



PANEL SEARCH FUND

Barcelona, November 18th

Public: IESE Students, Alumni and entrepreneurs.

The funded search model is well known in the US and has proven successful for MBA entrepreneurs and investors alike.

In a search fund model, capital is raised in two stages.

In the first stage, a small pool of capital is raised by the search fund entity to cover the search expenses and allow the principal to draw a salary while searching for a company to acquire. In return, search fund investors obtain the right of first refusal to invest in the buyout, and equity in the acquired company proportional to the value of their initial investment.

In the second stage, an additional (and larger) amount of capital is raised to form the equity component of the leveraged buy-in. Initial investors have the option to invest in the second round but are not obliged to do so. Search fund principals typically look for 10 investors, all of whom are encouraged to contribute advice and expertise in addition to the capital.

Participants: Simon Webster, Mark Egan and Rob Johnson. The Panel of Funded Search will be held on November 18th on the campus of Barcelona from 18.30 to 20.00.