

## DRAFT AGENDA - ANDE Investment Manager Training Course December 5-9, Chennai India

DAY	SESSION TOPICS	FACILITATOR	RESOURCES/HANDOUTS
<b>MONDAY, December 5th</b> <i>Lunch will be at approximately 13:00 with coffee breaks in morning and afternoon</i>			
Morning 09:00 to 13:00	Welcoming Remarks Introduction to ANDE	Jenny Everett - ANDE	
	Intro and Finding & Screening Deals	Bob Webster	Case: Acumen Fund (ZHL) Glossary of private equity terms
Afternoon 14:00 to 17:30	Due Diligence	Bob Webster	Case: Acumen Fund (ZHL) Due diligence checklists
Welcome dinner - TBD			
<b>TUESDAY, December 6th</b> <i>Lunch will be at approximately 13:00 with coffee breaks in morning and afternoon</i>			
Morning 09:00 to 13:00	Due Diligence	Bob Webster	See above
Afternoon 14:00 to 17:30	Structure and Valuation: Equity Models	Bob Webster John Kohler	ZHL Case DCF Analysis – Investopedia Sample deal agreements
Dinner - Open			
<b>WEDNESDAY, December 7th</b> <i>Lunch will be at approximately 13:00 with coffee breaks in morning and afternoon</i>			
Morning 09:00 to 13:00	Structure and Valuation: Royalty Based Models	John Kohler	ZHL Case Coordinating Impact Capital Report
Afternoon 14:00 to 19:00	Understanding the Deal: Site visit to Servals	Bob Webster John Kohler	
Dinner - Open			
<b>THURSDAY, December 8th</b> <i>Lunch will be at approximately 13:00 with coffee breaks in morning and afternoon</i>			
Morning 09:00 to 13:00	Explorations in Structure and Valuation	Bob Webster	
	Metrics – Measuring Impact	Jenny Everett	
Afternoon 14:00 to 17:30	Social Impact Considerations	Bob Webster	Case: Grassroots Business Fund
<b>FRIDAY, December 9th</b> <i>Lunch will be at approximately 12:00 with coffee breaks in morning and afternoon</i>			
Morning 09:00 to 12:00	Post-Investment Work: Monitoring and Evaluation	Bob Webster	Case: Costa Rica Botanicals
	Post-Investment Work: Obtaining bank financing	Rajeev Kumar	
Afternoon 13:00 to 17:00	Adding Value	Bob Webster	Case: Krug
	Financial Management	Rajeev Kumar	