

**REGISTER NOW**

*Private Equity Pro Partners*

*Presents*

## MASTERCLASS: EXCELLENCE IN VALUATION

**23, 24, 25, 27, 28, 30, and 31 January 2023**  
8:00 p.m. to 9:30 p.m. IST on weekdays, 2:00 p.m. to 5:45 p.m. IST on weekends



**LIVE EXCEL  
VALUATION**

**8  
WEBINARS**

**VALUATION  
NEGOTIATION  
GAME**

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SINGAPORE | MIAMI | LONDON | NEW JERSEY | GOA | NEW DELHI | GURGAON

# Introduction & Course Overview

- ▶ Valuation is the single most important skill required in the world of private equity, venture capital, impact investing or listed investments, mergers and acquisitions, mutual funds, and corporate finance.
- ▶ Effective valuation entails understanding the business, analyzing its cash flows, growth, and risks; and attaching reasonable numbers to these factors to find the intrinsic value of a business. Most investment professionals do pricing and not valuation. In other words, they seek to value a company or asset based on what others are paying for a similar asset. It has become increasingly important to be able to differentiate between intrinsic and relative valuation and be equipped to do both.
- ▶ Participants will gain a strong understanding of valuation concepts, techniques, and dilemmas in a very clear fashion. The course includes the tools to conduct an intrinsic and relative valuation of a company or asset, at various stages in its life cycle. The course covers three primary methods of valuation, namely, relative valuation, Discounted Cash Flow (DCF) valuation, and the VC method of start-up valuation.
- ▶ Complex concepts including the Capital Asset Pricing Model and its components like beta, levered beta, and unlevered beta, and their applicability to DCF valuation will be clearly explained. Valuation standards will be discussed. The suitability of the different methods of valuation and different formulae will be covered in the course.
- ▶ The course is interactive and includes a live valuation exercise through a spreadsheet on Microsoft Excel. Team exercises will be given for completion during the masterclass. The course is not intended to be a financial modeling class as the central focus will be on concepts and how to apply them.
- ▶ The crescendo of the course will be a practical live VALUATION NEGOTIATION GAME, which will highlight the key issues that arise in arriving at an agreed valuation between two parties at the opposite ends of a transaction.
- ▶ The reading for this course is Valuation: Security Analysis for Investment and Corporate Finance, Aswath Damodaran, second ed.

## VALUATION NEGOTIATION GAME

# Outcome & Benefits

- Learn to negotiate a higher valuation.
- Learn and understand concepts of DCF such as Enterprise Value (EV), Firm Value (FV), Free Cash Flow to the Firm (FCFF), Free Cash Flow to Equity (FCFE), Weighted Average Cost of Capital (WACC), levered and unlevered beta under the CAPM Model, Terminal Value (TV).
- Understand the fundamental drivers of multiples such as P/E, EV/Revenues, EV/EBITDA, P/B, and the justified levels of these ratios.
- Understand DCF valuation and relative valuation through a live session on a spreadsheet on Microsoft Excel.
- Learn how to value start-ups and young loss-making companies.
- Learn how pre & post-money valuation is conducted.
- Understand valuation issues such as the control premium and illiquidity discounts.

## Who should attend?

Venture Capital Fund Managers	Commercial Bankers
Private Equity Fund Managers	Mutual Fund Managers
Angel and Impact Investing and Fund Managers	Start-up and Established Founders
Investment Officers	Capital Market Regulators
CFA, CA, CAIA & CS	Pension Fund Managers
Lawyers	Investment and Merchant Bankers
Business Consultants	Wealth Managers

# MASTERCLASS: EXCELLENCE IN VALUATION

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## Webinar 1

23 January 2023, 8:00 p.m. to 9:30 p.m.

### INTRODUCTION

- Value in the Eyes of the Beholder
- Price versus Value
- Applications and Uses of Valuation
- Types of Valuation Methodologies:
  - ▶ Intrinsic Valuation: DCF Valuation
  - ▶ Relative Valuation

