

The Governing Board

Anil Ambani *	Vice Chairman and Managing Director Reliance Energy Limited Chairman and CEO	Heinz-Werner Meier	Senior Vice President, Human Resources Sanofi Aventis Group and Managing Director, Sanofi Aventis, Germany
Bernard Arnault	LVMH Chairman	Lakshmi Mittal *	Chairman and CEO Mittal Steel Company
Rahul Bajaj *	Bajaj Auto Limited President - Foods	Yoshihiko Miyauchi	Chairman and CEO Orix Corporation
Manvinder S Banga	Unilever N V President and CEO	Mark Moody-Stuart	Director HSBC Holdings PLC
Scott Bayman	GE India Chairman and CEO	Sunil Kant Munjal *	Chairman Hero Corporate Services Limited
Riley Bechtel	Bechtel Group, Inc. Chairman and CEO	James Murdoch	Chairman and CEO British Sky Broadcasting
Lloyd C Blankfein	The Goldman Sachs Group, Inc. Chairman	N R Narayana Murthy *	Chief Mentor Infosys Technologies Limited
Ronnie Chan	Hang Lung Development Company Chairman	Shiv Nadar *	Founder and Chairman HCL Technologies
Purnendu Chatterjee *	The Chatterjee Group Chairman	Sanjay Nayar *	Chief Executive Officer Citigroup India
Keki Dadiseth	Omnicom India Limited Chairman of the Board	Vikram S Pandit	Founder Partner Old Lane, LP
Michael S Dell	Dell Inc. Chairman	Deepak Parekh *	Chairman HDFC
Yogesh Deveshwar *	ITC Limited Member, Group Executive Committee	Rajendra Pawar *	Chairman NIIT Limited
Juergen Fitschen	Deutsche Bank AG Chairman	Teh Kok Peng	President GIC Special Investments Pte Limited
Adi Godrej *	The Godrej Group CEO and Chairman	B Ramalinga Raju *	Founder and Chairman Satyam Computer Services Limited
Prabhu Goel	iPolicy Networks Chairman, ISB and Sr Partner Worldwide	M Rammohan Rao	Dean Indian School of Business
Rajat Gupta *	McKinsey & Company, Inc. Founder	Girish Reddy *	Managing Partner Prisma Capital Partners LP
Vinita Gupta	Quick Eagle Networks Founder and CEO	Arun Sarin	Chief Executive VODAFONE Group PLC
Vinod Gupta	InfoUSA, Inc. Dean	James Schiro	Chief Executive Officer Zurich Financial Services
Patrick Harker	The Wharton School Managing Director	Ajay Shah	Founder and CEO Shaw Capital Partners
Urs Hoffmann	Credit Suisse Group Dean Emeritus	Kiran Mazumdar - Shaw *	Chairman and Managing Director Biocon India Limited
Donald Jacobs	Kellogg School of Management Dean	Analjit Singh *	Chairman Max India Limited
Dipak Jain	Kellogg School of Management Managing Director and CEO	Pramath Raj Sinha *	Founding Dean, ISB and MD & CEO, ABP Private Limited
K V Kamath *	ICICI Bank Limited Director	Charles Miller Smith	Chairman Scottish Power PLC
Uday Khemka	SUN Group of Companies Founder and Managing Partner	Martin Sorrell	Chief Executive Officer WPP Group PLC
Vinod Khosla	Khosla Ventures Executive Vice Chairman & Managing Director	Mallika Srinivasan *	Director Tractor and Farm Equipment Limited
Uday Kotak *	Kotak Mahindra Bank Limited Chairman	Sanjay Subhedar	General Partner Storm Ventures
Bon-Moo Koo	LG Chemical Ltd./LG Electronics Inc. Director	Rana Talwar	Chairman Sabre Capital Worldwide
Anil Kumar *	McKinsey and Company, Inc. Chairman and CEO	Daniel Vasella	Chairman and CEO Novartis International AG
Arjun Malhotra	Headstrong Corporation President, Asia & Africa, Unilever and Chairman, Hindustan Unilever Limited	Romesh Wadhvani	CEO and Managing Partner Symphony Technology Group
Harish Manwani *	Former Chief Executive Officer HSBC Limited	Jacob Wallenberg	Chairman Skandinaviska Enskilda Banken
Aman Mehta	Former Senior Vice Chairman Citigroup	Arshad Zakaria	President and CEO New Vernon Capital LLC
Victor Menezes		Peter Zencke	Executive Board Member SAP AG

* Member of Executive Board

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Private Equity

A Catalyst to Building Enterprise Value

February 22-27, 2008.

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The ISB's aim is to make you future ready. By arming you with knowledge that will equip you to stay competitive in a global business environment. So you can be one step ahead.

Times Group

The Times Group is India's largest diversified media conglomerate with interests in Newspaper, Radio, Internet, TV, Music, Out-of-home Media, Multimedia, Retailing and Event Management businesses.

The Group, with a 170 year heritage, owns leading media brands like The Times of India, The Economic Times, Navbharat Times, Maharashtra Times, Femina, Filmfare, Indiatimes, Times NOW, Radio Mirchi, Zoom, timesjobs.com and magicbricks.com. Widely known for its innovations and versatility, the Group enjoys holistic dominance across the media spectrum. The Group derives its strength from a healthy set of loyal audiences and advertisers and the ever growing number of it. The joint ventures with BBC for magazines and Reuters for Television News adds to its ability to harness synergies and provide increased value to its customers.

