PRIVATE EQUITY:
Investing and Creating Value
Overview

*Private Equity* is a critically important asset class that many investors cannot afford to exclude from their portfolios. With its potential for high returns that can outperform other asset classes, such as conventional stocks, bonds, and mutual funds, *Private Equity* offers a competitive edge to sophisticated investors.

*Private Equity: Investing and Creating Value* is designed for institutional investors as well as investment professionals aspiring to be better private equity managers. This new program, taught by renowned Wharton finance faculty, will deliver the latest information about the private equity sector while teaching the most current concepts investors need to know to confidently evaluate opportunities and build optimal investment processes.
Experience & Impact

This innovative program provides an ideal combination of lectures by Wharton finance faculty and Wharton alumni who are leaders in the private equity industry. During this program participants will have an opportunity to focus on areas of individual interest, such as the limited partner perspective and private equity in emerging markets. There will also be case study and group presentation time.

Participants will learn the landscape of the private equity space and be exposed to concepts and tools—shaped by the ongoing research of Wharton Private Equity Professor Bilge Yilmaz—that are used by private equity managers. Case studies that will be discussed are current, relevant, and designed to maximize peer and faculty interaction.

Wharton faculty and invited alumni will share their experiences and discuss their views on the private equity landscape. Participants will have the opportunity to engage with the speakers through focused Q&A sessions, as well as during breakout sessions.

Participants will work in small groups to apply their new knowledge to a private equity deal. Teamwork on recent case studies will expose participants to both the mechanics and art of the deal through a real-world lens. This approach will ensure that participants understand the key drivers in the private equity market, differences between funds’ strategies, and how those strategies can play out for investors.

To apply this knowledge in a real-world scenario, a distinguishing highlight of this program will be a highly interactive role play and deal analysis. Participants will observe the Wharton MBA deal-proposal presentations and the investment advisory committee. Here, participants will be required to analyze the deals from two different points of view—as a private equity firm and as a bank preparing debt documents. The culmination of the exercise will be a group debrief and discussion with Wharton faculty and alumni, who will provide their real-time feedback and industry insight.

Session topics include:

- Fund structure
- Leveraged buyout model and comparables analysis
- Deal origination, transaction, and execution
- Value creation with operations and negotiation
- Advanced and best practices in private equity
- Commercial due diligence
- The limited partners’ perspective
- Growth equity
- Middle-market private equity
- Private equity in emerging economies
Participant Profile

*Private Equity: Investing and Creating Value*

is designed for institutional investors as well as investment professionals aspiring to be better private equity managers. A minimum of three years of investment industry experience is recommended. This program will enable participants to better understand opportunities and strategies, and develop their toolkit to be effective in investing in private equities.

The roles and job titles of participants include:

- Chief investment officers and asset managers responsible for a firm’s portfolio
- Institutional investors with an interest in private equity funds
- Entrepreneurs in the process of receiving and/or structuring capital funds
- Investment consultants, accountants, family office representatives, and private bankers
- Risk managers, actuaries, and quantitative analysts
- Investor-relations and investment professionals in private equity
- Principals who invest in private equity and venture capital firms

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Session Highlights

- Learn the various stages of investment, from deal origination through harvesting returns
- Study tools that private equity firms use to structure and finance a deal, create value, and determine exit timing
- Understand the key drivers in the private equity market, and key differences between funds’ strategies
- Analyze a deal from the different points of view of a private equity firm and of a bank
- Do case work utilizing actual deal scenarios to present deal recommendations to Wharton faculty and alumni
- Observe deal proposal presentations with an investment advisory committee
Bilge Yilmaz is the Wharton Private Equity Professor and professor of finance at the Wharton School. Prior to his current appointment, he was a faculty member at the Graduate School of Business, Stanford University. He received his first degrees in electrical engineering and physics from Boğaziçi University and his PhD in economics from Princeton University.

Bilge’s research focuses on corporate finance, alternative investments, and political economy. Recently, he has written on corporate governance, credit-rating agencies, hedge funds, private equity, security design, short-selling constraints, corporate bankruptcy, and banks’ internal risk models. His earlier articles appeared in leading academic journals including the top three in the field: *Econometrica*, *American Economic Review*, and *Journal of Political Economy*.

Bilge has designed a number of courses in corporate finance and alternative investments. He currently teaches courses on mergers and acquisitions, private equity, corporate bankruptcy, and European financial markets. He also leads the Wharton School’s Alternative Investments Initiative. Outside of Wharton, he is actively involved in asset management.
# Sample Program Schedule

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*Program start and end times are subject to change. Please DO NOT make travel arrangements based on this agenda.*