## Webinar 2

24 January 2023, 8:00 p.m. to 9:30 p.m.

### RELATIVE VALUATION: Part 1

- Selecting Comparables
- Types of Multiples: Equity
- Multiples & Firm Value Multiples
- P/E, EV/EBITDA, P/B, Revenue Multiples & Others
- Normalised Earnings, Adjusted EBITDA, Equity Dilution

## Webinar 3

25 January 2023, 8:00 p.m. to 9:30 p.m.

### RELATIVE VALUATION: PART 2

#### TYPES OF VALUATION

#### METHODOLOGIES:

- Net Tangible Asset Value
- Sum-of-the-Parts Valuation

#### JUSTIFIED MULTIPLES

- Determinants of Multiples: Linking Fundamentals, ROIC & ROE
- Intangible & qualitative determinants of multiples

## Webinar 4

27 January 2023, 8:00 p.m. to 9:30 p.m.

### APPLICABILITY OF MULTIPLES

- Financial Institutions, Utilities, Manufacturing Companies, Retail, Tech Start-ups
- IPO Valuation: Case Study

### START-UP VALUATION: THE VC METHOD

- Pre & Post - Money Valuation
- Negotiating a higher valuation

# MASTERCLASS: EXCELLENCE IN VALUATION

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## Webinar 5

28 January 2023, 2:00 p.m. to 3:30 p.m.

### DCF VALUATION

- Enterprise Value & Firm Value
- Value of Operating Assets & Non-Operating Assets
- Components of Enterprise Value
- Final Adjustments

## Webinar 6

28 January 2023, 4:15 p.m. to 5:45 p.m.

### TOOLS OF DCF VALUATION: Part 1

- Two & Three Stage Models
- Dividend Discount Model (DDM), FCFF & FCFE
- Calculating Terminal Value: Two Methods / Key Value Drivers
- Discussion: Warren Buffet

## Webinar 7

30 January 2023, 8:00 p.m. to 9:30 p.m.

### TOOLS OF DCF VALUATION: Part 2

- Capital Asset Pricing Model
- Levered & Unlevered Beta
- Cost of Equity and Debt, WACC

## Webinar 8

31 January 2023, 8:00 p.m. to 10:00 p.m.

**LIVE VALUATION EXCEL EXERCISE**

**VALUATION NEGOTIATION GAME**

# MASTERCLASS: EXCELLENCE IN VALUATION

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## Registration

**23, 24, 25, 27, 28, 30, and 31 January 2023**  
8:00 p.m. to 9:30 p.m. IST on weekdays, 2:00 p.m. to 5:45 p.m. IST on weekends

### ► Participation Fee:

Categories	Deadline	Amount (₹) (incl. GST)	Amount (\$)
SUPER EARLY-BIRD	3 January 2023	₹25,000	\$325
EARLY-BIRD	10 January 2023	₹30,000	\$375
STANDARD	22 January 2023	₹35,000	\$450

GROUP DISCOUNT: Contact +91-7507880999 and [info@peequity.com](mailto:info@peequity.com)

TWO PAYMENT METHODS	
	<p>PayTM or Google Pay on <a href="https://api.whatsapp.com/send?phone=917507880999">arvindrobin-1@okicici</a></p> <p>Please <u>ensure</u> that while remitting the fee in the message area of PayTM or Google Pay please include:</p> <ul style="list-style-type: none"><li>• Name of the participant</li><li>• Name of the organisation</li><li>• Mobile Number</li></ul>
	<p>Payment through credit card on: <a href="https://www.meraevents.com/event/masterclass-valuation">https://www.meraevents.com/event/masterclass-valuation</a></p>

The fee includes all 8 webinars.

For enquiries, please send an email to [info@peequity.com](mailto:info@peequity.com), or SMS to +91-7507880999, or WhatsApp message to +91-9818934615.

### ► Registration Link:

<https://www.meraevents.com/event/masterclass-excellence-in-valuation>

Terms and conditions apply

A **Certificate of Proficiency in Equity Valuation** will be issued following a satisfactory performance in a test after the course.

## Course Director : Arvind Mathur

### Chairman, Private Equity Pro Partners



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 P. Mathur, CFA, FRM, 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 has 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 has attended executive management courses at the Columbia School of Business and Cornell University, and an investment management workshop at the Harvard Business School.

