities to fit with the fund's target focus
- Acquire essential valuation techniques with an understanding of non-financial factors affecting valuation
- Learn how to structure the financing of the deal
- Understand key issues in portfolio management in order to maximize returns, fostering value creation by building a constructive relationship with management
- Explore different exit options (IPO, trade sale, secondary buy-out) and their pros and cons
- Understand the perspective of the potential target

CONTENT

DAY 1 – JUNE 11

Morning Session one	0900 - 1030 What Private Equiters really do? <i>Case Study</i>	Afternoon Session one	1330 - 1500 Fund Structures and incentives <i>Guest Speaker</i>
Break	1030 - 1100	Break	1500 - 1530
Morning Session two	1100 - 1230 The Private Equity Landscape	Afternoon Session two	How Private Equity adds value
Lunch	1230 - 1330	Networking	1800

DAY 2 – JUNE 12

Morning Session one	0900 - 1030 Venture Capital <i>Valuing start-ups</i>	Afternoon Session one	1330 - 1500 LBOs <i>Guest Speaker</i>
Break	1030 - 1100	Break	1500 - 1530
Morning Session two	1100 - 1230 Growth Capital <i>Case Study</i>	Afternoon Session two	Turnaround & Distressed <i>Case Study</i>
Lunch	1230 - 1330	1930	Drink Followed by dinner

CONTENT

DAY 3 – JUNE 13

Morning
Session one

0900 - 1030

Exit Options

Case Study + Guest Speaker

Break

1030 - 1100

Afternoon
Session one

1330 - 1500

Closing Session

Depart

Morning
Session two

1100 - 1230

The Future of Private Equity

Not only funds

Lunch

1230 - 1330





DETAILS

REGISTRATION

You may register online by going to our website:

www.sbs.edu/executive-education/private-equity-and-venture-capital/

proceeding to the program's webpage and clicking on the "Send Registration" button. Once your registration is received, you will be contacted by SBS staff to confirm your enrollment.

FEES

The program price is 3,500 CHF which covers tuition, course materials and all coffee breaks during the program

SPECIAL CONCESSIONS

Concessions are available for SBS Alumni, groups of executives attending from the same organization, participants registering for more than one program and early-bird inscriptions

CONTACT

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