

**AVCA GP MASTERCLASS:  
"FUNDRAISING & VALUE CREATION"**

**THURSDAY, 6<sup>TH</sup> – FRIDAY, 7<sup>TH</sup> APRIL 2017  
SOFITEL ABIDJAN HOTEL IVOIRE  
ABIDJAN, CÔTE D'IVOIRE**

**THURSDAY, 6<sup>TH</sup> APRIL 2017**

8:30 - 9:00 am	<b>Registration &amp; Coffee</b>
9:00 – 9:05 am	<b>Opening Remarks. Masterclass Commences</b>
9:05 – 9:25 am	<b>Fundraising Case Study: Initial meeting to commitment - An African Perspective</b>
9:25 – 10:35 am	<b>First Port of Call on the African Fundraising Trail: Key Catalysers</b>
10:35 – 11:05 am	<b>Refreshment Break</b>
11:05 am – 12:20 pm	<b>Diversifying your LP Base</b>
12:20 – 1:50 pm	<b>Networking Lunch</b>
1:50 – 2:50 pm	<b>Fund Formation</b>
2:50 – 3:20 pm	<b>Refreshment Break</b>
3:20 – 4:35 pm	<b>Investor best practice</b>
4:35 – 4:40 pm	<b>Closing Remarks</b>

**FRIDAY, 7<sup>TH</sup> APRIL 2017**

8:30 – 8:55 am	<b>Registration &amp; Coffee</b>
8:55 – 9:00 am	<b>Opening Remarks</b>
9:00 – 10:00 am	<b>Deal Sourcing and Valuation</b>
10:00 – 10:30 am	<b>Refreshment Break</b>
10:30 am – 12:00 pm	<b>Case Study: Valuation</b>
12:00 – 1:30 pm	<b>Networking Lunch</b>
1:30 – 2:30 pm	<b>Value Creation</b>
2:30 – 3:00 pm	<b>Refreshment Break</b>
3:00 – 4:30 pm	<b>Case Study: Value Creation – Adding Value and Building Competitive Advantage</b>
4:30 – 4:45 pm	<b>Closing Remarks</b>