## Co-Faculty: Raghuveer Nath

### Vice President, Private Equity Pro Partners



Raghuveer Nath is a gold medalist (B.A., LL.B.) from Jindal Global Law School and has done his Master's in Law (BCL) from the University of Oxford. He has also completed the Advanced Valuation program at New York University.

He has previously worked at Trilegal LLP as an Associate in the M&A and private equity team, where he was involved in deal structuring and conducting corporate due diligence.

He has previously taught M&A and taxation at the Jindal Global Law School. He has more than a decade's experience in investing in the equity and derivative markets and has conducted several workshops on valuation and financial literacy.



# *Private Equity Pro Partners*

*Imparting  
Knowledge*



*Rendering  
Advice*

*An International Professional Development Firm*



*Private Equity Pro Partners*





Arvind Mathur presents certificates to participants

# Introduction to Private Equity Pro Partners

Private Equity Pro Partners (PEPP) provides two sets of services - (a) advice to private equity players involving LPs and GPs; and (b) 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.

(a) Advisory: In an advisory capacity, PEPP provides advice on the establishment and structuring of private equity and venture capital funds; assists in the placement of funds on a very selective basis for high-quality fund managers; integrates ESG criteria in fund operations, and advises on strategic issues relating to mergers and acquisitions transactions. PEPP leaders have also provided advice to government regulatory agencies in the investment arena in various countries such as India and China.

(b) Executive Education: PEPP meets the knowledge and skill development needs of investors, corporate leaders, and executives. PEPP 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. PEPP 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 one of the largest American multinational corporations, and to the senior staff of a portfolio company of Warren Buffet.

## Skill-Sets Strengthened at PEPP Events for Professional Development

A wide range of skills is developed by PEPP 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. PEPP 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.

## Advice to Governments, Regulatory Bodies, Entrepreneurs and Fund Managers

Under its advisory wing, PEPP provides capital markets, private equity and venture capital policy advice to Governments. In this role, it played an active part on a committee of the Securities and Exchange Board of India. It engaged in dialogue with Government agencies on topics such as pension fund development & the development of entrepreneurship.

PEPP and its leaders have contributed to the preparation of various reports for the development of capital markets for various governments.

For example, PEPP's Chairman, Mr. Arvind Mathur, CFA, FRM has helped coordinate and compile the following two major reports for the Securities & Exchange Board of India (SEBI):

The Alternative Investment Policy Advisory Committee - The First Report

The Alternative Investment Policy Advisory Committee - The Second Report

The Committee's members include Mr. N.R. Narayana Murthy, Founder and Chairman, Infosys as well as representatives of KKR, Carlyle, TPG, TVS Capital, PwC, EY, Indian School of Business and other respected professionals

## List of Previous Events Conducted by PEPP Leaders

- ✓ 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 to 18 July, 2022, Singapore.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 11 April to 25 April, 2022, Singapore.
- ✓ Masterclass: Excellence in Venture Capital & Startups, 11 to 27 March, 2022, Singapore.
- ✓ Masterclass: Excellence in Negotiating Venture Capital & Private Equity Term Sheets, 14 to 21 January, 2022, Singapore.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 25 August to 1 September, 2021, Singapore.
- ✓ Masterclass: Excellence in Mergers and Acquisitions, 25 July to 5 August, 2021, Singapore.
- ✓ Masterclass: Excellence in Negotiating Venture Capital & Private Equity Term Sheets, 30 June - 9 July, 2021, Singapore.
- ✓ 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, PEPP at Harvard Business School, Cambridge, Massachusetts, USA, 8 August, 2019.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 29-30 August, 2019, Singapore.
- ✓ Guest Lecture on Asian Private Equity Buyouts, Harvard Business School, 8 August, 2019, USA.
- ✓ Masterclass: Excellence in Private Equity, June 28-29 2019, Mumbai.



# List of Previous Events Conducted by PEPP Leaders

- ✓ 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.

