



The Belgian Venture Capital & Private Equity Association vzw/asbl

Introduces the fifth edition of

## The BVA Academy

### Date

18 & 19  
November 2010

### Location

Congress centre  
Lamot  
Mechelen

### Prices

BVA Member  
990€

Non Member  
1,350€

Sponsored Students  
500€

### Our goal

The BVA Academy 2010 has a double mission: to provide extensive information to the attendants who are new in the business and to improve the knowledge of those who are already actively involved in the venture capital/private equity business. We will help the attendants explore strategies and techniques for investing in and managing target companies, better understand pros and cons of different actions, structure deals, master tactics, avoid pitfalls and reduce risks, with an important operational focus.

### Program

We will

- demonstrate the necessity of interaction between all economic disciplines to get a well-funded evaluation of a business
- review business valuation techniques and demonstrate key considerations and review pitfalls
- point out how to come to an efficient and structured assessment of the management team
- organize parallel sessions: early stage and Buy-Out/Development Capital Stage workshops
- focus on strategy and management of the deal after closing
- allow an Early stage and a Buy-Out/Development Capital Stage entrepreneur to share their experience.

### Methodology

Experienced private equity practitioners and professionals with experience in guiding the private equity process will be giving presentations, presenting case studies, giving exercises and organizing Q&A sessions. All the presented material will be offered to you at the time.

### Who should attend?

Private Equity players, Venture Capitalists, Investment Bankers, Lawyers, Due Diligence Parties, Consultants, Accountants, MBA Students and anyone involved or interested in the VC/PE industry.

On day 1  
Choice between

**Venture Capital  
Workshop**

And

**Buy-Outs &  
Development  
Capital Workshop**

For further information on the BVA Academy, contact [hilde@bva.be](mailto:hilde@bva.be)

**Belgian Venture Capital & Private Equity Association vzw/asbl**

Havenlaan 86C/419, 1000 Brussels, Belgium

Tel: +32 3 297 10 21

Fax: +32 3 297 10 23

## APPLICATION FORM BVA ACADEMY: 18 & 19 NOVEMBER 2010

Please complete this form in CAPITALS or typewrite and return it to:

BVA Office: Hilde Vandermeulen, Kleine Beekstraat 16, 2990 Wuustwezel, Fax: +32-3-297.10.23 or [hilde@bva.be](mailto:hilde@bva.be)

### DELEGATE INFORMATION

Surname: ..... First name: .....  
Company: .....  
Job Title: .....  
Address: .....  
Area code: ..... City: ..... Country: .....  
Telephone: ..... Fax: .....  
E-mail: .....

### Invoice address, if different from the above:

.....

### FEE:

Member:                     € 990                     € 900\*  
Non-member:             € 1,350                    Sponsored Student:             € 500  
Room required:         Yes                     No (€100 discount)

This fee includes all material relating to the course, accommodation and all meals during the program.

\*: discount for the second, third ... participant of the same member company

### 1<sup>ST</sup> DAY PARALLEL SESSIONS:

Venture Capital Track                     Buy-Out/Development Capital Track

### TYPE OF ORGANISATION:

Private Equity/Venture Capital Firm     Institutional Investor                     Fund of Funds  
 Corporate Venturer/Corporation         Government Organization                 Placement Agency  
 Consulting/Advisory Firm                 Law Firm                                         Other: .....

### INVOLVED IN INVESTMENTS IN:

Venture Capital – Seed/Start up                     (M)BO/MBI  
 Venture Capital – Development/Expansion         Other (Turnaround, Mezzanine, Bridge, ...)

### PERIOD OF TIME IN THE INDUSTRY:

   Under 1 year                    1-3 years                    3-5 years                    5+ years  
Company:  
Delegate:

### PAYMENT:

**Bank transfer** to account no. 434-8151211-14 - IBAN: BE94 4348 1512 1114 - BIC: KREDBEBB of the Belgian Venture Capital & Private Equity Association, within 30 days of receipt of the invoice, but **not later than 4 November 2010**.

**Please instruct your bank to show the invoice number and participant's name**

### GENERAL INFORMATION:

- Please remember priority is given to BVA members until 1 September 2010. After this date, applications will be handled on a first-come, first served basis.
- BVA will confirm your participation as soon as possible after receipt of your application form.
- **Cancellations can only be accepted if received in writing by 19 October 2010. Fees (minus 20% administrative charges) will then be refunded. After this date, you are liable for the full fee.** Being replaced by a colleague is also possible of course.

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**PRELIMINARY PROGRAMME BVA ACADEMY 2010**  
Congress centre Lamot (Mechelen) November 18 and 19

**DAY ONE**

Time	Topic	Proposed Speaker
09.00 - 9.15	Welcome	Koen Dejonckheere (Gimv - President BVA)
09.15 -10.45	Managing towards full potential (operational improvements brought by PE/VC)	Alain Keppens (Gimv)
10.45 -11.00	Break	

**2 BREAK-OUT GROUPS**

<b><i>BREAK-OUT GROUP ONE: Buy-outs and Development Capital</i></b>		
11.00 - 12.30	Valuation and acquisition finance	To be confirmed
12.30 - 13.30	Lunch	
13.30 - 14.30	Tax & Legal Aspects	Nico Goossens (Linklaters)
14.30 - 17.00	Workshop on case study	Filip Lesaffer (KBC PE)/Nico Goossens
17.00 - 17.15	Break	
17.15 - 18.00	Testimonial by entrepreneur	Stef Meulemans (Pizza Hut)

<b><i>BREAK-OUT GROUP TWO: Venture Capital</i></b>		
11.00 - 11.45	Valuation and financial structuring	Alain Parthoens (Vesalius Biocapital)
11.45 - 12.30	Product & Market checks, HR and IPR	Christian Schneider (FiveLakes Venture Partners)
12.30 - 13.30	Lunch	
13.30 - 14.30	Tax & Legal Aspects	Michel Bonne (Van Bael&Bellis)
14.30 - 17.00	Workshop on case study	Alain Parthoens, Christian Schneider
17.00 - 17.15	Break	
17.15 - 18.00	Testimonial by entrepreneur	Jurgen Ingels (Clear2Pay)
18.45 - ...	<b>EVENING ACTIVITY</b>	

**DAY TWO**

08.30 - 10.00	Due diligence Process	Lieven Adams (PWC)
10.00 - 10.15	Break	
10.15 - 11.15	Management assessment	Xavier Desclée (Talentium)
11.15 - 12.30	Sweet Equity	Jacques Meunier (Nauta Dutilh)
12.30 - 13.30	Lunch	
13.30 - 14.45	Corporate Governance and Reporting	Dirk Beeusaert (Gimv)
14.45 - 15.00	Break	
15.00 - 16.00	Exit master plan	Erik Verkest (Petercam)
16.00 - 16.30	Wrap-up by Nathalie Engels, President of the BVA Education Committee	

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