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COURSE BROCHURE

# Advanced Private Equity Investment Training Course

30 August – 10 September 2027
Munich

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Registered in the United Kingdom and Saudi Arabia

# Advanced Private Equity Investment Training Course

**Ref:** 146_4012 **Date:** 30 August – 10 September 2027 **Location:** Munich **Fees:** 9500 GBP

Advanced Private Equity Investment is a 2-week training course for private equity associates, investment directors and family office investors who originate, price and steward unlisted company stakes, and it ends with each participant writing an Investment Committee Memo for a buyout or growth deal. With record dry powder chasing fewer quality assets and exit windows narrowing, the margin for error in entry pricing and value creation has never been thinner. Jupiter Prime Training presents this course to deal professionals.

## Why Private Equity Investment Matters Now

Three pressures redefine private equity investment today. Limited partners scrutinise fees, net returns and distributions to paid-in capital more closely than headline multiples. Higher debt costs shrink the contribution of leverage, so operational improvement must carry more of the return. Holding periods lengthen as initial public offerings and trade sales slow, pushing sponsors towards continuation vehicles and secondary sales. A sponsor that adapts selects assets with real improvement levers and structures them resiliently; one that relies on multiple expansion and cheap debt faces impaired funds. The course rests on leveraged buyout LBO modelling, internal rate of return IRR and multiple on invested capital MOIC analysis, and structured value creation planning.

## Who Gains Most from Private Equity Investment

- Professionals who source, screen and prioritise target companies against a fund's thesis
- Analysts who build buyout and growth models and run returns sensitivities
- Deal leads who coordinate financial, commercial and legal due diligence advisers
- Investors who negotiate term sheets, shareholder agreements and management incentive plans
- Board representatives who drive value creation plans and prepare portfolio companies for exit

A deal team gains most when its associates and directors attend together, because the memo they draft becomes a shared template for screening, diligence and committee debate.

## Private Equity Investment Capabilities

The outcomes follow a deal from the first teaser to the exit, each tied to the people who must approve, fund or execute it.

- Assess targets against an investment thesis using screening scorecards — the origination pipeline
- Build an LBO model with debt schedules, cash sweeps and returns waterfalls — the investment committee
- Specify a due diligence scope covering commercial, financial, legal and ESG workstreams — deal advisers
- Design a capital structure and term sheet balancing control, protection and upside — co-investors and lenders
- Weigh value creation levers across pricing, procurement and digital operations — portfolio company management
- Communicate exit options and timing through returns bridges — limited partners

## Key Private Equity Investment Terms

- Leveraged buyout — the acquisition of a company funded largely with debt secured on its own cash flows and assets.
- Internal rate of return — the annualised discount rate at which the net present value of a deal's cash flows equals zero.
- Multiple on invested capital — total value returned and remaining divided by equity invested, ignoring the time taken.
- Management incentive plan — an equity scheme giving executives a share of gains above agreed return hurdles.
- Value creation plan — the ownership-period roadmap of initiatives, owners and milestones that lifts earnings and cash flow.
- Continuation vehicle — a new fund structure that buys assets from an existing fund so the sponsor can hold them longer.

## Private Equity Investment Day by Day

## Day 1: The Private Capital Landscape

- Fund Structures and Economics — Carried Interest, Fees and Hurdles
- Limited Partner Expectations — Net Returns and Distribution Pace
- Buyout, Growth and Minority Strategies — Matching Risk to Mandate
- Family Office Direct Investing — Co-Investment Versus Fund Commitments
- Return Attribution in Past Cycles — Leverage, Multiple and Earnings Growth

## Day 2: Deal Sourcing and Screening

- Investment Thesis Writing — Sector Themes and Target Profiles
- Proprietary Versus Auction Origination — Pipeline Quality Trade-Offs
- Screening Scorecards — Go or No-Go at Teaser Stage
- Information Memorandum Reading — Red Flags in Seller Narratives
- Indicative Offer Letters — Price Ranges and Conditions

## Day 3: Valuation for Private Companies

- Trading and Transaction Comparables — Entry Multiple Benchmarks
- Discounted Cash Flow for Private Targets — Illiquidity and Size Adjustments
- Quality of Earnings Adjustments — Normalised EBITDA Bridges
- Net Debt and Debt-Like Items — Enterprise to Equity Value
- Healthcare and Software Case Valuations — Sector Multiple Drivers