# List of Previous Events Conducted by PEPP Leaders

- ✓ Masterclass: Excellence in Mergers & Acquisitions, 13-14 December, 2012, Hong Kong.
- ✓ Masterclass in Fixed Income Strategies & Techniques, 21-22 November, 2012, Singapore.
- ✓ Excellence in Private Equity, 3-4 August, 2012, Hyderabad.
- ✓ 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.



# Testimonials

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

- Ex Merrill Lynch Staff

"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."

-Joined J.P. Morgan

"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

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!"

- Indonesian Investment Banker

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

- Venture Capital Firm, Singapore

# 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.

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 Chairmen, 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
- Temasek
- 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
- GIC
- Changi Airport Group
- Deloitte Tohmatsu Financial Advisory LLC
- Lenovo (Singapore) Pte Ltd
- IMC Industrial Group
- 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)
- Asian Development Bank

...and many other organizations.



### A. Multiple Asset Classes

Arvind has over 40 years of experience in a wide range of asset classes globally including listed equities, private equity, fixed income, convertibles & real estate. His experience spans the US to emerging markets during multiple economic cycles.

### B. Sovereign Wealth Funds, Ministries of Finance, Central Banks, and Pension Funds

Arvind managed a fixed income portfolio, a portfolio of listed equity, and a portfolio of private equity in his career. He is familiar with the issues that confront SWFs. He co-invested with sovereign wealth funds like GIC, Temasek, the Abu Dhabi Investment Authority & the Brunei Investment Authority. He interacted with the State Oil Fund of Azerbaijan and several central banks like the Bank of Korea, the Bank of Japan, and the Monetary Authority of Singapore.

Arvind co-invested with the Indian Ministry of Finance in a \$1 billion infrastructure fund and another entity with Bank Negara Malaysia as well as with the pension fund of the International Monetary Fund (IMF). He interacted and co-invested with some of the world's largest pension funds including CalPERS and La Caisse de Depot et Placement du Quebec. Arvind has prepared case studies of investments by Sovereign Wealth Funds such as Temasek and Khazana.

### C. Professional Qualifications

Arvind is a professionally qualified CFA Charter holder and completed the Financial Risk Management (FRM) course of GARP, USA. Arvind attended an investment management workshop at the Harvard Business School. Arvind received training in investment banking at Goldman Sachs & Citi in New York and in capital market regulation at the US SEC.

#### D. 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.

#### E. 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.

#### F. 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.





**Arun Kumar Sharma, President of Grovepike Associates**

Arun Kumar Sharma is President of Grovepike Associates. Mr. Sharma is a global leader in structured finance and has pioneered securitization and related structured products in a range of markets and is widely considered as one of the pioneers of blended finance as well as climate finance.

He was the Chief Investment Officer at the IFC where he led a wide range of pathbreaking transactions in areas such as infrastructure, renewable energy, agribusiness, affordable housing, trade finance, distressed debt, and financial institutions and fintech.

He now serves as a senior advisor to a range of global corporations and international agencies, including Mastercard, AXA Insurance, and the International Finance Corporation (IFC/World Bank).

Mr. Sharma also serves as a non-resident Senior Fellow at the institute of international finance and as non Resident associate at the Center for Strategic and International Studies in Washington DC.

He also advises the Board of Grass Roots Trading Network for Women, an Indian nonprofit organization linking women micro-entrepreneurs to markets on fair and equitable terms.





### Jacqueline Kressner, Co-Founder of FemCy & Female Health Tech Advisor

Jacqueline started her career in Finance, working as the Nordics & Benelux Sales Associate for Man Investments, a global investment firm in London. After 5 years she moved to Asia to launch Sports Illustrated Asia (ASN Ltd.) and ran the Sports, Health & Esports Digital Media platforms in the Philippines.

She is a keen advocate for women's health & wellbeing (a trained Health Coach, Ayurvedic Consultant, and Motivational Speaker) and in 2018 she left SI Asia to pursue her career as a FemTech entrepreneur.

She became the Ambassador of Women Of Wearables in Asia, graduated from the Harvard Entrepreneur Business online program, and was accepted as part of the Antler Accelerator Program (July 2019: Cohort 3) in Singapore to co-found her FemTech company, FemCy. FemCy is a personalized menstrual wellness platform for women in Asia, providing a complete in-app solution for symptom management and cycle optimization through AI and expert-led modifications.

She is a true believer in bringing the most innovative Tech solutions to women's reproductive health issues around the world and advises FemTech companies looking to launch in Asia.



**Andrew McRobert, Principal at Andrew McRobert and Associates**

January 1997 to January 2000 ASIAN DEVELOPMENT BANK (ADB)

Senior Investment Officer, Risk Management, Private Sector Group (PSG) 1983-1991

Various positions in commercial banking in Australia 1977 - 1983

Citicorp Australia Limited 1972 - 1977

Coopers & Lybrand, Chartered Accountants

### DIRECTORSHIPS

Former:

1. Director, Xiamen International Bank, Xiamen, PRC
2. Director & Honorary Treasurer, Forsight Foundation for Deaf/Blind
3. Advisory Board Director, Pan African Infrastructure Development Fund

Currently:

Committee member, Risk & Audit Committee, South African Red Cross Society

- Honors Degree in Business Studies, Trinity College, Dublin, Ireland (BBS)
- Qualified as Associate of the Institute of Chartered Accountants in Australia(resigned 2001)
- Elected Fellow of the Securities Institute of Australia (FSIA) in 2001
- Member of the Australian Institute of Company Directors (AICD) (2002)
- Completed AICD Company Directors Course (April 2003), passed the Company Directors Course, and was awarded an Order of Merit with Pass grading (GAICD)
- Granted MA by Trinity College, Dublin, Ireland in 2011

### Andrew McRobert

Developed and presented a 2-day credit and loan administration course for the OPEC Fund for International Development ('OFID').

Developed and presented a 3-day SME banking course for Saudi-Hollandia Bank in Riyadh. Appointed facilitator for the "Fundamentals of Directorship" program by the Australian Institute of Company Directors ('AICD').

Appointed facilitator for a short-form course in reading & understanding financial statements by Governance

Institute of Australia (formerly Company Secretaries Australia). Developed a 5-day credit course for Crown Agents (UK) and presented it twice in Accra, Ghana.

Converted an existing Risk Management Association program 'Building Small Business Loan Relationships' for Australian application; Converted an existing Standard & Poor's program 'Developing a Corporate Credit Rationale' for Asian application;

Andrew ran the program 9 times in Australia, Singapore & Hong Kong. Created and wrote a 1-day seminar to assist lawyers to read & understand financial statements called "Financial Literacy for Lawyers, Directors, and Investors", published by Thomson-Reuters. Created, wrote & presented a 3-day seminar for a bank in Indonesia: "Credit in the Indonesian Textile, Clothing & Footwear Sector".

Wrote the Corporate Finance module for a securities industry training program for the Hong Kong Securities Institute. Wrote and presented, as part of a Securities Institute of Australia (SIA) team, a complete securities industry training curriculum to the Stock Exchange of Sri Lanka, funded by the World Bank.

In South Africa, the largest banking group described the "Advanced Corporate Credit" seminar as "probably the best of its kind in the world" and commissioned Andrew to present it to their entire corporate banking group in 1994.

Principal trainer for the SIA in credit and financial analysis seminars for the public seminars division of the SIA. Designed, developed, and chaired a major two-day seminar in Sydney entitled "From the public sector into the private sector", dealing with the issues involved in developing and implementing corporatization and privatization for public sector assets.



**Prof. Viney Sawhney, Faculty, Harvard University  
(M.Sc., MIT's Sloan School of Management)**

### A. Background

Professor Viney Sawhney has 25 years of executive experience at Citicorp, National Bank of Bahrain, and Kuwait Asia bank (1967- 1993) where he held senior-level positions (Senior/Executive Vice President) managing a group of over 100 employees and was responsible for meeting profit center earnings targets. Professor Sawhney has three decades of financial services industry experience prior to joining Harvard University. He launched three start-ups during his working career one of which was in India and the other two were in the USA and the Middle East.

### B. Professional Qualifications

He has a Master's of Science degree from MIT's Sloan School of Management and has authored a thesis on the "Privatization of Energy Sector in India" under the supervision of MIT's Center of Energy. In addition, he has an (i) MBA, (ii) Bachelor of Laws, and (iii) Bachelor of Accounting & Commerce from the University of Delhi, India. He is a frequent speaker at Harvard Business School and MIT's energy forum.

