Private Equity
Internationale Titelliste – englischsprachige Literatur

Englischsprachige Literatur

Stand: August 2007

Bettina Kube
Telefon (089) 5 51 34-248
email b.kube@schweitzer-online.de

Bitte beachten Sie:
Erscheinungstermine, Preise und Wechselkurse können sich ändern! Die hier angegebenen Preise sind kalkuliert mit 1 £ = € 1,50, 1 US$ = € 0,85 und inklusive MWSt. Grundsätzlich gilt: Wir fakturieren immer den Verlagspreis zum aktuellen Wechselkurs zuzüglich MWSt.
<table>
<thead>
<tr>
<th>No</th>
<th>Titel</th>
<th>Autor</th>
<th>Verlag</th>
<th>Land</th>
<th>Jahr</th>
<th>€</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Adding Value in Private Equity</td>
<td>Eric D Cruikshank</td>
<td>Euromoney</td>
<td>GB</td>
<td>2006</td>
<td>272,90</td>
</tr>
<tr>
<td>2</td>
<td>Advanced Private Equity Term Sheets &amp; Series A Documents</td>
<td>Joseph W. Bartlett / Ross Barrett / Mike Butler / VC Experts, Inc. editorial board</td>
<td>Law Journal Press / American Lawyer Media</td>
<td>USA</td>
<td>1 looseleaf volume</td>
<td>279,00</td>
</tr>
<tr>
<td>3</td>
<td>Angel Capital</td>
<td>Gerald A. Benjamin / Joel B. Margulis</td>
<td>Wiley</td>
<td>USA</td>
<td>2005/02</td>
<td>62,90</td>
</tr>
<tr>
<td>5</td>
<td>Attracting Investors</td>
<td>Philip Kotler / Hermawan Kartajaya / S. David Young</td>
<td>Wiley</td>
<td>USA</td>
<td>2004/09</td>
<td>32,90</td>
</tr>
<tr>
<td>6</td>
<td>Beyond the J Curve</td>
<td>Thomas Meyer / Pierre-Yves Mathonet</td>
<td>Wiley</td>
<td>USA</td>
<td>2005/07</td>
<td>97,90</td>
</tr>
<tr>
<td>7</td>
<td>Beyond Wall Street</td>
<td>David Rubenstein</td>
<td>HarperBusiness</td>
<td>USA</td>
<td>2008/09</td>
<td>24,50</td>
</tr>
<tr>
<td>8</td>
<td>Equity Finance</td>
<td>Joseph W. Bartlett</td>
<td>Law Journal Press / American Lawyer Media</td>
<td>USA</td>
<td>3 hardback volumes &amp; disk, Supplemented annually</td>
<td>409,30</td>
</tr>
<tr>
<td>9</td>
<td>Exposed to the J-Curve</td>
<td>Ulrich Grabenwarter / Tom Weidig</td>
<td>Euromoney</td>
<td>GB</td>
<td>2005</td>
<td>171,50</td>
</tr>
<tr>
<td>10</td>
<td>Financial Systems, Corporate Investment In Innovation &amp; Venture Capital</td>
<td>Anthony Bartzokas, / Sunil Mani</td>
<td>Edward Elgar</td>
<td>GB</td>
<td>2004</td>
<td>104,50</td>
</tr>
<tr>
<td>14</td>
<td>Investing in China</td>
<td>Jonsson Li</td>
<td>Kogan Page</td>
<td>GB</td>
<td>2005/04</td>
<td>155,80</td>
</tr>
<tr>
<td>15</td>
<td>J-Curve Exposure</td>
<td>Pierre-Yves Mathonet / Thomas Meyer</td>
<td>Wiley</td>
<td>USA</td>
<td>2007/10</td>
<td>96,30</td>
</tr>
<tr>
<td>16</td>
<td>Journal of Private Equity</td>
<td>Journal, 6 issues / year</td>
<td>Euromoney</td>
<td>GB</td>
<td>1 year subscription</td>
<td>419,50</td>
</tr>
<tr>
<td>17</td>
<td>New Generation of Risk Management for Hedge Funds &amp; Private Equity Investments</td>
<td>Lars Jaeger</td>
<td>Euromoney</td>
<td>GB</td>
<td>2003/10</td>
<td>224,80</td>
</tr>
<tr>
<td>18</td>
<td>PIPEs</td>
<td>Steven Dresner / E. Kurt Kim</td>
<td>Bloomberg Press</td>
<td>USA</td>
<td>2006/02</td>
<td>72,90</td>
</tr>
<tr>
<td>19</td>
<td>Private Equity</td>
<td>Chris Hale / Travers Smith</td>
<td>Globe Law &amp; Business</td>
<td>GB</td>
<td>2007/07</td>
<td>208,00</td>
</tr>
<tr>
<td>20</td>
<td>Private Equity</td>
<td>Harold Bierman</td>
<td>Wiley</td>
<td>USA</td>
<td>2003/02</td>
<td>99,90</td>
</tr>
<tr>
<td>21</td>
<td>Private Equity as an Asset Class</td>
<td>Guy Fraser-Sampson</td>
<td>Wiley</td>
<td>USA</td>
<td>2007/02</td>
<td>54,90</td>
</tr>
<tr>
<td>22</td>
<td>Private Equity Exits</td>
<td>Stefan Povaly</td>
<td>Springer</td>
<td>D</td>
<td>2007/04</td>
<td>96,25</td>
</tr>
<tr>
<td>23</td>
<td>Private Equity Funds</td>
<td>James M. Schell</td>
<td>Law Journal Press / American Lawyer Media</td>
<td>USA</td>
<td>1 loose-leaf volume &amp; CD-ROM, updated as needed</td>
<td>279,00</td>
</tr>
<tr>
<td>24</td>
<td>Private Equity in Asia: An Evaluation</td>
<td>Julian Roche</td>
<td>Routledge</td>
<td>GB</td>
<td>2007/12</td>
<td>104,50</td>
</tr>
<tr>
<td>25</td>
<td>Private Equity in Germany</td>
<td>Torsten Grone</td>
<td>Ibidem-Verlag</td>
<td>D</td>
<td>2005/11</td>
<td>24,90</td>
</tr>
<tr>
<td>26</td>
<td>Private Equity Transactions. 2nd Edition</td>
<td>Maurice Dwyer</td>
<td>Sweet &amp; Maxwell</td>
<td>GB</td>
<td>1 loose-leaf volume</td>
<td>842,50</td>
</tr>
<tr>
<td>27</td>
<td>Private Equity</td>
<td>Benoît Latéx / Hans van Swaay</td>
<td>Palgrave Macmillan</td>
<td>GB</td>
<td>2008/12</td>
<td>40,50</td>
</tr>
<tr>
<td>28</td>
<td>Raising Venture Capital</td>
<td>Rupert Pearce / Simon Barnes</td>
<td>Wiley</td>
<td>USA</td>
<td>2006/02</td>
<td>56,20</td>
</tr>
<tr>
<td>29</td>
<td>Raising Venture Capital Finance in Europe</td>
<td>Keith Arundale</td>
<td>Kogan Page</td>
<td>GB</td>
<td>2007/06</td>
<td>72,50</td>
</tr>
<tr>
<td>No.</td>
<td>Title</td>
<td>Author(s)</td>
<td>Publisher</td>
<td>Edition</td>
<td>Price</td>
<td></td>
</tr>
<tr>
<td>-----</td>
<td>----------------------------------------------------------------------</td>
<td>------------------------------------</td>
<td>-----------------------------</td>
<td>---------</td>
<td>---------</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>Raising Venture Capital for the Serious Entrepreneur</td>
<td>Dermot Berkery</td>
<td>McGraw-Hill</td>
<td>USA</td>
<td>2007/09</td>
<td>45,50</td>
</tr>
<tr>
<td>32</td>
<td>Smarter Ventures</td>
<td>Katharine Campbell</td>
<td>Pearson</td>
<td>GB</td>
<td>2003/09</td>
<td>45,00</td>
</tr>
<tr>
<td>33</td>
<td>Start-Up &amp; Emerging Companies</td>
<td></td>
<td>Law Journal Press / American Lawyer Media</td>
<td>USA</td>
<td>2 loose-leaf volumes &amp; CD-ROM</td>
<td>395,00</td>
</tr>
<tr>
<td>34</td>
<td>Structuring European Private Equity</td>
<td>Iggy Bassi / Jeremy Grant</td>
<td>Euromoney</td>
<td>GB</td>
<td>2006/04</td>
<td>224,80</td>
</tr>
<tr>
<td>35</td>
<td>Structuring Venture Capital, Private Equity &amp; Entrepreneurial Transactions</td>
<td>Jack S. Levin</td>
<td>Aspen</td>
<td>USA</td>
<td>2007/07</td>
<td>278,00</td>
</tr>
<tr>
<td>36</td>
<td>Structuring Venture Capital, Private Equity &amp; Entrepreneurial Transactions</td>
<td>Jack S. Levin</td>
<td>Aspen</td>
<td>USA</td>
<td>2007/07</td>
<td>386,60</td>
</tr>
<tr>
<td>37</td>
<td>Structuring Venture Capital, Private Equity &amp; Entrepreneurial Transactions</td>
<td>Jack S. Levin</td>
<td>Aspen</td>
<td>USA</td>
<td>2007/07</td>
<td>236,50</td>
</tr>
<tr>
<td>38</td>
<td>Taking Research to Market</td>
<td>Kenny Tang / Ajay Vohora / Roger Freeman</td>
<td>Euromoney</td>
<td>GB</td>
<td>2004/10</td>
<td>224,80</td>
</tr>
<tr>
<td>39</td>
<td>Venture Capital</td>
<td>Mike Wright / Harry J. Sapienza / Lowell W. Busenitzq</td>
<td>Edward Elgar</td>
<td>GB</td>
<td>2006</td>
<td>642,00</td>
</tr>
<tr>
<td>41</td>
<td>Venture Capital &amp; Private Equity, 3rd Edition</td>
<td>Josh Lerner / Fielda Hardynon / Ann Lammon</td>
<td>Wiley</td>
<td>USA</td>
<td>2004/11</td>
<td>57,90</td>
</tr>
<tr>
<td>42</td>
<td>Venture Capital &amp; Public Offering Negotiation</td>
<td>Michael J. Halloran</td>
<td>Aspen</td>
<td>USA</td>
<td>2006/10</td>
<td>409,30</td>
</tr>
<tr>
<td>43</td>
<td>Venture Capital &amp; Small Business Financings</td>
<td>Robert J. Halt</td>
<td>Clark Boardman Callaghan / West Publishing</td>
<td>USA</td>
<td>6 loose-leaf volumes, updated quarterly</td>
<td>1976,40</td>
</tr>
<tr>
<td>44</td>
<td>Venture Capital &amp; the Finance of Innovation</td>
<td>Andrew Metrick</td>
<td>Wiley</td>
<td>USA</td>
<td>2006/10</td>
<td>57,90</td>
</tr>
<tr>
<td>45</td>
<td>Venture Capital Contracting &amp; the Valuation of High Technology Firms</td>
<td>Joseph McCahery / Luc Rennieboog</td>
<td>Oxford University Press</td>
<td>GB</td>
<td>2004/11</td>
<td>134,90</td>
</tr>
<tr>
<td>46</td>
<td>Venture Capital in Central &amp; Eastern Europe</td>
<td>Piotr Wisniewski</td>
<td>Spiramus</td>
<td>GB</td>
<td>2007/10</td>
<td>200,70</td>
</tr>
<tr>
<td>47</td>
<td>Venture Capital in Europe</td>
<td>Greg Gregorii / Maher Kooli / Roman Kraeussl</td>
<td>Butterworth Heinemann / Elsevier</td>
<td>GB</td>
<td>2006/10</td>
<td>80,50</td>
</tr>
<tr>
<td>48</td>
<td>Venture Capital in the Changing World of Entrepreneurship</td>
<td>John E. Butler / Andy Lockett / Deniz Jacobsaran</td>
<td>Information Age Publishing / Ingram</td>
<td>USA</td>
<td>2006/02</td>
<td>48,90</td>
</tr>
<tr>
<td>49</td>
<td>Venture Capital Industry in Europe</td>
<td>Andrea Scherlter</td>
<td>Palgrave Macmillan</td>
<td>GB</td>
<td>2006/04</td>
<td>93,00</td>
</tr>
<tr>
<td>50</td>
<td>Venture Capital Tax Reliefs. 2nd Edition</td>
<td>Brookes / Kronbergs</td>
<td>Totell</td>
<td>GB</td>
<td>2007/10</td>
<td>125,50</td>
</tr>
<tr>
<td>51</td>
<td>Venture Capital, Islamic Finance &amp; SMEs</td>
<td>Mansoon Durrani / Srahame Boocock</td>
<td>Palgrave Macmillan</td>
<td>GB</td>
<td>2006/01</td>
<td>93,00</td>
</tr>
</tbody>
</table>
Adding Value in Private Equity

