

CAGr | PRIVATE  
MARKETS

---

COLLECTIVE ANALYSTS' GROUP

---

PROSPECTUS

---

## ABOUT COLLECTIVE ANALYSTS GROUP

Established with the vision,  
of taking investor education, up-skilling & financial awareness to an  
epitome.

CAGr is committed to fostering tangible learning outcomes through  
hands-on skill augmentation.

The CAGr program intends to equip our fellow participants with the  
unique skills that are  
required to analyse investment opportunities and build portfolio  
based and backed on quantitative and qualitative finance.

**Knowledge sharing & Collective Intelligence at its best.**



## PROGRAM OVERVIEW

# Private Markets

### Core Finance and Investment Strategies of the Unseen Landscape

Private Markets from both an investment and a career standpoint.

The curated curriculum for Private Markets will be guided by industry experts and mentored by executives, founders and industry leaders, adhering to our core values and principles in **practical implementation**, and **inclusive community of interactions** and networking.

CAGR Offers  
an organised & managed ecosystem,

For Core-Finance Enthusiasts

To participate, practice & To make mistakes,  
that will result into key learnings.

## WHAT LIES AHEAD?

- 52+ hours of live and implementation sessions
- Guest session with Industry Experts, Authors and Thought Leaders
- Personalised Mentoring: Career navigation through Private Equity
- Need-based 1 to 1 sessions with industry experts
- Focused practical & implementable outlook with an adaptive market knowledge & intelligence



# PROGRAM HIGHLIGHTS

## Comprehensive Curriculum

Focused practical & implementable outlook with an adaptive market knowledge & intelligence. Our curriculum is meticulously crafted to cover the essential aspects of private markets, including investment strategies, market analysis, negotiation skills, and alternative investments.



## Real-World Insights

Hands-on experience- work in the industry (on live projects). Learn from industry experts, engage in practical exercises, and explore real-world case studies to gain insights into the private markets landscape.



## Community Engagement

Join a vibrant community of like-minded analysts and finance enthusiasts, fostering collaboration, networking, and continuous learning. Guest lectures and insights from experts in the field. Access to niche networking events and forums.



