



Skill Development Program in Category I AIFs and Category II AIFs

Topics Covered:

**Introduction to Private Equity
and Venture Capital**

**Start-up India and Growth of
Private Equity in India**

**Private Equity Fund Structure
and Fee Structure**

**Term Sheet Negotiations and
Due Diligence**

**Different Forms of
Private Equity**

**Manager Selection and
Due Diligence**

**Accounting, Taxation and
Fund Documentation**

**Valuation and Performance
Attribution - Private Equity and
Venture Capital**





Private Equity (PE) investments are a major source of growth capital to boost investments in early-stage as well as growth companies and create more jobs for economic development.

- **Emerging Markets are gaining Private Investors' confidence, with Southeast Asia, China and India been ranked amongst the top 3 Most Preferred Destination by Global Investors, as per the Global Limited Partner Survey of Emerging Markets Private Equity Association, 2019 and 2020**

Venture Capitalists (VCs) are willing to take the risk and provide startups the initial capital required to bootstrap their business models and onboard their first paying customers. Presence of a vibrant PE market is a signal of a fundamentally growing economy. The course focuses on Private Equity markets, fund structures, forms of private capital and its growth in the domestic as well as international markets. The course also provides an overview on the accounting processes, due diligence, valuation and performance attribution methods for these funds and their applicable regulations in India. Candidates will be able to grasp the developments in the Start-up Ecosystem, Start-up India initiatives, tax benefits and growth of India as a Start-up Hub.

**Mr. Archit Lohia – CFA, CA, CAIA, LLB
Founder – CareerTopper**





COURSE LEARNING OUTCOMES:

- Understand the structure of Alternative Investment Funds India, due diligence and marketing process for these funds.
- Understand risk-return profile of Alternative Investments, various asset classes within Alternative Investments and its growth history in the Indian and Global markets.
- Understand what is Private Equity, different types of Private Equity is and how the investment patterns, cash flows and returns are different from other traditional and alternative investments.
- Learn to negotiate with investors, when raising funds to start your own startup, while signing a term sheet.
- Identify equity and debt forms of Private Capital, and understand how performance attribution, accounting and valuation is done for different forms of investments and funds.
- Deep-dive into the regulatory landscape for Alternative Investment Funds at domestic and international level, including Private Equity, Hedge Funds and Venture Capital funds.
- See the Government initiatives taken to boost growth in Startups, Private Equity and Venture Capital and their impact on the investment and startup eco-system

PROGRAM HIGHLIGHTS:



Hear from Industry Experts



Customizable Format



Certification of Participation



Specialize in Alternative Investments





PEDAGOGY

The course will be conducted through interactive online sessions, covering the key concepts along with in-class assignments, discussions and presentations. Additional readings will be provided for covering the contemporary aspects on an ongoing basis.

Interactive Learning and In-class Participation:

For students to have an interactive learning experience, we will be providing the following:



Live Quizzes

Get real-time feedback and output from the faculty



Group Discussions

Live discussions on current market scenarios

Exam and Certification:

The participants will be required to appear for a Certification Test. The Certification Test can be attempted only once by the candidate. Upon successful completion of the Certification Test, all the participants shall be eligible to earn the Certificate of Participation.





CERTIFICATE OF PARTICIPATION:

Participants who successfully clear the Certification Test shall be given the Certification of Participation.



Certification Test:



Duration

1 Hour



Exam Structure

MCQ's



Continuous Evaluation

**Live Quizzes &
Group Discussion**



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Customized Programs

Programs designed to YOUR needs to achieve YOUR dream



Blended Learning

Learn at home & in our classroom for a practical-based experience



Real-Time Output

In-class feedback & real-life case studies



Subject Matter Expertise

Leverage our intellectual capital and industry experience



Ubiquitous Learning

Learn and practise on the go with our online platform



Online Help

Get your queries answered by our online helpdesk

CLIENTELE:

NISM NATIONAL INSTITUTE OF SECURITIES MARKETS
An Educational Initiative of SEBI



FLAME
UNIVERSITY

BSE
INSTITUTE LIMITED



RBS
The Royal Bank of Scotland

NMIMS
Based on UNIVERSITY



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PROPOSED TOPIC OUTLINE:

