

Private Equity Pro Partners
Presents

**Online Masterclass: Excellence in
Private Equity & Deal Structuring**

12th May - 22th May, 2021

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**3
MODULES**

**18 +
LIVE
EPISODES**

**HIGHLY
INTERACTIVE
WEBINARS**

**Masterclass Leading to Certificate
of Proficiency in Private Equity**

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Online Masterclass: Excellence in Private Equity & Deal Structuring

12th-22nd May, 2021

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- ✔ The advent and the challenges of mega funds, such as Blackstone, KKR and others and the 2022 forecast size of the global private equity asset class of \$ 5 trillion, necessitates a strong understanding of private equity and deal structuring for all players in the financial eco-system. Besides fund managers, small, growing companies, as well as established corporates need private equity or venture capital to fund their growth and merger and acquisition 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 limited partners and private equity funds, secondly, from the standpoint of companies and entrepreneurs who seek private equity and venture capital, and thirdly, on deal structuring solutions. Case studies of private equity transactions will be used. Case studies on Softbank, KKR's and Blackstone's investment strategy will be reviewed.
- ✔ The Masterclass will illustrate deal structuring techniques relating to private equity and buyouts. Deal structuring issues and solutions will be presented and discussed for various stages and components of private equity transactions. Deal structuring diagrams will be used to maximize clarity.
- ✔ 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 with value creation plans and how investments are exited.
- ✔ Participants will also 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.

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- Understand how private equity, buyout and VC funds are established;
- Master private equity and venture capital funds and how value is added;
- Understand deal structuring techniques;
- Understand private equity trends, including edtech, SPACs;
- Understand buyouts and leveraged buyouts, their use and structuring;
- Understand due diligence techniques;
- Grasp the rationale of the key terms of term sheets; and
- Opportunity to earn a Certificate of Proficiency in Private Equity.

Who should attend?

- Those wishing to enhance careers
- CEOs, CFOs, corporate treasurers and board members of companies, financial institutions and sovereign wealth funds
- Government regulators from the Ministry of Finance and Central Bank and Stock Market Regulators
- Learning to engage proactively with problems and solutions in the Private Equity and VC arena
- CFA, CAIA, FRM, MBA, CA & other post or undergraduates
- Lawyers wishing to understand modern finance
- Sovereign Wealth Funds
- Insurance Companies
- Private equity managers
- High net-worth Angel Investors
- Corporate VC Managers
- Engineers
- Bankers
- Venture capital fund managers
- Investment Officers
- Entrepreneurs, including start-ups
- Limited Partners
- Founders & Directors
- Risk managers
- Structured finance professionals

ATTENDEES WILL RECEIVE A CERTIFICATE OF PARTICIPATION FROM

Private Equity Pro Partners

Online Masterclass: Excellence in Private Equity & Deal Structuring

3 Modules: 12th – 22nd May, 2021

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Module 1: PE Strategies	Introduction Investment Strategies Investment Criteria (3 webinars)	Value Addition (1 webinar)	Due Diligence (2 webinars)
Module 2: Fund Formation and Operation	Fund Formation (1 webinar)	Limited Partners & Key Fund Terms, Fund Operations (1 webinar)	Exits (4 webinars)
Module 3: Deal Structuring & Term Sheets	Deal Structuring (2 webinars)	Key Steps to Raise PE (1 webinar)	Tips for Negotiating Term Sheets (3 webinars)

MODULE 1: Strategies, Buyouts, Diligence

6 Webinars

Wed 12 th May, 2021	6:00 – 6:45 p.m.	Investment Strategies
	7:00 - 7:45 p.m.	Value Add
Th 13 May, 2021	6:00 – 6:45 p.m.	Private Equity Buyouts
	7:00 - 7:45 p.m.	Leveraged Buyouts
Fri, 14 May, 2021	6:00 – 6:45 p.m.	Due Diligence:1
	7:00 - 7:45 p.m.	Due Diligence:2

MODULE 2: Fund Formation, Exits

6 Webinars

Sat, 15 th May, 2021	2:00 – 2:45 p.m.	Fund Formation
	3:00 – 3:45 p.m.	PE Operations
Mon, 17 th May, 2021	6:00 – 6:45 p.m.	Exit Strategies
	7:00 - 7:45 p.m.	Exits
Tue, 18 th May, 2021	6:00 – 6:45 p.m.	Exits
	7:00 - 7:45 p.m.	Exits

MODULE 3: Deal Structuring, Term Sheets

6 Webinars

Th, 20 th May, 2021	6:00 - 6:45 p.m.	Deal Structuring
	7:00 - 7:45 p.m.	Solutions
Fri, 21 th May, 2021	6:00 - 6:45 p.m.	Fundraising by Entrepreneurs
	7:00 - 7:45 p.m.	Term Sheets-1
Sat, 22 nd May, 2021	2:00 - 2:45 p.m.	Term Sheets -2
	3:00 - 4:30 p.m.	Negotiation



Course Outline & Webinar Schedule

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MODULE 1: DAY 1 : Wed, 12 May, 2021

Foundation of Private Equity & Heart of Private Equity

6:00 - 6:45 p.m.