Lessons from Mature & Emerging Markets

Eric D Cruikshank
Euromoney, GB 2006
ISBN 9781843742180
ca. € 272.90

Understand the events and strategies which can add or undermine value in private companies throughout the investment period & exit.

This practical guide has been written by Eric D Cruikshank, a former manager at the International Finance Corporation (IFC) with the experience of overseeing decades of private investment in both mature and emerging markets. It has been written for private equity investors: owner entrepreneurs, managers, specialist PE investors, their advisors and consultants. Investors are looking further afield to locate suitable private equity investments, and adding value is critical to a successful investment. Eric Cruikshank's book provides a definitive guide to adding value in private equity.

Adding Value in Private Equity will show you the different stages of private equity funding, including for VC/start-ups, expansion capital, acquisition and buyouts, disbursement (phasing): Deal structuring: Elements of a deal. Dispersing the ownership of management and distressed equity. And how to determine value in private equity. For newcomers and seasoned hands alike, there is an extensive discussion of the different valuation models and their application and limitations in private equity valuation. Plus the effects of globalisation on private equity values. Find out how to develop a sound strategy to maximise the opportunities afforded by the global economy through investing in market private equity, and through sourcing suppliers and partners in efficient supply chain management, how to add value to your PE investment.

The book shows how to ensure value addition prior in the pre-investment stage: practical steps for screening, due diligence, the timing of and phasing the investment, including the differences encountered by emerging market PE investors. Deal structuring, not only to preserve value, but to redistribute value if things do not turn out as planned. Valuation, and "thinking the unthinkable" in terms of events and actions that would bring about risks and uncertainties that need to be addressed in the context of deal structuring. Post-investment adding value through innovations and organisational and financial restructurings; Corporate governance of private equity firms, including case studies illustrating the obstacles in the governance of emerging market investments.

Adding value in the exit strategy: what are the exit options, including IPO and liquidation, to each of the participants in the investment and how to find accommodation between the financial and non-financial drivers of the owner, the manager and other PE investors. Describes the often-neglected aspects of recovery and closure from the perspectives of reputational risk and legal liability. Exiting from emerging market PE investments. Legal and regulatory issues in investment. Tools such as contextual mapping, real options and Monte Carlo Simulation to understand the range of values that the enterprise and equity can assume, which will help guide the PE investor in weighing prospective trade-offs when assigning priorities to value adding activities

Contents:


Advanced Private Equity Term Sheets & Series A Documents

Joseph W. Barlett / Ross Barret / Mike Butler / VC Experts, Inc.

editorial board

Law Journal Press / American Lawyer Media, USA

1 looseleaf volume
ca. € 279.00

Venture capital requires knowledge of the terrain and a keen understanding of the terms essential to a well-structured transaction. This new, encyclopaedic guide is packed with state-of-the-art analysis, forms and commentary, all designed to help you master the most crucial stages of the venture financing process. Advanced Private Equity Term Sheets & Series A Documents examines all the deal terms you may encounter -- anti-dilution protection, warrant coverage and liquidation preferences and others. It provides clause-by-clause discussion of the Stock Purchase Agreement, along with time-saving tools - model documents, opinon of issuer's counsel. You'll also get up-to-date data from an industry wide survey of West Coast and East Coast deal terms, so you'll know whether or not a given provision is "market," or "industry standard" - a must- before your next negotiation.