TOPIC	No. of Hours
<ul style="list-style-type: none"> • Introduction to Private Equity and Venture Capital <ul style="list-style-type: none"> o Characteristics of Alternative Investments and Private Capital o Common Types of Alternative Investments o Stages of Private Equity – Studying the J-Curve Effect o Ecosystem - Market Participants and Service Providers in Private Equity o Role of Private Equity in Portfolio Diversification and as a Risk Management tool o Growth of Private Equity in Global Markets – Pre and Post Global Financial Crisis and the impact of COVID-19 	3.00
<ul style="list-style-type: none"> • Private Equity Fund Structure and Fee Structure <ul style="list-style-type: none"> o Venture Capital Funds and Angel Funds o Private Equity Fees and Cash Flow Distribution: <ul style="list-style-type: none"> □ Concepts of Catch-Up, Carried-Interest, Hurdle Rate and Clawback □ Distribution Mechanisms and Case Studies o Common Fund Structures 	3.00
<ul style="list-style-type: none"> • Regulatory Landscape in India for Category I AIFs and Category II AIFs <ul style="list-style-type: none"> o Distribution and Marketing of Category I AIFs and Category II AIFs o SEBI (Alternative Investment Fund) Regulations <ul style="list-style-type: none"> □ Registration Process □ Important Regulations and Investment Restrictions o Legal Entity and Formation of Category I AIFs and Category II AIFs 	2.00
<ul style="list-style-type: none"> • Term Sheet Negotiations and Due Diligence <ul style="list-style-type: none"> o Term Sheet Clauses <ul style="list-style-type: none"> □ Binding Clauses □ Non-Binding Clauses o Investment Agreements, Side Letters and Role of Investment Committee o Components of Private Placement Memorandum (PPM) 	3.00
<ul style="list-style-type: none"> • Other Equity Forms of Private Capital <ul style="list-style-type: none"> o Leveraged Buy-outs (LBOs) <ul style="list-style-type: none"> □ Types of Buyouts □ Leveraged Buyouts Risk and Returns o Private Investments in Public Equity (PIPEs) <ul style="list-style-type: none"> □ Types of PIPEs □ Risk and Return Measures o Exit Strategies for Private Equity <ul style="list-style-type: none"> □ Types of Exits □ Deals and Exits Analysis 	3.00



PROPOSED TOPIC OUTLINE:

TOPIC	No. of Hours
<ul style="list-style-type: none"> o Private Debt <ul style="list-style-type: none"> □ Venture Debt □ Mezzanine Debt, Distressed Debt and Special Situations Funds 	
<ul style="list-style-type: none"> • Valuation and Performance Attribution - Private Equity and Venture Capital <ul style="list-style-type: none"> o Valuation of Private Equity using Income Approach and Market Approach o Gross IRR and Net IRR of a Private Equity Fund o Multiples - TVPI, DPI, RVPI and MOIC o Risk Measures o Enterprise Value and Equity Valuation of Investee Companies o Performance Attribution: <ul style="list-style-type: none"> □ Benchmarking and Monitoring Process □ Liquidity Management and Risk Management o Importance of Third-party Registered Valuers 	3.00
<ul style="list-style-type: none"> • Accounting, Taxation and Fund Documentation: <ul style="list-style-type: none"> o Accounting and Reporting: <ul style="list-style-type: none"> □ Components of NAV □ Typical Balance sheet and P&L items o Tax Structure: <ul style="list-style-type: none"> □ Taxation on Income from Capital Gains, Dividends and Interests □ Withholding Taxes and Indirect Taxes □ Difference in Taxation for Trust and LLP, Domestic and NRI Investors □ FATCA Requirements and KYC Documentation 	3.00
<ul style="list-style-type: none"> • Manager Selection and Due Diligence: <ul style="list-style-type: none"> o Manager Selection Process for Category I and Category II Funds o Screening Methodology of Start-ups o Investment Due Diligence o Operational Due Diligence o Use of Machine Learning and Artificial Intelligence 	2.00
<ul style="list-style-type: none"> • Start-up India and Growth of Private Equity in India: <ul style="list-style-type: none"> o Key Statistics: Indian Start-up Ecosystem o Government Initiatives: Start-up India Plan <ul style="list-style-type: none"> □ Overview of Start-up India Plan and Benefits to Start-ups □ Taxation Benefits and other Regulatory Benefits 	3.00





CONTACT US

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