WELCOME!
Spotlight On: Private Equity

Columbia Business School
AT THE VERY CENTER OF BUSINESS™
1. Welcome and Introductions
2. Private Equity Program and Resources
3. Panelist Discussion
4. Q&A
Welcome and Introductions

Professor Donna M. Hitscherich ’90
Greta Larson, Associate Director, Private Equity Program
Jarrod Smith MBA ’18
Rajiv Batra MBA ’18

Nicole Wesolowski, Admissions Officer
Raziq Jivani, Admissions Officer
Welcome and Introductions

Professor Donna M. Hitscherich ’90

• Senior Lecturer in the Discipline of Business for Finance and Economics
• Director, Private Equity Program
• Recent courses taught:
  • Corporate Finance
  • Mergers and Acquisitions
  • Business Law
Welcome and Introductions

Greta Larson

• Senior Associate Director, Private Equity Program
Welcome and Introductions

Jarrod Smith MBA ’18

• Second year August-entry Full-Time MBA student

• Pre-MBA Employment:
  • Webster Capital, associate, healthcare services investments

• Internships:
  • School-year: Eden Capital, growth equity fund investing
  • Summer: Webster Capital

• Columbia Business School Clubs:
  • Vice President, Conference Chair, Private Equity Club (PEC)
  • Vice President of Professional Events, Columbia Student Investment Management Association (CSIMA)
Welcome and Introductions

Rajiv Batra MBA ’18

- Second year August-entry Full-Time MBA student
- Pre-MBA Employment:
  - Temasek Holdings, growth equity and buyout investments
- Summer Internship:
  - Antarctica Capital, leveraged buyouts in financial services and infrastructure space
- Columbia Business School Clubs:
  - Vice President of Speakers, Private Equity Club (PEC)
  - Vice President of Finance, Healthcare Industry Association (HCIA)
  - Columbia Student Investment Management Association (CSIMA)
  - FinTech Club
Private Equity Program
Primary point of contact with the private equity industry, unifying students, alumni, the Columbia community, and the business community into a single network.

The Program is dedicated to forging ever closer ties with the private equity industry by reinforcing the School's commitment to linking theory with practice and by engaging alumni who continue to lead the development of the private equity and venture capital industries worldwide.
Gary Appel '77
Executive in Residence; Vice Chairman Corporate Investment-North America for Investcorp International, Inc.

Jeffrey Barber '01
Managing Director, TA Associates, Inc.

Kenneth A. Buckfire '87
Co-President & Managing Director, Miller Buckfire

Jeffrey Rojek '96
Global Lead Partner, KPMG

Neal Costello '08
Senior Principal – Alpinevest

Hythem El-Nazer ’08
Managing Director, TA Associates

David E. De Leeuw ’69
Co-Founder & Co-President, Huntsman-Lion Capital, LLC
Co-Founder & Managing Partner, Lion Chemical Capital LLC

Sean P. Epstein ’04
Head EMEA/MEE, SAP Global Private Equity

Stewart K.P. Gross '87
Managing Director, Lightyear Capital

Steve Winograd ’82
Managing Director, PennantPark Investment Advisers

Adam Reinmann ’04
Senior Director, Wendel Group

Alisa A. Wood ’08
Member, Client and Partner Group, KKR
Columbia Business School’s Private Equity Intensive for Young Professionals

Annual Deal Camp in Montauk

Beginning Private Equity at “The End”

Each winter over close to 100 members and friends of the Columbia Business School community, including current MBA students, law students, alumni, and industry professionals gather at the oceanfront conference facilities located in Montauk, NY for an innovative seminar/retreat called Deal Camp.

Created by the Private Equity Program in 2011, the driving force for the establishment for Deal Camp was the recognition of the need for current students and those considering a career transition into the private equity industry and related fields to feel better prepared to handle the “nuts and bolts” practical questions that arise in job interviews.

Deal Camp offers interactive presentations and case studies from a variety of industry professionals in an intimate and high-intensity learning environment away from the distractions of everyday school and work life. Each evening culminated in a sit-down dinner where speakers and attendees had the opportunity to relax from the day’s events.