FOUNDATION

- Distinguish types of Capital
- Investment Strategies
- Investment Rationale
- Case Study

7:00 - 7:45 p.m.

Heart of Private Equity

- Value Add
- Methods
- Who
- Case Studies

MODULE 1: DAY 2 : Thu, 13th May, 2021

Leveraged Buyouts & Private Equity Buyouts

6:00 - 6:45 p.m.

Private Equity Buyouts

- Management Buyouts
- Purpose
- Benefits
- Carveouts
- KKR, Carlyle, Blackstone

7:00 - 7:45 p.m.

Leveraged Buyouts

- Rationale
- Capital Stack
- Debt Limit
- Risks & Key Success Factors

MODULE 1: DAY 3 : Fri, 14th May, 2021

Due Diligence

6:00 - 6:45 p.m.

Due Diligence:1

- Purpose
- Types
- Financial
- Legal
- Case Study

7:00 - 7:45 p.m.

Due Diligence:2

- Strategic
- Operational
- Results
- Case Study

MODULE 2: DAY 1 : Sat 15th May, 2021

Fund Formation & How Private Equity Funds Operate

2:00 - 2:45 p.m.

Fund Formation

- Team
- Strategy
- Limited Partners, Alignment
- Best Practices

3:00 - 4:00 p.m.

How Private Equity Funds Operate

- Partners
- Committees
- Capital Calls
- Investment Process

MODULE 2: DAY 2 : Mon, 17th May 2021

Exit Strategies & Private Equity Exits

6:00 - 6:45 p.m.

Exit Strategies

- Techniques
- Preparation
- Optimization

7:00 - 7:45 p.m.

Private Equity Exits

- Types
- Risks
- Key Success Factors
- SPACs

MODULE 2: DAY 3 : Tue, 18th May, 2021

Exits

6:00 - 6:45 p.m.

Exits

- Case Study: Softbank: IPO of the We Company: Wework

7:00 - 7:45 p.m.

Exits

- Case Study: Exit During Corona Virus 19: Special Purpose Acquisition Corp (SPAC)
- Case Study: Carlyle Buyout & Exit Liquidity by Recapitalization

Course Outline & Webinar Schedule

[Register Now](#)

MODULE 3: DAY 1 : Thursday, 20th May, 2021 Deal Structuring

6:00 - 6:45 p.m

Deal Structuring -1

- Goals
- Hurdles
- Solutions
- Protections

7:00 - 7:45 p.m

Deal Structuring -2

- Case Studies

MODULE 3: DAY 2 : Friday, 21 May 2021 Key Steps Entrepreneurs Need to take for Raising Private Equity & Term Sheets

6:00 - 6:45 p.m

Key Steps

- Key Steps Entrepreneurs Need to take for Raising Private Equity
- Term Sheets

7:00 - 7:45 p.m.

Term sheets

- Nature
- Key Clauses
- Negotiation

MODULE 3: DAY 3 : Saturday, 22 May 2021 Term Sheets

2:00 - 2:45 p.m

Term Sheets

- Term Sheets (continued)
- Key Clauses

3:00 - 4:30 p.m.

Term sheets

- Negotiating Term Sheets
- Tips
- Special In-class Assignment

Eligibility For Certificates

Two types of certificates can be earned by attendees.