Times Private Treaties

Times Private Treaties is the Strategic Investment arm of Times Group. Started in 2005, the division has today invested in about 120 companies locking-in over US \$ 500 million. The investments have been made across diverse sectors including Retail, Real Estate, Construction, Telecom, Automobiles, Consumer Durables, Consumer Soft, FMCG, Aviation, Bio-Technology, IT and BFSI. The investment is basically aimed at adding strategic value to companies by evangelising them from being manufacturing and product centric to becoming brand converts. It has liberated companies from cost plus pricing, catapulting them into premium pricing, positioning and profiting. An accelerated growth model, Private Treaties has been a hugely successful phenomenon for Times Group and its investee companies, thereby making it a significant player in the Private Equity industry.

The Programme

The private equity industry is currently undergoing a dramatic boom and rapid transformation. Deals exceeding USD 10 billion are becoming more prevalent, especially in the last two years. At the same time, private equity is becoming an increasingly common source of finance for mid-sized, fast-growing companies. The private equity industry is also globalising rapidly. As a consequence, executives from a large variety of industries and different functional backgrounds find it increasingly important to have a clear understanding of the fundamentals and practices of the private equity industry.

ISB in association with Times Private Treaties now offers a course on Private Equity. The programme is designed to help you grasp the core concepts and understand tools of the global private equity industry, both from the perspective of asset managers and from that of industry executives. The instruction methodology will comprise cases studies, lectures, and group exercises. Basic understanding of finance will be necessary for the programme.

Key Topics

- Day 1: The structure and players of the private equity industry
- Day 2: Valuation and financial structure of private equity deals
- Day 3: The management and fund raising of private equity firms
- Day 4: Creating value through exiting investments
- Day 5: Creating value through actively managing portfolio companies
- Day 6: Building private equity markets in emerging economies

Key Benefits

Participants will:

- Grasp concepts, study cases on entry challenges
- Develop critical ideas to successfully manage private equity
- Apply insights gained in the forum like discussions to streamline and further develop their strategic frameworks and strategies for winning in the private equity market
- Gain strategic insights from faculty interactions and small group discussions
- Apply learning to a group project over the duration of the course

Who should attend?

- Professionals who want to make a career shift to Private Equity. Candidates must have work experience in banking, financial services, corporate strategy, M&A. Alternatively three or more years of experience in financial industry is also acceptable. Candidates should have PhD/ post graduate degrees such as MS, MBA, CA.
- Entrepreneurs seeking private equity funds for their organisations.
- Associates or analysts who are current employees of private equity funds and who have been in the firm for less than 3 years.
- Lawyers & CPA who are working with or want to expand their clientele to include private equity companies.
- Professionals in commercial banks, insurance companies and other similar fund-of-funds organisations, who manage or advise investments.

Faculty



Thomas Frederik Hellmann

■ Thomas Frederik Hellman holds a PhD in Economics from the Stanford School of Business. He is presently the Associate Professor at Sauder School of Business, University of British Columbia. His research areas include entrepreneurship, venture capital,

innovation, corporate finance, strategic management, and contract theory. Thomas has also taught at the Stanford Graduate School of Business where he developed MBA elective on entrepreneurship. He has also co-taught business plan course with Silicon Valley entrepreneurs and venture capitalists.

■ Thomas is also the visiting professor at The Wharton School (University of Pennsylvania) where he teaches entrepreneurship. He also conducted numerous seminars and delivered various lectures in Australia, Asia, Europe, Latin America and North America.

■ He also serves as the Associate Editor of Management Science; Coeditor of Journal of Economics and Management Strategy (including Co-editor for a special issue on "Entrepreneurship: Strategy and Structure"); Numerous referee reports for all leading economics and finance journals; Member of the program committee for various conferences (EVI, WFA).



Marco Da Rin

■ A PhD in Economics from Stanford University, Marco Da Rin is presently the Assistant Professor at Turin University. He is also the Fellow at Innocenzo Gasparani Institute for Economic Research (IGIER), Bocconi University, Milano. Marco Da Rin also holds the distinction of being the

Research Associate at European Corporate Governance Institute.

■ He is also the Member of the Advisory Board, South European Center for Contemporary Finance, Belgrade University. The professor is also the co-editor of European Economics Abstracts, an electronic publication of the Social Sciences Network.

■ In 2002, his work won the 2002 Journal of Financial Intermediation Best Paper prize. He is also the Marie Curie Fellow, Financial Markets Group at London School of Economics. In his long and distinguished career, Marco Da Rin's work has conducted seminars at Banque de France, the Bundesbank, the European Commission, Copenhagen Business School, London School of Economics and at other prestigious venues around the globe.

Venue:

Indian School of Business, Gachibowli, Hyderabad, India.

Start Date:

February 22, 2008. 10.00 am.

End Date:

February 27, 2008. 3.00 pm.

Fee:

Funding from the Times group allows us to offer partial scholarships to all participants.

Regular fee is INR 150,000. Fee after partial scholarship is Rs 50,000 per participant which includes tuition, course material, meals and on campus accommodation.

Payment Modes: Send your cheque / draft drawn in favour of "Indian School of Business", payable at Hyderabad. To wire transfer, please contact Marketing Services.

Cancellation Policy:

A 50% refund if notification is received in writing on or before December 25, 2007. No refunds thereafter.

Application Process:

Application forms can be accessed online at www.isb.edu. All application material including course fees should be received by January 10, 2008.

Candidates would be informed of selection by January 20, 2008.

If the candidate is not selected for the programme the course fees will be returned.

