

# AI Training Brochure

## INVESTING IN ARTIFICIAL INTELLIGENCE BUSINESSES: BOOTCAMP



INTERACTIVE  
CAPSTONE  
PROJECT

HANDS  
ON

ETHICS  
IN AI

The International Institute of Artificial Intelligence  
Private Equity Pro Partners

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# Why You Should Attend

- ✓ Artificial Intelligence (AI) is eating the world
- ✓ AI is poised to transform our businesses, professions, economy, homes, cities, healthcare, transportation, agriculture, education and more
- ✓ AI will add approximately \$15 trillion to the world economy by 2030
- ✓ Learn value creation with AI which many companies have found invaluable in their plans to scale their businesses
- ✓ Participate in strategic conversations about AI in your organisation
- ✓ Learn the unique and innovative ways in which AI is solving problems faced by humans and businesses
- ✓ Participate in hands on AI exercises and discuss AI case studies
- ✓ Learn to spot and analyse investment opportunities in AI businesses
- ✓ Learn how venture capital and private equity funds invest in AI ventures
- ✓ Gain knowledge of the rationale for M&A in the AI sector
- ✓ Actively participate in a capstone AI project

The International Institute of Artificial Intelligence

The course will be delivered in a highly interactive manner enabling exchange of ideas and networking. Participants will be divided into teams to solve problems using Artificial Intelligence tools.

# Takeaways and Benefits of AI Training

- ✓ Clear the fog, demystify jargon and gain confidence in Artificial Intelligence
- ✓ Understand Augmented Reality
- ✓ Understand key algorithms and their use cases
- ✓ Corporate value creation with Artificial Intelligence
- ✓ Ingesting and analyzing data for Artificial Intelligence solutions
- ✓ Learn about investing venture capital & private equity in AI ventures with the help of case studies
- ✓ Appreciate the legal and regulatory trends and related ethical issues
- ✓ Appreciation of AI techniques and use cases will enhance productivity
- ✓ Support the dynamic eco-system of your organization aided by AI
- ✓ AI skills will pave the way for leadership roles`
- ✓ Unique CAPSTONE projects will enable participants to provide AI solutions
- ✓ Analyze the AI investment criteria of Sequoia, A16Z and other VC & PE funds

## Target Audience:

*Professionals from all walks of life and business domains must have a basic understanding of AI techniques and applications. This will enable participants to engage proactively in AI initiatives in their own businesses. This course is intended for professionals who are not “techies” and whose occupations do not demand knowledge of programming languages like python, etc.*

The live, in-person course will be highly interactive and useful for anyone interested in Artificial Intelligence including Private Equity, Venture Capital & Family Offices which should not miss this course.

### SESSION 1: Understanding Artificial Intelligence

- Defining types of AI
- Enablers of AI Boom: Data, GPUs
- AI trends in VC and PE markets
- Understand key AI algorithms
- Benefits of AI: Value Proposition, Value Addition

### SESSION 3: Large Language Models

- Large Language Models (LLMs)
- Google- BERT, GEMINI
- Microsoft, Open AI- Chat GPT
- Attention is All You Need
- Use Case: Sentiment Analysis

### SESSION 2: Understanding Artificial Intelligence

- Machine Learning: ML, DL, NLP
- Ensemble Learning
- Training the model, Hallucination
- Supervised and Unsupervised Learning
- Neural Networks: ANN, CNN, RNN
- Black Boxes and Explainability

### SESSION 4: Artificial Intelligence Adoption: Use Cases and Value Creation

- Gen AI: Illustration
- Use Case: Recommender Engine
- Use Case: Facial Recognition, Disease
- Use Case: Fraud Prevention
- Use Case: Yoga
- Use Case: Insurance & Banking

### SESSION 5: Use Cases In Investing

- Securities Analysis
- Security Selection
- Securities Trading With AI
- Case Study: Random Forest, Decision Tree

