

Private Equity Deal Process

Within its continuous pursue to introduce the main training programs related investment companies work, Investment Studies Center (ISC) @ Union of Investment Companies, in collaboration with Wall Street Prep are delighted to invite you to a professional program according to the following details:

استمراراً من مركز دراسات الاستثمار لدى اتحاد شركات الاستثمار في تقديم البرامج التدريبية الأساسية لعمل شركات الاستثمار، يسرنا وبالتعاون مع Wall Street Prep الإعلان عن تنظيم برنامج تدريبي مهني ودعوتكم للمشاركة فيه، وفقاً للتفاصيل الآتية:

Program:	Private Equity Deal Process	البرنامج:
Dates:	07 th – 08 th November 2022	التاريخ:
Timing:	11:00AM – 03:00PM	الوقت:
Venue:	Online Virtual Training	المكان:
Instructor:	TBD	المحاضر:

Course Details, Registration & Fees in link below تفاصيل البرنامج، التسجيل والرسوم في الرابط أدناه

<http://unioninvest.org/upcomingevents.aspx>

Registration is open according to availability

UIC Members	KWD 462	أعضاء الاتحاد
Non-Members	KWD 563	غير أعضاء الاتحاد

Private Equity Deal Process

Overview:

Led by former private equity professionals, this course takes a deep dive into the Private Equity deal process and the day-to-day responsibilities of a PE professional. Designed for incoming and prospective PE associates as well as investment bankers and lenders working with PE clients, this boot camp is an insider's walkthrough of the key phases of the PE deal process. We bring you through the major PE deal checkpoints (Pre-Deal, First Round Bid/IOI, Diligence Deep Dive/LOI, Post-LOI, Closing) and describe how junior professionals can add value to the deal team.

What You'll Learn

The diligence/LOI phase:

- Diligence/ LOI phase roles and responsibilities: Who does what?
- Quality of earnings
- Deal financing
- The data room process
- Making the decision and drafting the letter of intent

Post-LOI phase:

- Post LOI deal phase roles and responsibilities: Who does what?
- Deal updates and final model
- Negotiating key terms in the purchase agreement
- Negotiating key terms in the credit agreements

- Transition services agreements

Deal closing:

- Deal closing roles and responsibilities: Who does what?
- Getting regulatory approval
- Working capital adjustments
- Funds flow
- This boot camp will demystify each phase of the PE deal process.
- Understand the day-to-day responsibilities of a Private Equity professional.
- Learn how you can add value to your deal team through each PE deal phase.
- Designed for incoming and prospective PE associates as well as investment bankers and lenders working with PE clients.
- Taught by PE professionals who have been involved in high-profile PE deals.

The pre-deal process:

- Pre-deal roles and responsibilities: Who does what?
- Deal sourcing
- Teasers
- NDA/CA

The first-round bid/IOI phase:

- First round bids/IOI roles and responsibilities: Who does what?
- Reviewing CIMs and OMs
- Building the Mini-model
- Deal review materials
- Management presentations

Who is this boot camp for?

- Investment banking and PE analysts and associates
- Corporate finance and business development professionals
- MBA students and business undergraduates
- Anyone looking to get a better understanding of M&A transactions

Instructor's Profile: