



CAPITAL PLUS PRIVATE LIMITED
11 BEACH ROAD #03-01 CRASCO BUILDING SINGAPORE 189675

COURSE OUTLINE

VENTURE CAPITAL & PRIVATE EQUITY FOR INDUSTRY PROFESSIONALS

Objectives

- Participants will acquire the basic and essential knowledge and skillset required to perform their roles effectively in the Venture Capital (VC) and Private Equity (PE) industry. VC will also include the Corporate VC set up.
- The syllabus will cover the entire activity chain from Fund-Raising, Setting up, Investment and Divestment. Post-Investment processes such as Portfolio Management and Fund Administration will also be covered.

Intended Participants

- Existing Investment staff in the VC/PE industry that have not gone through a formal training
- Newly-hired staff from other industry who join the VC/PE industry
- Staff from other industries (e.g. private banking or asset management) who need to understand VC/PE processes and products

Course Duration

- 2 days from 9.00am to 5.00pm

Course Delivery

- Lectures
- Class exercises
- Role Play
- Case Studies



Course Outline

Day 1 – AM

Brief Introduction and Overview

- VC/PE as an Investment Asset Class
 - Characteristics of such investments
 - Comparison with other investment asset classes
 - It's role in the funding cycle
- Typical structure
 - Limited and General Partnerships
 - Fund and Fund Manager
- Business Model
 - Management Fee
 - Carry Interest
 - Fund Raising
- Corporate Venture
 - Overview
 - Comparison with VC – pros and cons
 - Maximizing the potential for success

Day 1 – PM

The Investment Cycle

- Deal Origination
- Deal Evaluation
- Term Sheet
- Due Diligence
- Deal Closing
- Post Investment
- Deal Exit



Day 2 – AM Structuring and Valuation

- Structuring
 - Typical VC instruments e.g. Redeemable Convertible Preference Shares, Convertible Bonds/Notes
 - Anti-dilution provisions – ratchets
 - Documentation

- Valuation Techniques
 - Future Maintainable Earning
 - Comparable
 - Expected Return
 - DCF
 - Heuristics

Day 2 – PM1

Valuation Techniques (cont'd)

Day 2 – PM2

Post – Investment Processes

- Types of Post-Investment Structure
 - Integrated
 - Separate
 - Supplementary
- Fund Administration – Backroom Support
 - Accounting
 - Drawdowns
 - Reporting
 - Keeping Track of buying and selling
- Portfolio Management - Establishing an effective Portfolio Management system
 - Allocation of Resources



- Surveillance & Verification of Performance of investee companies
 - Formulating a monitoring plan for investee companies
 - Value-adding
 - Follow-On decisions
- Establishing a Risk Management System

Conclusion and Final Takeaways

BRIEF RESUME OF TRAINER EU LEE KOON

Eu Lee Koon is the Founder and Executive Director of Capital Plus Private Limited, a Singapore company specializing in training and consulting in the Venture Capital and Private Equity (“VC/PE”) industry (www.capitalplus.com.sg). He started his career in the VC/PE industry from 1993 with Walden International, a USbased VC firm. His most recent appointment was as CEO of Sharjah Asset Management LLC, the de-facto sovereign wealth fund of the Government of Sharjah, part of the United Arab Emirates. He spent 6 years there, building and running the company, focusing on investments in the Asia Pacific and Middle East regions. His previous experience also includes the Private Equity arm of the Government of Singapore Investment Corporation (GIC), where he was responsible for the Portfolio Monitoring Group, which oversees and conducts all post-investment activities such as Fund Administration, Portfolio Management and Divestment Planning & Execution. Joining GIC at the beginning of the 1997 Asian Financial Crisis, he gained valuable experience handling troubled investee companies in the region affected by the crisis. While there, he also led a team to study the industry practices of various established Private Equity and VC fund managers in the US, Europe and Asia. Mr. Eu holds a Bachelor of Engineering (honours) degree and an MBA from the National University of Singapore.