Whether you are navigating the choppy waters of clawback provisions, "next round financing," cramdowns or the so-called "overhang problem," this definitive book brings you the in-depth, nuanced answers you need to achieve your objectives.

Contents:


Angel Capital
**How to Raise Early-Stage Private Equity Financing**
Gerald A. Benjamin / Joel B. Margulis
Wiley, USA 2005/02
c. € 62,90

Business insight that has raised millions in capital funding for over 50,000 entrepreneurs. Angel Capital provides entrepreneurs and owners of small fast-growing businesses with a complete toolkit for raising capital in today's challenging economic landscape. Managing the largest angel network in the U.S., the authors offer real-world advice on how to find investors and take control of the private placement process. Using revolutionary typology and unmatched proprietary research on angel investors who have placed over $81 million into early-stage companies in the past five years, this book explains all stages of raising capital, from valuation to negotiation to due diligence. Angel Capital includes a comprehensive directory of alternative capital resources, based on research of over 2,000 organizations, and a legal appendix that serves as a short course in exempt offerings and provides the skills needed to have success with any early-stage business venture or investment.

4

**start-up**

**Angel Financing for Entrepreneurs**
Early-Stage Funding for Long-Term Success
Susan L. Preston
Jossey-Bass / Wiley, GB 2007/03
c. € 39,90

Angel Financing for Entrepreneurs will give you the information you need to understand how angel investors think, as well as how to identify investor expectations, understand the investment analysis process, and prepare for post-investment requirements. Written by Susan Preston, an experienced angel investor, worldwide speaker and consultant on angel financing, and former Kauffman Foundation Entrepreneur-in-Residence, this hands-on resource, explains the factors that determine how private equity investors spend their money and what they expect from entrepreneurs.

For example: Most venture capitalists do not invest in seed or start-up financing rounds; Investors are looking for entrepreneurs with passion for their ideas and the willingness to take and apply sound advice; Business plans must be well-written with detailed financial projections that extend 3–5 years; Investors are looking for a clear path to profitability in the business model; Entrepreneurs must have developed a corporate structure that is clean and uncomplicated.

5

**start-up**

**Attracting Investors**
A Marketing Approach to Finding Funds for Your Business
Philip Kotler / Hermawan Kartajaya / S. David Young
Wiley, USA 2004/09
c. € 32,90

Marketing guru Philip Kotler shows entrepreneurs how to market their companies to investors

How can businesses do a better job of attracting capital? The answer: "Marketing!" Marketing expert Philip Kotler teams up with a renowned marketing consultant and an INSEAD professor for this practical, marketing-based approach to raising capital from investors. Based on the premise that entrepreneurs and business owners often don't understand what investors want and how they make their decisions, Attracting Investors offers a larger view of the factors involved, and guides both startup and veteran firms in effectively raising capital.

Contents:

6

**practitioner**

**Beyond the J Curve**
Managing a Portfolio of Venture Capital & Private Equity Funds
Thomas Meyer / Pierre-Yves Mathonnet
Wiley, USA 2005/07
c. € 87,90

In recent times, venture capital and private equity funds have become household names, but so far little has been written for the investors in such funds, the so-called limited partners. There is far more to the management of a portfolio of venture capital and private equity funds than usually perceived. Beyond the J Curve describes an innovative tool set for such limited partners to design and manage portfolios tailored to the dynamics of this market place, going far beyond the typical and often-simplistic recipe to ‘go for top quartile funds’.

Beyond the J Curve provides the answers to key questions, including:

- Why ‘top-quartile’ promises should be taken with a huge pinch of salt and what it takes to select superior fund managers? What do limited partners need to consider when designing and managing portfolios?
- How one can determine the funds’ economic value to help addressing the questions of ‘fair value’ under IAS 39 and ‘risk’ under Basel II or Solvency II? Why is monitoring important, and how does a limited partner manage his portfolio? How the portfolio’s returns can be improved through proper liquidity management and what to consider when over-committing? And, why uncertainty rather than risk is an issue and how a limited partner can address and benefit from the fast changing private equity environment?

Beyond the J Curve takes the practitioner’s view and offers private equity and venture capital professionals a comprehensive guide making high return targets more realistic and sustainable. This book is a must have for all parties involved in this market, as well as academic and students.

7

**reader**

**Beyond Wall Street**
Inside the Rise of Private Equity
David Rubenstein
HarperBusiness, USA 2008/09
US$ 26.95
c. € 24,50

Rubenstein offers the first look at an industry that touches ordinary investors through pension funds, university and charitable endowments, and funds that may someday be available to almost anyone who is attracted to returns that consistently outperform the stock market.

8

**practitioner**

**Equity Finance**
Venture Capital, Buyouts, Restructurings & Reorganizations
Joseph W. Bartlett
Aspen, USA 3 hardback volumes & disk, Supplemented annually
ISBN 0735506442
US$ 450,00
c. € 409,30

A three volume set written by an expert with over 30 years experience in venture capital. Written by an expert with over 30 years of experience in venture capital, this three-volume set provides the most comprehensive treatment of alternative investment strategies available. Volumes 1 and 2 cover the entire range of high-risk/high-reward investing, including equity placements, IPOs, buyouts, restructurings, joint ventures, pooled
investment vehicles, and merchant banking. Volume 3 contains state-of-the-art forms annotated to the discussion in the first two volumes. All of the forms are also included on disk, in Rich-Text format, and are easily convertible to other popular word-processing programs.

9 practitioner
Exposed to the J-Curve
Understanding & Managing Private Equity Fund Investments
Ulrich Grabenwarter / Tom Weidig
Euromoney, GB 2005
ISBN 9781843744967
c. € 171,50

How can institutional and private investors safely invest into private equity?

Two experienced market practitioners provide you with a review of the private equity fund industry and a description of all the relevant management issues of fund investments, from a day-to-day and a portfolio perspective to indirect investment vehicles like funds of funds and securitised notes. Learn how to think independently and avoid succumbing to the traps of private equity.

This book includes:
- A discussion of private equity as an asset class and its place within an alternative investment programme.
- Guidance on investment into funds, including a behind-the-scenes look at the relationship between the fund investor and the fund manager.
- Portfolio management of fund investments including the latest cash-flow models and their use to avoid liquidity squeezes and over-allocation.
- An examination of the different types of risks faced by private equity investors and how these can be minimised.
- An explanation of how investors can outsource these tasks - the relative merits of funds of funds and CFOs, listed products or secondary transactions.

This is the first book to discuss the relationship between the limited partners and the general partner, providing an undisguised and independent look behind the scenes, and explain the core aspects of this industry from the perspective of two insiders. An indispensable reference for institutional practitioners and private equity lawyers, as well as students and academics who seek to understand the dynamics of the complex world of private equity.

Contents:
- A discussion of private equity as an asset class and its place within an alternative investment programme.
- Guidance on investment into funds, including a behind-the-scenes look at the relationship between the fund investor and the fund manager.
- Portfolio management of fund investments including the latest cash-flow models and their use to avoid liquidity squeezes and over-allocation.
- An examination of the different types of risks faced by private equity investors and how these can be minimised.
- An explanation of how investors can outsource these tasks - the relative merits of funds of funds and CFOs, listed products or secondary transactions.

