

Insights into Private Equity

By Wong Kah Teck, CFA, MBA (Chicago Booth), BSc (Wharton School) and BA (University of Pennsylvania)

Program Overview

What is Private Equity (PE)? How does a PE fund work? How do we evaluate a deal term sheet? How do PE funds evaluate investees? What's an optimal exit strategy for an investee?

The **Insights into Private Equity** program provides valuable frameworks to address such questions and more. What's unique about this program is that we take a *holistic* and *critical* look at the core aspects of Private Equity.

Specifically, in this Program, participants will gain valuable insights into the following topics:

- Defining Private Equity (PE)
- Structure of PE Funds
- Evaluating Deal Term Sheets
- Valuation and Value Creation: PE Perspective
- PE Exit Strategies

This program is essential for anyone who wants to gain a comprehensive and practical insight into Private Equity. This includes CEOs, CFOs, entrepreneurs, members of the Board of Directors, bankers, investment managers/analysts, management consultants and legal/compliance professionals keen to develop a better understanding of private equity.

This program emphasizes practical learning over academic theory. It relies heavily on real world case studies written by premier business schools and computer simulations to clarify concepts, develop intuition and most importantly, to make learning fun.

Key Program Takeaways

- Differentiate the investment strategies and terminology of Private Equity (PE)
- Describe the unique structure of PE funds
- Justify the inclusion of PE in a portfolio
- Compare private equity financing with other financing sources
- Explain the key terms in a deal term sheet
- Evaluate a deal term sheet from PE and investee perspectives
- Analyze securities issued in a PE context and their effects on the PE investor and investee
- Show how PE funds evaluate and value investees
- Recommend an exit strategy for a PE investee

How Will You Learn

- Business school case study discussions and presentations
- Spreadsheet simulations and reading materials
- Interactive lectures; group discussion and role plays

Date and Venue

22 – 23
Apr

Mon – Tues 09:00 – 17:30

Perdana Room,
Royal Lake Club, Kuala Lumpur

Fee

Standard	RM 3,800
Early Registration*	RM 3,600

10% discount applies for group registration of 3 or more from the same organization

* by **22 March 2019**

Target Audience

- CEOs
- CFOs
- Entrepreneurs
- Members of the Board of Directors
- Investment and Corporate Bankers

- Investment Managers/Analysts
- Finance professionals in a corporation
- Management Consultants
- Legal/Compliance Professionals

Others

10 SIDC CPE points

HRDF Claimable

Prerequisites

- A strong desire to challenge oneself and participate via case-based learning
- Working knowledge of financial statements and corporate valuation
- Collected and read the assigned cases before the Program

Participants are encouraged to bring along their laptops equipped with Microsoft Excel 2007 or higher.

Enquiries

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Program Outline

Day 1

Session 1: Fundamentals

- Program expectations and outline
- Private Equity (PE): definition and scope
- A survey of PE investment objectives
- Justifying the inclusion of PE in an investment portfolio

Case Study: Why invest in PE? An asset allocation perspective

Session 2: Structure of PE Funds

- The partnership structure
- PE fund-specific terminology
- The lifecycle of a PE fund
- Demystifying PE fund fees

Case Study:

- Calculating PE fund fee waterfall

Session 3: Fund Raising and Term Sheets

- Key issues in PE fund raising
- Comparing PE funding vs. other funding sources
- Making sense of deal term sheets

Case Study:

- Evaluating a deal term sheet from the perspective of PE fund and investee

Session 4: Private Equity Securities

- Types of PE securities, their features and mechanics
- Rationales for issuance
- Comparing PE securities with traditional equity
- Key terms related to PE securities

Day 2

Session 5: Investment Operations

- What PE funds look for in an investee
- The PE investment process
- A closer look at different PE investment styles

Case Study:

- Due diligence of an Investee

Session 6: Value and Value Creation

- A review of valuation methods
- PE-specific valuation methods-start-ups and established firms
- How do PE firms create value from their investments?

Case Studies:

- PE valuation of an entrepreneurial firm
- PE valuation of an established firm

Session 7: Exit Strategies

- Describing the exit strategies available
- Evaluating exit strategies-key factors to consider
- Maximizing value from an exit

Case Study:

- Evaluating exit strategies for an investee

Session 8: Program Summary and Conclusion

- Review of key ideas and concepts
- Questions and Answers

Trainer's Profile



Kah Teck has more than a decade of capital markets experience. He was a portfolio strategist in CIMB Investment Bank and Am Investment Bank where he was responsible for spearheading investment advisory and product development initiatives and also played an active role in evaluating numerous plain vanilla and hybrid fund raising options. He has also worked for the Securities Commission in research and formulating capital market development policies.

Now the Managing Director and Principal Trainer for FMTCS Sdn Bhd, Kah Teck passionately shares his knowledge and experience with professionals in many of Malaysia's leading financial institutions and government-linked institutions. His trainees frequently credit him with the ability to make finance interesting and demystify complex finance concepts.

Kah Teck graduated *summa cum laude* with a dual degree in finance and economics from the University of Pennsylvania's Wharton School and School of Arts and Sciences, and holds an MBA (with Honors) from the Booth School of Business, University of Chicago. He is also a Chartered Financial Analyst (CFA) charterholder. Kah Teck was also awarded the prestigious ASEAN scholarship to pursue pre-university studies in Singapore.

His teaching and research interests are in corporate finance, derivatives, securities valuation, financial risk management, financial modelling and financial analysis.

What our past participants say about Kah Teck's training delivery:

- *"Covers many topics in fun ways and knows how to make a supposedly dry and complex topic like finance simple yet engaging"*
- *"He has immense knowledge of finance and is very passionate and eager to teach and share-it amazes me how one can make finance so interesting and easy to comprehend"*
- *"Effectively uses case studies, computer simulations and real-life examples to bridge the gap between financial theory and practice"*
- *"Very useful in my role as a corporate finance professional as it covers relevant qualitative and quantitative issues"*
- *"Case studies are an effective and interesting way to learn and bring finance to life"*
- *"Many valuable analytical tools for finance were gained"*

Registration Form

Insights into Private Equity

on 22-23 April 2019, Perdana Room, Royal Lake Club, Kuala Lumpur

09:00 – 05:30

Registration commences at 08:30

Fee: RM3,800 (RM3,600 by 22 March 2019)

Name : _____

Designation : _____

Company : _____

Contact Tel. No. : _____

Fax No. : _____

Email Address : _____

Training Dept. : _____

Name: : _____

Contact Tel. No. : _____

Email Address : _____

Payment Details

BY CHEQUE Cheques should be made payable to “FMTCS Sdn Bhd”. Please indicate the following details at the back of your cheque.

- Your Full Name as per registration detail
- Contact Number & Email Address

BY TELEGRAPHIC TRANSFER

- Participants will bear all bank telegraphic transfer charges.
- Once we receive your registration form, we will provide you with an invoice and bank-in details.

Cancellation and refund policy

Cancellations are allowed up to 15 working days before the date of the program.

Cancellation made with less than 15 working days will not receive a refund but may nominate a substitute.

Enquiries

Please contact +6 016 633 2883 or email us at fmtcs.sb@gmail.com

Disclaimer

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Fee includes tuition, documentation, lunch and refreshments. Participants are responsible for their own flights and accommodation. An invoice will be sent upon receipt of registration form.