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subsequently analyzes PE fund and portfolio company governance structures. It also presents ways to improve existing governance structures of these entities. A specific focus on portfolio company

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providing a balanced, but critical, review of its contributions and shortcomings and moving beyond the simplistic journalistic descriptions. Its ecosystem is complex and not recognizing that

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complexity leads to inappropriate judgments. Because of its assumed opacity and some historical deviant (and generally transient) practices, it has often been accused of evil intents, making it an ideal

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scapegoat in times of economic crisis, prodding leading politicians and regulators to intervene and demand changes in practices. Unfortunately, such actors were often responding to public calls for action

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rather than a thorough understanding of the factors at play in this complex interdependent system, doing often more harm than good in the process and depriving economies of one of their most dynamic and creative

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forces. Self-regulation has clearly shown its limits, but righteous political interventions even more so. Private equity investment can be a valuable addition to many portfolios, but investors need a clear

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Private Equity Industry That Owns Everything
Private equity firms have long been at the center of public debates on the impact of the financial sector on Main

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Street companies. Are these firms financial innovators that save failing businesses or financial predators that bankrupt otherwise healthy companies and

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companies and in turning
around failing
companies, the
interventions of private
equity more often than
not lead to significant
negative consequences

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for many businesses and workers. Prior research on private equity has focused almost exclusively on the financial performance of private equity funds and

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the returns to their investors. Private Equity at Work provides a new roadmap to the largely hidden internal operations of these firms, showing how their

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business strategies disproportionately benefit the partners in private equity firms at the expense of other stakeholders and taxpayers. In the 1980s,

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leveraged buyouts by private equity firms saw high returns and were widely considered the solution to corporate wastefulness and mismanagement. And since

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2000, nearly 11,500 companies—representing almost 8 million employees—have been purchased by private equity firms. As their role in the economy has

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increased, they have
come under fire from
labor unions and
community advocates who
argue that the
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Batt show that private equity firms' financial strategies are designed to extract maximum value from the companies they buy and sell, often to the detriment of those

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companies and their employees and suppliers. Their risky decisions include buying companies and extracting dividends by loading them with high levels of debt and

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selling assets. These actions often lead to financial distress and a disproportionate focus on cost-cutting, outsourcing, and wage and benefit losses for

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workers, especially if they are unionized. Because the law views private equity firms as investors rather than employers, private equity owners are not

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held accountable for their actions in ways that public corporations are. And their actions are not transparent because private equity owned companies are not

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regulated by the Securities and Exchange Commission. Thus, any debts or costs of bankruptcy incurred fall on businesses owned by private equity and their

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workers, not the private equity firms that govern them. For employees this often means loss of jobs, health and pension benefits, and retirement income. Appelbaum and

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Batt conclude with a set
of policy
recommendations intended
to curb the negative
effects of private
equity while preserving
its constructive role in

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the economy. These include policies to improve transparency and accountability, as well as changes that would reduce the excessive use of financial engineering

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strategies by firms. A groundbreaking analysis of a hotly contested business model, Private Equity at Work provides an unprecedented analysis of the little-

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companies they back?
What are the lessons
from the successes and
(equally important) the
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And should politicians

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and financial regulators be concerned about the huge investment funds now being assembled to invest in private equity in Europe? The answers to all of these question

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***from the points of view of
investors and target companies
Managing a Portfolio of Venture
Capital and Private Equity Funds
Valuation of Portfolio Company
Investments of Venture Capital
and Private Equity Funds and***

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Other Investment Companies

The private equity industry is at a cross-roads. In the easy money years between 2004 and 2008, it was awash with investment, debt was easily obtained and some rash, over-leveraged deals were done by the so-called "mega buyout" funds.

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Today, fund managers are dealing with the legacy of that era, while also figuring out how best to secure new investment and make attractive returns in the age of deleveraging. Many firms are succeeding, sometimes spectacularly, in both developed and emerging markets.

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Some have developed innovative new business models, while others have reinvented the old. This book contains exclusive interviews with the leaders of many of the world's most successful and innovative funds. These include: Steve Klinsky and Ajit Nedungadi of US growth

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investors New Mountain Capital and
TA Associates; Jon Moulton and
Wol Kolade of the British
turnaround and growth specialists
Better Capital and ISIS Equity
Partners; Niten Malhan of Warburg
Pincus' Indian operation; Derek
Sulger, an Anglo-American who

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transitioned from setting up telecoms businesses in China to founding Lunar Capital, which backs indigenous entrepreneurs; pan-emerging market specialist Actis and innovative investors in Africa and the Middle East such as Citadel Capital's Hisham El-

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Khazindar and Abraaj's Mustafa Abdel-Wadood. These in-depth interviews tease out issues such as how private equity managers can best create enterprise value and outperform public markets without returning to pre-crisis levels of leverage, techniques for

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differentiating a firm's capital, the sustainability of private equity in emerging markets, the role of the industry in low-income countries and alternatives to the established limited partnership governance model. The Future of Private Equity: Beyond the Mega Buyout is

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essential reading for anyone
working in or with the private equity
industry, anywhere in the world.

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WorksCreatespace Independent
Publishing Platform

A look inside the strategy and

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operations of private equity firms reveals how they often manage to maximize investor value more successfully than private companies, detailing five key disciplines used by PE firms to attain their edge, from Invest with a thesis using a specific, appropriate

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three to five year goal, to Hire, motivate, and retain hungry managers.

There has been a long tradition of research on the relation between diversification and performance of public corporations in the strategy and finance fields. As for private

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equity portfolios, research on this matter is rather scarce. From a theoretical as well as from a practical perspective, however, it is interesting to know more about the relation between private equity portfolio diversification and performance, how private equity

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firms manage their portfolios, and what public companies can learn from private equity firms. These are the research questions which are addressed in Daniel Klier's research. In order to answer these questions, the author uses a two-tier research design. As a first step,

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he compares the diversification-performance link of public corporations and private equity firms. With respect to the private equity sample and the operationalization of the relevant variables, the study is highly innovative in terms of generating

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the PE sample from databases like Preqin and Dealogic, constructing a diversification measure from transaction data, and developing comparable performance measures for private equity firms as well as traditional multi-business firms. As the second step, which is

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exploratory in nature, the author explores management models of PE firms. The sample of 20 US and Europe-based private equity firms is unique and of high quality, because the author succeeded in getting in-depth interviews with top decision makers of PE firms. The

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exploratory study extracts three clusters of management models that PE firms are using, and their relation to performance.

How to Attract Investors to Your
Business

Private Capital Markets, + Website
Transformation via Venture Capital,

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Minority Investments and Buyouts
The Private Equity Playbook:
Management's Guide to Working
with Private Equity
The Private Equity Edge: How
Private Equity Players and the
World's Top Companies Build Value
and Wealth

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Tools to Evaluate Liquidity,
Valuation, and Documentation
Private Equity Operational Due
Diligence, + Website
The dynamic environment
of investment banks,
hedge funds, and private

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equity firms comes to life in David Stowell's introduction to the ways they challenge and sustain each other. Capturing their reshaped business plans in the

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wake of the 2007-2009
global meltdown, his
book reveals their key
functions, compensation
systems, unique roles in
wealth creation and risk
management, and epic

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battles for investor
funds and corporate
influence. Its
combination of
perspectives—drawn from
his industry and
academic

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backgrounds—delivers
insights that illuminate
the post-2009
reinvention and
acclimation processes.
Through a broad view of
the ways these financial

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institutions affect
corporations,
governments, and
individuals, Professor
Stowell shows us how and
why they will continue
to project their power

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and influence.

Emphasizes the needs for
capital, sources of
capital, and the process
of getting capital to
those who need it.
Integrates into the

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chapters ten cases about
recent transactions,
along with case notes
and questions

Accompanies cases with
spreadsheets for readers
to create their own

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analytical frameworks
and consider choices and
opportunities.

Current strategy
thinking focuses on what
to do, not how to
motivate employees,

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suppliers and business partners to do it.

Whether working with employees or with external suppliers, companies are increasingly stumbling

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with implementing strategy. But why is this happening? And how can we address it? Collaboration Strategy argues that motivating people and companies is

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fundamental to business success. In the activities that matter most in today's economy – design, development, marketing, sales, projects – it is hard to

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define just what you want done. Setting up business activities to get the results you want becomes a strategic challenge. In industries from pharmaceuticals to

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fashion, software to
stock exchanges, new
ways of working with
partners that break down
traditional company
boundaries and establish
new roles and

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relationships have enabled businesses to grow rapidly and achieve superior profits. At the heart of this book, Felix Barber and Michael Goold have combined

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their considerable
expertise to present a
complete and original
'collaboration
framework' based on
their findings over a
seven year period in

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which they interviewed over 200 businesses. The framework explains how to set up to get the results you want for a range of different activities and

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industries. They present the 10 requirements needed for profitable collaboration, and use real-life scenarios to apply their framework and analysis, offering a

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menu of tactics to address the most common problems in setting up collaboration with partners. Essentially, you must design a basis for working together, or

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'collaboration,' with your employees and suppliers that will get them to do what you want.

A step-by-step guide to develop a flexible

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comprehensive
operational due
diligence program for
private equity and real
estate funds Addressing
the unique aspects and
challenges associated

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with performing
operational due
diligence review of both
private equity and real
estate asset classes,
this essential guide
provides readers with

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the tools to develop a flexible comprehensive operational due diligence program for private equity and real estate. It includes techniques for analyzing

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fund legal documents and financial statements, as well as methods for evaluating operational risks concerning valuation methodologies, pricing documentation

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and illiquidity

concerns. Covers topics
including fund legal
documents and financial
statement analysis
techniques Includes case
studies in operational

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the tools to evaluate
liquidity, valuation,
and documentation Also
by Jason Scharfman:
Hedge Fund Operational
Due Diligence:
Understanding the Risks

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Filled with case studies, this book is required reading for private equity and real estate investors, as well as fund managers and service providers,

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for performing due diligence on the noninvestment risks associated with private equity and real estate funds.

Private equity-backed

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businesses are increasingly prevalent, and their governance practices are a black box. This book lifts the lid.

Private Equity at Work

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Valuation,
Capitalization, and
Transfer of Private
Business Interests
How the Business of
Private Equity Funds
Works

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Venture Capital and
Private Equity
International Private
Equity
History, Governance, and
Operations
Beyond the Mega Buyout

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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

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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

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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

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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

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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

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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

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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

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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

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private equity funds. Real life case studies illustrate the issues relevant for the practitioner.

Private equity firms are on the rise and rapidly changing the game. Today more than 5,500

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P.E. firms own tens of thousands of companies, so it is essential for CEOs and senior management executives to understand exactly how private equity firms operate. This invaluable resource can help

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you devise a winning P.E. game plan for your own company that offers you greater freedom and financial success. CEO Adam Coffey has almost twenty years of experience building businesses for private

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equity companies. In this authoritative yet approachable handbook, he covers: The history and landscape of private equity Ground rules for finding the right firm to partner with Techniques for navigating

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the new governance Strategies
for continued growth in the
private equity space And more.
The Private Equity Playbook
provides all the coaching you'll
need to compete and win on
this new playing field.

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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

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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

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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

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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

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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

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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

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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

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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

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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

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approaches which are succinct, relevant, and give every chance of success.

Since the early 1980s, private equity investors have heralded and shepherded massive changes in American

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capitalism. From outsourcing to excessive debt taking, private equity investment helped normalize once-taboo business strategies while growing into an over \$3 trillion industry in control of thousands of

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companies and millions of workers. Daniel Scott Souleles opens a window into the rarefied world of private equity investing through ethnographic fieldwork on private equity financiers. Songs of Profit,

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Songs of Loss documents how and why investors buy, manage, and sell the companies that they do; presents the ins and outs of private equity deals, management, and valuation;

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and explains the historical context that gave rise to private equity and other forms of investor-led capitalism. In addition to providing invaluable ethnographic insight, *Songs of Profit, Songs of Loss* is also an

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anthropological study of inequality as Souleles connects the core components of financial capitalism to economic disparities. Souleles uses local ideas of "value" and "time" to frame the ways

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private equity investors comprehend their work and to show how they justify the prosperity and poverty they create. Throughout, Souleles argues that understanding private equity investors as

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contrasted with others in society writ large is essential to fully understanding private equity within the larger context of capitalism in the United States.

Business Structure and

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Operations

Songs of Profit, Songs of Loss:
Private Equity, Wealth, and
Inequality

Private Equity in Action

A Practical Guide for Business
Owners, Entrepreneurs and

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Investors

Is the Business Model Viable in
the Future?

Private Equity Demystified

**During the past few decades, private
equity (PE) has attracted considerable**

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attention from investors, practitioners, and academicians. In fact, a substantial literature on PE has emerged. PE offers benefits for institutional and private wealth management clients including diversification and enhancement of risk-adjusted returns. However, the lack of

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transparency, regulatory restrictions, and liquidity concerns that exist for some PE options limit their attractiveness for some investors.

Private Equity: Opportunities and Risks offers a synthesis of the theoretical and empirical literature on

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PE in both emerging and developed markets. The book examines PE and provides important insights about topics such as major types of PE (venture capital, leveraged, buyouts, mezzanine capital, and distressed debt investments), how PE works,

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performance and measurement, uses and structure, and trends. Readers can gain an in-depth understanding about PE from academics and practitioners from around the world. Private Equity: Opportunities and Risks provides a fresh look at the intriguing yet complex

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subject of PE. A group of renowned experts take readers through the core topics and issues of PE, and also examine the latest trends and cutting-edge developments in the field. Additionally, discussion of research on PE permeates the book. The coverage

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extends from discussing basic concepts and their application to increasingly complex and real-world situations. Thus, this volume spans the gamut from theoretical to practical, while offering a useful balance of detailed and user-friendly coverage. This fresh

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and intriguing examination of PE is essential reading for anyone hoping to gain a better understanding of PE, from seasoned professionals to those aspiring to enter the demanding world of finance.

"The best guide to private equity funds.

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Insight and explanations for both fund sponsors and investors. The gold standard." --Andrew Zalasin, General Partner and CFO: RRE Ventures Best Practices for Organizing and Managing a Fund With nearly \$7 trillion invested in more than 20,000

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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,

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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

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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

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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.

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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

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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

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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

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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

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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

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Group • Coller Capital • Debevoise
& Plimpton LLP • FMO • Foundry
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KKR Capstone • LPEQ • Maxeda
• Navis Capital • Northleaf Capital

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- Partners Group
- Permira
- Terra Firma

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

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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

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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-

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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

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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

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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.

Raising Venture Capital Finance in Europe

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J-Curve Exposure

Private Equity and Venture Capital in
Europe

Lessons from Private Equity Any
Company Can Use

Private Equity

Managing Diversified Portfolios

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Money Magnet

***Seminar paper from the
year 2013 in the subject
Business economics -
Investment and Finance,
grade: 1,7, University of
applied sciences, Cologne,***

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***course: International
Investment & Controlling,
language: English, abstract:
Private Equity plays an
increasingly important role
in the financing of a wide
range of businesses. Over***

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the past 20 years, private equity has been on of the fastest growing markets for corporate finance. One of the reasons the private equity industry exist is that, in many cases,

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companies have needs for capital which, for various reasons, cannot be met from the public markets. Investors that provide capital to private equity funds invest in an asset

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class that entails relatively high-risk and high illiquidity in what remains a largely unregulated market. Planning how to exit an investment is just as important as preparing

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to make one because a merger adds value only if synergy, better management, or other changes make the two firms worth more together than apart. The target

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***companies are supported
with accountants, lawyers,
investment bankers and
other specialists. Especially
Start-up companies are
often characterised by
negative cash flows and***

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***demand high investments.
PE gives the chance to
reduce the financial gap
between selffinancing and
stock exchange listing and
can also help to improve
the equity ratio. Another***

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advantage of PE for target companies is the increase of equity and an improved balance sheet structure. Regarding to that, the negotiating position is strengthened towards

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creditors, the credit rating is improved and the financial room for investments increases. The main disadvantage of PE for target companies is the weakened influence of the

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initial shareholders. Especially different strategically views between those two groups might be difficult to solve. Due to the fact of the high risk, from the investors' perspective,

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***PE is a very interesting
form of investment.
Especially under
diversification aspects the
investment in PE funds
make sense, because the
investors offer investment***

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***opportunities that can not
be replicated in the
financial market and on top
of that have a low
correlation with other asset
class. The firms standard
practice of buying***

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businesses and then, after steering them through a transition of rapid performance improvement and selling them is at the core of private equity's success.

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The number-one issue for every entrepreneur is Money—getting money, raising money, convincing investors to give you money. Whether you are a start up, a small to mid-

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sized enterprise, or a \$100-million company, your biggest problem is always money. There is currently a mad rush towards private equity—the new, hot way to get financing—but it

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***remains a mystery to most
entrepreneurs and
owners/managers of SMEs.
Money Magnet unlocks the
puzzle of private equity
financing and shows how
understanding private***

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equity is the first step to growing wealth in your business. Historically, the most common ways to raise financing for SMEs was through bank loans or through the stock markets.

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But banks are notoriously risk-averse and conservative in lending to small businesses, and the great bull market is over. For most small and medium sized companies, the small

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***cap public issue market is
no longer a viable source of
financing. Enter private
equity. There are billions of
dollars of private equity
funds available in Canada
and millions of SMEs***

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looking for money, but the two don't always know how to find one another and, when they do, usually don't speak the same language. This is the book that explains to business people

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***what private equity
financing is, how it works,
how and where to find it,
how to be successful in
attracting it, and all the
advantages and
disadvantages of raising***

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financing in this way.

***Money Magnet is for
entrepreneurs in emerging
growth companies who are
seeking financing and want
to explore the benefits of
the private equity option.***

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***In language that
entrepreneurs understand,
Jacoline Loewen
demystifies the world of
private equity in this simple
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***what private equity is and
how it works; compares it
with traditional sources of
financing, such as banks
and stock markets; explains
the different types of
private equity investors***

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(e.g., angels, venture capitalists, fund managers and institutional investors); outlines the benefits and pitfalls; describes how to meet venture capitalists and fund managers; shows

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***how to make a convincing
pitch to an investor;
reveals what makes
investors cringe and what
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strategies to deal with the***

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***four brutal questions all
investors ask; explains in
detail the deal process and
the deal sheet; gives advice
on common conflicts
between investors and
entrepreneurs and how to***

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***manage them; includes a
detailed checklist of what
an investor wants to know
about you and your
business; and much more.
Private equity funds are
often called grasshoppers***

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or corporate raiders. Are these accusations true? Are financial investors who generally acquire non-listed companies and sell them after a few years for as much profit as possible

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really value destroying? In order to answer these and other questions, it is important to understand the business model of private equity funds. The aim of this book is to

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***convey this understanding.
The business model of
private equity funds has
been explained
comprehensively and lively.
Furthermore, questions like
the following will be***

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discussed: What does a private equity fund earn when selling a portfolio company? What do the investors who provide the capital earn? In the beginning, the historical

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developments of private equity are explained. Next, there is a comprehensive, lively, and practical explanation of the business model of private equity based on the individual

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stages of a private equity fund's lifecycle. All stages will be discussed, from the fundraising to the value creation methods to the successful sale of the portfolio company (exit).

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Later in the book, the leverage buyout valuation (LBO) model, which is used by private equity funds, is explained using a practical case study. After reviewing the case study, readers on

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***their own should be able to
build an LBO model using
the main functions.***

***Fully revised and updated
to reflect changes in the
private equity sector
Building on and refining the***

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***content of previous
editions, Introduction to
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Real Assets, Third Edition
adopts the same logical,
systematic, factual and
long-term perspective on***

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private markets (private equity, private debt and private real assets) combining academic rigour with extensive practical experience. The content has been fully revised to

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reflect developments and innovations in private markets, exploring new strategies, changes in structuring and the drive of new regulations. New sections have been added,

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***covering fund raising and
fund analysis, portfolio
construction and risk
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and Business Partners

This overview of a complex and often misunderstood subject takes the reader through the issues that are faced throughout the life cycle of a private equity investment, from the identification of an opportunity,

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through the various stages of the transaction and the lifetime of the investment, to the eventual exit by the investor. The analysis of key documentation and legal issues covers company law, employment law, pensions, taxation, debt

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funding and competition law, taking into account recent legal developments such as the Companies Act 2006, the recent emergence of private equity in the UK and the challenges faced by the industry as a result of the financial

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That the private equity firms operate in. This covers both some of the future business opportunities, as well as discussing some of the many challenges that the private equity sector are facing.

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It is essential that the private equity firms manage to adapt to changes in the business environment, in order for the business model to be viable in the future.

The definitive guide to demystifying the venture capital business The

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Business of Venture Capital, Second Edition covers the entire spectrum of this field, from raising funds and structuring investments to assessing exit pathways. Written by a practitioner for practitioners, the book provides the necessary

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breadth and depth, simplifies the jargon, and balances the analytical logic with experiential wisdom.

Starting with a Foreword by Mark Heesen, President, National Venture Capital Association (NVCA), this important guide

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includes insights and perspectives from leading experts. Covers the process of raising the venture fund, including identifying and assessing the Limited Partner universe; fund due-diligence criteria; and fund investment terms in Part One

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Discusses the investment process, including sourcing investment opportunities; conducting due diligence and negotiating investment terms; adding value as a board member; and exploring exit pathways in Part Two Offers

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insights, anecdotes, and wisdom from the experiences of best-in-class practitioners Includes interviews conducted by Leading Limited Partners/Fund-of-Funds with Credit Suisse, Top Tier Capital Partners, Grove Street

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Advisors, Rho Capital, Pension Fund Managers, and Family Office Managers Features the insights of over twenty-five leading venture capital practitioners, frequently featured on Forbes' Midas List of top venture capitalists Those

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aspiring to raise a fund, pursue a career in venture capital, or simply understand the art of investing can benefit from *The Business of Venture Capital, Second Edition*. The companion website offers various tools such as GP Fund Due

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