“All speakers [at Deal Camp] were excellent and collectively provided a robust overview on the industry and the deal process. I’m fortunate to have participated in the inaugural session and am certain the conference will be sought after in years to come.”

— Columbia Business School Alum

“I had an absolutely tremendous benefit from attending deal camp. I really appreciated the opportunity to meet with current students as well as practitioners in [private equity].”

— Second year student

Deal Camp 2017: November 30 – December 3
Application-based process for students and available as an Executive Education program.
The Private Equity Fellows Program is a co-curricular program which engages students in an alumni community within in the private equity industry in the U.S. and globally.

Objectives:

1. Decide on your area of interest in PE: Large Cap, Middle Market, Growth Equity, Emerging Markets, Restructuring

2. Develop a network of industry contacts

3. Hone your already-developed LBO model building skills

4. Get ready for case interviews

5. Be prepared to successfully navigate the entry level role

Components:

1. Alumni-Fellow advisory program, pairing fellows with Columbia Business School alumni advisors in the industry

2. After-Hours Lecture Series

3. Case Writing to steep fellows in industry practice and acquaint them more broadly with others in the industry

4. For second-year students only
Private Equity Fellows Program: Selection

Fellows Program by the Numbers

- Nearly 150 student Fellows since 2013; most have been placed in the field
- 100 active alumni mentors from the industry
- Over 2,000 Columbia Business School alumni working in private equity / venture capital (Fellows Program alumni and others)

FELLOWS PROGRAM VIDEO
Learn more about the Fellows Program through our recent video: http://bit.ly/2dSfntw

- Relevant full-time and summer experience
- Essay detailing area of specific interest in private equity, top five firms of interest within that area and rationale
- Grades in core courses
- Faculty recommendations
- LBO modeling examination
- Interview
Private Equity Program: Additional Initiatives

Alston & Bird Alumni Discussion Series

Details:
- Held 2-3 times per year at Alston & Bird LLPs offices
- Topics discussed cover the full range of the private equity deal cycle from capital raising, portfolio investing, and exit
- Frequently led by James Sullivan and Matthew Mamak and feature prominent Columbia graduates that continue to play leading roles in the shaping of the private equity and venture capital industries globally.

Most recently:
The Potential New Regulatory Landscape and M&A Alumni networking event and panel

Featuring:
- **Robert J. Jackson**, Professor of Law and director of the Program on Corporate Law and Policy, Columbia Law School
- **Donna M. Hitscherich** '90, Director, Private Equity Program, Columbia Business School
- **Jeffrey Rojek** '96, Global Lead Partner, KPMG
- **Clay A. Littlefield**, Partner, Alston & Bird

Research

Generational Research Study:
- **Enhancing Your Career Success in a Multigenerational Workplace**
- Ongoing, in collaboration with Damon J. Phillips, Lambert Family Professor of Social Enterprise
- Exploring attitudes/preferences among the five generations in today’s workplace on a variety of topics ranging from life in general to career progression and aspirations.

Previous Research:
- **No Free Shop: Why Target Companies in MBOs and Private Equity Transactions Sometimes Choose Not to Buy ‘Go Shop’ Options.**

Featured in
THE WALL STREET JOURNAL
OUR MISSION IS TO PROVIDE OPPORTUNITIES FOR OUR MEMBERS TO LEARN ABOUT THE PRIVATE EQUITY INDUSTRY, ENHANCE CAREER GOALS, NETWORK WITH INDUSTRY LEADERS AND PROVIDE A FORUM FOR SHARED IDEAS.

FIVE PRIMARY INITIATIVES

- The Annual Private Equity Conference
- Professional Development
- Student Events
- Alumni Outreach and Engagement
- Global Private Equity Competitions
Annual PE Conference:

- Showcases Columbia Business School alumni industry leaders
- Attracts more than 700 guests, including senior practitioners, faculty members, alumni, and current students
- Next annual conference will be held February 23, 2018 at the Marriott Marquis in New York.
PANELIST DISCUSSION

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