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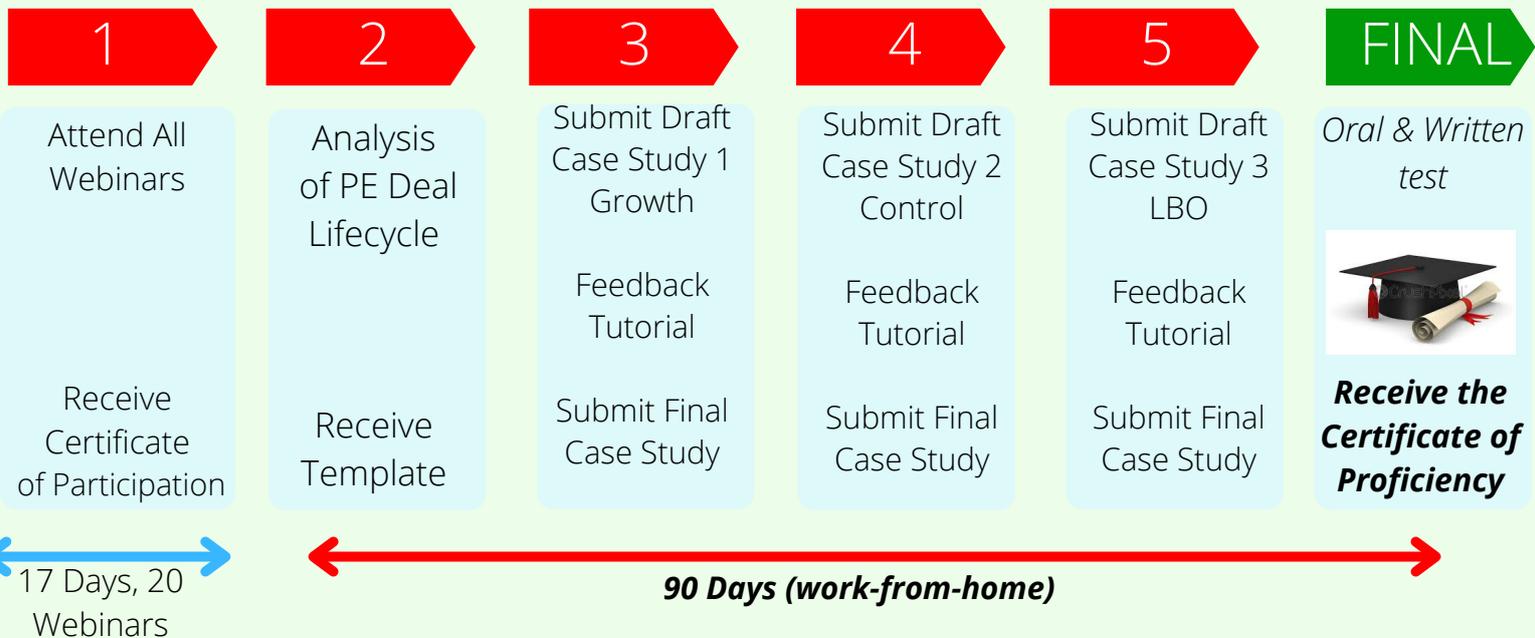
- The first only requires 100 per cent attendance in all Live webinars.
- The second certificate is optional and requires attendees to complete additional work within 90 days after the webinars. See table below. Full payment of registration fee is mandatory for both certificates.

How to Qualify For Private Equity Certificates

To Complete	Certificate of Participation	Certificate of Proficiency in Private Equity
100 % Webinar Attendance	✓	✓
Prepare & Submit 3 Case Studies in Given Format		✓
Attend 2 Webinars to receive guidance as a group from supervisor with over 20 year's private equity experience		✓
Deadline 90 Days		✓

Case Studies may be prepared in groups

How to Receive Certificate of Proficiency in Private Equity



FEES

Fee is only payable for the initial online masterclass. There is no fee for the additional coursework involving the case studies to be submitted by participants, supply of case study template by PEPP, supervision by PEPP and issuance of certificates to those who qualify.

Registration Fees & Certificates

ONLINE MASTERCLASS: Excellence in Private Equity & Deal Structuring, 12th May- 22nd May, 2021

We strongly recommend that participants attend all three modules. However, you can choose to attend all, or some of the modules.

