

## The Private Equity And Venture Capital Tax Manual

*Dan Schwartz has done a masterful job of synthesizing the thoughts of some of the best minds in the private equity business along with his own to create a superb discussion of the industry, past, present, and most importantly where it is going. This is a must read for anyone in the private equity world and for those considering the field. Leonard Harlan Chairman, Executive Committee, Castle Harlan Dan Schwartz was a first-hand witness to the birth of private equity in Asia and has chronicled its explosive growth over the past two decades. In The Future of Finance he uses an insider's perspective to full effect, pulling together the views of many practitioners to illuminate both the roots of the 2008 global crisis and private equity's potential role in rebuilding our financial system. Schwartz' fast-paced, conversational style makes for a welcome contrast to dry economic analysis—well worth reading for both business leaders and students of finance. Dan Carroll Managing Partner, TPG Dan Schwartz's The Future of Finance offers an insightful and compelling window into the world of private equity and venture capital. Schwartz has leveraged his more than 20 years of industry experience to produce a well researched and nuanced work that will prove invaluable to anyone interested in these fields. Joe Bae Managing Partner, Kohlberg Kravis Roberts & Co. Asia For anyone concerned about the future economic impact of global innovation, job creation, and finance, Dan Schwartz's comprehensive new treatise is a must read. Replete with in-depth perspectives of dozens of the most senior global venture capital and private equity leaders and numerous case study examples, this gem artfully explains the dramatic changes happening in these vital industries and how government leaders, policy makers, entrepreneurs and investors must adapt for continuing success in the second decade of the 21st century. Dixon R. Doll Cofounder and General Partner, DCM Chairman, U.S. National Venture Capital Assoc. (2008-09) From cottage industry to multi-billion asset class, Asian private equity has transformed the region's financial and corporate landscape in two short decades. Dan Schwartz was present at the beginning of this fascinating era as iconic spokesman and entrepreneurial founder of AVCJ. His contribution as chief convener to the industry*

*helped shape an asset class. The Future of Finance is forward looking while drawing upon the rich past of an industry's development amid volatile cycles, financial crises, pandemics, capital excess, capital drought and Darwinian struggles. Many of the prime movers, who paved the way to the future, have shared privileged views with Dan over the years and now on these insightful pages. Philip Bilden Managing Director, HarbourVest Partners (Asia) Dan Schwartz's extensive and experienced network has enabled him to tap the key issues and insights of today's leading private equity and venture capital practitioners around the world. This enlivens Dan's stroll through Europe, North America and Asia as he examines the development of these private capital markets...and these insights shape the prism through which he views a future for private equity in the coming decades. Bill Ferris Executive Chairman, Champ Private Equity Dan Schwartz is the person best placed to write about the history of the private equity industry in Asia—he was there right from the beginning. In nearly two decades, he has been a keen observer of the industry's developments and market trends. He was the cheerleader when the industry was down and he has been a friend to most of the leading practitioners, a position that provides him with unique insights into the actual workings of the industry as described in the book. The "New Corporate Theory" introduced in the last section of the book is an interesting thesis. If it comes to fruition, it will transform the shareholder-driven corporate governance model as we know it today. Tang Kok Yew Chairman and Managing Partner, Affinity Equity Partners (HK) It would be hard to find a better guide to the private equity world. Dan Schwartz has been central to providing thought leadership in the Asian private equity markets and a leading commentator worldwide for over 20 years, he also has had impeccable timing as an entrepreneur. Jeremy Collier CEO and CIO, Collier Capital*

*The definitive guide to private equity for investors and finance professionals Mastering Private Equity was written with a professional audience in mind and provides a valuable and unique reference for investors, finance professionals, students and business owners looking to engage with private equity firms or invest in private equity funds. From deal sourcing to exit, LBOs to responsible investing, operational value creation to risk*

