

Private Equity Masterclass

1 – 3 February 2027

Ho Chi Minh, Vietnam

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The objective of this program is to provide knowledge, and detailed understanding of equity investments followed in the private equity industry. This course will help participants to improve their knowledge and develop their professional skills required in the private equity industry or dealing with private equity professionals.

Overview

The Course curriculum includes total investment, due diligence, monitoring, and negotiation processes from the owners' as well as investors' perspectives.

Upon completion of this course, participants will have a clear understanding of the critical processes, challenges and issues faced in the industry as well as be able to differentiate between various transaction structures, their implications and provide an explanation on how to analyze and negotiate term sheets.

A case study discussion included in this program detailing the complete process of private equity investments which will provide participants with more significant and valuable knowledge that will be useful in their business and profession.

Who should attend

All individuals who want to improve their knowledge and further develop their professional skills in the private equity space

- Professionals who are seeking a career in private equity
- CEOs, head of business units, departments and decision-making personnel - who want to deal or currently dealing with private equity firms
- Middle to senior managers from any industry
- Analysts/ investment bankers/ finance professionals with CPA, CFA, MBA, etc
- Candidates who want to set up private equity business

Methodology

Non-theoretical methodology which includes live teaching, interactive discussions, case studies, and assignments to understand the concepts and their applicability.

We request you to have your laptop with Microsoft Excel installed. Once you register, we will send you the training information with the links to log in for the training.

As a policy, we limit the class size to 10 participants so that we can provide attention to each participant and ensure their objective is achieved.

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Trainer

This course will be conducted by an experienced training consultant having more than 20 years of industry experience with some of the world's leading financial institutions, specializing in corporate finance, investment banking, and private equity.

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Course Content

Module – 1
Private equity industry structure and importance

- Industry structure and overview
- Different types of private equity funds and their strategy
- Summary of private equity processes - due diligence and investments, documentation, monitoring, and exits

Module – 2
Company analysis process

- Company analysis including competitive positioning and its mapping in the industry
- How to analyze financial models of the investee companies
- Evaluate promoters and management team
- Study the capital structure
- How to run the valuation exercise (DCF, Comparables, NAV, multiple-based, operational metrics, etc)
- Identify key pitfalls
- Sensitivity analysis and its impact on overall returns

Module – 3
How to prepare investment proposal and Investment Committee presentation

- Structure of Investment proposal
- Keys points in the proposal
- Importance of return and exit information
- Preparation for Investment Committee presentation
- Points to remember for presenting to Investment Committee
- Report to be prepared for Investment Committee meeting

Module – 4
Due Diligence

- How to create your due diligence plan
- How to balance role of external and internal service providers
- Key focus areas
  - Financial models
  - Business
  - Legal
  - Accounting
  - Management due diligence
- How to resolve post due diligence observations
- How to identify keys risks

Module – 5
Documentation (commercial overview)

- Keys terms and their impact on business- Minority Protection, Affirmative Rights, Exit rights, Conditions Precedents, Board rights etc
- How to negotiate effective terms sheets
- Key points to focus while negotiating shareholders agreement

Module – 6
Investment structures

- What are the various structures for investments
- Direct Equity - private market, public market, listed and unlisted market
- Equity-linked debt - mezzanine funding, convertible securities etc
- Debt funding - bridge funding, subordinated debts, securitization and structured finance

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- Determining the target price and exit returns
- Essential concepts - Gross and net IRR, cash multiple and its relevance

Module – 7

Monitoring investments and value-add

- How to help the investee company develop a common business goal and plan
- How to support the business on various operational and strategic areas
- Common restructuring activities that can be carried out
- Financial engineering to improve shareholders' return and reduce riskiness
- Manage the risks highlighted during due diligence process

Module – 8

Exit process

- How to prepare the investee company for exits
- Analyze various exit options and their pitfalls
- How to do exit valuation

Module - 9

Case Discussions

- Case discussions based on past private equity transactions to explain the entire process and its implications

Riverstone Corporate Training

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DELEGATES' REGISTRATION FORM

Course Fees

(Fees per participant)	**Single**	**Group****
Normal fees	SGD 2699	SGD 2599
Early bird price*	SGD 2499	SGD 2399

**Payment 30 days before commencement of course*
***Minimum of 3 participants*

The course fee includes
- 3 days of dedicated expert training
- Copies of relevant course material
- Free meal voucher for participants

Venue Details

- All our training sessions are held using the latest technology, assuring a high level of interaction and a conducive learning environment.
- Due to variation in a number of participants, final login details will be mailed 7 days before the course commences
- Registration : 8:30 am
- Session timings: 9:00 am to 5:00 pm

Disclaimer: Riverstone Training reserves the right to change the venue or postpone the course due to unforeseen circumstances.

Company Information

Company Name : _____
_____
Address : _____
_____
_____
_____
Contact person : _____
Designation : _____
Email : _____
Phone : _____

Delegate Information

Name (1) : _____
Designation : _____
Email : _____
Phone : _____

Name (2) : _____
Designation : _____
Email : _____
Phone : _____

Payment Terms

- Full payment is required for seat confirmation.
- Make a crossed cheque or bank draft payable to **Riverstone Training Pte Ltd.**
- Mail your payment with this registration form to **Level 20, Tower 2, One Raffles Place, Singapore 048616.**
- Alternatively, you can do a bank transfer to Standard Chartered Bank Account Bank account no **0105663336** (Bank no: 9496; Swift code: SCBLSG22).

Cancellation Policy

- If you are unable to attend, a replacement delegate is always welcome.
- Any cancellation must be made in writing to Riverstone Training at least 14 days before the event date. A full refund, less an administration fee of SGD 150, will be given.
- For written cancellations received less than 14 days before the event date, no refunds will be given. However, you will receive a 100% credit voucher that can be applied towards any of our subsequent training courses within six months of the initial registration.

Need in-house training on the same topic?

For in-house training on the same course or customized course, please contact us through
Email : register@riverstonetraining.com.sg
or
Phone : +65 9730 4250