## Career Development

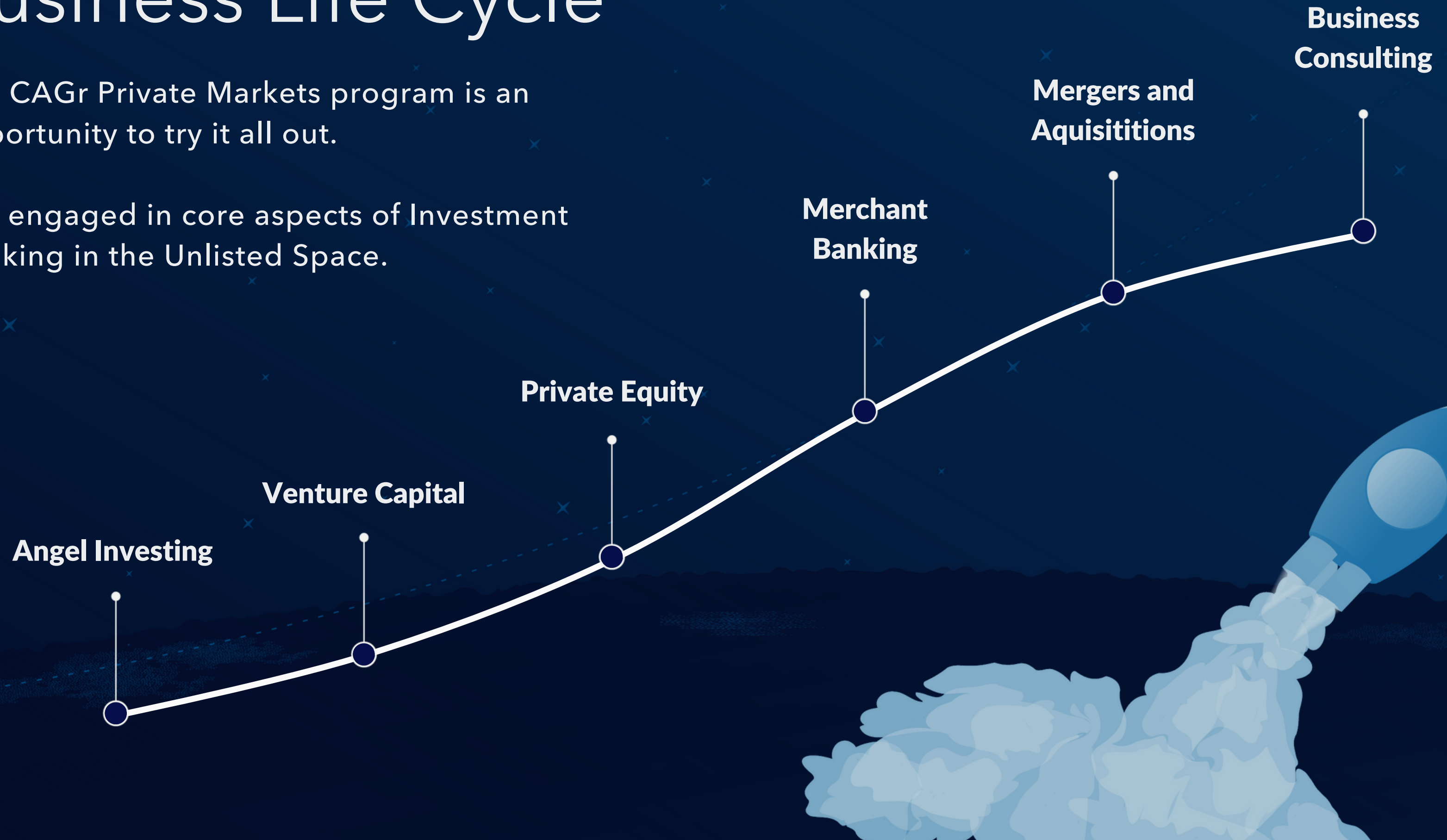
Equip yourself with the skills and knowledge needed to excel in private markets, whether you are pursuing a career as an analyst, investor, or entrepreneur. Unique on-the-job learning (optional). With partner Investment Banks and Consulting firms



# Business Life Cycle

The CAGr Private Markets program is an opportunity to try it all out.

Get engaged in core aspects of Investment Banking in the Unlisted Space.



# PROGRAM STRUCTURE

---

## MODULE 01

### Introduction to Private Markets

Understanding Private Markets, Distinguishing Features, Market Dynamics, Investor Perspective Challenges and Opportunities, Global Perspective, Emerging Trends

## MODULE 03

### Building a Business Study

In-depth Business Analysis, Industry Research, Investment Memo, Business Valuations, Due Diligence, Real World Case Studies, Presentation Skills

## MODULE 02

### Analyzing Unlisted Businesses

Business Evaluation Techniques, Due Diligence Processes, Risk Assessment, Analysis of real-world private market investment opportunities, Quantitative Analysis, Qualitative Analysis

## MODULE 04

### Two-Way Pitch & Deck

Crafting Effective Pitch Presentations, Pitching to Entrepreneurs, Pitching to Investors, Interactive Pitching Exercises, Pitching in Different Scenarios, Presentation Delivery Skills, Ethical Considerations, Real-World Pitch Analysis, Valuation Reporting

# PROGRAM STRUCTURE

---

MODULE 05

## Projections & Valuations Modelling

Financial Modelling for Private Markets, Cash Flow Analysis, Advanced Financial Models, Practical Application

MODULE 07

## Popular Funding Processes

Private Placements, Crowdfunding, Fundraising Techniques, Practical Application, Regulatory Considerations

MODULE 06

## Negotiations & Deals Flow

Negotiation Strategies, Deal-Making Processes, Legal Considerations, Practical Application, Ethical Considerations