### C. Knowledge Sharing & Training

Venture Capital and Fund Raising, Private Equity and Investment Banking, Technology and Innovation, Strong Networking, Creative and Resourceful, Leadership, Strong Work Ethics & Team Work

### Viney Sawhney

#### D. Strong Independent Ventures and Start-ups

Professor Sawhney, as Chairman and CEO, launched his first independent venture involving the floatation of a publicly quoted financial services company made up of 10,000 shareholders at the Mumbai (India) stock exchange in the year 1986. He successfully exited the firm in 1989 making significant capital gains. Professor Sawhney articulated the design and concept of a “Development Bank” under the supervision of Bahrain’s Ministry of Finance and National Economy dedicated to serving the underserved community of the Island state. The project was completed in record 9 months and continues to flourish as a viable financial institution.

His third start-up included setting up a venture-funded finance boutique in Boston devoted to promoting energy-related infrastructure projects in emerging market countries. The firm assembled a workload of \$2.2 billion over a 7-year period.

He manages a boutique investment banking practice in Massachusetts and has strong networking amongst investors, lenders, and leading corporates within and outside the country.

#### E. Academic experience

As a key member of the Finance team in the faculty of Arts and Sciences at Harvard University, Professor Sawhney teaches four finance courses namely “Project Finance”, “Investment Banking”, “Private Equity” and “Venture Capital”. He has earned top honors by appearing on the Dean’s List at Harvard several times and has received “excellent” student reviews for the past 7 years.

He has delivered high-level “Project Finance” related seminars at Pratt and Whitney, a subsidiary of United Technologies, Mann of Germany & Exim Bank of France, Paris, and several other leading corporates around the world.

Professor Sawhney is frequently invited as a Key Note Speaker in international forums and travels frequently to China and India for this purpose.



Raghuveer Nath,  
Vice President, Private Equity Pro Partners  
University of Oxford (BCL)

Raghuveer Nath is a gold medalist (B.A., LL.B.) from Jindal Global Law School and has done his Master's in Law (BCL) from the University of Oxford. He has also completed the Advanced Valuation program at New York University.

He has previously worked as an Associate in the M&A and private equity team of a top Indian law firm, where he was involved in deal structuring and conducting corporate due diligence. He has also been an academic consultant to the Jindal School of Environment and Sustainability (JSES) and has helped establish the first undergraduate program in Environmental Studies in India. He has also helped teach courses on mergers & acquisitions and taxation at the Jindal Global Law School.

He has co-authored a book on Indian environmental jurisprudence (forthcoming 2022, Cambridge University Press) and has written several academic papers on comparative environmental regulations and governance. His articles on environmental issues regularly feature in several Indian national daily newspapers and journals.

He is the founder of the Society of Financial Independence (SOFI) and has conducted several workshops on valuation and financial literacy. He has more than a decade of experience in investing in the equity and derivative markets.



# Introduction

## Advisory Group

### Mohan Kulkarni, MBA, Harvard Business School, ex-Citibank

Mohan holds a B.Tech from IIT, Mumbai, and an MBA from Harvard Business School (class of 1981). A leader and innovator, he has been an international Banker with more than 30 years of experience in all aspects of the banking and BPO industry, spanning various countries in Asia and the Middle East. He has worked at L&T, Citi, HSBC, and other organizations. After a successful banking career, Mohan founded a Business Process Outsourcing Company, “FinSourceInc.”, which was acquired by Tele Tech USA in Nov.'05. Subsequently, Mohan served as the CEO of TeleTech India.

### Dr. Lawrence Duke, MBA, Harvard Business School, ex-IMF, Citibank

Lawrance holds a B.S (Mechanical Engineering), MIT, USA & MBA, Harvard Business School, Class of 1984. He has held senior international management positions at Citigroup, International, Monetary Fund, Nomura Securities & State Street Boston Corp. From June 1984-Nov 2002, he was an Editorial Review Board member, The Journal of Investing New York, NY. From Jan 1992 to the present, he holds various roles of Advisor at Local/Regional and international companies. Lawrence has also been a Faculty Advisor at Drexel Investment Group and has been a Clinical Associate Professor (Marketing) at Lebow College of Business at Drexel University.