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Indian Rupees

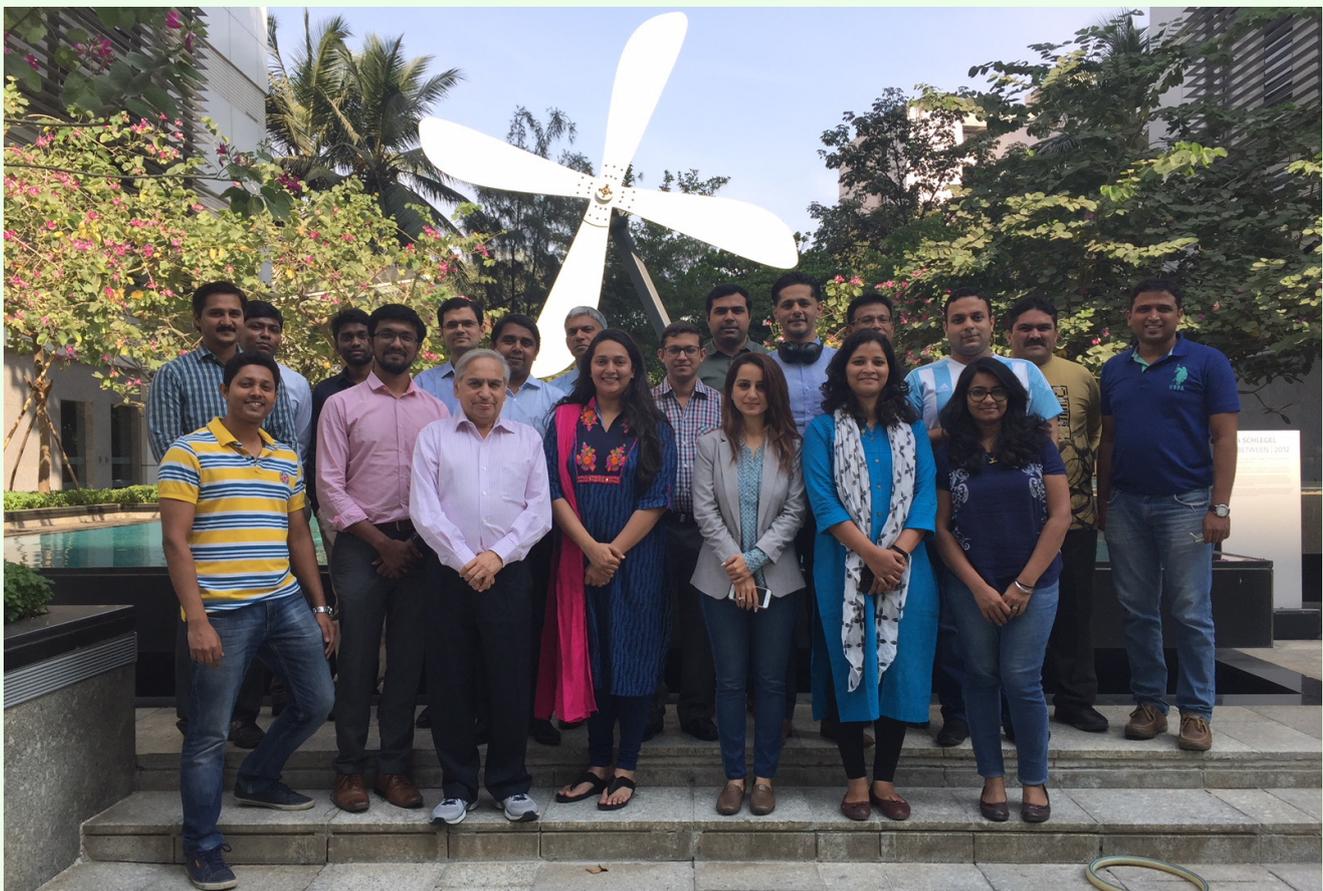
Fee	Early Bird (Before midnight 30 th April, 2021)	Regular (After 30 th April, 2021)
Module 1: PE Strategies	9,900	11,900
Module 2: Fund Formation, Exits	9,900	11,900
Module 3: Deal Structuring, Term Sheets	9,900	11,900
ALL Modules	19,800	27,000

[Terms & Conditions Apply](#)

[Click here to Pay](#)

Plus 18% GST

Go for early bird incentive : Buy 2 Modules. Receive 3rd free!





Arvind P. Mathur, CFA, CFA Institute, USA, FRM, 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 & the Canada Pension Plan. He is the Chairman of Private Equity Pro Partners.

Arvind has advised a start-up woman entrepreneur under a Goldman Sachs startup programme. 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 delivered a lecture on Asian buyouts at the Harvard Business School and has delivered nearly 100 masterclasses in private equity, venture capital and other classes in many countries.

Arvind has engineered several IPOs as well as successfully negotiated an exit of a financial services startup with the CEO of a US MNC in New York.

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

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



Speaker : Nupur Garg,
Founder, WinPE
Investor & Director



Nupur Garg is a leading investor in private equity and venture capital and an expert advisor to large institutional investors. Nupur's experience spans private equity investing, operations and finance in leading global organizations like IFC – an arm of the World Bank Group, Discovery Networks and PwC.

Nupur is an external expert on the investment committee for the INR 10,000 crore Govt of India Fund of Fund for Start-ups and an independent member of the investment committee at the Fund of Funds managed by NIIF, the quasi sovereign wealth fund in India. She is an advisor to and a member of the investment committee for the Dutch Good Growth Fund (DGGF) investment funds mandate given by the Dutch government for investments in SMEs in frontier markets across 75 countries. Nupur serves as an independent director on the boards of three companies, including SIDBI, the Indian DFI. She advises select fund managers on a confidential basis on matters related to institutionalization, best practices and governance. She also mentors female entrepreneurs across various platforms.

Nupur was listed among Forbes India W-Power; Self-Made Women 2020, India's top 100 Women in Finance (AIWMI 2019) and awarded the Business Excellence and Innovative Best Practices - Academia Award 2019.

In her last and most recent full time role, Nupur led the private equity and venture capital funds business in the region for IFC and is widely credited with establishing IFC's brand and credibility as one of the most respected institutional investors in this space. Under her stewardship, the portfolio doubled in size and returns, moving from a negative IRR to delivering gains for the first time in its history.

Nupur is a CA and an MBA from MIT Sloan School of Management, with executive education from Harvard Business School.

Nupur loves to spend time with her mother, husband and 5 year-old son, travel to new places, read and do 1000/ 1500 piece puzzles.



Speaker : Shivani Bhasin Sachdeva,
Founder and CEO,
India Alternatives



Shivani Bhasin Sachdeva is the Founder and Chief Executive Officer of India Alternatives Investment Advisors (“India Alternatives”). India Alternatives is a top performing mid-market private equity firm that backs unlisted companies that are the beneficiaries of transformational themes such as: women becoming more empowered as consumers; millennials driving a paradigm shift in consumption; technology reinventing financial services; and an increased focus on health and wellness.

The Fund has made marquee investments including: TransUnion CIBIL – India’s dominant credit information bureau; NSDL – India’s largest depository; Brinton Pharmaceuticals – India’s fastest growing dermatology focused pharmaceutical company; Gokaldas Intimatewear (‘Enamor’) – a market leader in the women’s premium lingerie space and Seclore Technology – a rapidly growing cyber security company.

Prior to founding India Alternatives, Shivani was a key member of senior management at IDFC Private Equity where she was responsible for deal sourcing, execution and monitoring companies across various sectors including domestic consumption, healthcare and hospitality. Some of her notable investments at IDFC Private Equity include HealthCare Global Enterprises, a company focused on providing best in class oncology care on a pan India basis and Vodafone Essar, a leading telecommunications company.

Shivani is also an Independent Director at Emaar India, one of the largest real estate developers in India with assets in the country of over \$3.5 billion, 6,000 acres of land, 50 active projects, and 14,000 people; and at HIKAL Limited, a highly innovative company working across the life science value chain with over 1500 employees and market cap of over \$185 million.

Shivani is a frequent speaker at domestic and international conferences on private equity including the SuperReturn, Europe and Singapore; Indian Venture Capital Association and AVCJ, Hong Kong and India.

Shivani has won an award for the top 25 women leaders in Finance by AIWMI (Association of International Wealth Management of India) as part of India’s Top 100 Women in Finance campaign. This campaign was designed to identify the most successful and respected women professionals in finance who are talented, resilient, ethical, strong and have grit.

Shivani received an MBA from the Wharton School, University of Pennsylvania, and a BA in Economics from Mount Holyoke College (Phi-Beta-Kappa, Magna Cum Laude, Sarah Williston Scholar).





Anil Kasturi is a Senior Partner at AZB & Partners, a highly reputed full services law firm in India. Anil has around 25 years of experience in advising international and domestic clients, including large multinationals, private equity funds and venture capital companies on all aspects of corporate and commercial laws. He has wide-ranging experience in public takeovers, M&A transactions, private equity investments and exits and complex restructuring of businesses. He advises a number of private equity funds including Warburg Pincus, Bain Capital and Brookfield. A few noteworthy transactions that Anil has worked on include investments by Warburg Pincus in Apollo Tyres & Bharti Airtel, by Bain Capital in Axis Bank and L&T Finance and buyout of Emami Power by Brookfield.

Anil has been consistently named as a leading/recommended lawyer in several international legal publications including being ranked as 'Band 1' lawyer in Private Equity & Venture Capital by Chambers Asia, Distinguished Practitioner for Corporate M&A and Private Equity by Asia Law leading lawyers and recommended for M&A and Governance by International Who's Who Legal. He was also the winner of Indian Business Law Journal's Deals of the Year 2017 for the investment by Bain Capital in Axis Bank.





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 centred 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; integrating 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.

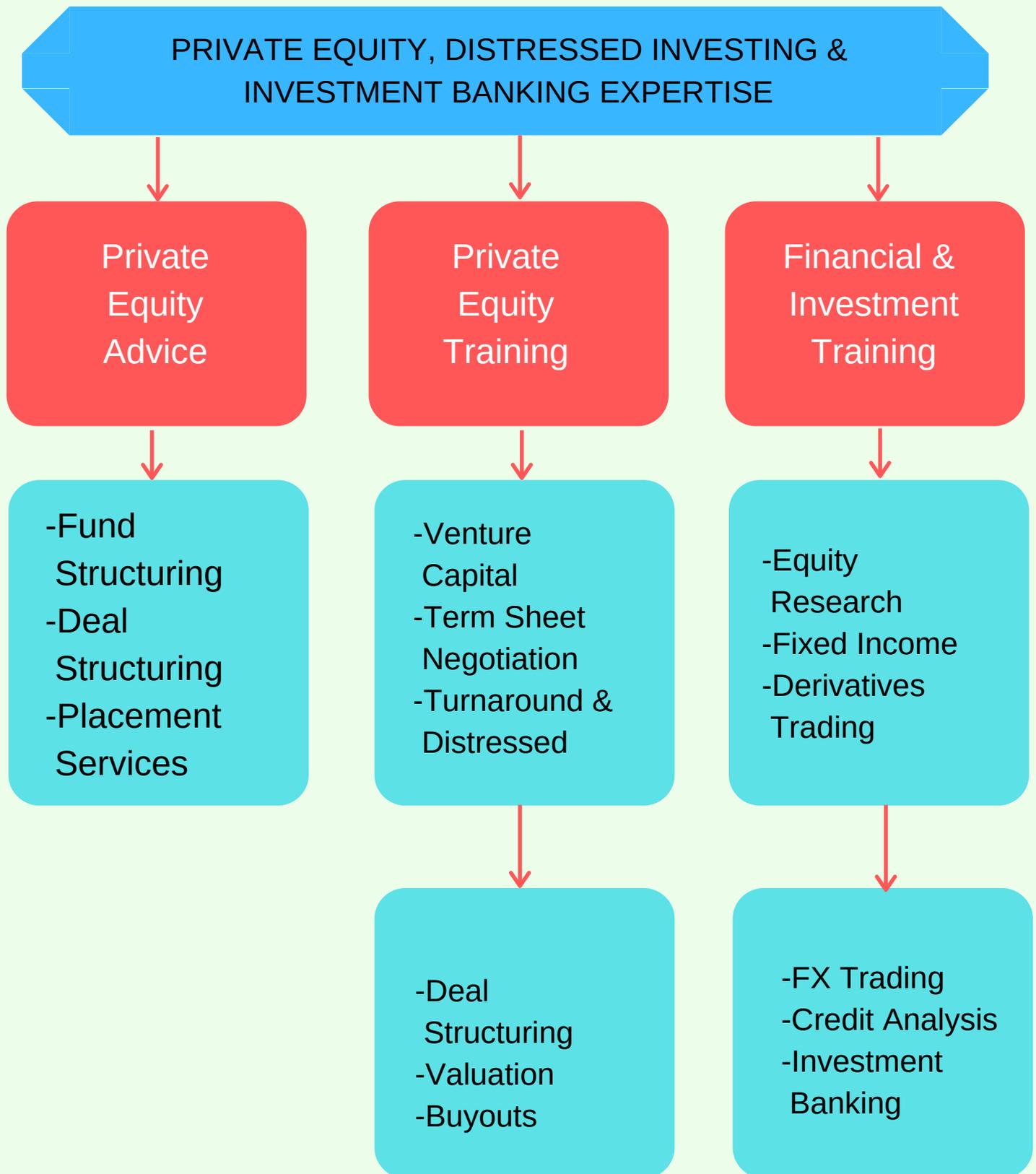
(b) Executive Education: PEPP meets the knowledge and skill development needs of investors, corporate leaders and executives. PEPP constantly researches relevant and current investment trends and transactions which are included in its educational programs to make them of relevance to the investment and corporate community. PEPP is led by its founder, Mr. Arvind Mathur, a CFA charter holder, who has over 40 years global practical experience in the realm of Private Equity, Mergers & Acquisitions (M&A), Corporate Finance, Banking and Investment Banking.

Skill-Sets Strengthened at PEPP Events for Professional Development

A wide range of skills are 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, Pakistan 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.

Introduction to Private Equity Pro Partners



*Both online & in-person education is provided anywhere in the world



List of Previous Events Conducted by PEPP Leaders

- ✓ Online Masterclass in Venture Capital & Startups, 25th - 30th March, 2021, Singapore
- ✓ Webinar: Turnaround & Distressed Investing in India, 15 December 2020.
- ✓ Online Masterclass in Venture Capital & Startups, 2nd - 6th November, 2020, Singapore
- ✓ Online Masterclass: Excellence in Private Equity & Deal Structuring, 28th September, 2020 - 2nd October, 2020, Singapore
- ✓ Online Masterclass: Excellence in Mergers and Acquisitions, 24th - 28th August, 2020, Singapore
- ✓ Online Training in Litigation Finance (7 webinars), June 2020
- ✓ Online Training in 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 Strategics 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, Mass, USA 8th 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
- ✓ Masterclass: Excellence in Private Equity and Deal Structuring, 29-30 Apr, 2019, Singapore
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 30 - 31 Oct, 2018, Singapore
- ✓ Masterclass: Excellence in Venture Capital & Start-ups, 18 -19 Oct, 2018, Singapore
- ✓ LP-GP Meetings for Impact Investing, 7-9 Oct, 2018, New Delhi
- ✓ Masterclass: Excellence in Negotiating Private Equity & Venture Capital Term Sheets, 1 - 2 Dec, 2017, Mumbai



List of Previous Events Conducted by PEPP Leaders

- ✓ Masterclass: Excellence in Mergers & Acquisitions, 31 Oct – 1 Nov, 2017, Singapore
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 3-4 Aug, 2017, Singapore
- ✓ Masterclass: Excellence in Private Equity, New Delhi, 29th-30th May 2017
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 5-6 Oct, 2016, Singapore
- ✓ Workshop on Private Equity, Ministry of Finance, India with Bain & Co, New Delhi, 6th Sept, 2016
- ✓ Masterclass: Venture Capital & Start-ups, 31 August-1 Sept, 2016, Singapore
- ✓ Workshop on Life Cycle of Private Equity & Venture Capital Funds, Ministry of Finance, India with Mckinsey & Co, New Delhi, 29th October, 2015
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 4-5 Nov 2015, Singapore
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 4-5 March, 2015, Singapore
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 6-7 Nov 2014, Singapore
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 14-15 Nov 2013, Singapore
- ✓ Masterclass: Excellence in Private Equity, 27-28 May, 2013, October
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 6-7 Feb, 2013, 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
- ✓ Masterclass in Fixed Income Strategies & Techniques, 21-22 November, 2012, Singapore
- ✓ Excellence in Private Equity, Hyderabad, 3-4 August, 2012



List of Previous Events Conducted by PEPP Leaders

- ✓ 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, 9th March, 2011
- ✓ Mumbai Leadership Series in Private Equity: Private Equity Workshop, 10th March, 2011, Mumbai
- ✓ Mergers & Acquisitions, World Economic Forum HQ, Geneva, Switzerland, 2nd February, 2011
- ✓ Fixed Income Workshop, 14th 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, 28th August to 1st 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



PEPP Events : Speakers & 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 at 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

- UBS
- JP Morgan
- Government of Singapore Investment Corporation
- The Monetary Authority of Singapore
- Bank of International Settlements, Switzerland
- KKR Portfolio Company
- 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
- IFC/World Bank
- Harvard University
- Thunderbird University
- Stanford University
- Hoya Medical Singapore
- Soibuild Group Holdings
- GIC
- Changi Airport Group
- Deloitte Tohmatsu Financial Advisory LLC
- Lenovo (Singapore) Pte Ltd
- IMC Industrial Group
- Asian Development Bank
- Focal Oilfield Solution

- Facebook
- Ministry of Finance, India
- Ministry of Power, Mainland China
- People's Bank-The Central Bank of Mainland China
- Board of Directors, ADM, World Economic Forum, Geneva
- IFCI Venture
- The Tata Group
- The Kaizen Fund
- Wolfensohn Capital Partners
- Raiffeisen Bank Financial Advisory Int'l
- Labuan Reinsurance
- Norddeutsche Landesbank Girozentrale
- The Shell Corporation
- Korea Telecom
- Ericsson-LG
- The San Miguel Corporation
- PricewaterhouseCoopers
- Deloitte: Japan, Philippines
- 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



WHAT OTHERS SAY ABOUT US

TESTIMONIALS & ACCOLADES

§ "Thanks for a great course.... Very Interesting. I shall have my whole team attend"

§ "Very practical and non-academic, trainer's expertise is based on the breadth and depth of his experience"

§ "Very entrepreneurial approach"

§ "We discovered a big gap in what we can do on the corporate finance side and what we would like to do"

§ "Enabled us to look at our client base & business opportunities differently, in a very forward-looking way"

§ "Very relevant: many excellent ideas"

§ "Hi Arvind! Many thanks to your willingness to share with us. It was heartening to see you pour in the subject with passion. It definitely helps me a lot in my current development.

Please do." Chris Angkosa, Indonesian Investment Banker

"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 and hopefully I think we will need your help further", Lelanjale (Ruvini) Bank of Ceylon

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

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.

MBA Intern joined Citibank Hong Kong



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.

Senior Manager, Facebook

Hi Arvind! Many thanks to 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

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, 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

"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"

Bank Of Ceylon.

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

Venture Capital Firm, Singapore

"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."