### SESSION 7: Case Studies of PE, VC and M&A

- Investment opportunities in AI
- Investment Rationale
- Case Studies: Angel and VC in AI
- Case Studies: M&A of AI businesses
- Exits
- Case Study: NVIDIA
- Case Study: Sequoia

### SESSION 6: AI in Environment

- Use Case: Weather Forecasting
- Data Centers: AI for Energy Reduction
- Industrial AI: Energy Efficiency and Carbon Emissions
- VC Case Study: Google DeepMind
- Graphcast, and Phaidra
- Use Case: AI in Waste Management
- Case Study: AI in the Circular Economy

### SESSION 8: Ethics, Regulation and Law

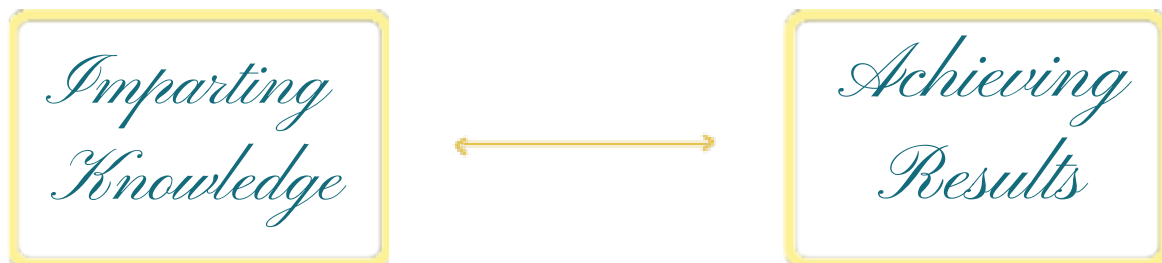
- Ethical issues arising in AI
- Deepfakes
- AI Disputes and Legal Case Studies

#### CAPSTONE PROJECT

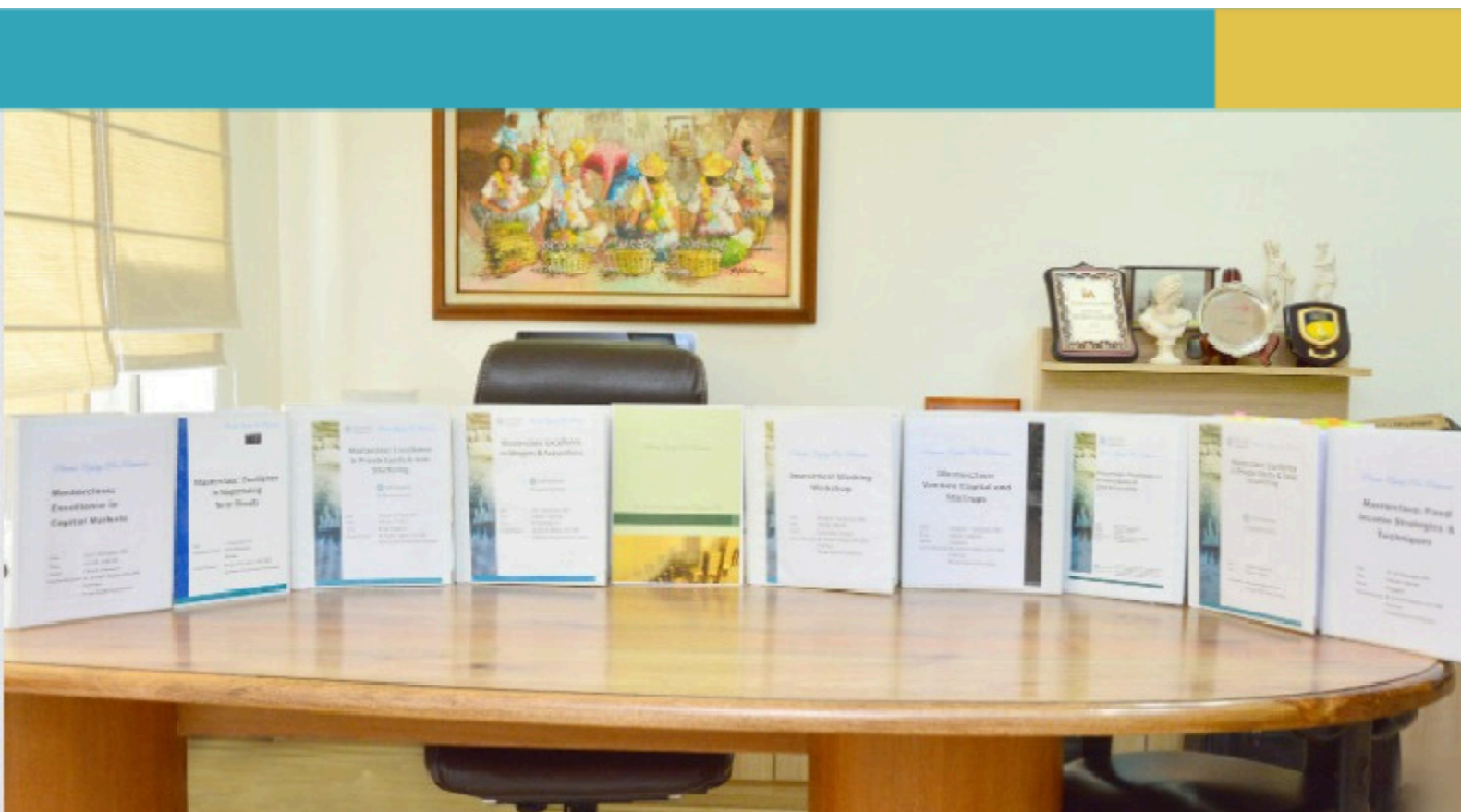
Delegates will complete a live AI project, e.g., preparing a corporate strategy to adopt several AI tools to raise revenue, lower cost and increase EBITDA.

