

TRAINING AGENDA

CAPACITY BUILDING PROGRAMME FOR BALTIC FUND MANAGERS

The training is targeted at the Baltic fund managers, aspiring fund managers and those fund managers or institutions who are in the process of raising their first fund.

SPEAKERS:

prof. Tim Jenkinson, Professor of Finance at the Said Business School, Oxford University

Humphrey Battcock, Managing Partner, Advent International

Jonathan Blake, Senior Partner, O'Melveny & Myers

Linas Sabaliauskas, Managing Partner, TRINITY

	Wednesday 6 September	Thursday 7 September
8.30-09.00	Registration and coffee	Coffee
Session 1	Technical remarks and opening remarks <i>Linas Sabaliauskas and Speaker from EBRD</i>	The investor due diligence process <i>Humphrey Battcock</i>
9.00-11.00	Introductions Fundraising strategies <i>Tim Jenkinson & Humphrey Battcock</i> Overview of market, types of fund, permanent capital vehicles, co-investments and more fund-specific strategic issues	
11.00-11.30	Break	Break
Session 2	Fund structures and domiciles <i>Jonathan Blake and Linas Sabaliauskas</i> Typical PE fund structure (limited life, self-liquidating) and advantages and disadvantages of local vs international structures	The GP/LP relationship <i>Humphrey Battcock, Jonathan Blake, Tim Jenkinson</i> Monitoring fund investments, quarterly reporting to LPs, capital calls, fund governance, including roles on advisory committees, keyman, portfolio company fees
11.30-13.00		
13.00 - 14.00	Lunch	Lunch
Session 3	Pitching to investors <i>Humphrey Battcock and Tim Jenkinson</i> Structuring presentation/proposals, use of PPMs and pitching to investors Case studies: Aureos	Asset portfolio construction and management <i>Humphrey Battcock</i> Asset portfolio construction and value-creation
14.00-15.30		
15.30-16.00	Break	Break
Session 4	Fund legal documentation: term sheets, LPAs <i>Jonathan Blake, Linas Sabaliauskas, Tim Jenkinson</i> Case study: Waterfall	Good and bad experiences of GPs <i>Chaired by Tim Jenkinson, including representative from EBRD, and Humphrey Battcock to discuss practical issues and case studies</i>
16.00-17.30		
17.30-17.45	Closing remarks of the day	Closing remarks of the day