### Dr. Narhari Rao, Ex-Deputy Country Director Asian Development Bank

Dr. Narhari Rao was the Deputy Country Director at the Asian Development Bank, India Resident Mission. Before joining the ADB, he worked in the Ministry of Commerce, Government of India, and also held various assignments in the Government of India. He holds a D.Phil. in Economics from Oxford University and Bachelor's degree from St. Stephens College, New Delhi.

### Rakesh Agarwal, MBA, IIM Ahmedabad, IIT Delhi, ex-UBS & Citibank

Rakesh earned his MBA from the Indian Institute of Management (IIM- Ahmedabad) and a B.Tech from IIT, Delhi. He worked with Citibank & UBS for 25 years. Through the years, he has been an active investor and entrepreneur. He founded and managed various enterprises and has served as an active board member at Sony Entertainment Television, India, and World Media Group, Singapore. In the past, he has served as the Chairman of the East Asia Credit Committee at UBS.

# Introduction

## Advisory Group

### Arif Khan, MA, BA (Hons), St. Stephens College

Arif Khan currently holds the position of Chief Executive Officer (CEO) at MAC Management Group, Jakarta & Singapore. He has worked in various organizations such as CIC Group, Jakarta as an adviser, PT Bank CIC International Tbk, Jakarta as the Chairman, and Standard Chartered Bank PLC, New Delhi. Multi-dimensional international business and finance professional with more than 37 years of progressive experience in the management of new organizations and in leading change. Global trading and risk management expertise as Group Treasurer in the major financial centers of New York and Hong Kong; experience in London and in the Philippines, India, and Indonesia in the areas of asset-liability management, market risk management, and financial restructuring; profitable track record.

### Praveen Suri, ex-Bank of America & Citibank

Mr. Praveen Suri, based in the United States, along with Mr. Arvind Mathur, will provide training in derivatives trading. Praveen has several years of global exposure in Citibank, Bank of America, Standard Chartered Bank & ABN-Amro Bank. He led investment funds and high net worth banking teams in Asia-Pacific, Latin America, and the United States. He has worked in various locations such as Singapore, Miami, Dubai, Mumbai, New York & various Latin American countries. Praveen has managed portfolios of derivatives of US-listed stock indices as well as FX and commodities for over a decade. Besides being a derivatives strategist and trader, Praveen is a specialist in financial technology and an alumnus of the prestigious Indian Institute of Science and St. Stephens College.

### Shweta Luthra Mathur, M.Sc., University of Oxford, B.A. L.L.B (Hons)

Shweta supports about 20 workplaces in her capacity as an External Member of the Internal Committee. She conducts awareness sessions on the Sexual Harassment of Women at the Workplace (Prevention, Prohibition and Redressal) Act 2013, as well as the Prevention of Child Sexual Offences Act 2012. She has conducted over 150 awareness sessions and has been a part of about 40 plus inquiries on sexual harassment. Her Ph.D. research, which she is still pursuing on a part-time basis, is focused on the socio-legal aspects of fitness to plead and stand trial in English and Indian Courts.

# Private Equity Pro Partners: Course Material



# Private Equity Pro Partners: Courses

*Private Equity Pro Partners*

## Masterclass: Excellence in Due Diligence



arvind@peequity.com  
+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: Courses

## Private Equity Pro Partners

### Masterclass: Excellence in Turnaround & Distressed Investing



arvind@peeconomy.com  
+91 9818394615

## Private Equity Pro Partners

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



arvind@peeconomy.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:  
Felicis Kong

Ext:  
852 2573 6078

or email:  
kongf@pseconomy.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 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:

CFA 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 of 1 April 2019

Course fee includes:  
Course materials, lunch & refreshments

Course Director:  
**Arvind P. Mather, CFA, FRM**

Eligible for FTI & SkillsFuture Credit  
Programme code -  
P18300400RE

CE and CPD hours: 14 hours

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

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