

The Luxembourg Private Equity and Venture Capital Association
presents

The LPEA Academy 2024

Venture Capital



SESSION 1

Venture Capital Fund dynamics

18/03/2024 12:30 | 90 minutes

ONLINE

Level of the module: Entry/Intermediate

Module Price (includes 3 sessions):

Members: 280 EUR + VAT

Non-Member: 430 EUR + VAT

Synopsis

VC Strategies.

VC Fund economics.

VC Portfolio diversification.

VC Risk probability distribution.

VC Co-investments for LPs.

Family Offices and VC Fund Dynamics.

**Prices subject to VAT (17%)*

<https://lpea.lu/academy/>

Jérôme Wittamer

Managing Partner - Expon Capital



👤 Who is Jerome?

A venture capitalist with a dual entrepreneurial/investment experience going back 3 decades. He co-founded Expon Capital to invest in the next wave of tech innovation, focusing on sectors that matter: Climate, Energy, Health, Finance using the tools of the era: internet, mobile, cloud and of course AI.

Jerome has built a long experience bringing technology to market at scale (B2B). He invested early in companies that became category leaders (globally or in Europe) like Spire, Salonkee, NextGateTech, refurbished, Pliops, Glovo, M-Systems... and developed a deep expertise in helping founders go from seed to Series B.

Jerome is active in educational non-profits, previously chaired the Luxembourg Private Equity & Venture Capital Association and has been on the Executive Committee since 2010..

SESSION 2

Venture Capital deal making & tools

19/03/2024 12:30 | 90 minutes

ONLINE

Level of the module: Entry/Intermediate

Module Price (includes 3 sessions):

Members: 280 EUR + VAT

Non-Member: 430 EUR + VAT

Synopsis

Lead or Follower Investor?

How to value Startups.

Negotiating term sheets.

Equity vs. convertibles.

Finalizing deals (shareholder agreements, articles, side letters).

Corporate governance in a minority situation.

Takeaways for Family Offices, Funds, Corporate and Public organizations.

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Alain Rodermann

Managing Partner - Expon Capital



He is a senior Venture Capitalist, an entrepreneur and a former technical leader in global corporations. He spent the first eight years of his career in technical positions, leveraging his studies in mathematics, electrical engineering and computer science. He understood in 1995 that Internet Technologies would revolutionize the entire IT industry and decided to be part of this revolution by joining the startup ecosystem. After an MBA in 1997 he joined Innovacom, the Venture Arm of France Telecom, as an Investment Director where he invested in companies and had notable successes with the IPOs of Netvalue, Integra and Lastminute.com, a company that generated \$3 billion in yearly revenues just 6 years after inception.

He became a Partner at Sofinnova in 1999, a leading pan-european venture capital firm. Later he experienced the dotcom boom and burst, and the tough years that followed, for both start-ups and VCs. In this context, he managed to secure successes in Europe and the US (Emailvision, Maximiles, Atomz and Wyplay). In 2009 he start his own venture investments vehicle Arenatis Capital after 12 years of VC experience, 7 IPOs and having been through bear and bull cycles. He co-founded Expon Capital in 2005 which has in its portfolio companies with stellar growth like Glovo, Catalyte, Spire. He received a Master of Science in Electrical Engineering from Supélec, and graduated summa cum laude from Institut d'Etudes Politiques de Paris (Sciences Po) where he obtained an MBA. He is an Insead and ILA certified director. He is French-Luxembourgish, speaks French and English Luxembourgish and German.

His current areas of interest include AI driven Consumer and Business Services but also Space Technologies. He is attracted by business models and technologies disrupting legacy markets.

SESSION 3

Venture Capital Fund Investing

20/03/2024 12:30 | 90 minutes

ONLINE

Level of the module: Entry/Intermediate

Module Price (includes 3 sessions):

Members: 280 EUR + VAT

Non-Member: 430 EUR + VAT

Synopsis

Approaches to sourcing.
Deal Flow Management.
Investment criteria & screening.
Analysis & due diligence.
Family Office and VC Investing.

**Prices subject to VAT (17%)*

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Lily Wang

Partner - Expon Capital



A former investment banker, Lily joined Expon in 2019 focusing on sourcing and executing investment opportunities, managing portfolio companies, and integrating ESG considerations into the life cycle of the investments.

She notably led the investment into Cascade, Videobot and Hellobetter. Her current areas of interest include Business & Financial Services, Energy, Healthcare with Digitalisation and Artificial Intelligence as a horizontal connected to everything.

Previously, Lily gained significant deal experience in mergers & acquisitions, financing and IPO, across several sectors: business services, energy, and industries within HSBC in London. She began her career in finance in 2014 interning with Morgan Stanley and Cube Infrastructure Managers. Prior to that, Lily focused on applied mathematics, notably conducting academic research in behavioural economics and statistics at UC Berkley.

Lily holds the Master in International Finance from HEC Paris and a Bachelor in Applied Mathematics from Xi'an Jiaotong University.

Lily speaks English, Chinese and French.