This is the first book to discuss the relationship between the limited partners and the general partner, providing an undisguised and independent look behind the scenes, and explain the core aspects of this industry from the perspective of two insiders. An indispensable reference for institutional practitioners and private equity lawyers, as well as students and academics who seek to understand the dynamics of the complex world of private equity.

10 academic
Financial Systems, Corporate Investment In Innovation & Venture Capital
Anthony Bartozkas, / Sunil Mani
Edward Elgar, GB 2004
GBP 65,00
c. € 104,50

The conditions for successful manufacturing have changed considerably in recent years. New technologies such as information technology and biotechnology are considered important players in eradicating poverty in developing countries, but the risky nature of projects based on new technologies forces firms to raise investment capital by means other than conventional capital markets. This book examines the role of venture capital institutions in financing technology-based ventures both in developed and developing countries. It also explores that part of venture capital activity which is hitherto vastly under-researched; namely the ability of venture capital institutions to render a whole host of value-added support functions. These include setting up management teams and designing strategic plans for fledgling enterprises. The latter issue is operationalized through a series of carefully chosen case studies.

Contents:

11 practitioner
Formation & Financing of Emerging Companies. 2nd Edition
Brian K. Beard / Daniel E. O’Connor / Steven M. Spurlock
LegalWorks / West Group, USA
1 loose-leaf volume & CD-ROM
US$ 330,00
c. € 300,00

The authors explore many different financing considerations and vehicles for emerging growth companies, and explore the consequences of early choices for founders and investors as the business evolves. It covers the basic building blocks for establishment of an entity and development of its initial financial business and intellectual property structure. The model agreements offer commentary on the purpose and utility of the various provisions in the documentation. The annotated forms reflect how business is really done today in the Silicon Valley emerging growth company and venture capital marketplace.

12 practitioner
Global Venture Capital Transactions
A Practical Approach
Beat Brechbühl / Robert J. Wooster
The venture capital and private equity industries are among the most characteristic and visible segments of today’s global economy. As we approach the midpoint of the first decade of the 21st century, these industries have clearly matured and left behind the much-publicized excesses of the 1990s. It is now incumbent upon practitioners to thoroughly understand the legal structure of venture capital transactions, not only in their own country but also due to the typically cross-border nature of such transactions in numerous jurisdictions worldwide.

This very useful book has been prepared under the auspices of the International Association of Young Lawyers (AIJA) following a working session held in Edinburgh in August 2003. It provides practitioners with the first overview of the legal requirements attached to venture capital transactions in a variety of jurisdictions, encompassing both developed and developing nations. An introductory chapter presents a global view, addressing venture capital issues that tend to arise under any legal circumstances. Then, for each of twelve countries, an experienced practitioner in the venture capital field offers detailed discussions of his or her country’s legal system as it pertains to the protection of investors rights and company’s investments, regulatory issues, and enforcement. Specific topics discussed were applicable for each country include: documentation; due diligence; valuation standards; representations and warranties; intellectual property; compensation of key personnel; disclosure; exit strategy; corporate governance; tax issues; securities law requirements; restrictions on foreign direct investment; and availability of court orders.

Global Venture Capital Transactions goes a long way to fulfilling the need of practitioners and entrepreneurs to structure cross-border venture capital transactions that are not only initially successful but enjoy continued profitability with the strength to overcome inevitable obstacles. It will be warmly welcomed by the venture capital and private equity community throughout the world.

Contents:

14 reader
Investing in China
The Emerging Venture Capital Industry
Jonsson Li
Kogan Page, GB 2005/04
US$ 171.00 ca. € 155,80
Investing in China: The Emerging Venture Capital Industry is a unique and invaluable guide to venture capital in China. This important new book provides a detailed profile of the current state of the venture capital backed SME sector and an authoritative look at trends and future prospects. It provides an explanation of the mechanics of the investment process, from due diligence and investment monitoring, to exit, and a unique look at M & A opportunities and rules for foreign investors. The guide includes many detailed case studies and profiles of the IT, E-commerce, bio-technology and other sectors with potential for VC investment.

15 practitioner
J-Curve Exposure
Managing a Portfolio of Venture Capital & Private Equity Funds
Pierre-Yves Mathonnet / Thomas Meyer
Wiley, USA 2007/10
GBP 60.00 ca. € 98.50
Building on the success of Beyond the J Curve, this work offers guidance on the practical questions faced by institutions when setting up and managing a successful private equity investment programme. Written from the practitioner’s point of view, the book offers private equity and venture capital professionals an advanced guide which will make high return targets more realistic and sustainable. The main factors that appear to make institutions shy away from venture capital are an unclear track record of this industry, unclear valuations and risks, coupled with a perceived intransparency, and the significant entry barriers to overcome before tangible results show. These issues are addressed and solutions proposed that do not come out of the “ivory tower” of academia. The book tackles some of the most pressing issues in the industry such as ‘The challenge of VC Fund Valuation’ and also looks at some niche strategies for increasing wealth. Beyond the J-Curve is a ‘primer’, dealing mainly with ‘plain vanilla’ situations; in J-Curve Exposure the authors tackle the practical side of the implementation with real life examples balanced with concepts on an advanced level.

16 practitioner
Journal of Private Equity
Strategies & Techniques for Venture Investing
Journal, 6 issues / year
Euromoney, GB
1 year subscription
ca. € 419,50

Journal of Private Equity is the only publication dedicated to in-depth analysis of today’s most innovative strategies and effective techniques for venture investing...from seed capital to later stage and mezzanine financing. Detailed, insightful articles and case studies written by top practitioners and academics will guide you in effectively managing and monitoring your venture portfolio. Journal of Private Equity goes beyond straight reporting to shed new light on topics like Successfully exiting when the IPO window closes; Public vs. Private equity returns; Why some management teams that look good on paper fail in real life; When is technology ready for commercialization; Overcoming the challenges of DFC in pre-IPO valuation.

If you’re a professional involved in private equity or venture capital, Journal of Private Equity will help you stay on the cutting edge of venture investing theory and practice...in both domestic and global markets.

17 practitioner
New Generation of Risk Management for Hedge Funds & Private Equity Investments
Lars Jaeger
Euromoney, GB 2003/10
ca. € 224,80

New Generation of Risk Management for Hedge Funds & Private Equity has been designed to address issues that raise disquiet among investors in alternative investments. This book describes and evaluates the unique risks affecting individual hedge fund strategies, private equity investments and generic risks of types of alternative investment strategies. Ensuring that both institutional investors and private investors have the information they need to be able to evaluate their investment advice and effectively allocate and manage their alternative investment strategies. For those managing alternative investments the perceptions of risk amongst their clients and potential clients are explained that continue to affect the marketing of their skills.

New Generation of Risk Management for Hedge Funds & Private Equity has contributions by the leading names in the hedge fund AMD private equity universe, both managers and investors. From prudent hedge fund investing, understanding return sources of hedge funds and private equity investments, due diligence, convertible arbitrage strategy to a specific focus and other institutional investors.

Contents:
Private Equity Risk:
The perspective of investors, consultants and third parties
Risk management techniques

18 guidebook
PIPEs
A Guide to Private Investments in Public Equity
Steven Dresner / E. Kurt Kim
Bloomberg Press, USA 2006/02
US$ 79.95
ca. € 72,80

PIPEs, or private investments in public equity, are an increasingly important financing alternative for companies. Steven Dresner, who publishes The PIPEs Report, the first publication in this field, and E. Kurt Kim, CEO of PrivateRaise, a leading source for comprehensive market intelligence on private placements, are perfectly positioned in the field. The first edition has become the standard reference on PIPEs. This edition both updates and improves on that standard. The use of PIPEs as a means for public companies to raise capital has grown considerably over the past decade. A PIPE, or private investment in public equity, was once a little-understood strategy used by relatively few companies and investors. Today these privately negotiated transactions offer a practical (and in many cases, preferred) financing alternative for companies, regardless of their size or sector. They also present opportunity for investors and advisers who know how to identify and execute viable PIPE transactions.