*management, the book systematically distils the essence of private equity into core concepts and explains in detail the dynamics of venture capital, growth equity and buyout transactions. With a foreword by Henry Kravis, Co-Chairman and Co-CEO of KKR, and special guest comments by senior PE professionals. This book combines insights from leading academics and practitioners and was carefully structured to offer: A clear and concise reference for the industry expert A step-by-step guide for students and casual observers of the industry A theoretical companion to the INSEAD case book Private Equity in Action: Case Studies from Developed and Emerging Markets Features guest comments by senior PE professionals from the firms listed below: Abraaj • Adams Street Partners • Apax Partners • Baring PE Asia • Bridgepoint • The Carlyle Group • Collier Capital • Debevoise & Plimpton LLP • FMO • Foundry Group • Freshfields Bruckhaus Deringer • General Atlantic • ILPA • Intermediate Capital Group • KKR Capstone • LPEQ • Maxeda • Navis Capital • Northleaf Capital • Oaktree Capital • Partners Group • Permira • Terra Firma*

*Private Equity experienced dramatic fluctuations in investment activity in line with the turbulences of financial markets in recent years. Claudia Sommer develops a theoretical framework of factors driving private equity investment activity and the resulting performance implications. Using a data set of more than 40,000 European transactions between 1990 and 2009 she applies a variety of econometrial approaches and shows how neoclassical aspects, information asymmetries, agency conflicts, and market timing contribute to the dynamics in the private equity market. In a performance analysis of more than 1,300 European private equity funds, she reveals how fund performance is linked to investment activity.*

*The distinctive nature of the European pe/vc environment is on display in Stefano Caselli's presentation of its complete conceptual framework, from the volatile (its financial side) to the stable (its legal organization). A Bocconi University professor, Caselli offers a European perspective on market fundamentals, the v.c. cycle, and valuation issues, supporting his observations with recent examples and case studies. Written for investors, his book achieves many "firsts," such as clarifying many aspects of EU and UK financial institutions. Complete with finding aids, keywords, exercises, and*

***an extensive glossary, Private Equity and Venture Capital in Europe is written not just for Europeans, but for everybody who needs to know about this growing market. Only book that provides a comprehensive treatment of PE/VC in UK/Europe, ideal for European business schools teaching professionals or pre-professionals who will work in Europe Provides a complete analysis of the EU versus US in all areas of PE/VC Contains cases and theory, providing both in one package Filled with pedagogical support features***

***Business Structure and Operations***

***The Masters of Private Equity and Venture Capital***

***Investment Banks, Hedge Funds, and Private Equity***

***The Future of Finance***

***Introduction to Private Equity***

This textbook will provide a comprehensive overview of the world of active investing. An introductory chapter will motivate the book and tell the story of the venture capital and private equity industries. The book follows the cycle of active investing. Raising funds, considering transactions, structuring and overseeing transactions, and exiting investments are considered in turn. The focus is not just on the U.S. market, but on the increasingly global nature of these activities. The book looks at active investors as businesses themselves and introduces the key features of these firms. How groups grapple with questions of scaling and internationalization and the disruptive impact of market cycles are among the topics considered. The book has two chapters looking at the impact of these funds: first, how the investments by these funds have performed, and then the broader consequences of these investments. The book also looks 'into the crystal ball' and projects the future of active investing.

Reviewed as "a better value than Pratt's" by CHOICE, and "a worthy competitor to Galante's" by The Journal of Business & Finance Librarianship, The Directory of Venture Capital & Private Equity Firms is the most comprehensive, up-to-date resource for VC firms on the marketplace today, with contact and investment information on 2,300 VC Firms, over 10,000 Managing Partners and over 11,500 VC Investments. Features include: extensively updated with many new entries and thousands of updates and enhancements; current contact data, including address, phone & fax numbers, email addresses and web sites for both primary and branch locations; added information on Mission Statement, Industry Group Preferences, Geographic Preferences, Average and Minimum Investments and Investment Criteria; details

that are available nowhere else, including the Firm's Portfolio Companies and extensive information on each of the firm's Managing Partners, such as Education, Professional Background and Directorships held, along with the Partner's email address; and five indexes: Geographic Index, Executive Name Index, Portfolio Company Index, Industry Preference Index and College & University Index. With its comprehensive, worldwide coverage and detailed, extensive information on each firm, The Directory of Venture Capital & Private Equity Firms is an important addition to any finance collection.

