

STEERING VALUE CREATION PROGRAMME	
DAY ONE	
8.30 - 9.00	Arrival/Registration
9.00 - 9.30	Introduction/Objectives
9.30 - 11.10	<p>Approaches to Strategy</p> <ul style="list-style-type: none"> • Strategic Models • Assessing scope to create value through one or more of: <ul style="list-style-type: none"> ○ Rebranding ○ Repositioning ○ Change in business model ○ Organic revenue growth ○ Bolt-on acquisitions ○ Management change • Key Performance Indicators <p>Can existing management deliver the value creation strategy?</p>
11.10 - 11.30	BREAK- Coffee
11.30 - 12.45	<p>Early Ownership - 100 Day Planning</p> <ul style="list-style-type: none"> • Overview and models for PE operational teams <ul style="list-style-type: none"> ○ When and what to do ○ Nature of projects - Deal housekeeping vs. Quick wins vs. Value creation ○ Common pitfalls ○ Discussion of different approaches
12.45 - 14.00	BREAK - Lunch
14.00 - 15.00	<p>Identifying and Sustaining Value Creation in Venture Capital</p> <p>Sharing of 25 years experience of banking technology companies at all stages of development, with discussion focused on strategies and key factors in successful expansion and revenue growth</p>
15.00 - 15.30	BREAK - Tea
15.30 - 16.30	Strategy Case Study
16.30 - 18.00	Value Creation for a Buyout - The Chairman's Perspective.
18.00 - 18.45	Networking Drinks - Reception
18.45-19.15	Evening Speaker - BVCA Chief Economist
19.30 - 21.00	Dinner

STEERING VALUE CREATION PROGRAMME DAY TWO	
9.00 - 10.00	Management and Change Assessing quality of management, particularly its ability to: <ul style="list-style-type: none"> • Work together as an effective management team • Implement new strategies • Manage change • Assess and change organisational culture
10.00 - 11.00	Experience Sharing <ul style="list-style-type: none"> • Each participant will bring with them a mini case study of success or failure at generating value. These will be shared in teams with each team presenting their analysis of lessons learned from the examples.
11.00 - 11.30	BREAK - Coffee
11.30 - 13.00	Case study - Selecting new management to deliver change
13.00 - 14.00	BREAK - Lunch
14.00 - 16.45	Case Study of Value Creation for a Buyout <ul style="list-style-type: none"> • This case study will bring together all the elements of the programme.
16.45 - 17.00	Programme review and close.