

Negotiating the Limited Partners Agreement (LPA)



INTERACTIVE

HANDS-ON

CASE STUDIES

The International Institute of Venture Capital, Private Equity & M&A

The Indian Limited Partners Association

Why You Should Attend This Course

- Gain in-depth understanding of the key terms, structure, and purpose of Limited Partnership Agreements (LPAs).
- Master the art of identifying and addressing high-stakes, intractable clauses that often dominate negotiations.
- Learn best practices aligned with the Institutional Limited Partners Association (ILPA) Principles and guidelines.
- Understand how to balance the commercial, legal, and fiduciary considerations of both General Partners (GPs) and Limited Partners (LPs).
- Sharpen your negotiation skills through real-world case studies and a practical negotiation game.
- Stay ahead of evolving trends in fund structures, governance, and regulatory frameworks.
- Receive insights from seasoned private equity lawyers with decades of deal experience.
- Improve your ability to draft, review, and negotiate LPAs that withstand LP scrutiny and institutional due diligence.
- Network with peers across private equity, venture capital, legal advisory, and institutional investment.
- Equip yourself with actionable strategies to mitigate risks and optimize fund economics.

Key Benefits for Participants

- Enhanced ability to negotiate favorable terms on management fees, carried interest, and distribution waterfalls.
- Stronger command of fiduciary duties, governance provisions, and conflict resolution mechanisms.
- Practical tools to navigate LP advisory committees and side letter arrangements.
- Clear understanding of the ILPA Principles and their impact on modern LPA negotiations.
- Access to proprietary templates, checklists, and drafting tips.
- Increased confidence when handling clawback, key person, and GP removal provisions.
- Ability to effectively manage fund amendments, extensions, and restructuring scenarios.
- Comprehensive understanding of fund compliance obligations and reporting duties.
- Direct feedback on negotiation tactics through live exercises and role-play.
- Certificate of Completion from a recognized legal institution, enhancing professional credentials.

Who Should Attend This Course

- Private Equity and Venture Capital Lawyers (In-house and External Counsel)
- General Partners, Fund Managers, and Investment Principals.
- Limited Partners, Institutional Investors, and Family Offices.
- Fund Formation and Compliance Professionals.
- CFOs, COOs, and Fund Administrators in Private Equity Firms.
- Investor Relations and Capital Raising Executives.
- LP Advisory Committee Members.
- Private Equity Analysts and Associates aspiring to move into fund structuring roles.
- Financial Consultants and Advisors specializing in alternative assets.
- Regulators and Academics focusing on private markets.

Course Agenda

Foundations and Core Provisions

Day 1

Overview of the Limited Partners Agreement

- Purpose, structure, and key actors
- Fund lifecycle overview

Economic Terms Deep Dive

- Management fees, carried interest, and distribution waterfalls
- Preferred returns, catch-up, and GP/LP alignment

Governance and Advisory Committees

- Role of the LPAC (Limited Partner Advisory Committee)
- Decision-making, conflicts, and approvals

Fiduciary Duties and Conflicts of Interest

- GP duties, indemnification, exculpation clauses
- Managing conflicts and ensuring transparency

Case Study: Negotiating Economic Terms

- Interactive review of a real-world fund LPA negotiation

Intractable Clauses, Disputes, and Negotiation Tactics

Day 2

Key Person, No-Fault Divorce, and GP Removal

- Trigger events, remedies, and LP protections
- Negotiating thresholds and consequences

Clawback and GP Giveback Provisions

- Ensuring fair profit allocation over time
- Structuring clawback mechanics and escrow arrangements

Side Letters and Most Favored Nation (MFN) Clauses

- Managing bespoke LP requests without disrupting fund terms.
- Best practices for MFN compliance

Fund Amendments, Extensions, and Restructurings

- Amendment mechanics, LP consent, and waiver rights
- Restructuring under stress: secondaries, continuations, and rollovers

Negotiation Game: High-Stakes LPA Clauses

- One-hour simulation exercise: teams negotiate key sticking points, including key person events, removal rights, clawback, and MFNs