Other books present corporate finance approaches to the venture capital and private equity industry, but many key decisions require an understanding of the ways that law and economics work together. This revised and updated 2e offers broad perspectives and principles not found in other course books, enabling readers to deduce the economic implications of specific contract terms. This approach avoids the common pitfalls of implying that contractual terms apply equally to firms in any industry anywhere in the world. In the 2e, datasets from over 40 countries are used to analyze and consider limited partnership contracts, compensation agreements, and differences in the structure of limited partnership venture capital funds, corporate venture capital funds, and government venture capital funds. There is also an in-depth study of contracts between different types of venture capital funds and entrepreneurial firms, including security design, and detailed cash flow, control and veto rights. The implications of such contracts for value-added effort and for performance are examined with reference to data from an international perspective. With seven new or completely revised chapters covering a range of topics from Fund Size and Diseconomies of Scale to Fundraising and Regulation, this new edition will be essential for financial and legal students and researchers considering international venture capital and private equity. An analysis of the structure and governance features of venture capital contracts In-depth study of contracts between different types of venture capital funds and entrepreneurial firms Presents international datasets from over 40 countries around the world Additional references on a companion website Contains sample contracts, including limited partnership agreements, term sheets, shareholder agreements, and subscription agreements In recent times, venture capital and private equity funds have become household names, but so far little has been written for the investors in such funds, the so-called limited partners. There is far more to the management of a portfolio of venture capital and private equity funds than usually perceived. Beyond the J Curve describes an innovative toolset for such limited partners to design and manage portfolios tailored to the dynamics of this market place, going far beyond the typical and often-simplistic recipe to 'go for top

quartile funds'. Beyond the J Curve provides the answers to key questions, including: Why 'top-quartile' promises should be taken with a huge pinch of salt and what it takes to select superior fund managers? What do limited partners need to consider when designing and managing portfolios? How one can determine the funds' economic value to help addressing the questions of 'fair value' under IAS 39 and 'risk' under Basel II or Solvency II? Why is monitoring important, and how does a limited partner manage his portfolio? How the portfolio's returns can be improved through proper liquidity management and what to consider when over-committing? And, why uncertainty rather than risk is an issue and how a limited partner can address and benefit from the fast changing private equity environment? Beyond the J Curve takes the practitioner's view and offers private equity and venture capital professionals a comprehensive guide making high return targets more realistic and sustainable. This book is a must have for all parties involved in this market, as well as academic and students.

Case Studies from Developed and Emerging Markets

Private Equity and Venture Capital

Private Equity & Venture Capital

Inside Private Equity

An International Perspective

**This second edition of Introduction to Private Equity is more than an update, it reflects the dramatic changes which have affected an industry which is evolving rapidly, internationalizing and maturing fast. What is recognized as a critical yet grounded guide to the private equity industry blends academic rigour with practical experience. It provides a clear, synthetic and critical perspective of the industry from a professional who has worked at many levels within the industry; including insurance, funds of funds, funds and portfolio companies. The book approaches the private equity sector top-down, to provide a sense of its evolution and how the current situation has been built. It then details the interrelations between investors, funds, fund managers and entrepreneurs. At this point, the perspective shifts to bottom-up, how a private business is valued, how transactions are processed and the due diligence issues to consider before moving ahead. Introduction to Private Equity, Second Edition covers the private equity industry as a whole, putting its recent developments (such as secondary markets, crowdfunding, venture capital in emerging markets) into perspective. The book covers its organization, governance and function, then details the various segments within the industry, including Leveraged Buy-Outs, Venture Capital, Mezzanine Financing, Growth Capital, Distressed Debt, Turn-Around Capital, Funds of Funds and beyond. Finally, it offers a framework to anticipate and understand its future developments. This book provides a balanced perspective on**

the corporate governance challenges affecting the industry and draws perspectives on the evolution of the sector, following a major crisis.

Ten Leading private investors share their secrets to maximum profitability In *The Masters of Private Equity and Venture Capital*, the pioneers of the industry share the investing and management wisdom they have gained by investing in and transforming their portfolio companies. Based on original interviews conducted by the authors, this book is filled with colorful stories on the subjects that most matter to the high-level investor, such as selecting and working with management, pioneering new markets, adding value through operational improvements, applying private equity principles to non-profits, and much more.