Here at last is the definitive guide to PIPEs, presenting the views, voices, and invaluable expertise of leading practitioners from all specialties in the field. The book is divided into three parts: “The Business of PIPEs,” which provides a historical backdrop and overview; “Regulatory Landscape and Structural Alternatives,” which details the legal framework and transaction structures; and “Deal Flow,” which offers the investor’s perspective on assessing and investing in deals. Thorough discussions, ranging from the origins of the marketplace to deal structures, from legal considerations to due diligence, and from finding opportunities to trading strategies, provide a rich perspective on the inner workings of this active area of the private equity market. Institutional investors, financial analysts, investment bankers, corporate and securities attorneys, executives of public companies and even the sophisticated investor will find substantial value in the pages of this book.

19 reader
Private Equity
A Transactional Analysis
Chris Hale / Travers Smith
Globe Law & Business, GB 2007/07
GBP 130,00
ca. € 208,00

One of the most remarkable corporate phenomena of the last 10 years has been the growth of private equity. Ten years ago, private equity was known as venture capital and was the Cinderella of the M&A world. Today, it is the mainstay of mergers and acquisitions. Ever-increasing amounts of capital are being deployed by private equity fund managers and private equity overall plays an increasingly significant role in western economies. This practical title introduces the world of private equity, explains its rise and explores the key ingredients of private equity transactions and the technical issues associated with them. Featuring chapters by leading private equity practitioners, the book includes high-level analysis of private equity fund structures, equity and debt finance, acquisition documentation, due diligence, tax structuring and management, pensions and public to privates. This new title is essential reading for anybody interested in or working within the field of private equity.

Contents:
Introduction: Chris Hale, Travers Smith. The place of private equity in corporate finance and M&A. Justin Biddle, Oaktree Capital Management Ltd. Private equity fund structures: Jonathan Blake,

20

**practitioner**

**Private Equity**

*Transforming public stock to create value*

Harold Berman

Wiley, USA 2003/02


ca. € 99,90

This work explores the advantages of private equity, and offers useful insight to investors interested in increasing their rates of return on their investments without increasing their risk, and managers interested in supplementing their compensation with a significant share of the firm’s profits.

**Contents:**


21

**practitioner**

**Private Equity as an Asset Class**

Guy Fraser-Sampson

Wiley, USA 2007/02


ca. € 54,90

Guy Fraser-Sampson draws upon twenty years’ private equity experience to provide a practical guide to mastering the intricacies of this highly specialist asset class. Aimed equally at investors, professionals and business school students, it starts with such fundamental questions as "what is private equity?" and progresses to detailed analysis of venture and buyout returns. It also unveils a totally new concept which looks set to revolutionise thinking in the industry: Total Return investing. Often unfairly reviled, and frequently misunderstood, private equity differs from all other asset classes in various important respects, not least in the nature and timing of its returns, which require a whole new approach for those reared on more traditional investments such as bonds and shares. This book shows how a good grasp of the basic structure of private equity vehicles and returns (including the dreaded J-curve) can lead to full understanding of the techniques needed to measure and analyse performance.

**Contents:**


22

**academic**

**Private Equity Exits**

*Divestment Process Management for Leveraged Buyouts*

Stefan Povaly

Springer, D 2007/04


ca. € 96,25

Private Equity Exits provides the first comprehensive analysis of private equity divestment processes ??? so-called ‘exits’ ??? for European buyouts. The work is designed as a compendium of current scientific knowledge on portfolio company exits and also provides deeper insights into various aspects of divestment processes, which is underpinned by own extensive empirical analysis and findings. Examining the efficiency of exits, this book offers recommendations and guidelines for an integrated and exit-oriented private equity portfolio management and provides a detailed assessment of exit decision drivers. Findings contribute to a clearer understanding and better predictability of exit behavior. The work highlights the growing need for pro-active as well as thoroughly planned divestment strategies, efficient executions, and the importance and value of paying attention also to other stakeholders’ interests when selling stakes in businesses.

23

**practitioner**

**Private Equity Funds**

*Business Structure & Operations*

James M. Schell

Law Journal Press / American Lawyer Media, USA 1 loose-leaf volume & CD-ROM, updated as needed


ca. € 279,00

Now with forms on CD-ROM

Every year, investors pour billions of dollars into private equity limited partnerships. Until now, details about the organization and administration of these funds were difficult to come by. Private Equity Funds: Business Structure and Operations is the first practical guide that gives attorneys, investment professionals, tax practitioners and corporate lawyers the tools and authoritative guidance they need to handle any aspect of a private investment fund. It covers a wide range of important issues such as the key economic differences between various types of funds; structuring the private equity fund to meet economic expectations and investment goals; nailing down maximum tax benefits for the sponsor of the fund; duties of the fund’s General Partner and Investment Advisor; the major regulatory issues affecting the private equity fund; and much more. No matter which aspect of private equity funds you deal with, this is a reference book you will
Asian venture capital into a global perspective. The US and Europe as well as other developing economies puts the sector has contributed to the regional economy. A comparison with government, what regulation is like, and what the investments they have made, how they have performed, how they are viewed by government, what regulation is like, and what the sector has contributed to the regional economy. A comparison with the US and Europe as well as other developing economies puts Asian venture capital into a global perspective.

Private Equity in Germany: Evaluation of the Value Creation Potential for German Mid-Cap Companies

This study evaluates the value generation potential of private equity for German mid-cap companies. A discussion of the private equity industry and the analysis of the value generation levers serve as a basis to further explore private equity value generation in the German market. First, the special features of German mid-cap companies are examined with a special focus on their financing needs. Second, the German private equity market is introduced and its differentiating features are revealed. The comparison of the findings assesses the general suitability of private equity as a financing option for German mid-cap companies and suggests that many mid-cap companies are not (yet) suited for private equity investors. The applicability of the identified value generation levers on the German mid-cap segment is analyzed with the help of a conceptual framework in order to evaluate the value generation potential. The results show that the traditional value generation levers are applicable but have to be adjusted with respect to national differences. Private equity associations have to specifically address the strong social considerations in the German business culture and the traditional unity of management, ownership, and supervision in the mid-cap segment in order to realize high rates of return. Ancedotal and recent empirical evidence indicates the relevance of many theoretical conclusions.

Private Equity Transactions. 2nd Edition

This service provides a one-stop guide to all the legal and business issues involved in private equity transactions. Drawing together the relevant points from the many areas of law that impact on these types of transactions, it offers detailed guidance on everything from pre-transaction decisions, financing and structuring the transaction, and tax issues, to the wide range of post-transaction issues, including the choice of exit routes for management and investors. The text - written by a well-known and respected author, with the help of a team of specialist contributors - offers a concise yet confident discussion of the topic, giving the reader a reliable grounding in the fundamental principles and challenges involved.

This treatment, combined with extensive use of precedents, model forms and a comprehensive set of case law and statutory references, makes the work especially useful to anyone needing to master the business and legal considerations in the practice of these transactions, rather than just gaining a purely theoretical perspective.

- Treatment gives the reader a solid foundation in the principles and practice of these transactions
- Range of key precedent materials, model forms and statutory and case law references makes a practical tool for everyday use
- Loose-leaf format accommodates additional materials - or the removal of outdated matter - to provide the only comprehensive and up-to-date work available on this subject

Jurisdiction: UK

Private Equity in Asia: An Evaluation

Julian Roche

Private Equity in Asia, launched with so much fanfare in the 1990s, has profoundly lost its way. Billions of dollars have been lost in a range of schemes, many supported by governments, a huge number of would-be entrepreneurs have been encouraged to apply for funds. New institutions have been created, and serious attention has been given to the Asian market by US and European funds - and yet the number of successful VC firms remains low and MBOs want close at hand.