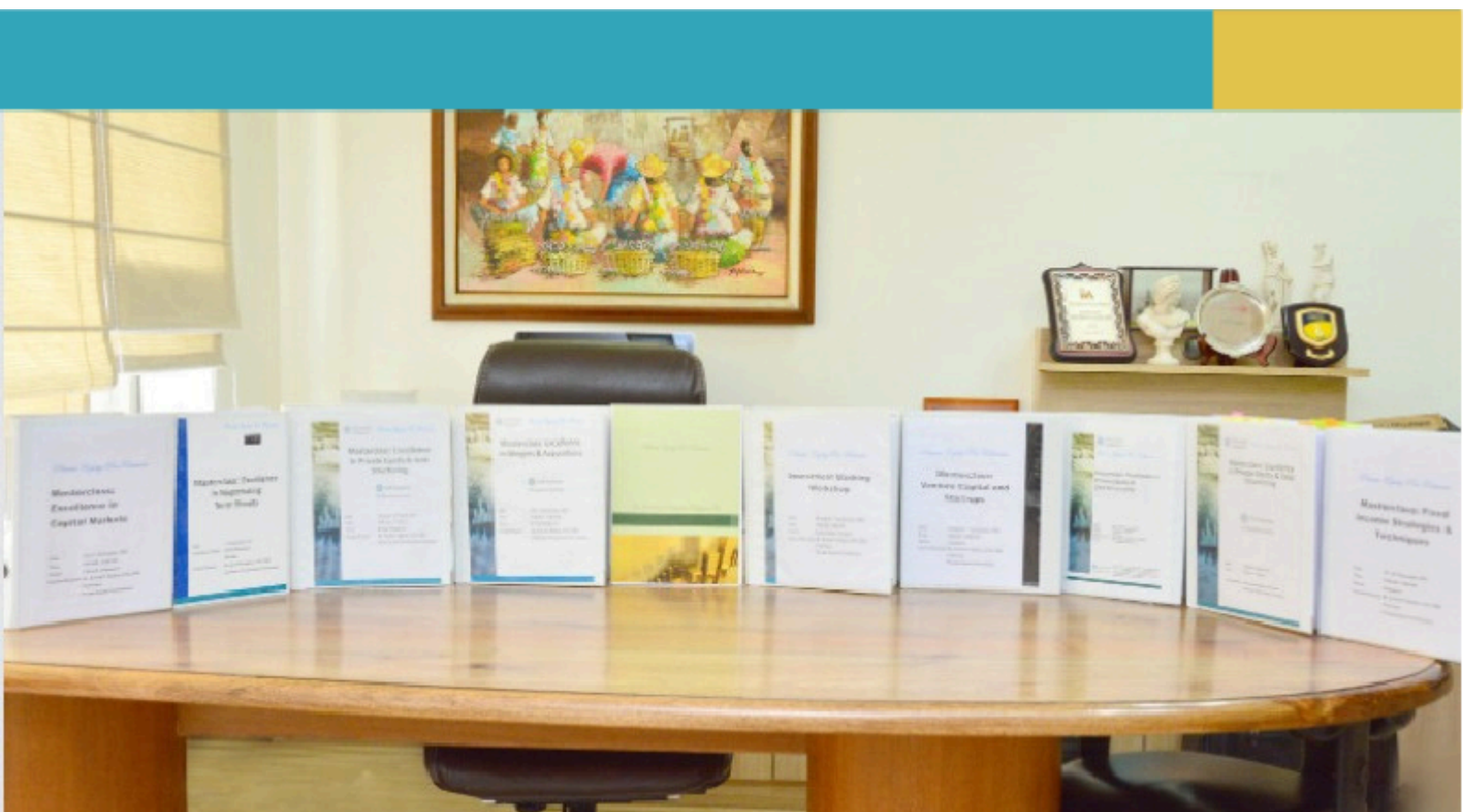
International Institute of Venture Capital, Private Equity and Mergers & Acquisitions

*Imparting
Knowledge*



*Achieving
Results*

An International Professional Development Firm





Arvind Mathur presents certificates to participants

International Institute of Venture Capital, Private Equity and Merger & Acquisitions (IIVPM) provides executive education via workshops and events in Private Equity, Distressed Investing, Venture Capital, M&A, Valuation, and related topics. Education is centered on basic-intermediate-to-advanced topics of finance including in-depth analysis and presentation of current topics of interest to investment and corporate professionals.

