Initial Public Offerings and Equity Capital Markets Course

2 – 6 August 2027
Addis Ababa

AGILE LEADERS
Training Center

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Ref: 446_223664 **Date:** 2 – 6 August 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Initial Public Offerings and Equity Capital Markets Course is a one-week intermediate course for corporate finance, investment banking, ECM, legal coordination, investor relations, treasury, and advisory functions, who leave with an IPO Execution File. The course connects issuer readiness, transaction governance, diligence, equity story, valuation, offering structure, prospectus coordination, bookbuilding, pricing, allocation, listing readiness, and post-listing controls. Agile Leaders Training Center delivers practical IPO and equity capital markets training.

Who Should Attend

- Corporate finance functions responsible for equity funding decisions
- Investment banking functions responsible for transaction execution
- Legal coordination functions responsible for diligence and offering documents
- Investor relations functions responsible for equity story and market communication
- Finance and treasury functions responsible for forecasts and proceeds planning
- Advisory functions responsible for IPO readiness and workstream coordination

The course assumes participants already use financial statements, transaction documents, or market information and leaves out jurisdiction-specific legal advice and advanced securities trading.

Departments and Industries

The course supports departments preparing issuers, advisers, documentation, valuation evidence, investor communication, and transaction decisions across capital-raising settings.

- Corporate finance and treasury departments
- Investment banking and equity capital markets teams
- Legal, governance, risk, and compliance functions
- Investor relations and corporate communication teams
- Private equity, venture capital, and family office functions
- Transaction advisory and financial consulting firms

Learning Objectives

By the end of this course, participants will be able to:

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- Evaluate issuer readiness and IPO workstreams
- Build governance, diligence, and document controls
- Analyze equity story and valuation evidence
- Apply offering, bookbuilding, pricing, and allocation methods
- Use listing-day and transaction-risk checklists
- Create an issuer-side IPO Execution File

Course Agenda

Day 1: IPO Readiness and Governance

- Strategic Rationale and Funding Options Matrix
- Issuer Readiness Diagnostic
- IPO Governance and Decision Rights Map
- Adviser and Underwriter Role Matrix
- Transaction Timeline and Dependency Plan

Day 2: Due Diligence and Offering Structure

- Financial, Legal, and Business Due Diligence Register
- Risk Factor Evidence Matrix
- Primary and Secondary Proceeds Model
- Offering Structure Decision Canvas
- Prospectus Workstream and Verification Record

Day 3: Equity Story and Valuation

- Investment Thesis and Equity Story Framework
- Business Forecast and Assumption Register
- Comparable Company Valuation Grid
- Discounted Cash-Flow Valuation Range
- Valuation Sensitivity and Risk Dashboard

Day 4: Bookbuilding, Pricing and Listing

- Investor Targeting and Roadshow Plan
- Order Book Quality and Price-Sensitivity Analysis
- Pricing and Deal-Size Decision Sheet
- Investor Allocation Criteria Matrix
- Underwriting, Stabilization, and Listing Readiness Checklist

Day 5: IPO Execution Practice

- Exercise: Issuer Readiness and Governance Review
- Exercise: Due Diligence and Prospectus Challenge
- Exercise: Valuation and Offering Range Decision
- Exercise: Bookbuilding, Pricing, and Allocation Committee
- Capstone Exercise: IPO Execution File

Practical Exercises

The course includes the following suggested activities:

- Suggested activity: assess readiness gaps, owners, dependencies, and decision gates for a prospective issuer.
- Suggested activity: connect diligence findings, risk factors, offering structure, and document verification evidence.
- Suggested activity: compare valuation methods and test assumptions, sensitivities, pricing range, and proceeds outcomes.
- Suggested activity: review an order book, recommend pricing and allocation, and document listing and post-listing actions.

FAQs

Who suits initial public offerings and equity capital markets training, and what does it assume?

Initial public offerings and equity capital markets training suits corporate finance, banking, ECM, legal coordination, investor relations, treasury, and advisory functions and assumes exposure to financial or transaction information.

How does IPO execution training differ from general capital markets training?

IPO execution training follows the issuer-side transaction from readiness through diligence, valuation, bookbuilding, pricing, allocation, listing, and post-listing controls, while general capital markets training compares instruments and portfolios.

What makes a company ready for an initial public offering?

IPO readiness depends on strategy, governance, financial information, forecasts, controls, adviser capacity, ownership structure, diligence evidence, investor communication, transaction resources, and preparedness for continuing public-company obligations.

How does bookbuilding support IPO pricing and allocation?

Bookbuilding organizes investor demand, price sensitivity, order quality, and feedback so the issuer and underwriters can evaluate pricing, deal size, allocation, and shareholder-base decisions.

Why must post-listing readiness begin before an IPO?

Post-listing readiness begins early because reporting, governance, controls, investor communication, market scrutiny, and internal decision routines must function when the company becomes public.

Conclusion

Participants take back an IPO Execution File containing readiness diagnostics, governance maps, diligence registers, offering decisions, valuation ranges, investor plans, order-book analysis, pricing records, and listing controls. The file turns parallel workstreams into a traceable transaction sequence. It supports coordinated issuer, adviser, board, pricing, allocation, and post-listing decisions.