

# FOUNDATION FOR VC INVESTMENT PROFESSIONALS

Live On-site Classroom (Brussels) - 24-26 June 2026



The modules of this course have been specifically designed to offer participants an overview and a broad understanding of the different milestones and processes in private equity investment. The agenda reflects the life of a fund and its manager, focusing on some of the situations faced by professionals investing in seed, start-up and development capital.

“The course covers all the key topics one can face in a VC world with good quality of presenters and networking opportunities.”

2025 Course Alumni

## PROGRAMME

Wednesday, 24 June

08:45 - 09:00 CET Registrations

09:00 - 10:30 CET Introduction to venture capital

10:30 - 10:50 CET Coffee break

10:50 - 12:15 CET Case study (Topics: Investments; Venture capital; Market analysis; Target markets; Business models; Strategic thinking)

12:15 - 13:15 CET	Lunch
13:15 - 14:45 CET	Fund structuring & marketing
14:45 - 15:15 CET	Coffee break
15:15 - 17:00 CET	Creating value through sustainability Case study
19:00 - 22:00 CET	Networking dinner

### Thursday, 25 June

08:00 - 09:00 CET	Coffee & croissants available at the course venue
09:00 - 10:30 CET	Deal sourcing & due diligence
10:30 - 10:50 CET	Coffee break
10:50 - 12:15 CET	Case study
12:15 - 13:00 CET	Lunch
13:00 - 14:00 CET	Deal terms Non-disclosure agreement <ul style="list-style-type: none"> <li>• Negotiation and execution of term sheet</li> <li>• Due diligence</li> </ul>
14:00 - 14:20 CET	Coffee break
14:20 - 15:30 CET	Deal terms <ul style="list-style-type: none"> <li>• Negotiation of final agreements (Investment Agreement/Shareholders Agreement)</li> <li>• Signing and closing</li> <li>• Term Sheet case study</li> </ul>
15:30 - 16:00 CET	Networking coffee break
16:00 - 17:00 CET	Lessons learnt <ul style="list-style-type: none"> <li>• Investment management &amp; value creation</li> <li>• Addressing difficult cases - early signs &amp; quick reaction steps</li> </ul>

### Friday, 26 June

08:00 - 09:00 CET	Coffee & croissants available at the course venue
09:00 - 10:30 CET	Valuation (overview, insights, case study)
10:30 - 10:45 CET	Coffee break
10:45 - 11:30 CET	Board participation
11:30 - 11:45 CET	Coffee break
11:45 - 12:45 CET	Exit (selection, process, case study)

12:45 - 13:00 CET

Closing remarks & Q&A

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13:00 - 13:30 CET

Lunch

“Great speakers, great participants and good networking opportunities with lots of added value!”

2025 Course Alumni

## SPEAKERS



**Cara Van Riet** is an Associate Partner at ERM, based in Berlin. Cara brings 15 years of operational experience across sectors. Most recently in Finance, working with capital market participants, developing and implementing ESG strategies. Cara has worked with our Private Markets clients on shaping their sustainable investment strategies as well as with their portfolio companies post-acquisition to incorporate sustainability factors into their operations.



**Christian Schneider** is a Managing Partner with **Vesalius Biocapital**. He has extensive work and investment experience in the areas of diagnostics and medical R&D. As a Life Science venture capitalist, co-founder, and entrepreneur for over ten years, Dr. Schneider was directly involved in the start-up and served on the board of 11 public and private companies.



**Cyril Demaria** is currently Managing Director of two venture and growth capital funds. Formerly, he was CIO for private markets at UBS Wealth Management and for a multi-family office. Cyril is Affiliate Professor at EDHEC, lectures at EADA, and holds training for Invest Europe, France Invest and SECA. He authored six PE books, the best seller being "Introduction to private equity, private debt and private real assets" (Wiley, 3rd ed, 2019) translated in four languages.



**Israel Sanchez** is a strategy consultant specializing in decarbonisation and ESG value creation for private equity and infrastructure investors. He has supported two major PE clients (€90B and €6B AUM) in embedding decarbonisation strategies across portfolios, quantifying financial impacts, and driving implementation. Israel contributed to delivering \$18M in OPEX savings and €32M in interest savings through tailored strategies and green financing.



**Joop Joost Hietbrink** is a Partner based in ERM's Utrecht office and co-leads ERM's strategy efforts across ERM's network. He has over 18 years of consulting experience in sustainability, strategy and performance management. His experience covers numerous sectors, ownership structures, and client sizes as well as a myriad of sustainability challenges. Joop Joost specialises in sustainable strategies development and implementation. He has led various projects focusing on value creation, both from a business and societal impact angle.



**Katrin Geyskens** Katrin brings twenty years of investment experience to the Capricorn Digital team. Before falling in love with venture capital, she had a short career in banking and management consulting followed by a try at a start-up. The first female president of the BVA, she served on their board of directors for ten years. Katrin is a council member of VARIO (the Flemish Council for Innovation and Entrepreneurship) and a member of the supervisory board of EIT Digital. In 2020, she was named one of Belgium's 'Inspiring Fifty', an award celebrating inspiring female leaders in technology.

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**Manuel Meyer** has been with **Baker McKenzie** Zurich since 2005 and has practiced as a lawyer since 2008, specializing in M&A, private equity, and corporate reorganizations with a strong focus on complex cross-border transactions. He advises strategic investors, private equity sponsors, and multinational companies across the full deal lifecycle, from structuring to post-acquisition integration. Known for his pragmatic, deal-driven approach and technical expertise, he leads the firm's Swiss Reorganization Practice and is part of its global M&A and reorganization groups.

## RELEVANT PUBLICATIONS

### [Invest Europe Handbook of Professional Standards](#)

This Handbook provides accessible, practical and clear guidance on the principles that should govern professional conduct with a particular focus on the relationship between General Partners or GPs and their investors (Limited Partners or LPs), and between GPs and portfolio companies.

### [Investing in Europe: Private Equity activity 2024](#) (08 May 2025)

The most comprehensive analysis of fundraising, investment and divestment trends with data on more than 1,800 European private equity and venture capital firms, the 2021 statistics cover 91% of the €754bn in capital under management in Europe.

For a complete list of our publications, just follow the [link](#).

## REGISTRATION

Invest Europe member price: €2205 + VAT

Non-member price: €3150 + VAT

For more information and to register for the course, just contact Elena Vasileva at [training@investeurope.eu](mailto:training@investeurope.eu).