Executive Education: IIVPM meets the knowledge and skill development needs of investors, corporate leaders, and executives. IIVPM constantly researches relevant and current investment trends and transactions that are included in its educational programs to make them relevant to the investment and corporate community. IIVPM is led by its founder, Mr. Arvind Mathur, a CFA charter holder, who has over 40 years of global practical experience in the realm of Private Equity, Mergers & Acquisitions (M&A), Corporate Finance, Banking, and Investment Banking. Arvind has been invited to give talks on mergers and acquisitions to the board of directors of two of the largest American multinational corporations, and to the senior staff of a portfolio company of Warren Buffet.

Skill-Sets Strengthened at IIVPM Events for Professional Development

A wide range of skills is developed by IIVPM including private equity, venture capital, M&A, investment strategies for sovereign wealth funds, valuation, LBOs, fixed income, investment banking, distressed investing, risk management, project finance, the bourse game, credit risk analysis, and derivatives, besides others. IIVPM staff and associates are knowledgeable about investment banking & M&A trends, and the macroeconomic scene in several countries including the U.S., India, China, Singapore, Hong Kong, Indonesia, Taiwan, Malaysia, Sri Lanka, the Philippines, Bangladesh, and Thailand.

Skills for anticipating problems and risks and their solutions are strengthened by the use of cases drawn from the Asian, European, and American settings. Best practices and negotiation techniques are highlighted.

List of Previous Events Conducted by IIVPM Leaders

- ✓ Masterclass: Excellence in Negotiating Venture Capital and Private Equity Term Sheets, 27-30 March, 2023, Singapore.
- ✓ Masterclass: Excellence in Equity Valuation, 25-31 March, 2023 (online)
- ✓ Masterclass: Excellence in Negotiating Venture Capital and Private Equity Term Sheets, 21 November to 16 December 2022, Singapore.
- ✓ Masterclass: Excellence in Negotiating Venture Capital and Private Equity Term Sheets, 29 October to November 2022, Mumbai.
- ✓ Masterclass: Excellence in Mergers and Acquisitions, 29 June May to 18 July, 2022.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 11 April to 25 April, 2022.
- ✓ Masterclass: Excellence in Venture Capital & Startups, 11 to 27 March, 2022.
- ✓ Masterclass: Excellence in Negotiating Venture Capital & Private Equity Term Sheets, 14 to 21 January, 2022.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 25 August to 1 September, 2021.
- ✓ Masterclass: Excellence in Mergers and Acquisitions, 25 July to 5 August, 2021.
- ✓ Masterclass: Excellence in Negotiating Venture Capital & Private Equity Term Sheets, 30 June - 9 July, 2021.
- ✓ Online Masterclass: Venture Capital & Startups, 25 - 30 March, 2021, Singapore.
- ✓ Webinar: Turnaround & Distressed Investing in India, 15 December, 2020.
- ✓ Online Masterclass: Venture Capital & Startups, 2 - 6 November, 2020, Singapore.
- ✓ Online Masterclass: Excellence in Private Equity & Deal Structuring, 28 September - 2 October, 2020, Singapore.
- ✓ Online Masterclass: Excellence in Mergers and Acquisitions, 24 - 28 August, 2020, Singapore.
- ✓ Online Training in Litigation Finance (7 webinars), June 2020.
- ✓ Online Training: Hedge Funds: Short Selling (10 webinars) June - July, 2020.
- ✓ Online Training: Distressed Mergers & Acquisitions: Techniques of Distressed Debt Investing in Pre and Post - Bankrupt Companies Cases of investments by Goldman Sachs, Deutsche Bank, and Strategies in India (10 webinars), June 2020.
- ✓ In-house Masterclass for a billion-dollar fund: Excellence in Private Equity & Impact Investing, 30-31 October 2019, Singapore.
- ✓ Training in Asian Private Equity Buyouts delivered by Arvind Mathur, Chairman, IIVPM at Harvard Business School, Cambridge, Massachusetts, USA, 8 August, 2019.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 29-30 August, 2019, Singapore.

