

ANDE in-person Investment Manager Training (IMT)
Nairobi, Kenya
03 October to 07 October 2022

Time	Topics	Facilitators	Reference Materials
Monday, October 03, 2022			
09:00 - 09:15	Welcome and Introductions <ul style="list-style-type: none"> Agenda & Participant Intros ANDE Overview 	ANDE	
09:15 - 10:00	The Art of the Deal – Intro <ul style="list-style-type: none"> SGB investing: Theory of Change Screening your deal flow The investment decision process 	Facilitator	Finance vocabulary (pre-read) Case: Movirtu (pre-read)
10:00 - 10:30	TEA BREAK		
10:30-13:00	The Art of the Deal – Continued <ul style="list-style-type: none"> SGB investing: Theory of Change Screening your deal flow The investment decision process 	Facilitator	Finance vocabulary (pre-read) Case: Movirtu (pre-read)
13:00-14:00	LUNCH		
14:00 – 16:00	Structuring Value Chain Investments	Facilitator	Case: AquaSpark (pre-read)
16:00-16:30	TEA BREAK		
16:30-17:00	Structuring Value Chain Investments Continued	Facilitator	Case: AquaSpark (pre-read)
18:00 - 20:00	Welcome Dinner, Hosted by ANDE East Africa Team		
Tuesday, October 04, 2022			
09:00 - 10:00	Screening and Due Diligence <ul style="list-style-type: none"> Introduction to due diligence The due diligence process checklist 	Facilitator	Kellogg Case Study (pre-read)
10:00 - 10:30	TEA BREAK		
10:30-12:00	Screening and Due Diligence Continued <ul style="list-style-type: none"> DD domains (marketing, financial, impact, operations, legal) 	Facilitator	Capabilities Assessment Scoring Matrix Movirtu (pre-read)
12:00-13:00	Value Chain Investing <ul style="list-style-type: none"> Case Study 	Facilitator	Vava Coffee Case materials (pre-read)
13:00 – 14:00	LUNCH		
14:00 – 16:00	Structure and Valuation – Financial Instruments <ul style="list-style-type: none"> Common vs. preferred equity 	Facilitator	Investopedia Definitions Due Diligence Checklist (pre-read)
16:00 – 16:30	TEA BREAK		
16:30 – 17:00	Unique Considerations with Climate and Gender Forward Investing	Facilitator	Gender Smart: Gender and Climate Investment Mainstreaming Gender Smart Investing (pre-read)
Wednesday, October 05, 2022			
09:00-09:30	Structure and Valuation <ul style="list-style-type: none"> Intro to structure and valuation 	Facilitator	Term Sheets: WHO, RightPrice; Enterprise; & Venture South (pre-read)
09:30-10:30	Entrepreneurs Perspective – A Conversation with an entrepreneur	Entrepreneur	

10:30 – 11:00	TEA BREAK		
11:00 - 12:00	Structure and Valuation <ul style="list-style-type: none"> Alternative SGB investment vehicles 	Facilitator	Term Sheets: WHO, RightPrice; Enterprise; & Venture South
12:00 – 13:00	Investor Considerations with Gender and Climate Investing	Speaker TBC	
13:00 – 14:00	LUNCH		
14:00 – 16:00	Structure & Valuation <ul style="list-style-type: none"> Discounted cash flow 	Facilitator	Investopedia: Discounted Cash Flow SFL Investment Memo (pre-read)
16:00 – 16:30	TEA BREAK		
16:30- 17:00	Structure & Valuation Continued <ul style="list-style-type: none"> Deal documents 	Facilitator	Nisolo Case (pre-read)
Thursday, October 06, 2022			
09:00 - 10:00	Structure and Valuation Exercise	All	Harvard Case: A Note on Valuation in Private Equity Settings Nisolo Case
10:00 – 10:30	TEA BREAK		
10:30- 13:00	Structure and Valuation Exercise Continued	All	
13:00 – 14:00	LUNCH		
14:00 – 15:00	NGO Evolution to Impact Investing	Facilitator	Fairphone (pre-read)
15:00- 16:00	Metrics – Measuring Impact	Facilitator	Case: Vava Coffee Website: SDG Tracker
16:00- 16:30	TEA BREAK		
16:30- 17:00	Metrics – Measuring Impact continued	Facilitator	
Friday, October 07, 2022			
09:00 – 10:00	Post-investment Monitoring and Support <ul style="list-style-type: none"> Company Performance 	Facilitator	Case: Costa Rica Botanicals Case: Governance – Board Committees (pre-read)
10:00 – 10:30	TEA BREAK		
10:30- 12:00	Post-investment Monitoring and Support Continued <ul style="list-style-type: none"> Board Governance 	Facilitator	
12:00 – 13:00	Post-investment Monitoring and Support <ul style="list-style-type: none"> Adding value 	Facilitator	Case: Krug; Case: Quincy Apparel
13:00 – 14:00	LUNCH		
14:00 – 15:30	Post-investment Monitoring and Support <ul style="list-style-type: none"> Adding value 	Facilitator	Case: Quincy Apparel (continued) HBR: Why Start-ups Fail (pre-read)
15:30- 16:00	Certificate & Goodbye	Facilitator & Facilitator	
16:30- 20:00	End of training networking cocktail	ANDE East Africa Team	ANDE members based in Kenya to be invited