Investment Banker based in Bombay

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

Managing Director, Citi



TOP TEN REASONS WHY Our Training is of a High Quality

1

Experience: Our Chairman and our trainer have 40 years' relevant experience and track record in venture capital, private equity, M&A, Investment banking, commercial banking, risk management and valuation.

2

Proprietary Case Studies: Our training content includes curated case studies which are not available elsewhere and which we have prepared ourselves.

3

Practical: We provide a practical perspective that can be used in your work for quick impact

4

Customer Focus: We make sure that all delegates understand the subject matter.

5

Clarity: We explain and illustrate concepts with complete clarity.



6

Solutions: We provide solutions to problems faced by practitioners.

7

Highest Ratings: Many of our delegates have applauded us with the highest rating of our training.

8

Network: We have a strong network of contacts in the private equity, venture capital and investment banking domain so that we are part of the information flow.

9

Leading: We have attended training at the world's leading organizations in the US such as Goldman Sachs, the Harvard Business School; the US SEC, Citibank and other leading organizations

10

Quality: We don't leave any stone unturned to deliver the highest quality training in our areas of expertise





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 For In-Person Course



Private Equity Pro Partners

Masterclass: Excellence in Due Diligence



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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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+91 9818394615

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



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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 topics 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 2,490

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

Language: English

Length of Course: 2 Days

For More Information: Felicia Kong

Tel: 852 2573 6078

or email: felicia@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 eco-system, 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 maximize 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: S\$1,580* (Early bird fee) S\$1,780* (Standard fee)

Non member: S\$1,780* (Early bird fee) S\$1,980* (Standard fee)

*How below 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 FTI & SIFU Future Credit Programme code - P18300400K

CE and CPD hours: 14 hours

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



Private Equity Pro Partners Terms & Conditions

1. The dates or timing can be varied by Private Equity Pro Partners (PEPP) - the organiser- of the Masterclass for any reason whatsoever such as a pandemic or epidemic, medical issues of the Course Director and other speakers, force majeure events or any type of technological breakdown such as internet failure or software crash.
2. The organisers can vary the syllabus if needed to suit the needs of the audience.
3. No refunds will be provided. Those unable to attend can inform the organisers at least 7 working days in advance of the commencement of the Masterclass and can transfer their course attendance entitlement to another person. There can be no partial transfer to a third party.
4. Eligibility for Certificate of Participation: (i) It is mandatory to attend ALL live webinars of the online Masterclass ; (ii) the applicable registration fee should have been paid in full; and (iii) display of professional and courteous conduct during all webinars.
5. Eligibility for Certificate of Proficiency in Private Equity : (i) It is mandatory to attend ALL live webinars of the online Masterclass ; (ii) the applicable course registration fee should have been paid in full. (There will be no additional fee other than the registration fee) : (iii) display of professional and courteous conduct during all webinars and in all interactions with PEPP and its staff (iv) prepare and submit at least three private equity case studies in ppt format including the information required in the template provided by PEPP; (v) score qualifying marks in a written objective-type test covering the topics discussed during the online Masterclass; (vi) at the final stage pass an oral interview-cum-examination. All requirements can be met through work-from-home and no travel would be required. Requirements (iv), (v) and (vi) mentioned in this para, are expected to be concluded within approximately 90 days of the end of the Masterclass. PEPP reserves the right to provide an extension of time.
6. Powerpoint presentations used in the webinars will be available for viewing only for a period of 15 days after the end of the Masterclass. No recordings of videos will be provided. The video recordings and the powerpoint presentations are confidential and are the intellectual property owned by Private Equity Pro Partners(PEPP). No party has the right at any stage to copy, download or shoot a picture or a video of the presentations or of the live webinars or videos used during the Masterclass. PEPP will take all legal action with the full force of law against any party found violating its intellectual property,or the confidentiality requirements, or copying the presentations, or sharing them with any third party or uploading them in any manner, including on any computer or email software.Any material or presentation submitted to PEPP as part of the certificate requirements will be the intellectual property of PEPP.
7. Code of Conduct: All participants are required to display proper conduct and dress appropriately during the webinar.
8. Photography Policy: Photographs may be taken at PEPP in-person and online events and featured in the photo gallery section of our website or publications. By registering and attending our meetings, you agree with our photography policy, and understand that your photo may be included in the photo gallery. If you do not agree with this policy please email arvind@peequity.com immediately.
10. Speaker Attendance: Our normal policy is to confirm the attendance of each speaker in advance of the event. There are times when a particular speaker(s) may be unable to participate at the scheduled time ,due to medical reasons, emergencies, government duties, travel restrictions, local or nationwide lockdowns, pandemic or epidemic, internet or software crash or malfunctioning of equipment or other unavoidable reasons.



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