List of Previous Events Conducted by IIVPM Leaders

- ✓ Guest Lecture on Asian Private Equity Buyouts, Harvard Business School, 8 August, 2019, USA.
- ✓ Masterclass: Excellence in Private Equity, June 28-29 2019, Mumbai.
- ✓ Masterclass: Excellence in Private Equity and Deal Structuring, 29-30 April, 2019, CFA Society Singapore.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 30 - 31 October, 2018, Singapore.
- ✓ Masterclass: Excellence in Venture Capital & Start-ups, 18-19 October, 2018, Singapore.
- ✓ LP-GP Meetings for Impact Investing, 7-9 October, 2018, New Delhi.
- ✓ Masterclass: Excellence in Negotiating Private Equity & Venture Capital Term Sheets, 1 - 2 December, 2017, Mumbai.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 31 October - 1 November, 2017, Singapore.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 3-4 August, 2017, Singapore.
- ✓ Masterclass: Excellence in Private Equity, New Delhi, 29 -30 May, 2017.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 5-6 October, 2016, CFA Society Singapore.
- ✓ Workshop on Private Equity, Ministry of Finance, India with Bain & Co, New Delhi, 6 September, 2016.
- ✓ Masterclass: Venture Capital & Start-ups, 31 August - 1 September, 2016, CFA Singapore.
- ✓ Workshop on Life Cycle of Private Equity & Venture Capital Funds, Ministry of Finance, India with Mckinsey & Co, New Delhi, 29 October, 2015.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 4-5 November 2015, CFA Singapore.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 4-5 March, 2015, CFA Singapore.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 6-7 November 2014, CFA Singapore.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 14-15 November 2013, CFA Singapore.
- ✓ Masterclass: Excellence in Private Equity, 27-28 May, 2013, October.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 6-7 February, 2013, CFA Singapore.
- ✓ Masterclass in Private Equity, Port Louis, Mauritius, 11 September, 2013.
- ✓ Masterclass in Private Equity, Dubai, 27-28 May, 2013.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 13-14 December, 2012, Hong Kong.

List of Previous Events Conducted by IIVPM Leaders

- ✓ Masterclass in Fixed Income Strategies & Techniques, 21-22 November, 2012, Singapore.
- ✓ Excellence in Private Equity, Hyderabad, 3-4 August, 2012.
- ✓ Mergers & Acquisitions Workshop, 15-16 December, 2011, Hong Kong.
- ✓ Private Equity Workshop, 24 November, 2011, Singapore
- ✓ Fixed Income Workshop 15-16 November, 2011, Singapore
- ✓ Mergers & Acquisitions (M&A) Workshop, 13-14 July, 2011, Manila.
- ✓ Sovereign Wealth Funds, 20 April, 2011, New Delhi.
- ✓ Leadership Series in Private Equity: Private Equity for Education Ventures, 9 March, 2011.
- ✓ Mumbai Leadership Series in Private Equity: Private Equity Workshop, 10 March, 2011.
- ✓ Mumbai Mergers & Acquisitions, World Economic Forum HQ, Geneva, Switzerland, 2 February, 2011.
- ✓ Fixed Income Workshop, 14 November, 2010, Singapore.
- ✓ Corporate Finance, M&A, Private Equity, 24 to 26 May, 2010, Shanghai.
- ✓ Corporate Finance, M&A, Private Equity, 12 to 14 July, 2010, Mumbai.
- ✓ Corporate Finance, M&A, Private Equity, 19 to 21 July, 2010, Taipei, Taiwan.
- ✓ Corporate Finance, M&A, Private Equity, 10 to 14 October, 2010, Jakarta, Indonesia.
- ✓ Corporate Finance, M&A, Private Equity, 27 to 29 October, 2010, Singapore.
- ✓ Investment Banking, Private Equity & Corporate Finance, 28 August to 1 September, 2010, The Bank of Ceylon.
- ✓ Private Equity for Power Projects 11-12 March, 2010, New Delhi.
- ✓ Private Equity & Distressed Investing Workshop, Delhi, March, 2009.