*Private Equity and Venture Capital in Europe: Markets, Techniques, and Deals, Third Edition* introduces private equity, investments and venture capital markets while also presenting new information surrounding the core of private equity, including secondary markets, private debt, PPP within private equity, crowdfunding, venture philanthropy, impact investing, and more. Every chapter has been updated with new data, cases, examples, sections and chapters that illuminate elements unique to the European model. With the help of new pedagogical materials, this updated edition provides marketable insights about valuation and deal-making not available elsewhere. As the private equity world continues to undergo many challenges and opportunities, this book presents both fundamentals and advanced topics that will help readers stay informed on market evolution. Provides a unique focus on Europe for equity investors and long-term investments Contains theoretical knowledge put into practice using with real-world cases and the language and the methodologies of practitioners Presents structured topics that help readers understand increasing levels of difficulty Includes learning tools such as mini-cases, call-outs and boxes that recall previously presented definitions throughout chapters

What Explains the Recent Tremendous Growth in Private Equity Funds? How Have These Funds Created so Much Value? Can We Expect This Kind of Growth in Other Countries and Other Types of Investments? The pool of U.S. private equity funds has grown from \$5 billion in 1980 to over \$175 billion in 1999. Private equity's recent growth has outstripped that of almost every class of financial product. Whether you are an entrepreneur seeking private equity finance, a private equity investor grappling with the industry's changes, or an investor interested in private equity as a potential investment, this book is required reading! It presents a collection of real world cases-supplemented by detailed industry notes-that explore the exciting and dynamic world of venture capital and buyout funds. The organization mirrors that of the venture capital/private equity process itself: \* The first part explores the raising and structuring of private equity funds, as well as the perspective of investors. \* The second part explores the selection,oversight, and adding value to firms-the 'heart' of the private equity cycle. \* The third part describes how private equity groups reap attractive returns from successful investments. \* The final section

explores the emerging efforts to translate the private equity model into other settings, such as corporate venturing programs.

The Fundamentals of Private Equity and Venture Capital

Venture Capital and Private Equity

Private Equity in Action

The Private Equity and Venture Capital Tax Manual

Private Equity Funds

*Global Best Practice in Private Equity Investing* Private Equity in Action takes you on a tour of the private equity investment world through a series of case studies written by INSEAD faculty and taught at the world's leading business schools. The book is an ideal complement to *Mastering Private Equity* and allows readers to apply core concepts to investment targets and portfolio companies in real-life settings. The 19 cases illustrate the managerial challenges and risk-reward dynamics common to private equity investment. The case studies in this book cover the full spectrum of private equity strategies, including: Carve-outs in the US semiconductor industry (LBO) Venture investing in the Indian wine industry (VC) Investing in SMEs in the Middle East Turnaround situations in both emerging and developed markets Written with leading private equity firms and their advisors and rigorously tested in INSEAD's MBA, EMBA and executive education programmes, each case makes for a compelling read. As one of the world's leading graduate business schools, INSEAD offers a global educational experience. The cases in this volume leverage its international reach, network and connections, particularly in emerging markets. Private Equity in Action is the companion to *Mastering Private Equity: Transformation via Venture Capital, Minority Investments & Buyouts*, a reference for students, investors, finance professionals and business owners looking to engage with private equity firms. From deal sourcing to exit, LBOs to responsible investing, operational value creation to risk management, *Mastering Private Equity* systematically covers all facets of the private equity life cycle.

European private equity investment reached €47 billion in 2005, up 27% from 2004. Funds raised for private equity were €72 billion, up 250% on the previous year, both figures being all time highs. *Raising Venture Capital Finance in Europe* provides business owners, entrepreneurs and investors alike with a step-by-step approach to exploiting this market and funding new projects effectively. Written by Keith Arundale, an advisor and commentator on the European and US VC and private equity industry for over 20 years, the guide blends business experience with practical approaches to enable the reader to maximize the opportunities available. The book includes a series of real-life case studies from venture capitalists and entrepreneurs from around Europe, each with practical tips for successful venture capital finance raising. With forewords from Sir Paul Judge (Chairman, Enterprise Education Trust) and Patrick Sheehan (Chairman, Venture Capital Committee, European Private Equity and Venture Capital Association) the book begins with a brief introduction to the field, including an analysis of current trends and issues in the industry, and goes on to provide a detailed framework for an objective assessment of each business opportunity. The book looks at sources of finance and private equity, shows how to write a successful business plan, details the entire investment process, and considers the tax and legal issues involved. A particular feature of the book is that it looks at the topic from both sides - showing what the venture capitalist is looking for as well as detailing how an entrepreneur or business owner can make proposals attractive to those investors This means that the reader will be able to minimize time wasted on unnecessary activities and therefore develop investment approaches which are succinct, relevant, and give every

