

# Private Equity for Support Staff

## An Introduction to Private Equity and Venture Capital

**1-Day Executive Education Training Programme**

London: 19<sup>th</sup> March 2020



### Programme Overview

#### Private Equity for Support Staff

This is a non-technical 1-day course where the key concepts of this fascinating asset class are broken down, simplified and explained in a clear way using everyday language.

This interactive course designed to give attendees an introduction to private equity and venture capital. It is aimed at all support staff who work at a private equity or venture capital firm or service provider, and need an understanding and overview of what the industry is about. There is plenty of scope for Q&A.

At the end of the training day, attendees will have a much better understanding of the private equity landscape and where their firm fits in the picture.

### Course Director – Kapriel Kasbarian



**Kapriel Kasbarian** is responsible for all aspects of the day to day running of Ascentium Associates. His exposure to private equity is both from an entrepreneurial perspective - Ascentium Associates is backed by private equity investors - as well as that of a private equity service provider (commercial due diligence, and publishing and training services). He is a learning and development professional who was previously a strategy consultant at Armstrong Transaction Services where he undertook commercial due diligence and strategy consulting projects for private equity and corporate clients.

Prior to that he was at PEI where he established and ran their training business for 5 years. Prior to setting up the training division, he ran PEI's specialist book publishing and online database and directory division. Whilst at PEI, he regularly trained his team members on different aspects of private equity.

He has also gained strategy consulting and commercial due diligence experience at PMSI and Bain & Co, and financial markets experience at RBS. Earlier in his career he worked in retail audit at MEMRB International in Cyprus and Russia. Kapriel has an MBA from Cass Business School, London and a BA in Management from the University of Hull.



## 1-Day Executive Education Training Programme

### This course is aimed at:

This course is aimed at all support staff (finance, marketing, IT, etc) who work at a private equity or venture capital firm or service provider, and need an understanding and overview of what the industry is about.

### Key Learning Outcomes:

Attendees of this one-day course will gain an understanding of :

- The big picture of the private equity landscape
- Key players and their roles
- Key terms and concepts
- An appreciation of the full fund cycle
- Understanding how returns are generated
- Understanding exit strategies

### In-House Training Solutions

#### Need a bespoke training solution for your team?

If you have a large team that needs training, an in-house training solution may be right for you. We can run this training programme or a more bespoke course designed especially for the needs for your team.

A programme can be run on **dates convenient to you**, at a venue of your choice, such as **at your offices** and could even prove to be more **cost-effective**.

Programmes can be delivered in a face-to-face classroom-based setting and can also be combined with live online follow-on sessions.

To find out if an in-house solution is right for you, please contact :

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+44 207 193 5423  
[kkasbarian@ascentium-associates.com](mailto:kkasbarian@ascentium-associates.com)  
[www.Ascentium-Associates.com/in-house](http://www.Ascentium-Associates.com/in-house)

# Course Outline

## Topics

### Introduction and Welcome

*Attendee icebreaker session*

### The big picture – what is private equity and venture capital?

### Alternative asset Classes – What are they? Where does PE and VC fit in?

- Risk vs Return
- Liquidity spectrum

### The private equity spectrum, from seed capital to mega buyouts

### A look at some market data

### Back to private equity – the market landscape

- Key players and their roles
  - General Partners – PE/VC firms
  - Limited Partners
    - Types of LPs
  - Portfolio companies
  - Service providers
    - Placement Agents
    - Investment consultants
    - Law firms
    - Banks
    - Due diligence providers
    - Secondaries

### So what do PE firms actually do?

- Just another business? How do they stay in business and make money?

### The Fund Cycle

- Formation & strategy
- Fundraising
- Investments, co-investments and club deals
- Use of leverage
- Exits
- Raising the next fund

*Team fund design presentation exercise*  
*Would you invest?*

### Measuring returns

- Internal rate of return
- Why is time the thief of IRR?
- Multiples

*Group team exercise – investment presentations or deal proposals*

### Exits

- Trade sale
- Secondaries – portfolio companies, fund positions
- IPO

### Final Q&A Session

*“I found this to be a very insightful course, providing a broad overview of private equity relative to other asset classes, before focusing in more detail on fund cycles, investments and performance. The interactive nature of the course and anecdotes from the trainer made for an interesting day, which is to be recommended to those who are seeking an introduction to private equity, or wish to build on existing knowledge in this area.”*

# Registration Form

Private Equity for Support Staff: London – 19<sup>th</sup> March, 2020

## Delegate Details

**Delegate 1:** Mr/Ms/Mrs/Dr..... First name.....Last Name.....  
Job title.....Email address.....

**Delegate 2:** Mr/Ms/Mrs/Dr..... First name.....Last Name.....  
Job title.....Email address.....

**Delegate 3:** Mr/Ms/Mrs/Dr..... First name.....Last Name.....  
Job title.....Email address.....

**To register more delegates, please call us on +44 207 193 5423**

**Organisation Name:** .....Membership No. (if applicable).....  
Address.....City.....  
Post/Zip Code.....Country.....Tel.....

## Pricing Choices

**Book by Friday 21<sup>st</sup> February to receive the Earlybird prices.**

Please tick the appropriate box:

	Earlybird Rate	Normal Rate
1 Delegate	<input type="checkbox"/> £550	<input type="checkbox"/> £695
2 Delegates	<input type="checkbox"/> £995	<input type="checkbox"/> £1295

**Note: All prices exclude 20% VAT which will be added to your invoice or credit card transaction**

## Payment Details

We accept payment with American Express, Mastercard, Visa or by invoice/direct wire transfer. Payment in full must be received in advance of the programme. Registrations received fifteen (15) days or less before a course commences, then the payment must be via credit card.

Please tick method of payment:

Please email to me an invoice  Credit Card Payment - American Express/Mastercard/Visa

Full Name as it appears on Credit Card.....

Credit Card Number.....Expiry Date.....Security Code.....

I have read and agree with the Terms & Conditions\* - Signed.....

*\*For Terms & Conditions, please visit [www.Ascentium-Associates.com/terms-conditions](http://www.Ascentium-Associates.com/terms-conditions)*

**Please scan and email your completed registration form to [info@ascentium-associates.com](mailto:info@ascentium-associates.com)**  
Alternatively register online at [www.Ascentium-Associates.com](http://www.Ascentium-Associates.com) or call +44 207 193 5423

# About Us

**Ascentium Associates** - We are a specialist training provider, focused on the private equity, real estate and infrastructure/project finance and hedge fund asset classes. Our industry course programmes are delivered by highly experienced practitioners enabling you to learn from seasoned veterans.

We are passionate and focussed on your training and development needs and offer many strong reasons as to why you should consider training with us:

•**Faculty Expertise** – Our faculty of experienced practitioner trainers, makes us different from other providers. We have a dedicated section on our website so that you explore the expertise that we can offer.

•**Small Class Sizes** – Our courses are small groups (usually between 8-15 people) and are highly interactive. This allows for a lot of scope to ask questions and join in discussions. Attendees are encouraged to actively join in, contributing with their own experiences and also challenge and learn from each other. Individual and group exercises are designed to get people thinking about, reinforcing and applying their learnings.

•**Learning with your peers** – Our programmes are primarily aimed for industry participants, so you can expect to be training alongside an engaging peer group.

•**Alumni group** – In addition to the peers you will meet, we also have an alumni group for you to network with.

•**Quality Programme Materials and Certificate of Completion** – All programme attendees will receive the programme content and a certificate of completion.

•**Quality venues** – We always use easy to get to venues that are centrally located and which provide the right balance of comfort and technology to facilitate your learning experience.

•**Post course discussion forums** – The forums on our website provide a platform to continue discussions and conversations with fellow attendees.

•**Feedback** – Programme feedback is very important to us, both during and after a programme and forms a basis for ongoing continuous improvement.

•**In-house training** – In addition to our scheduled programmes we also offer bespoke programmes offering expertise, convenience and cost effectiveness.

•**Track record** – Our team of professionals have many years experience of planning, designing and delivering training programmes.



We look forward to working with you.