Venues

China, Hong Kong, Jakarta, Indonesia, Singapore, New Delhi, Mumbai, Bengaluru, Dubai, Nice, France, Geneva, Basle, Switzerland, Tokyo, Japan, Malaysia, Mauritius, Philippines, U.S.A. Taiwan & Thailand.

Harvard Business School, Cambridge, Massachusetts, USA.



Arvind has rubbed shoulders with the world's leading venture capital and private equity funds like KKR, Apax Partners, Carlyle, Sequoia, ACCEL Partners, and many others. Arvind has held a variety of positions, including Head of Capital Markets at the Asian Development Bank, Vice President, Citibank, and Senior Adviser, Citi. He was the President of the Indian Private Equity & Venture Capital Association, reporting to the CEO of KKR in India and to an Executive Committee including leading private equity and venture capital fund managers, such as Carlyle and the Canada Pension Plan.

He has structured and invested in over 30 private equity funds, including venture capital funds. He has worked on funds with LPs such as CalPERS, La Caisse de Depot et Placement du Quebec, the Prudential Insurance Company of America, and other large institutional investors. He has engineered several IPOs and has successfully negotiated an exit of a financial services startup with the CEO of a US-based MNC in New York.

He has promoted corporate governance in many funds, particularly those involving CalPERS. He has played a key role in the creation, structuring, and placement of a nearly \$ 1 billion Infrastructure Fund. He has co-invested and partnered with some of the world's largest institutional investors including pension funds and sovereign wealth funds.

Arvind has taught complex financial topics to fund managers and senior executives in Singapore and other countries for the past 12 years, including venture capital, private equity, M&A, valuation, and negotiation techniques. He delivered a lecture on Asian buyouts at the Harvard Business School and has delivered more than 100 masterclasses in complex financial disciplines such as private equity, venture capital, and term sheet negotiations in several countries. He has also advised a start-up woman entrepreneur under a Goldman Sachs startup program.

Arvind attended executive management courses at the Columbia School of Business and Cornell University, and an investment workshop at the Harvard Business School.

Testimonials

My work with PEPP laid the foundation for a career in the finance sector.

During my time at PEPP, I had the opportunity of learning about diverse streams sectors including private equity and acquisitions

agriculture, infrastructure, and education among others; learning from industry leaders including Mr. Mathur; and first-hand access to world-class study material and case studies. Beyond work, I am eternally grateful for Mr. Mathur's advise and guidance throughout the past 8 years that I have know him.

- Ex Merrill Lynch Staff

"It was a great learning experience as I could hear from Arvind who has long experience in the industry. And I could hear what the actual practice is in the market" "Interesting stories and insights from an experienced investor."

- Chuen Choon Peng, GIC.

"Arvind has shared a wealth of experience on Venture Capital workings, Private Equity functions, the terms of negotiations."

- Lawrence Li, Soilbuild Group Holdings Ltd

"Internship at Private Equity Pro Partners was my first foray into finance, where I learned about the basics of Investment Banking such as equity research, and options trading strategies along with some insight into the private equity world. Under the mentorship of Mr. Arvind Mathur, I was given the right exposure to the corporate world which left me with enough zeal and curiosity to go on and explore further. This eventually helped me get into HSBC and JP Morgan. I would like to thank Private Equity Pr Partners for this opportunity and all its executives for their coordination ad support throughout the internship."