*chance of success.*

*"Please note: This is a companion version & not the original book. Sample Book Insights: #1 The private-equity industry consists of a group of firms that use their own money to purchase companies and attempt to improve their performance. They accomplish this by implementing management techniques and tactics to enhance firm performance. #2 The amount of capital committed to private equity funds has grown exponentially over the past quarter century. Private equity enjoyed its first boom during the 1980s, and by the late 1990s, the amount of capital committed to private equity was at an all-time high. #3 Private equity involves taking a company that is publicly traded and making it private, thereby giving the managers more control and flexibility. #4 The third technique is known as governance engineering, and it refers to the increased involvement of private equity firms in the governance of their portfolio companies compared to the board of directors of public companies."*

*"Whether you are an entrepreneur seeking private equity finance, a private equity investor grappling with the industry's changes, or an investor interested in private equity as a potential investment, this book presents a collection of real world cases - supplemented by detailed industry notes - that explore the world of venture capital and buyout funds."--BOOK JACKET. "The organization mirrors that of the venture capital/private equity process itself: the first part explores the raising and structuring of private equity funds, as well as the perspective of investors; the second part explores the selection, oversight, and adding value to firms - the heart of the private equity cycle; the third part describes how private equity groups reap attractive returns from successful investments; the final section explores the emerging efforts to translate the private equity model into other settings, such as corporate venturing programs."--BOOK JACKET. Beyond the J Curve*

*Transformation via Venture Capital, Minority Investments and Buyouts*

*Managing a Portfolio of Venture Capital and Private Equity Funds*

*The Directory of Venture Capital & Private Equity Firms, Domestic & International*

*Summary of Robert Finkel & David Geisinger's The Masters of Private Equity and Venture Capital*

**The cornerstone resource from two of the industry's leading authorities is now available with analysis of extensive changes resulting from the Tax Act and Proposed Regulations including Code Section 199A - Reduces the tax rate for certain qualified owners of flow through business entities Reduction of the corporate income tax rate to 21% Imposition of greater than 4 year holding period for carried interest for capital gains interest formula Code Section 163(j) - New limitations on Section 163(j) formula limitations deduction business interests (which applies regardless of whether the business is a corporation, partnership, or sole proprietorships) Structuring Venture Capital, Private Equity and Entrepreneurial Transactions, 2018 Edition, will guide you through the complex changes in the Tax Act and help you and avoid legal pitfalls and minimize your clients' tax liability, as well as maximize returns on successful transactions. With extensive updates and practical explanations, Structuring Venture Capital gives you one-step-at-a-time, start-to-finish structural guidance for the following common business transactions: Venture capital financing New business start-ups Brains-and-money deals Growth-equity investments Leveraged and management buyouts Industry consolidations Troubled company workouts and reorganizations Going public Selling a business Forming a private equity fund Guided by Jack S. Levin and Donald E. Rocab's dynamic, transaction-by-transaction approach, you'll make the tax, legal, and economic structuring consequences**

**of every deal benefit your client every time. In this extraordinary hands-on resource by the most sought-after authorities in the field, you'll see exactly how to: Distribute the tax burden in your client's favor Maximize returns on successful transactions Control future rights to exit a profitable investment And turn every transaction into a winning venture! Developed for preparers of financial statements, independent auditors, and valuation specialists, this guide provides nonauthoritative guidance and illustrations regarding the accounting for and valuation of portfolio company investments held by investment companies within the scope of FASB ASC 946, Financial Services –Investment Companies, (including private equity funds, venture capital funds, hedge funds, and business development companies). It features 16 case studies that can be used to reason through real situations faced by investment fund managers, valuation specialists and auditors, this guide addresses many accounting and valuation issues that have emerged over time to assist investment companies in addressing the challenges in estimating fair value of these investments, such as: Unit of account Transaction costs Calibration The impact of control and marketability Backtesting**