MODULE 08

## Angel Investing & Accelerators

Angel Investor Role and Process, Startup Accelerators, Evaluating Early-Stage Ventures, Practical Application, Mentorship and Post-investment, Involvement

# PROGRAM STRUCTURE

---

MODULE 09

## Private Equity

In-depth Exploration of Private Equity Markets, Private Equity Fundamentals, Valuation Methods for Private Companies, Deal Structuring and Negotiation, Risk Management and Portfolio, Optimization

MODULE 11

## Venture Debt & Financing

Alternative Financing Options, Debt Instruments in Private Markets, Risk Management

MODULE 10

## Venture Capital & Funds

Venture Capital Investments, fundamentals of VC Funds, Deal Structuring in Venture Capital

MODULE 12

## Mergers & Acquisitions

M&A Fundamentals, Integration Strategies, Post-Merger Analysis, Deal Structuring



# PROGRAM STRUCTURE

---

MODULE 13

## Regulatory and Legal Considerations

Legal and Regulatory Frameworks, Governing Private Market investments, Compliance and Reporting Requirements, Investor Protection and Disclosure

MODULE 15

## Holding Company Concept

Structuring Investments, Holding Company Functions, Investment Diversification

MODULE 14

## Concept of Trust

Trust in Financial Relationships, Building and Maintaining Trust, Ethical Considerations, Trust and Reputation Management, Due Diligence and Trust, Trust in Investment Management, Cybersecurity and Trust, Behavioural Economics and Trust, Cross-Cultural Trust, Trust in Alternative Assets

MODULE 16

## Family and Multi-Family Offices

Role of Multi-Family Offices, Wealth Management Strategies, Client Relations

# PROGRAM STRUCTURE

---

MODULE 17

## Alternative Investment Funds

Hedge Funds

Private Equity Funds, Fund of Funds, Private Credit and Other  
Alternative Investments