Contents:


Sample Documents on CD include:


Asian venture capital, launched with so much fanfare in the 1990s, has profoundly lost its way. Billions of dollars have been lost in a range of schemes, many supported by governments, a huge number of would-be entrepreneurs have been encouraged to apply for funds. New institutions have been created, and serious attention has been given to the Asian market by US and European funds - and yet the number of successful VC firms remains low and MBOs virtually non-existent (except in Japan). Private equity was a transplant into Asia: but has the transplant taken and what is the prognosis for the patient? This book is a comprehensive review of the motivation behind, the course of, and the successes and failures of private equity/venture capital in Asia. It evaluates investments by country and by sector, examining the firms, the investments they have made, how they have performed, how they are viewed by government, what regulation is like, and what the sector has contributed to the regional economy. A comparison with the US and Europe as well as other developing economies puts Asian venture capital into a global perspective.

Private Equity in Germany: Evaluation of the Value Creation Potential for German Mid-Cap Companies

Torsten Grone

Ibidem-Verlag, D 2005/11


ca. € 24,90

This study evaluates the value generation potential of private equity for German mid-cap companies. A discussion of the private equity industry and the analysis of the value generation levers serve as a basis to further explore private equity value generation in the German market. First, the special features of German mid-cap companies are examined with a special focus on their financing needs. Second, the German private equity market is introduced and its differentiating features are revealed. The comparison of the findings assesses the general suitability of private equity as a financing option for German mid-cap companies and suggests that many mid-cap companies are not (yet) suited for private equity investors. The applicability of the identified value generation levers on the German mid-cap segment is analyzed with the help of a conceptual framework in order to evaluate the value generation potential. The results show that the traditional value generation levers are applicable but have to be adjusted with respect to national differences. Private equity associations have to specifically address the strong social considerations in the German business culture and the traditional unity of management, ownership, and supervision in the mid-cap segment in order to realize high rates of return. Ancedotal and recent empirical evidence indicates the relevance of many theoretical conclusions.

Private Equity Transactions. 2nd Edition

Maurice Dwyer

Sweet & Maxwell, GB

1 loose-leaf volume

ISBN 042169470X

GBP 338.00

ca. € 542.50

This service provides a one-stop guide to all the legal and business issues involved in private equity transactions. Drawing together the relevant points from the many areas of law that impact on these types of transactions, it offers detailed guidance on everything from pre-transaction decisions, financing and structuring the transaction, and tax issues, to the wide range of post-transaction issues, including the choice of exit routes for management and investors. The text - written by a well-known and respected author, with the help of a team of specialist contributors - offers a concise yet confident discussion of the topic, giving the reader a reliable grounding in the fundamental principles and challenges involved.

This treatment, combined with extensive use of precedents, model forms and a comprehensive set of case law and statutory references, makes the work especially useful to anyone needing to master the business and legal considerations in the practice of these transactions, rather than just gaining a purely theoretical perspective.

- Treatment gives the reader a solid foundation in the principles and practice of these transactions
- Range of key precedent materials, model forms and statutory and case law references makes a practical tool for everyday use
- Loose-leaf format accommodates additional materials - or the removal of outdated matter - to provide the only comprehensive and up-to-date work available on this subject

Jurisdiction: UK

Private Equity: Capitalism at all Costs

Benoit Leleux / Hans van Swaay

Palgrave Macmillan, GB 2008/12


GBP 25.00

ca. € 40.50

Written by a leading academic and a leading practitioner, this book aims to demystify the private equity investment process and provide a single source reference for anyone considering private
Contents:


Part II: Accessing Venture Capital.

Part III: The VC Term Sheet.

Practitioner
Raising Venture Capital
Rupert Pearce / Simon Barnes
Wiley, USA 2006/02
GBP 34.99
ca. € 56,20
Offering a deep insight into the venture capital deal-making process, Raising Venture Capital also provides valuable introduction to the subject. The book is practical in focus but based on sound academic theory, research and teaching materials gathered over the last 4 years at Tanaka Business School. Part one covers the history of the venture capital industry, shows why entrepreneurs need venture capital finance, and looks at how venture capital raise structure and support their funds. It also covers valuation methods for venture capital investments, and portfolio management. Part two illustrates how successful entrepreneurs raise finance from venture capital, and gives details on how to approach venture capital, how to choose the right venture capital firm, and how venture capital raises and structures their deals. Part three gives a blow-by-blow account of the structure of a venture capital deal.

Guidebook
Raising Venture Capital for the Serious Entrepreneur
Dermot Berkery
McGraw-Hill, USA 2007/09
US$ 49.95
ca. € 45,50
Get the Funding You Need From Venture Capitalists and Turn Your New Business Proposal into Reality!
Authoritative and comprehensive, this is an all-in-one sourcebook for entrepreneurs seeking venture capital from investors. This expert resource contains an unsurpassed analysis of the venture capital process, together with the guidance and strategies you need to make the best possible deal and ensure the success of your business. Written by a leading international venture capitalist, this business-building resource explores the basics of the venture capital method, strategies for raising capital, methods of valuing the early-stage venture, and techniques for negotiating the deal. Filled with case studies, charts, and exercises, this book explains: How to develop a financing map How to determine the amount of capital to raise and what to spend it on How to create a winning business plan How to agree on a term sheet with a venture capitalist How to split the rewards How to allocate control between founders/management and investors

Guidebook
Risk Appraisal & Venture Capital in High Technology New Ventures
Gavin Reid / Julia Smith
Routledge, GB 2003/09
GBP 80.00
ca. € 128,50
Appealing to both mainstream and evolutionary economists, this book, written by an author with an excellent track record - Reid has already published eight books, most of the extremely influential, is a ‘crossover’ treatment of quantitative and qualitative risk analysis within the setting of new high technology ventures. In this volume Reid and Smith have based their research on extensive fieldwork in patent-intensive, high-technology firms. This has included face-to-face interviews with leading investors and is illustrated by two chapters of case studies. It advances the understanding of methods of risk assessment and illuminate current policy concerns about stimulating innovative output and securing intellectual property. Academic in intent and purpose, yet strongly grounded in practice, this book offers a useful and interdisciplinary approach to an increasingly popular field of study.

Guidebook
1. Smarter Ventures
Katharine Campbell
Pearson, GB 2003/09
GBP 27.99
ca. € 45,00
Having the big idea is merely the beginning. Raising and using venture capital is pivotal to the success of many an ambitious new venture, but venture capital is more than money. It’s far too expensive to be treated merely as cash, and if used well, far more critical to the successful venture. This can be a daunting process.
Smarter Ventures leads you inside the world of European venture capital, and takes you step-by-step through the venture cycle. By holding a mirror up to both sides of the money-raising process, Katharine Campbell shows how entrepreneurs can better understand venture capitalists and vice versa—leading to more productive relationships and smarter ventures. Katharine Campbell explains how venture capitalists think, what they are looking for and why. Learn how to spot the good and the bad, and equip yourself with the tools and the knowledge to seal a successful partnership. Smarter Ventures is the bible of the European venture capital market and your complete companion to the venture cycle.

Contents:

33

Start-Up & Emerging Companies
Planning, Financing & Operating the Successful Business
Law Journal Press / American Lawyer Media, USA
2 loose-leaf volumes & CD-ROM
ca. € 395,00

With forms on CD-ROM

Here’s all the information you need to provide sound advice on a new enterprise from set-up to financing to getting the company up and running at a profit. You’ll find extensive coverage of significant issues, such as the venture financing process; corporate, securities & tax laws; the interplay between business & legal considerations; limited liability companies; strategic alliances; employee benefit plans; stock options; contracts; and accounting procedures. You’ll also read about recent developments in Internet law and electronic commerce, including the application of securities laws to public offerings on the Web. In addition, Start-Up & Emerging Companies features over 75 ready-to-use sample forms, clauses, agreements, checklists and term sheets on CD for easy use in your own office, including an interview sheet for use in the formation of a corporation; organizational resolutions; forms concerning meetings of shareholders and boards of directors; and many more.