**The terms venture capital and private equity may differ across countries. This book discusses venture capital not only as risk capital toward unlisted companies with the aim to enhance the investee firm, but also analyses broader forms of entrepreneurial investment: from early stage financing to buyout and turnaround transaction. This book is divided into four sections. The first section aims to shed light on the terminology and offers a comparison between private equity/venture capital, and the traditional banking sector as financing sources. The second section details the differences between private equity and venture capital transactions on the basis of firm life cycle, and summarizes the main characteristics of both private equity and venture capital investors and investee firms. The third section illustrates the evolution of the private equity and venture capital industry before and after the financial crisis by looking at three fundamental aspects: fundraising, investment and divestment, all in terms of volume and trends. The last section discusses the basic elements of corporate valuation applied to private equity and venture capital industry, with some practical examples.**

**Private Equity & Venture Capital, Lectures Notes Private Equity & Venture Capital The Book deals with the analysis of the private equity and venture capital business. Over the Book, students will be provided with a deep understanding of the mechanism underpinning the creation and/or development of a firm and the financial support it can get from the financial system through venture capital investment. The Book tries to discover how special financial intermediaries (called private equity investors) finance through equity companies belonging to different stages of their life-cycle, starting from the very beginning (startup and early stage) to a more mature phase (i.e. expansion, mature age, etc.) or also staying into crises and decline. Private equity (named venture capital when the company is in the first phases of its life cycle) deals with very different activities, such as scouting, advisory, deal-making, valuation, and financing as financial intermediaries see it. BOOK SYLLABUS The Book is made up of four different modules: CHAPTER 1 - Introduction to Private Equity and Venture Capital CHAPTER 2 - Discovering Private Equity Investors: Legal Issues and Taxation CHAPTER 3 - Management of Private Equity and Venture Capital Funds CHAPTER 4 - Company Valuation And Deal Making In Private Equity Settings**

**RECOMMENDED BACKGROUND An understanding of the basic concepts of corporate financing accounting principles is**

**required, while prior knowledge of private equity and venture capital is not required however it is recommended, as this is a Book designed to introduce you to the fundamental concepts in private equity and venture capital.**

**Raising Venture Capital Finance in Europe**

**How to Raise Early-Stage Private Equity Financing**

**Private Equity as an Asset Class**

**Business Knowledge It in Private Equity**

**Lessons from Private Equity Any Company Can Use**

*Get the business insight that has raised millions in capital funding for over 50,000 entrepreneurs. If you're an entrepreneur or own a small, fast-growing businesses, Angel Capital provides a complete toolkit for raising capital in today's challenging economic landscape. The authors, who manage the largest angel network in the U.S., offer real-world advice on how to find investors and take control of the private placement process. Using revolutionary typology and unmatched proprietary research, they explain all stages of raising capital, from valuation to negotiation to due diligence. In addition, you'll find a comprehensive directory of alternative capital resources, based on research of over 2,000 organizations, and a legal appendix that serves as a short course in exempt offerings and provides the skills needed to have success with any early-stage business venture or investment. Order your copy today.*

*"The best guide to private equity funds. Insight and explanations for both fund sponsors and investors. The gold standard."*

*--Andrew Zalsin, General Partner and CFO: RRE Ventures Best Practices for Organizing and Managing a Fund With nearly \$7 trillion invested in more than 20,000 funds, investor interest in the private equity industry has returned, despite the economic turmoil of recent years. Still, guidance about the organization and administration of these funds is tough to find. This 1,400+ page resource, will equip corporate lawyers, investment professionals, and tax practitioners and with best practices to manage these funds effectively. Private Equity Funds: Business Structure and Operations covers a wide range of important issues, such as: the key economic differences between various types of funds; structuring the private equity fund to meet economic expectations and investment goals; securing maximum tax benefits for the sponsor of the fund; duties of the fund's General Partner and Investment Advisor; the major regulatory issues affecting the private equity fund; and much more. Private Equity Funds: Business Structure and Operations reflects the aftermath of the financial crisis of 2007 to 2009. The authors also focus on cyber risk and the compliance obligations of investment advisers.*

*Other books present corporate finance approaches to the VC/PE industry, but many key decisions require an understanding of the ways that law and economics work together. Venture Capital and Private Equity Contracting is better than straight corporate finance textbooks because it offers broad perspectives and principles that enable readers to deduce the economic implications of specific contract terms. This approach avoids the common pitfalls of implying that contractual terms apply equally to firms in any industry anywhere in the world. Explores the economic implications of contract terms for start-up firms in various industries Pairs*

