

ANDE Investment Manager Training, Washington D.C.

Time	Topics	Facilitators	Reference Materials
<p align="center"><i>Breakfast will be served at 8:30 am daily (programming will begin at 9 am) and lunch will be served from 12:30 - 13:30. Coffee and snacks will be available throughout the training.</i></p>			
Monday, March 21, 2022			
09:00 - 12:30	Welcome and Introductions <ul style="list-style-type: none"> Agenda & Participant Intros ANDE Overview 	Richenda Van Leeuwen	ANDE Annual SGB Sector Report
	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 	John Kohler	Finance vocabulary (pre-read) Investopedia link on IRR (pre-read) Case: Movirtu (pre-read)
13:30 – 17:30	Structuring Value Chain Investments	John Kohler	Case: AquaSpark
18:00	Welcome Dinner – location TBD		
Tuesday, March 22, 2022			
09:00 - 12:30	Unique Considerations in Climate and Gender Forward Investing	John Kohler	Gender Smart: Gender and Climate Investment Mainstreaming Gender Smart Investing
	Value Chain Investing Case Study		Vava Coffee
13:30 – 15:30	Screening and Due Diligence <ul style="list-style-type: none"> Introduction to due diligence The due diligence process checklist DD domains (marketing, financial, impact, operations, legal) 	John Kohler	Kellogg Case Study (pre-read) Stage Assessment Tool
15:45 – 17:00	Investor Considerations for Funding Climate Solutions and Gender Forward SGBs	Speaker Alpha Mundi	
Wednesday, March 23, 2022			
09:00 - 12:30	Structure & Valuation – Financial Instruments <ul style="list-style-type: none"> Common vs. preferred equity Quasi-equity 	John Kohler	Investopedia link on IRR (pre-read) Due Diligence Checklist
13:30 – 15:00	Structure & Valuation <ul style="list-style-type: none"> Intro to valuation Comparable multiples approach Discounted cash flow Deal documents 	John Kohler	Term Sheets: RightPrice; MIC Discounted Cash flow (pre-read) SFL Investment Memo
16:00 – 18:00	Entrepreneur’s Perspective – A Conversation with EarthSpark International	Allison Archambault - TBD	EarthSpark Tear Sheet
Thursday, March 24, 2022			
09:00 - 12:30	Structure & Valuation	John Kohler	Harvard Case: A Note on Valuation in Private Equity Settings
13:30 – 17:00	NGO Evolution to Impact Investing: AV Ventures	Valentina Echiverry	Report: Ahead of the Curve
	Metrics – Measuring Impact	John Kohler	Case: Vava Coffee Site: SDG Tracker
Friday, March 25, 2022			
09:00 – 12:30	Post-investment Monitoring and Support <ul style="list-style-type: none"> Company Performance Board Governance 	John Kohler	Case: Costa Rica Botanicals
13:30 – 16:00	Post-investment Monitoring and Support <ul style="list-style-type: none"> Adding value 	John Kohler	Case: Krug; Quincy Apparel HBR: Why Start-ups Fail