# *International Institute of Artificial Intelligence*

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



*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.



Our lead trainer Mr. Arvind Mathur, CFA, FRM, has prepared and delivered training in various fields to over 1000 professionals. In the field of AI, he has provided training during 2024. For example, he included the practical use of AI in negotiating private equity and venture capital term sheets in a masterclass in partnership with the CFA Society, Singapore.

AI training provided by Mr. Arvind Mathur has included:

- Practical Hands on AI exercises
- AI implementation
- AI Case Studies
- Other AI-related concepts and skills shown earlier in this brochure.

All of Arvind's training materials including powerpoint presentations are ready and can be delivered in a training program at short notice. Arvind constantly updates his training materials and includes up-to-date case studies as well as the latest market conditions.

Arvind strives to ensure clarity of conceptual understanding by delegates primarily by a troika of methods:

Firstly, he ensures interactive discussions during his classes;

Secondly, he includes practical exercises, negotiation games or hands-on capstone projects; and

Finally, he makes himself available to his past delegates in case they have queries anytime in the future or they need mentorship or career development guidance.

Arvind's training is aided by his global perspective which springs from his four decades of international work experience in countries such as Philippines, China, India, Japan, USA, UK, Canada, Hong Kong, Malaysia, Mauritius, Dubai and other countries.

Arvind's training has been appreciated by participants who have provided strong feedback and testimonials. Some of the testimonials can be seen in the next page.

# Testimonials

## Ex Merrill Lynch Staff

"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 including private equity, mergers and acquisitions, equity valuations; diverse sectors including 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 advice and guidance throughout the past 8 years that I have known him."

## J.P. Morgan

"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 Pro Partners for this opportunity and all its executives for their cooperation and support throughout the internship."

## Managing Director, Rabobank, ex-Citibank, ex-Merrill Lynch, London

"Yes indeed. I came to you 37 years ago in 1985 green eyed and clue-less only with burning desire to succeed. I owe you my whole investment banking career. If you had not taken me in Citibank as ACA industrial trainee, I may have gone down the corporate route joining Unilever or Colgate in 9-5 safe environment and then you were such a good teacher and a manager that it kindled my desire to try my luck out on in a Wall Street name. I will always have highest respect for you!"