*international data with explanations and examples about differences in VC and PE national and regional markets Contains sample contracts, including limited partnership agreements, term sheets, shareholder agreements, and subscription agreements Presents international datasets on limited partnership agreements between institutional investors and VC and PE funds*

*Unfairly reviled, and much misunderstood, private equity differs from all other asset classes in various important respects, not least the way in which its fund mechanisms operate, and the way in which its returns are recorded and analysed. Sadly, high level asset allocation decisions are frequently made on the basis of prejudice and misinformation, rather than a proper appreciation of the facts. Guy Fraser-Sampson draws upon more than twenty years of experience of the private equity industry to provide a practical guide to mastering the intricacies of this highly specialist asset class. Aimed equally at investors, professionals and business school students, it starts with such fundamental questions as 'what is private equity?' and progresses to detailed consideration of different types of private equity activity such as venture capital and buyout. Rapid and significant changes in the environment during the recent financial crisis have prompted the need for a new edition. Separate chapters have been added on growth and development capital, as well as secondary investing. Newly emergent issues are considered, such as lengthening holding periods and the possible threat of declining returns. Particular problems, such as the need to distinguish between private equity and hedge funds, are addressed. The glossary has also been expanded. In short, readers will find that this new edition takes their understanding of the asset class to new heights. Key points include: A glossary of private equity terms Venture capital Buyout Growth capital Development capital Secondary investing Understanding private equity returns Analysing funds and returns How to plan a fund investment programme Detailed discussion of industry performance figures*

*Drivers and Performance Implications of Investment Cycles*

*From Venture Capital to LBO, Senior to Distressed Debt, Immaterial to Fixed Assets*

*Venture Capital and Private Equity Contracting*

*A Practical Guide for Business Owners, Entrepreneurs and Investors*

*Accounting and Valuation Guide*

As our economy evolves, private equity groups, hedge funds, and investment banks compete and cooperate in different ways. Their recent innovations are reported and analyzed by the 3rd edition of David Stowell's landmark book, which adds three new cases, significantly revisions of most chapters, and updated figures, tables, and exhibits. It captures the actual work that associates and vice presidents do, providing readers with templates for real transactions. Finally, it provides significantly more content about the ways liquidity is supplied in secondary markets, including an overview of high frequency trading/electronic market making, quantitative trading strategies, and the evolution of cash equities from open outcry pits to fully electronic central limit order books. Includes a new chapter on China to accompany nine heavily updated chapters Integrates three new cases with relevant chapters in the book to create real world applications of chapter teachings Employs spreadsheet models to enable readers to create analytical frameworks for considering choices, opportunities and risks described in the cases Private equity firms are snapping up brand-name companies and assembling portfolios that make them immense global conglomerates. They're often able to maximize investor value far more successfully than traditional public companies. How do PE firms become such powerhouses? Learn how, in Lessons from Private Equity Any Company Can Use. Bain chairman Orit Gadiesh and partner Hugh MacArthur use the concise, actionable format of a memo to lay out the five

disciplines that PE firms use to attain their edge:

- Invest with a thesis using a specific, appropriate 3-5-year goal
- Create a blueprint for change--a road map for initiatives that will generate the most value for your company within that time frame
- Measure only what matters--such as cash, key market intelligence, and critical operating data
- Hire, motivate, and retain hungry managers--people who think like owners
- Make equity sweat--by making cash scarce, and forcing managers to redeploy underperforming capital in productive directions

This is the PE formula for unleashing a company's true potential.

Deals with the alignment of IT and business of Private Equity. This book introduces IT professionals to the concepts of the business of Private Equity. It includes chapters which cover the following topics: overview of the Private Equity industry; sources of funds for investing; types of funds; and, industry sectors.