-Joined J.P. Morgan

Hi Arvind! Many thanks for your willingness to share with us. It was heartening to see you pour into the subject with passion. It definitely helps me a lo in my current development. Please do give me more information about the advanced workshop. Thanks!"

- Indonesian Investment Banker

"Wealth of knowledge; willingness to share; open to views & opinions of others. Very comprehensive syllabus."

- Venture Capital Firm, Singapore

IIVPM/PEPP Events: Speakers and Audiences

Our speakers have included experts in their fields, including CEO-level professionals. Our audiences have included both mid-level executives as well as leaders of the rank of Chairman of large and medium-sized organizations in the Asia-Pacific Region.

IIVPM/PEPP and its advisers, by virtue of their three-decade experience, are able to attract high-quality and senior practitioners as speakers. For example, on M&A we have had the CEO of a Tata group company speak at our event. Also, respected multilateral organizations such as the International Finance Corporation (IFC) and the Asian Development Bank (ADB) have participated in our events both as speakers and participants.

Our Chairman, Arvind Mathur, CFA, FRM, is regularly invited to speak at various fora. He has made a number of presentations at various external events such as a presentation on "M&A Trends" to the Board of Directors of a US MNC in Geneva. Arvind has organized investment-related events in Hong Kong, Delhi, Mumbai, Karachi, Bangkok, Kuala Lumpur, Jakarta, Nice, France, Geneva, New York City, and Basle, Switzerland.

Previous Participants

Previous participants have ranged from executives at MNCs, central banks, banks, investment banks, private equity funds, family offices, and angel investors. Participants have been of varying seniority including Chairman, Managing Directors, Managing Partners, Partners, Directors, Managers, Legal Counsel, and senior-to-mid-level analysts and officials from many countries. See the following illustrative list of participants at our previous events and masterclasses.



Previous Participants

- JP Morgan
- Board of Directors, ADM
- KKR Portfolio Company
- UBS
- IFC/World Bank
- Harvard University
- Thunderbird University
- Stanford University
- Government of Singapore Investment Corporation
- The Monetary Authority of Singapore
- Bank of International Settlements, Switzerland
- Sumitomo Mitsui Banking Corp
- Citibank: Mumbai, Shanghai, Jakarta, Singapore, Taipei
- Deutsche Bank
- Shanghai Commercial Bank
- Banco Santander
- Batavia Prosperindo Asset Management
- Power Finance Corporation
- Patni Family
- Modi Family
- Employee Provident Fund, Malaysia
- Standard Chartered Bank
- Standard Chartered Private Equity
- Bank of Ceylon
- Hoya Medical Singapore
- Soibuild Group Holdings
- CIMB
- Changi Airport Group
- Deloitte Tohmatsu Financial Advisory
- Helmsman Legal
- Lenovo (Singapore) Pte Ltd
- IMC Industrial Group
- Asian Development Bank
- Focal Oilfield Solution

- Facebook
- PricewaterhouseCoopers
- Deloitte: Japan, Philippines
- The Shell Corporation
- Ericson-LG
- Wolfensohn Capital Partners
- Raiffeisen Bank Financial Advisory
- Int'l Labuan Reinsurance
- Norddeutsche Landesbank Girozentrale
- Korea Telecom
- Ministry of Finance, India
- Ministry of Power, Mainland China
- People's Bank-The Central Bank of Mainland China
- Bank of China
- World Economic Forum, Geneva
- IFCI Venture
- The Tata Group
- The Kaizen Fund
- The San Miguel Corporation
- Bank of the Philippine Islands
- GWK Builders & Engineering
- Heliconia Capital Management
- Sumitomo Mitsu Trust Bank
- 1 Cover Travel Insurance (Sydney)
- Daiwa Capital Markets Singapore Limited Nithya Partners (Sri Lanka)
- Lynear Wealth Management (Sri Lanka) MTD (China)
- Somerset Capital Management
- IDLC Investments Limited (Bangladesh)

...and many other organizations.