## GIC

"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."

## Facebook

"Thank you for your teaching and guidance during the masterclass on venture capital and startups. I really benefited a lot from the course. Sharing my personal email with you and keep in touch."

## Managing Director, Citibank

"Arvind played a vital role in the successful establishment of a nearly \$1 billion India Infrastructure Fund involving high caliber global investors."

## Citibank, Hong Kong

"I interned with Private Equity Pro Partners for 6 weeks in April 2018 after completing my MBA and I wish I had done it earlier. Mr. Mathur is one of the most enthusiastic mentors I have had a chance to get guidance from, and he helps his mentees not only with technical knowledge but also with his experiences, soft skills and resources. I can say that I learnt a great deal about Valuation and Private Equity not just in the sessions and cases we used to have but by also accompanying him to meetings and conferences. Any student, at any stage in his career, has a great opportunity to work and learn with Mr. Mathur."

## Soilbuild Group Holdings Ltd.

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

## Bank Of Ceylon

"Sharing your experience with us by way of case studies is great. I believe it is a way of digesting theories into your soul. I have informed my management about you & hopefully I think we will need your help further."

## Investment Banker based in Bombay

"Let me first congratulate you in putting up such an enlightening session on Private Equity! I shall be privileged to have a mentor like you to make me learn the nuances, and leverage innate capabilities to embark upon PE as the Career."

## Indonesian Investment Banker

"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 lot in my current development. Please do give me more information about the advanced workshop. Thanks!"

## Venture Capital Firm, Singapore

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

# Resume of Training Director



Arvind Mathur, CFA, FRM  
Chairman, Private Equity Pro Partners

Arvind worked for two decades at the Asian Development Bank in Manila, Philippines. His detailed bio can be seen on LinkedIn\*.

## 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 the Board of Directors of a US MNC to the World Economic Forum in Geneva to advise on cross-border M&A.

## B. Interaction with Renowned Fund Managers

Arvind interacted with 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.

\* <https://in.linkedin.com/in/arvind-mathur-cfa-frm>

# List of Previous Events Conducted by IIVPM Leaders

- ✓ Masterclass: Negotiating Venture Capital & Private Equity Term Sheets 29 July 2024 to 6th August, 2024
- ✓ Venture Capital and Start-Ups Bootcamp Details 12th April to 19th April, 2024
- ✓ USAID Trade and Competitiveness: Capacity Building of Private equity funds to build Termsheets and Negotiations 18th March 2024 and 19th March 2024
- ✓ 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: Negotiating Venture Capital & Private Equity Term Sheets, 14thh to 21st Jan, 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 VC & PE 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.

# 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.

# 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: 6<sup>th</sup>-7<sup>th</sup> 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*

**Masterclass: Excellence in Due Diligence**



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+91 9818394615

*Private Equity Pro Partners*

**Masterclass: Excellence in Private Equity and Impact Investing**



arvind@peequity.com  
+91 9818394615

*Private Equity Pro Partners*

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



arvind@peequity.com  
+91 9818394615

*Private Equity Pro Partners*

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



arvind@peequity.com  
+91 9818394615

## Private Equity Pro Partners

### Masterclass: Excellence in Turnaround & Distressed Investing



arvind@peeequity.com  
+91 9818394615

## Private Equity Pro Partners

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



arvind@peeequity.com  
+91 9818394615

## 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

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

Language:  
English

Length of Course:  
2 Days

For more information:  
Felix Kong

Tel:  
852 2573 6076

or email:  
training@pewest.com

## Masterclass: Excellence in Private Equity & Deal Structuring

### Overview:

The advent of the \$ 300 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 companies 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 explained.

### 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:  
S\$1,580\* (Early bird fee)  
S\$1,780\* (Standard fee)

Non-member:  
S\$1,780\* (Early bird fee)  
S\$1,980\* (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. Mathur, 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 Artificial  
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