Best Regards,

Kapriel Kasbarian  
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Ascentium Associates  
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# FAQ

## Frequently Asked Questions:

For a full FAQ please visit [www.Ascentium-Associates.com/faq](http://www.Ascentium-Associates.com/faq)

**Venue** - I know the city in which the course will take place, but where exactly is the training venue located?  
The venue will be located in a central part of the city. As we use several different venues (depending on availability and the number of registered delegates) in each city, we will finalise the venue once we have a good idea of how many attendees we are expecting and will inform you accordingly. We usually finalise the venue about 2-3 weeks before the course.

**Laptops** – Do I need to bring a laptop to the course?  
Unless it is specified, bringing a laptop is optional

**Travel & Accommodation** – I do not live local to the course, do the course fees include my travel & accommodation expenses?

No – Each attendee is responsible for their own travel & accommodation costs and arrangements.

**Timing** – What time does a training day start and end?

Unless specified otherwise, training will start by 9:15am and finish by 5:00pm. On the first day of a course, attendees are required to register their presence and collect their course materials and are therefore requested to arrive by 9:00am.

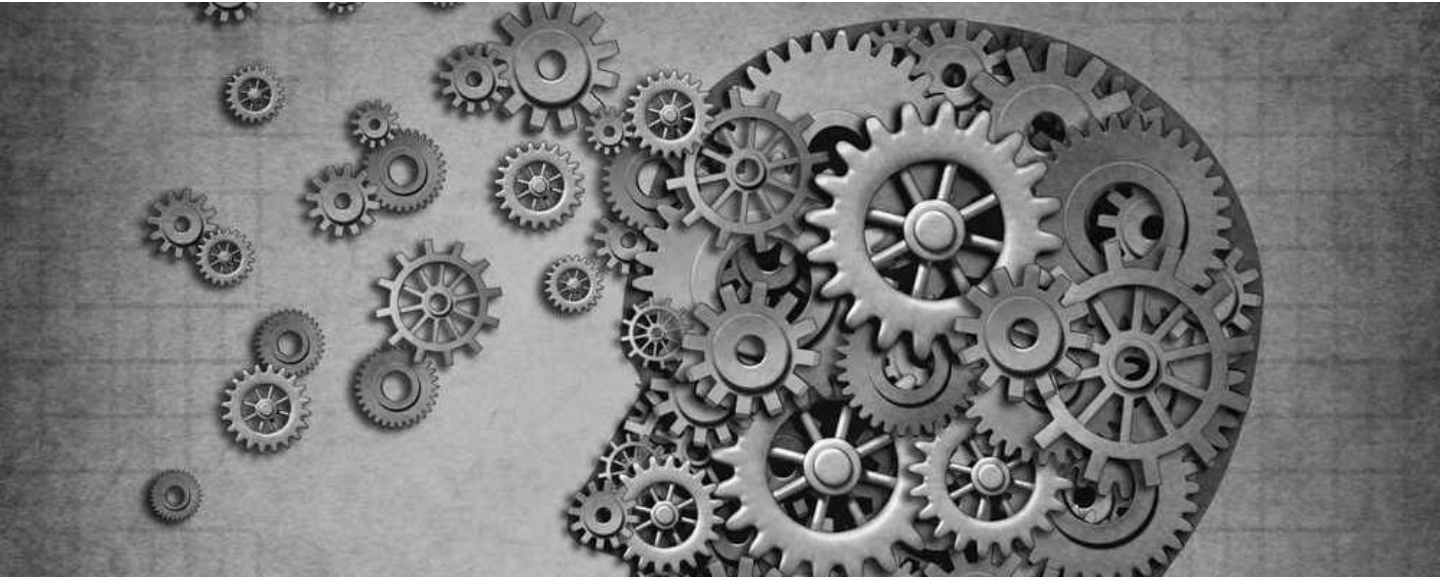
**Food & Beverages** – Are there any food or drinks served during a training programme?

There will be 2 to 3 short tea/coffee breaks and a lunch available daily and are included in the programme fee.

**Cancellation Policy** – What is your cancellation policy?

For our full policy of cancellations please visit [www.Ascentium-Associates.com/terms-conditions](http://www.Ascentium-Associates.com/terms-conditions)





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**To Register visit**

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**or call +44 207 193 5423**