## ANDE Investment Manager Training (IMT)
### Phnom Penh, Cambodia / June 06th – 10th, 2022

**Breakfast on your own and lunch will be provided with coffee mid-mornings & mid-afternoons**

<table>
<thead>
<tr>
<th>Time</th>
<th>Topics</th>
<th>Facilitators</th>
<th>Reference Materials</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Monday, June 06, 2022</strong></td>
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</tbody>
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| 09.00 - 12.30 | Welcome and Introductions  
- Agenda & Participant Intros  
- ANDE Overview | ANDE-ESEA | ANDE Annual SGB Sector Report |
| 09.00 - 12.30 | The Art of the Deal – Intro  
- SGB investing: Theory of Change  
- Screening your deal flow  
- The investment decision process | Bob Webster | Finance vocabulary (pre-read)  
Case: Movirtu (pre-read) |
| 13.30 – 17.00 | Structuring Value Chain Investments | Bob Webster | Case: AquaSpark (pre-read) |
| **Tuesday, June 07, 2022** | | | |
| 09.00 - 12.30 | Screening and Due Diligence  
- Introduction to due diligence  
- The due diligence process checklist  
- DD domains (marketing, financial, impact, operations, legal) | Bob Webster | Kellogg Case Study (pre-read)  
Capabilities Assessment Scoring Matrix  
Movirtu (pre-read) |
- Common vs. preferred equity | Bob Webster | Investopedia Definitions  
Due Diligence Checklist |
| 15.45 – 17.00 | Unique Considerations with Climate and Gender Forward Investing | Bob Webster & John Kohler | Gender Smart: Gender and Climate Investment  
Mainstreaming Gender Smart Investing |
| **Wednesday, June 08, 2022** | | | |
| 09.00 - 11.15 | Structure and Valuation  
- Intro to structure and valuation  
- Alternative SGB investment vehicles | Bob Webster | Term Sheets: WHO, RightPrice; Enterprise, & Venture South |
| 11.30 – 12.30 | Investor Considerations with Gender and Climate Investing | Lisa Willems  
Alpha Mundi | |
| 14.00 – 16.00 | Field Visit to an SGB in Phnom Penh – site TBC | TBC | N/A |
| **Thursday, June 09, 2022** | | | |
| 09.00 - 11.30 | Structure & Valuation  
- Discounted cash flow  
- Deal documents | Bob Webster | Investopedia: Discounted Cash Flow  
SFL Investment Memo  
Nisolo Case |
| 13.30 – 15.30 | Structure & Valuation Exercise | Bob Webster | Harvard Case: A Note on Valuation in Private Equity Settings  
Nisolo Case |
| 15.30 – 17.00 | Metrics – Measuring Impact | Bob Webster | Case: Vava Coffee  
Website: SDG Tracker |
| 17:45 | ANDE Happy Hour  
Networking with ANDE members and friends from the sector in Phnom Penh | Penh247 | |
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<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Presenter</th>
<th>Case(s)</th>
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</thead>
<tbody>
<tr>
<td>09:00 - 12:30</td>
<td>Post-investment Monitoring and Support</td>
<td>Bob Webster</td>
<td>Case: Costa Rica Botanicals</td>
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<td></td>
<td>● Company Performance</td>
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<td>Case: Governance – Board Committees</td>
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<td>● Board Directorship</td>
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<td>13:30 – 16:00</td>
<td>Post-investment Supervision</td>
<td>Bob Webster</td>
<td>Case: Krug</td>
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<td>● Creating Value</td>
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<td>Case: Quincy Apparel</td>
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<td>HBR: Why Start-ups Fail</td>
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