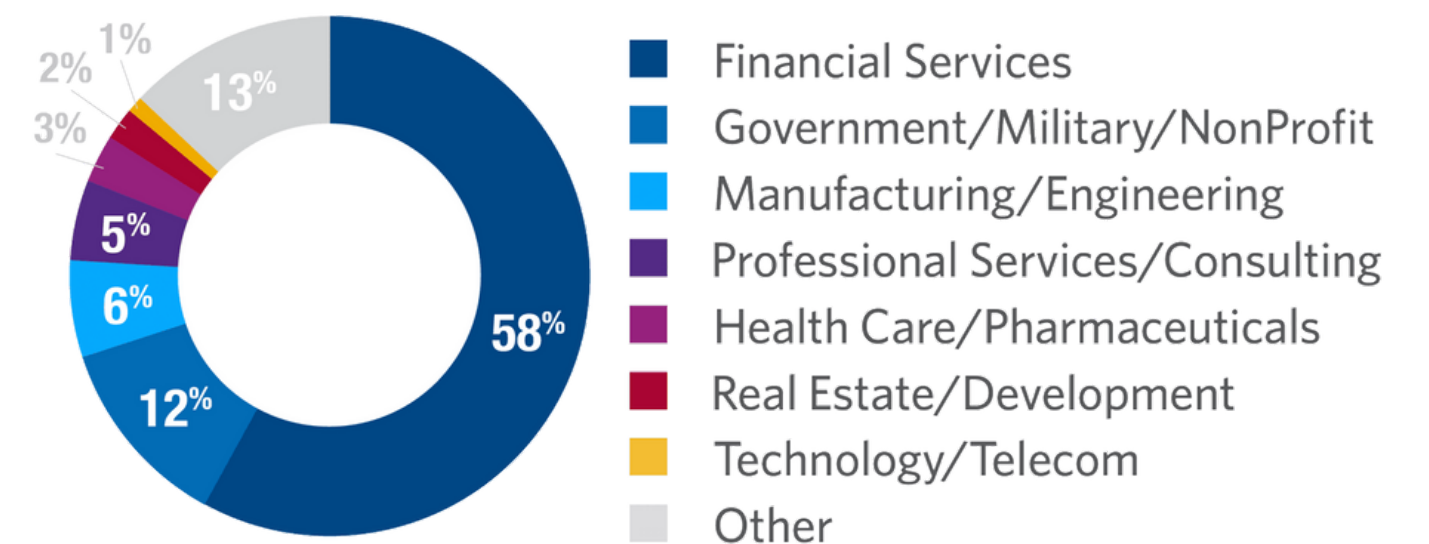
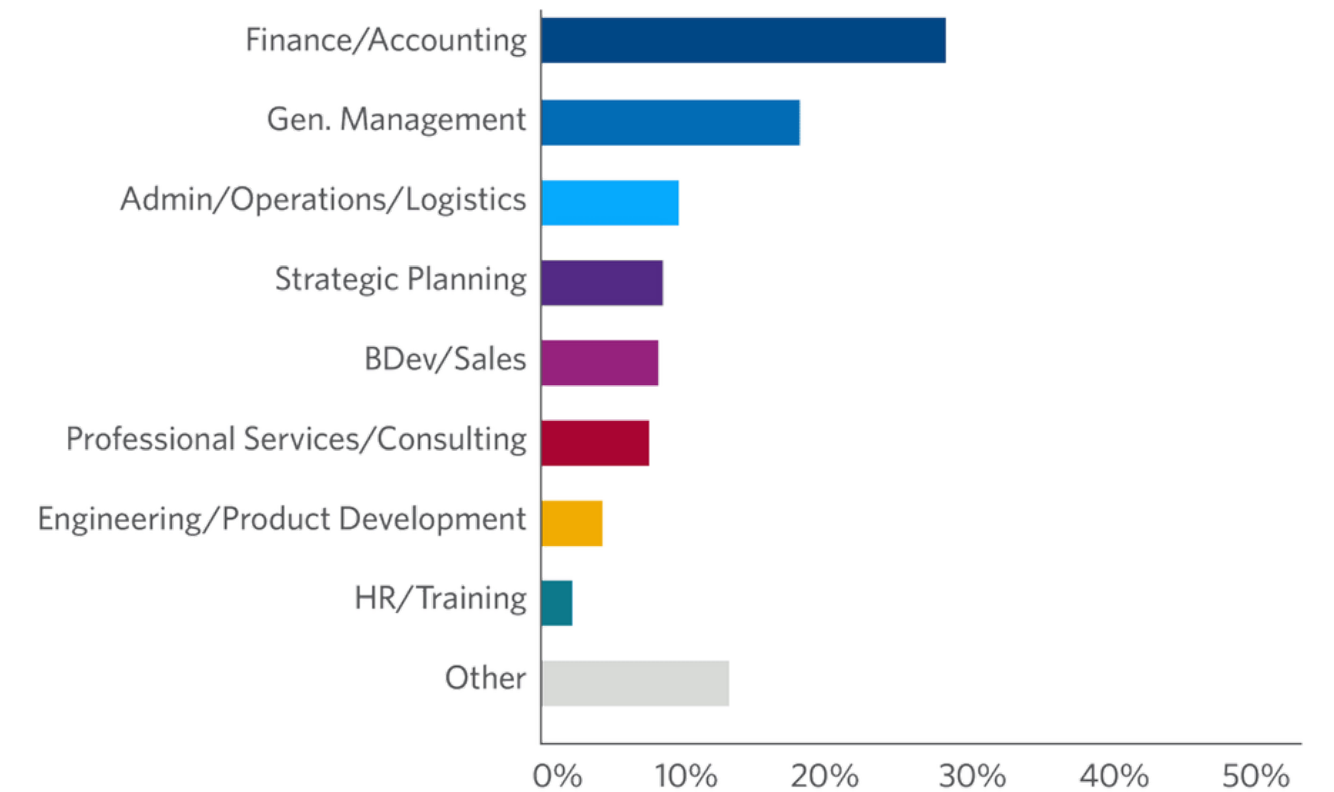
# MEMBERS MIX