Contents:

34

Structuring European Private Equity
Igy Bassi / Jeremy Grant
Euromoney, GB 2006/04
ISBN 9781843742623
ca. € 224,80

This book describes LP allocation strategies to funds, fund structures, investment strategies, performance measurement and governance at the fund and portfolio level. Structuring European Private Equity takes you into the heart of the European private equity market and guides you through sophisticated private equity products, performance measurement, risk management, fund structures and market dynamics. With contributions from 16 leading industry experts, it is an essential book for private and institutional investors, entrepreneurs, venture capital and private equity professionals. European private equity continues to grow. Both exits and buyouts have grown in value terms across a range of markets. In 2005, private equity buyouts increased 10% in value terms on the previous six months to €77.1bn, exits rose 38% to €38bn.

You need to read Structuring European Private Equity to ensure you are fully equipped to tackle the increasingly competitive nature of the private equity industry. It highlights the issues faced by the industry today and in the future.

In particular, this book: Explains what relationship possibilities exist between private equity and industry and how a fund can be used by corporates to achieve their specific objectives. Shows which aspects of the venture capital model European funds can apply from the US model. Discusses how changes in current fund structures in relation to the agreed general partner and limited partner terms affect you. Looks at the current boundaries of the traditional limited partnership structure. Examines the governance relationship between a fund’s general partners and the management of portfolio firms. Investigates the ever-increasing role of the fund-of-funds channel, looking at the benefits for limited partners who are considering entering or increasing their exposure to private equity investing. Shows you how private equity funds and limited partners can make use of the secondary market. Demonstrates how to create value beyond financial engineering with an examination of how operations and strategic decisions can be improved. Gives you an analysis of private equity return versus public market return; and explains how to measure and interpret performance and outcomes.
Structuring Venture Capital, Private Equity & Entrepreneurial Transactions

2007 CD-ROM Edition
Jack S. Levin
Aspen, USA 2007/07
ISBN 9780735567863
US$ 275.00
ca. € 278.00

36 practitioner

Structuring Venture Capital, Private Equity & Entrepreneurial Transactions

2007 Print & CD-ROM Edition
Jack S. Levin
Aspen, USA 2007/07
US$ 425.00
ca. € 386.60

This resource will help you minimize your clients' tax liability and avoid legal pitfalls, as well as maximize returns on successful transactions and be prepared for all of the potential benefits!

Changes and Updates to the new edition:
- In addition to senior (often secured) bank loans, LBO financing increasingly utilizes (in lieu of mezzanine debt) "second lien loans" (often from hedge funds), secured by junior lien on Newco/Target assets and generally with no equity kicker
- Proposed pro-acquirer amendment to SEC's all-holders best-price tender offer rule
- Revenue ruling clarifies when SEC restrictions constitute Code §83 SRF
- Very extensive 10/05 proposed regulations address Code §409A harsh penalties (e.g., 20 extra points of tax) on executive's deferred compensation, including certain stock options and SARs
- 5/06 legislation extends 15% individual tax rate on LTCG and qualified dividends for 2 additional years, i.e., postpones sunset to 1/1/11
- SEC rules prohibit person possessing material non-public information from buying or selling securities, but such insider can adopt 10b-5 plan before becoming aware of material non-public information to purchase or sell securities in future even though possessing such information at time of purchase or sale
- Six generations of family automatically treated as 1 shareholder for S corp 100 shareholder limitation
- SBA revises method for determining if portfolio company with affiliates eligible for SBIC financing
- Long-standing individual itemized deduction disallowance equal to 3% of AGI in excess of $150,500 reduced to 2% for 2006
- Although SEC '33 Act short-form S-2 registration statement eliminated, even-shorter-form S-3 remains available
- 1/06 inflation adjustment of all HSR tests & thresholds
- Interesting developing techniques in drafting PE Fund's GP/LP allocations for large dividend PE Fund receives as result of portfolio company's leveraged recapitalization
- After years of controversy, FASB 123R has become effective for calculating company's accounting charge for stock-based executive compensation

Structuring Venture Capital provides one-step-at-a-time, start-to-finish structural guidance for the following common business transactions: Venture capital financing, New business start-ups, Brains-&-money deals, Growth-equity investments, Leveraged & management buyouts, Industry consolidations, Troubled company workouts & reorganizations, Going public, Selling a business, Forming a private equity fund

Contents:

38 start-up

Taking Research to Market

How to Build & Invest in Successful University Spinouts
Kenny Tang / Ajay Vohora / Roger Freeman
Euromoney, GB 2004/10
ISBN 9781843741329
ca. € 224,80

Your step-by-step guide to successful spinouts. With 16 illustrative case studies and contributions from over 30 industry experts from around the world. This book ensures you are armed with the knowledge to finance and build a successful university spinout.

If you are an academic involved in research, this book is your guide to understanding how to commercialise your inventions by being able to identify commercial opportunities early. Find out what to do before embarking on a spinout, examine the various possibilities, enhance your chances of winning both early customers and venture capital and how to achieve your entrepreneurial dreams.

If you are a venture capitalist, this book describes what motivates academics and guides you through to a successful global exit.

The only book of its kind – the book you should read before you step into the VC's office!!

Contents:
- University spinouts: what are they and how do they work?

39 academic

Venture Capital

Mike Wright / Harry J. Sapienza / Lowell W. Busenitz
Edward Elgar, GB 2006
GBP 400.00
ca. € 642.00

Recent years have witnessed massive development in both the venture capital market and in academic research relating to this market. The aims of this timely collection are to identify leading contributions to this developing area from the past two decades; to reflect the growing multi-disciplinarity of research on venture capital; and to highlight the need to recognize international differences in venture capital markets.


40 practitioner

Venture Capital & Private Equity Yearbook

2006/2007. 7th Edition
Euromoney, GB 2006/10
Contents:

41 practitioner
Venture Capital & Private Equity. 3rd Edition
A Casebook
Josh Lerner / Felda Hardyman / Ann Leamon
Wiley, US 2004/11
ca. € 57,90

Over the past twenty years, the private equity industry has undergone tremendous growth and sweeping changes. With the growth of Private Equity investing, it is imperative that financial professionals fully understand this complex subject. The cases and notes in this updated edition are designed to provide readers with a better understanding of the history of the private equity industry's development and the workings of the industry today. Divided into four modules, the first examines how private equity funds are raised and structured; the second considers the interactions between private equity investors and the entrepreneurs that they finance; the third uses the process through which private equity investors exit their investments; and the last considers the future of the private equity industry.

Contents:

42 practitioner
Venture Capital & Public Offering Negotiation
Michael J. Halloran
Aspen, USA
2 loose-leaf volumes, supplemented annually
ISBN 9781567063394
US$ 450,00
c. € 409,30

Get expert strategies and advice from 40 top venture capital and financing pros! Representing the busiest, most dynamic corporate law firms in the US, these experts show you how they structure and negotiate deals; locate & apply relevant statutes, rules & requirements; utilize tax accounting principles; and document transactions for flawless compliance eliminating secondary "aiding and abetting liability" in private 10b-5 actions. Step-by-step guidance - with ready-to-use forms and checklists for your own transactions -- helps your work to go quickly and smoothly. You'll also find detailed practical information on all the latest developments in the start-up financing and IPO process, including: limiting liability company arrangements, new technology-based partnering arrangements, IRS "check-the-box" regulations, the latest SEC policies and rule revisions, emerging ERISA issues, federal securities exemptions for venture financing and much more.

