

**ANDE Investment Manager Training (IMT)**  
**Phnom Penh, Cambodia / June 06<sup>th</sup> – 10<sup>th</sup>, 2022**

Time	Topics	Facilitators	Reference Materials
<i>Breakfast on your own and lunch will be provided with coffee mid-mornings &amp; mid-afternoons</i>			
<b>Monday, June 06, 2022</b>			
09.00 - 12:30	Welcome and Introductions <ul style="list-style-type: none"> <li>• Agenda</li> <li>• Introduction of participants</li> <li>• Welcome from ESEA Chapter</li> <li>• Overview of ANDE</li> </ul>	Nannaphas (Ti) & Ploy Jintjutha	N/A
	Introduction and Deal Origination <ul style="list-style-type: none"> <li>• Business financing 101</li> <li>• The instrument continuum</li> <li>• The investment decision process</li> <li>• Introducing the anchor case</li> <li>• Sourcing and screening for investments</li> </ul>	Bob Webster	Finance vocabulary (pre-read) Investopedia link on IRR (pre-read) Case: ZHL (pre-read)
13:30 – 17:00	Due Diligence <ul style="list-style-type: none"> <li>• Introduction to due diligence</li> <li>• Due diligence checklist or guide</li> <li>• DD Domains (marketing, financial, impact, operations, legal)</li> </ul>	Bob Webster	Due diligence checklists (pre-read) Case: ZHL (pre-read)
<b>Tuesday, June 07, 2022</b>			
09.00 - 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"> <li>• Common vs. preferred equity</li> <li>• Quasi-equity</li> </ul>	Bob Webster	Case: ZHL (pre-read) Discounted Cash flow (pre-read) Investopedia link on IRR (pre-read)
<b>Wednesday, June 08, 2022</b>			
09.00 – 12.30	Structure & Valuation <ul style="list-style-type: none"> <li>• Introduction to valuation</li> <li>• Comparable multiples approach</li> <li>• Ratchet mechanism</li> <li>• Discounted cash flow</li> <li>• Other economics</li> <li>• Start-up valuation</li> <li>• Deal documents</li> </ul>	Bob Webster	Case: ZHL (pre-read) Discounted Cash flow (pre-read) Investopedia link on IRR (pre-read)
14.00 – 16.00	FIELD VISIT to an SGB in Phnom Penh - ATEC Biodigester	Bob Webster & ATEC Team	N/A
<b>Thursday, June 09, 2022</b>			
09.00 - 12:30	Structure & Valuation – Investing Documents	Bob Webster	Agreement Templates
13.30 – 17.30	Gender Lens Investing	Bob Webster	Mini-case: SEAF Women's Opportunity Fund SEAF Gender Equality Scorecard©
	Metrics – Measuring Impact		TBD
17:45	ANDE Happy Hour <i>Networking with ANDE members and friends from the sector in Phnom Penh</i>	Penh248 Restaurant	N/A



Friday, June 10, 2022			
09.00 - 12:30	Post-investment Supervision <ul style="list-style-type: none"><li>• Company performance</li><li>• Board Directorship</li></ul>	Bob Webster	Mini-case: Costa Rica Botanicals
13:30 - 16:00	Post-investment Supervision <ul style="list-style-type: none"><li>• Creating Value</li></ul>	Bob Webster	Mini-case: Krug