

ANDE Investment Manager Training, Washington, D.C.			
Time	Topics	Facilitators	Materials
Monday, November 27th <i>Breakfast will be at 8:00 and lunch will be at 12:30 with coffee mid-mornings & mid-afternoons</i>			
08:30-12:30	Welcome and Introductions <ul style="list-style-type: none"> • Agenda • Introduction of participants • Welcome from ACDI/VOCA • Overview of ANDE 	ANDE ACDI/VOCA	
	The Art of the Deal – Intro <ul style="list-style-type: none"> • Business financing 101 • The instrument continuum • The investment decision process • Introducing the anchor case 	Bob Webster	Finance vocabulary (pre-read) Investopedia link on IRR (pre-read) Case: ZHL (pre-read)
13:30 – 17:30	Due Diligence <ul style="list-style-type: none"> • Introduction to due diligence • DD domains (marketing, financial, impact, operations, legal) 	Bob Webster	Due diligence checklists (pre-read) Case: ZHL (pre-read)
18:00	Welcome Dinner (Sixth Engine)		
Tuesday, November 28th <i>Breakfast will be at 8:00 and lunch will be at 12:30 with coffee mid-mornings & mid-afternoons</i>			
08:30-12:30	Due diligence (cont'd)	Bob Webster	Case: ZHL (pre-read) Due diligence checklists (pre-read)
	Structure & Valuation - Overview	Bob Webster	TBD
13:30 – 17:30	Structure & Valuation - Financial Instruments <ul style="list-style-type: none"> • Common vs. preferred equity • Quasi-equity 	Bob Webster	Discounted Cash flow (pre-read) Investopedia link on IRR (pre-read)
Wednesday, November 29th <i>Breakfast will be at 8:00 and lunch will be at 12:30 with coffee mid-mornings & mid-afternoons</i>			
08:30-12:30	Structure & Valuation - <ul style="list-style-type: none"> • Intro to valuation • Comparable multiples approach • Ratchet mechanism • Discounted cash flow 	Bob Webster	Discounted Cash flow (pre-read) Investopedia link on IRR (pre-read)
13:30 – 17:30	Structure & Valuation - <ul style="list-style-type: none"> • Other economics • Start-up valuation • Deal documents 	Bob Webster	Discounted Cash flow (pre-read) Investopedia link on IRR (pre-read)
Thursday, November 30th <i>Breakfast will be at 8:00 and lunch will be at 12:30 with coffee mid-mornings & mid-afternoons</i>			
08:30-12:30	Structure & Valuation – Straight debt	Songbae Lee – Calvert Impact Capital	TBD
13:30 – 17:30	Gender Lens Investing	Heather Kipnis - IFC	TBD
	Metrics – Measuring Impact	Genevieve Edens and Bri Losoya- Evora - ANDE	TBD
17:45	ANDE Happy Hour (Driftwood Kitchen)		
Friday, December 1st <i>Breakfast will be at 8:00 and lunch will be at 12:30 with coffee mid-mornings & mid-afternoons</i>			
08:30 – 12:30	Post-investment Supervision <ul style="list-style-type: none"> • Company performance • Board directorship 	Bob Webster	Mini-case: Costa Rica Botanicals
13:30 – 16:00	Post-investment Supervision <ul style="list-style-type: none"> • Creating value 	Bob Webster	Mini-case: Krug