Contents:

43 practitioner
Venture Capital & Small Business Financings
Robert J. Haft
Clark Boardman Callaghan / West Publishing, USA
6 loose-leaf volumes, updated quarterly
US$ 217,00
c. € 197,60

14
Learn how to structure short-term and long-term financing for small- to medium-sized businesses. Whether you advise businesses seeking financing or venture capital firms that provide it, this resource will ensure that you negotiate and draft deals that satisfy the requirements of both sides. The text provides a cost-benefit analysis of financing strategies such as equipment leasing, employee equity incentive plans, and R&D programs, plus a state-by-state summary of financing programs such as SBA assistance and SBCIs. This reference also includes tested, practical advice that will alert you to any potential problems ahead of time.

Contents:

Appendices: Table of Cases - Table of No-Action Letters - Index

44 practitioner

Venture Capital & the Finance of Innovation
Andrew Metrick
Wiley, USA 2006/10
ca. € 57,90

The Financial Principles Every Venture Capitalist Needs To Master

In Andrew Metrick's Venture Capital and the Finance of Innovation, future and current venture capitalists will find a useful guide to the principles of finance and the financial models that underlie venture capital decisions. Assuming no knowledge beyond concepts covered in first-year MBA course, the book will familiarize you with: The relationship between risk and return in venture capital. Historical statistics on the performance of venture capital investments; Total Valuation - the data and methods used to value a high-growth company; Partial Valuation - how to analyze the special features of VC transactions such as convertible preferred stock, participating preferred stock, payment-in-kind dividends, and liquidation preferences; A framework for modeling investment in "research and development"; The relationship between strategy and finance; Cutting-edge techniques such as Monte-Carlo analysis, real options, binomial trees, and game theory

Contents:

45 reader

Venture Capital Contracting & the Valuation of High Technology Firms
Joseph McCahery / Luc Renneboog
Oxford University Press, GB 2004/01

GBP 84,00
ca. € 134,90

This collection of state-of-the-art essays explores the important role of venture capital finance used to invest mainly in small and medium size firms with good growth prospects. It shows that important features of contract and organizational law have substantially contributed to the competitiveness of the US venture capital industry.

Contents:

46 guidebook

Venture Capital in Central & Eastern Europe
A decade of opportunity
Pieter Wissenkovi
Spiramus, GB 2007/10
GBP 125,00
ca. € 200,70

This publication stems from the author’s research on Polish, as well as Czech, Slovak, Hungarian and Eastern European venture capital markets; providing an overview of how venture capital investment has emerged and evolved in the post-communist economies over the past decade of socio-economic transition. Venture capital has - since the collapse of communism - become an established corporate finance instrument in all Central and Eastern Europe. CEE. Its growing popularity has owed much to a unique flexibility among more traditional financiers active in the emerging markets (i.e. stock exchanges, bank lending, corporate debt issuance) as to a relatively high sophistication and under-valuation of intangible assets across CEE (from innovative information technology applications to pioneering research projects in life sciences).

The book is a universal guide to venture capitalism in CEE and is expected to attract a broad readership: from a seasoned, globally orientated venture capital ‘cherry-picker’ contemplating expansion or diversification into CEE, to a local entreprenuer seeking ‘smart capital’ from funds operating in the region, to a complete layman wondering what venture capital in CEE might be all about. The book will address the historical development and current scale of venture capital investment in the region (driven, on the one side, by the pace of macro- and micro-economic restructuring and European Union convergence, high technology innovation and diffusion and, on the other, gradual improvement in corporate governance standards and reduction of inherent risk). The principal information sources will combine data obtained from pan-European, regional and national venture capital associations, statistical bureaux, international economic organisations and academia.

15
Contents:


Appendices: National currencies and exchange rates against £, $ and €. Key tax rates for each country. Incentive programmes and the strings attached. Glossary of key terms for each country (a lexicon of venture capital).

47 reader

Venture Capital in Europe
Greg Gregoriou / Maher Kooli / Roman Kraessl
Butterworth Heinemann / Elsevier, GB 2006/10
ca. € 80,50

Until recently, only the United States had an active venture capital market. This is changing rapidly, as many other countries have experienced rapid growth in venture capital financing over the past five years. This book contains new scientific articles showcasing the latest research on venture capital in Europe. Venture capital investment remains a hot topic with portfolio managers, individual investors, academics worldwide. This book examines in detail all the major issues regarding venture capital investment: contracting, financing, regulation, valuation, etc. and identifies new trends in the venture capital arena. Features a foreword by Josh Lerner.

Contents:


from Irish investees Nancy Hughebaert and Sheila O’Donohoe 21 German banks as venture capitalists Tereza Tjykova 22 Long-run venture-backed IPO performance analysis of Italian family-owned firms: what role do closed-end funds play? Stefano Caselli and Stefano Gatti 23 Securitisation and venture capital fund-raising Paul U Ali 24 Total loss risk in European vs. U.S. based venture capital investments Dieter Kaiser, Rainer Lauterbach, and Denis Schweizer

48 academic

Venture Capital in the Changing World of Entrepreneurship
Research in Entrepreneurship & Management
John E. Butler / Andy Lockett / Deniz Ucbasaran
Information Age Publishing / Ingram, USA 2006/02
ISBN 9781593114343
ca. € 48,90

It was not that long ago that it might have been possible to cover the topic of venture capital in one book. Now, it is not possible to provide comprehensive coverage in even one book. The industry has flourished, as variations of the initial venture capital funds have been developed and now operates in most developing and developed economies. This is clearly reflected in this volume, which has a strong focus on Europe and Asia. Each of the papers is a stand alone effort. However, a full reading of the volume provides a panoramic picture of the global extent of venture capital, some of its challenges, and the likely direction of future efforts. Venture capital and the venture capitalist have been shown to have a positive impact on performance in many cases. This is clearly the reason why some emerging economies want to increase the level of venture capital investment in their country.

49 academic

Venture Capital Industry in Europe
Andrea Schertler
Palgrave Macmillan, GB 2006/04
GBP 58,00
ca. € 93,00

By analyzing many facets of venture capital industries, this book substantially adds to the understanding of Europe’s venture capital industries. It starts by discussing the microeconomics of fund raising, investment and exiting behaviour of venture capital companies. It then explores the microeconomics of venture capital finance to the industry features in European countries, such as the economies’ positions in the international division of labour and the economies’ financial market structures.


50 practitioner

Venture Capital Tax Reliefs. 2nd Edition
Brookes / Kronbergs
Tottle, GB 2007/10
ISBN 9781847660862
GBP 78,00
ca. € 125,50

This new edition provides a fully updated overview to the major investment schemes effecting capital tax reliefs including the Enterprise Investment Scheme (EIS), Venture Capital Trusts (VCTs) and the Corporate Venturing Scheme (CVS). In addition it also covers major changes in the Financial act 2007 as well as offering a detailed account on the changes to the Financial Act 2006. Here it outlines the amount of income tax relief, the meaning of investments in terms of VCT’s and the increase in the minimum period for which qualifying investors must hold their shares.

51 academic

Venture Capital, Islamic Finance & SMEs
Valuation, Structuring & Monitoring Practices in India
Mansoon Durrani / Grahame Boocock
Palgrave Macmillan, GB 2006/01
GBP 58.00
ca. € 93.00

The primary scope of the book is to explore the operations of the venture capital sector in supporting the growth and development of SMEs. Another theme explores the role of Islamic finance as a possible alternative source of risk capital. The book is underpinned by a major empirical study of the venture capital industry in India. A distinctive focus is the analysis of techniques used by venture capitalists to value, structure and monitor their investments. This study fills gaps in academic knowledge and should be of great interest to students, policy makers and practitioners.

Contents: