

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

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

THURSDAY, 6TH APRIL 2017

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

FRIDAY, 7TH APRIL 2017

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