Fully revised and updated to reflect changes in the private equity sector Building on and refining the content of previous editions, Introduction to Private Equity, Debt and Real Assets, Third Edition adopts the same logical, systematic, factual and long-term perspective on private markets (private equity, private debt and private real assets) combining academic rigour with extensive practical experience. The content has been fully revised to reflect developments and innovations in private markets, exploring new strategies, changes in structuring and the drive of new regulations. New sections have been added, covering fund raising and fund analysis, portfolio construction and risk measurement, as well as liquidity and start-up analysis. In addition, private debt and private real assets are given greater focus, with two new chapters analysing the current state of these evolving sectors.

- Reflects the dramatic changes that have affected the private market industry, which is evolving rapidly, internationalizing and maturing fast
- Provides a clear, synthetic and critical perspective of the industry from a professional who has worked at many levels within the industry
- Approaches the private markets sector top-down, to provide a sense of its evolution and how the current situation has been built
- Details the interrelations between investors, funds, fund managers and entrepreneurs

This book provides a balanced perspective on the corporate governance challenges affecting the industry and draws perspectives on the evolution of the sector.

Pratt's Guide to Private Equity & Venture Capital Sources

Structuring Venture Capital, 2018 Edition (IL)

Valuation of Portfolio Company Investments of Venture Capital and Private Equity Funds and Other Investment Companies

A Casebook

Private Equity Investments

*Inside Private Equity explores the complexities of this asset class and introduces new methodologies that connect investment returns with wealth creation. By providing straightforward examples, it demystifies traditional measures like the IRR and challenges many of the common assumptions about this asset class. Readers take away a set of practical measures that empower them to better manage their portfolios.*

*Venture Capital, Private Equity, and the Financing of Entrepreneurship stems from a realization that private equity overall - defined in this volume as venture capital and buyouts but excluding hedge funds - has become a vastly more sizable and influential part of the global economic landscape over the past two decades. The text explores the world of active investing and showcases ways of doing business in a clear and concise manner. With more than 60 years of combined experience as practitioners in and/or academic investigators of private equity, Lerner, Leamon, and Hardyman explain how the fascinating world of private equity works, from start to finish, how it creates value, and where it may destroy value.*

*Building on the success of the author's previous book Beyond the J Curve: Managing a Portfolio of Venture Capital and Private Equity Funds, this work covers new and additional material and offers advanced guidance on the practical questions faced by institutions when setting up and managing a successful private equity investment programme. Written from the practitioner's viewpoint, the book offers private equity and venture capital professionals an advanced guide that will make high return targets more realistic and sustainable. Factors that can sometimes cause institutions to shy away from venture capital are the industry's opaque track record, unclear valuations and risks, perceived lack of transparency as well as the significant*

*entry barriers to overcome before tangible results show. These issues are all addressed in details with practical solutions to the problems. Among other topics J-Curve Exposure includes discussions of: Experiences with the adoption of the International Private Equity and Venture Capital Valuation Guidelines to address fair value under IFRS. Approaches for splitting and prioritizing distributions from private equity funds. Techniques for track record analysis and other tools to help limited partners in their due diligence. Approaches to dealing with uncertainty, the relevance of real options, and co-investments and side funds as advanced portfolio management techniques. Questions related to limited partner decision making fallacies and how to manage portfolios of VC funds. Securitization backed by portfolios of investments in private equity funds. Real life case studies illustrate the issues relevant for the practitioner.*

*Introduction to Private Equity is a critical yet grounded guide to the private equity industry. Far more than just another introductory guide, the book blends academic rigour with practical experience to provide a critical perspective of the industry from a professional who has worked at many levels within the industry, including insurance, funds of funds, funds and portfolio companies. The book looks at private equity from the point of view of the individual or the business. How is a private business valued? How is the acquisition transaction processed? What are the due diligence issues that should be considered before moving ahead? A valuable insight to a rather opaque market. Introduction to Private Equity covers the private equity industry as a whole, highlighting its historical development in order to put its recent development into perspective. The book covers its organization, governance and function, then details the various segments within the industry, including LBO, Venture Capital, Mezzanine Financing, Growth Capital and beyond. Finally, it offers a framework to anticipate and understand its future developments. It provides a balanced perspective on the current corporate governance challenges which are affecting the industry and draws perspective to understand the evolution of the sector, following one of its major crises. How Private Equity and Venture Capital Will Shape the Global Economy*

*Mastering Private Equity*

*J-Curve Exposure*

*Markets, Techniques, and Deals*

*Venture, Growth, LBO and Turn-Around Capital*