## Day 4: LBO Modelling

- Sources and Uses Tables — Funding the Purchase Price
- Operating Projections — Revenue Build and Margin Assumptions
- Debt Schedules and Cash Sweeps — Repayment and Covenant Headroom
- Returns Waterfall — IRR and MOIC for Each Investor Class
- Sensitivity Tables — Entry Price, Leverage and Exit Multiple

## Day 5: Due Diligence

- Commercial Due Diligence — Market Size, Share and Customer Stickiness
- Financial Due Diligence — Working Capital Peg and Cash Conversion
- Legal and Tax Due Diligence — Liabilities and Structuring Constraints
- ESG Due Diligence — Environmental, Social and Governance Exposures
- Management Assessment — Leadership Gaps and Succession Risk

## Day 6: Deal Structuring and Term Sheets

- Debt Package Design — Senior, Mezzanine and Unitranche Options
- Equity Instruments — Ordinary Shares, Preference Shares and Loan Notes
- Term Sheet Clauses — Governance Rights, Vetoes and Information
- Minority Protections — Tag-Along, Drag-Along and Anti-Dilution
- Earn-Outs and Vendor Financing — Bridging Valuation Gaps

## Day 7: Shareholder Agreements and Incentives

- Shareholder Agreement Architecture — Reserved Matters and Board Composition
- Management Incentive Plan Design — Sweet Equity and Ratchets
- Good Leaver and Bad Leaver Provisions — Retention Mechanics
- Warranties and Indemnities — Risk Allocation at Signing
- Warranty and Indemnity Insurance — Clean Exit for Sellers

## Day 8: Value Creation in Ownership

- Hundred-Day Plans — Early Priorities After Completion
- Operational Levers — Pricing, Procurement and Footprint
- Buy-and-Build Strategies — Add-On Acquisitions and Integration
- Digital and Data Initiatives — Margin Expansion Through Technology
- Portfolio Monitoring Dashboards — KPI Tracking Against the Plan

## Day 9: Exit Routes and Fund Liquidity

- Trade Sale Preparation — Vendor Due Diligence and Equity Story
- Initial Public Offering Readiness — Governance and Reporting Upgrades
- Secondary Buyouts — Selling to Another Sponsor
- Continuation Vehicles and Recapitalisations — Partial Liquidity Options
- Exit Timing Analysis — IRR Versus MOIC Trade-Offs

## Day 10: Practising the Investment Committee Memo

- Screening Rehearsal — Applying the Scorecard to a Live Teaser
- Model Stress Run — Applying Sensitivities to Downside Cases
- Structuring Debate — Applying Term Sheet Clauses to a Growth Deal
- Committee Challenge Session — Defending Assumptions Before Peers
- Investment Committee Memo — Thesis, Valuation, Structure, Risks and Exit

## Applying Private Equity Investment After the Course

- Rebuild the screening scorecard for the current pipeline and rescore the last ten teasers against the fund's investment thesis.
- Run returns sensitivities on one portfolio company using the LBO model template and report exit timing options to the deal partner.

## Private Equity Investment Questions FAQ

### What is advanced private equity investment and why does it matter now?

Advanced private equity investment is the discipline of sourcing, pricing, structuring and improving unlisted companies for a profitable exit. It matters now because higher debt costs and slower exits mean returns depend more on operational value creation than on leverage.

### Which roles gain most from advanced private equity investment training?

Private equity associates, investment directors and family office investors gain most. Associates deepen modelling and diligence, directors sharpen structuring and committee judgement, and family offices gain a disciplined framework for direct and co-investment decisions.

### How does advanced private equity investment differ from a portfolio management course?

Advanced private equity investment works deal by deal on controlling or significant stakes in unlisted companies. A portfolio management course allocates across listed asset classes, whereas this course covers due diligence, term sheets, management incentives and active ownership of individual businesses.

## What do you bring back from advanced private equity investment training?

You bring back a drafted committee memo, an LBO model template and a screening scorecard. You also return with term sheet checklists and a hundred-day plan format your deal team can reuse on its next transaction.

## Private Equity Investment: The Way Forward

The Investment Committee Memo sets out thesis, valuation, structure, risks and exit for one deal. Its first use is the go or no-go vote on a live opportunity, where partners and co-investors test the assumptions. Revisit its value creation and exit sections after the first year of ownership, when actual earnings growth shows which levers were realistic.