A. Knowledge Sharing & Training

Arvind conducted various workshops on advanced topics such as sovereign wealth fund investments, private equity, M&A, investment banking, and fixed income in Shanghai, Taipei, Singapore, Jakarta, Mumbai, and Delhi. He conducted events in Kuala Lumpur, Hong Kong, Nice, France, Hawaii, Geneva, Basle, and Switzerland. Arvind was invited by a US MNC to the World Economic Forum in Geneva to interact with their global Board of Directors on various issues connected with cross-border M&A.

B. Interaction with Renowned Fund Managers

Arvind interacted with highly experienced players such as Messrs. Warren Buffett, his assistant Mr. Jain, Mr. George Soros, Mark Mobius of Templeton Emerging Markets, and Wolfensohn & Partners.

C. International Investment Experience

Arvind played a role in structuring and placing a nearly \$1 billion India Infrastructure Fund. He helped establish the Asian Infrastructure Fund (\$780 million), the Asian Infrastructure Mezzanine Capital Fund (\$265 million), The Asian Equity Infrastructure Fund (\$400 million), the Infrastructure Development Finance Company (IDFC), and the AIG Sectoral Equity Fund (\$ 110 million). He helped structure and invested in over 30 private equity funds, including 5 infrastructure funds and General Partnerships. While at ADB, Citi, and Standard Chartered Bank, Arvind gained exposure to equity investments and lending.

Arvind's experience encompasses both fund and direct investing. He has been a member of Investment Committees and fund boards and the global pension fund of the Asian Development Bank (ADB). Most funds targeted investments in India & China & other emerging markets. He worked with Limited Partners such as ADB, the IFC, CalPERS, La Caisse de Depot et Placement du Quebec, the Prudential Insurance Corporation & leading institutional investors in Australia, Singapore, Malaysia, and India. Arvind promoted corporate governance in these funds, particularly those involving CalPERS. He authored articles on corporate governance and attended courses at the Columbia Business School and that of Cornell University & an investment course at the Harvard Business School.

Private Equity Pro Partners: Course Material



Private Equity Pro Partners

Investment Banking Workshop


Date: 28 August – 1 September, 2010
Time: 9:00 AM – 5:00 PM
Venue: Bristol Hotel, Gurgaon
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners

**Masterclass:
Venture Capital and
Start-ups**

Date: 31 August – 1 September, 2016
Time: 9:00 AM – 5:00 PM
Venue: Singapore
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners

**Masterclass: Excellence in
Negotiating Term Sheets**

Date: 1-2 December, 2017
Education Partner: CAIA Association
Mumbai
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners

**Masterclass: Excellence
in Private Equity**

Date: 6th-7th February, 2013
Time: 9:00 AM – 5:00 PM
Venue: M Hotel, Singapore
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners: Course Material



Private Equity Pro Partners: Courses

Private Equity Pro Partners

Masterclass: Excellence in Due Diligence



arvind@peequity.com
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Private Equity Pro Partners

Masterclass: Excellence in Private Equity and Impact Investing



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Private Equity Pro Partners

Masterclass: Excellence in Venture Capital, Angel Capital & Start-ups



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Private Equity Pro Partners

MASTERCLASS: EXCELLENCE IN NEGOTIATING VENTURE CAPITAL & PRIVATE EQUITY TERM SHEETS



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Private Equity Pro Partners: Courses

Private Equity Pro Partners

Masterclass: Excellence in Turnaround & Distressed Investing



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+91 9818394615

Private Equity Pro Partners

MASTERCLASS: EXCELLENCE IN VALUATION FOR VENTURE CAPITAL, PRIVATE EQUITY & MERGERS & ACQUISITIONS



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Masterclass Fixed Income Strategies & Techniques

Course Description

This course is designed for both entry level and advanced topics for fixed income and capital markets professionals in Asia. It is designed to cover the essential tools of fixed income including key computational methods for pricing, fixed income instruments, key investment strategies, credit risk analytics and hedging techniques and fixed income derivatives.

Conceptual understanding will be enhanced by relevant work examples and illustrations using specific Asian case studies.

Outcome of the Workshop

By the end of the course, delegates will be able to:

- Identify and describe the key fixed income characteristics, including interpreting the use of data and pricing implications.
- Understand the use of derivatives, fixed income futures & options, pricing swaps.
- Grasp the fundamentals of fixed income instruments and their key components.
- Understand the variety of risks in a bond portfolio and the key hedging methods.
- Develop a practical knowledge of fixed income investment strategies from asset allocation, capital structure arbitrage to immunization techniques.

Date:
15th-16th November, 2011

Venue:
Raffles City Convention
Centre
Singapore

Registration Fee:
USD 2,400

Fee:
9:00am - 5:00pm per day

Language:
English

Length of Course:
2 Days

For more information:
Felixia Kong

Ext:
852 2573 6076

or email:
training@pewest.com

Masterclass: Excellence in Private Equity & Deal Structuring

Overview:

The advent of the \$ 200 billion mega funds such as Softbank necessitates a strong understanding of private equity and deal structuring for all players in the financial ecosystem, including the staff of sovereign wealth funds. Besides fund managers, small, growing companies, as well as established corporates need private equity or venture capital to fund their growth strategies. Private equity is now intricately linked to mergers and acquisition and buyout transactions in complex ways. For example, a small firm can now acquire a much larger firm.

This practical course is presented from three standpoints: Firstly, from the point of view of private equity funds; secondly, from the standpoint of companies and entrepreneurs who are seeking private equity and venture capital and thirdly on deal structuring solutions. Case studies of private equity transactions in China and other Asian countries like India, Indonesia, Malaysia, Thailand, Taiwan and Singapore will be used. A case study on Softbank's investment strategy will be reviewed.

The Master class will cover several deal structuring techniques relating to private equity, venture capital and buyout deals. Deal structuring issues and solutions will be illustrated and discussed for various stages and components of private equity transactions. Deal structuring diagrams will be used to maximise clarity of understanding.

On Day 1, participants will learn how private equity funds are established in conformity with global best practice, how investments are selected by fund managers, how due diligence is performed, how fund managers add value to portfolio companies and how investments are exited. On Day 2, participants will learn the investment strategies of buyout funds and how buyouts and leveraged buyouts are structured and executed. The methods of selling and investing in distressed companies will be explained. Advanced exit methods will be examined.

Outcome

- Understand how private equity and venture capital funds are established;
- Master the operations of private equity and venture capital funds and how value is added;
- Understand deal structuring techniques;
- Appreciate how entrepreneurs and companies raise private equity and venture capital;
- Grasp the logic and underlying principles of private equity and venture capital valuation;
- Understand buyouts and leveraged buyouts, their use and structuring;
- Learn how to invest in, or sell distressed assets;
- Understand private equity trends and deal structures in China, India & South-East Asia.

Date:
29 & 30 April 2019
(Monday & Tuesday)

Time:
9:00am to 5:00pm

Venue:
To be confirmed, Singapore

Course fee:

OFA Singapore member:
\$51,580* (Early bird fee)
\$51,780* (Standard fee)

Non-member:
\$51,780* (Early bird fee)
\$51,980* (Standard fee)

*After before GST

*10% off Group Discount available
*Early bird fee
valid till 1 April 2019

Course fee includes:
Course materials, lunch & refreshments

Course Director:

Arvind P. Mather, CFA, FRM

Eligible for FTS & SkillsFuture Credit

Programme code -
P18300400KE

CE and CPD hours: 14 hours

Private Equity | Venture Capital |
Buyouts | Funds | Case Studies |
Mergers & Acquisitions | Exit Strategies
| Valuation | Due Diligence

*International Institute of Venture Capital,
Private Equity and Mergers and Acquisitions*
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Private Equity Pro Partners
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SINGAPORE | MIAMI | LONDON | NEW JERSEY | GOA | NEW DELHI | GURGAON