

ACG UNIVERSITY Class of 2019

ACG UNIVERSITY 2019 REPORT CARD

Twenty-one of our region's up and coming dealmakers were accepted into ACG University 2019.

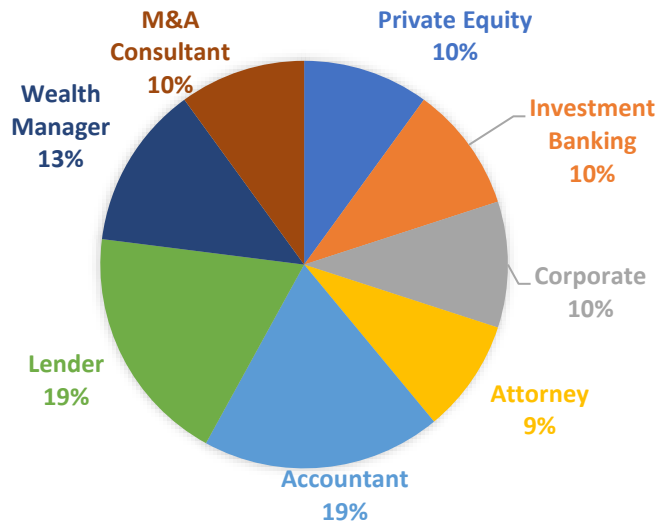
The 7-week executive education initiative immersed these young deal professionals into the life cycle of a transaction using a panel, presentation and case study method for teaching the key elements of sourcing, valuing, financing, negotiating, structuring and closing a deal. Our goal is to create well rounded deal professionals who are conversant in all aspects of an M&A or minority transaction and to "seed" their deal network to benefit you and them.

Each class, taught by a team of our region's most experienced dealmakers, included expert level instruction with practitioner panel discussions designed to offer real world experiences and team-based case work to allow for varied viewpoints to be understood.

WHO PARTICIPATED?

- AB Bernstein
- BNY Mellon
- BPM LLP
- CFG
- CMF Associates
- Insperty
- LSQ Funding
- MHT Partners
- Millennial Venturing
- Neptune Financial
- Osborn McDerby LLP
- PNC Business Credit
- Prudential Capital Group
- Seacoast Capital
- Seiler LLP
- The Clorox Company
- Venable LLP
- West Monroe Partners

WHO MADE UP THE CLASS OF 2019?



2019 ACGU COMMITTEE

- | | | | |
|--------------------------------------|---|------------------------------|--|
| Kim Pugh
YurPath Solutions | Jon Rubens
Javid I Rubens LLP | Craig Hamm
BPM LLP | Peter Morgan
The Spartan Group |
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ACG UNIVERSITY

Class of 2019

COURSE OVERVIEW & INSTRUCTOR TEAM

Class 1: Sourcing Deals & Building Your Acquisition Strategy

Teaching Team:

Craig Lawson, MHT Partners

Oscar Ledezma, The Clorox Company

Chris Satti, Audax

Class 2: Valuation – Methodologies and Approaches

Teaching Team:

David Konop, KPMG

Pat Crocker, MHT Partners

Class 3: Due Diligence

Teaching Team:

Craig Hamm, BPM LLP

Rich McDerby, Osborn McDerby LLP

Carolyn Liou, West Monroe Partners

Class 4: Acquisition/Debt Financing

Teaching Team:

Michele Scafani, PNC Business Credit

Sam Dibble, Baker Botts LLP

Alex Goldscher, Bertram Capital

Class 5: Minority Investments/Growth Equity Financings

Teaching Team:

Scott Smith, Hanson Bridgett

Peter Tseng, The Riverside Co.

Christina Yu, Nextworld Evergreen

Class 6: Negotiating Purchase Agreement & Closing

Teaching Team:

Sanjay Agarwal, MGO LLP

Tai Hsia, Baker Botts LLP

Class 7: Integration Essentials

Teaching Team:

Terry Hill, BPM LLP

Stefan Hofmeyer, Global PMI Partners

Candace Morton, Insperity

2019 ACGU GRADUATE FEEDBACK:

97%

rated all seven courses
“Excellent” or “Very Good”

“Great program, I will recommend this to colleagues”

“Practical advice from real deals was most helpful”

“Fantastic having a range of speakers to discuss the
topic from different angles”

100%

of ACGU students became
YACG or ACG SF Members