*"Tell me and I forget, teach me and I may remember, involve me and I learn."*

— Benjamin Franklin

**Don't  
just learn,  
ACT**

Raise Capital  
Manage Capital  
Re-Distribute Wealth





---

# RELEVANCE

**Members who seek career building & up-skilling.**

**Members who seek awareness & a new skillset.**

**CAGr aims to offer a chance to a select few individuals, who are looking for challenging & daunting tasks in the world of finance, by utilizing its Community and Diverse group of mentors.**

**Consultants and Banking Professionals:** Understanding private equity helps consultants and banking professionals provide more comprehensive financial advice to clients. They can assess the potential of private equity investments in diversifying portfolios and optimizing returns.

**Aspiring Private Markets Professionals:** Those eager to join general partner firms (GPs) or other specialists in the world of alternative investments.

**Asset Managers:** Asset managers can explore private equity as a means to diversify their clients' portfolios, potentially reducing risk. Knowledge of the private equity landscape enables them to identify emerging opportunities and navigate market cycles effectively. They can consider private equity as part of a broader investment strategy to optimize returns.

**Seasoned Industry Experts:** Investors and asset owners seeking to diversify their portfolios through private markets or alternative investments.

## **Career switchers and trajectory changers**

**Economics and Finance Students:** For students, it offers an exposure to real-world financial practices and innovative investment strategies. It deepens their understanding of financial markets, fostering critical thinking and analytical skills. Knowledge and skill of the private markets can set them apart in the job market, making them more attractive candidates for financial roles.

## **Individuals looking to invest meaningfully**



# LEARNING OUTCOMES

Upon successful completion of this fellowship, you will have the ability to:

- Impart a sense of awareness and sync with the broader markets.
- Navigate through the impact of unforeseen events.
- Understand various factors affecting businesses and account for risks.
- Acquire new knowledge on curating profitable investment portfolios across multi-asset allocations.
- Critically scout and compare investment instruments, managers, tools, and service providers.
- Quantify variations and expectations based on incidents.
- Assess events using principles of behavioral finance.
- Learn how to evaluate individual businesses, markets, and economies.

## Private Equity

Stages of Lifecycle: Seed, Start-Ups, Expansion, Mature

Types of Financing: Venture capital, Venture Debt

- Replacement capital, expansion Capital, Acquisition capital, Leveraged Buyouts, management Buyouts, Mezzanine Finance, Distressed/turnarounds, Others

## Private Company Valuations

Scope: Public Vs Private valuations

Approaches: Income, Market & Asset based approaches

- Income: Free Cashflow, Capitalised Cashflow & Excess Earning methods
- Market: Guideline Transactions & Prior transactions method

Discounts & Premiums: Control, Marketability

## Corporate Restructuring

Types: Investments, Divestment & Restructuring

Investments: Equity, Joint venture, Mergers & Acquisitions; Divestments: Sales, Spin Offs

;Restructuring: Cost restructuring, Balance Sheet restructuring & Reorganisation

Valuations: Comparable companies & Comparable transactions

## Private Equity Investments & Exits

Venture Capital vs Buyout investments; VC Method for valuations- Expected Exit Valuation,

Required Return, Stage Financing; LBO model for Buyout transactions; Exit Routes: IPO,

Liquidation, Secondary market, Management buyout; Risks & Costs of Investing in Private

Equity; Private Equity Funds - Structures, Terms & Valuations

## ESG Considerations

Ownership Structures

Evaluating Corporate Governance policies & procedures

Identifying & Evaluating ESG Risks & opportunities

## OUR PLAN

- For 3 months
- Internship Opportunities
- Placement Assistance

₹21,000 (Incl. of GST)

# CAGr

COLLECTIVE ANALYSTS' GROUP

5th floor, Two Horizon Center,  
DLF Phase 5, Gurugram, HR .122002

**Register at:**

[www.collectiveanalystsgroup.com](http://www.collectiveanalystsgroup.com)

**Reach out to us at:**

[mail@collectiveanalystsgroup.com](mailto:mail@collectiveanalystsgroup.com)

9999114088