

Contents

1	The Economics of Private Equity: Designing and Structuring the Management Company	1
1.1	The Economics of Private Equity	1
	References	19
2	Who are Private Equity Targets?	21
2.1	Introduction	21
2.2	Literature Review	24
2.3	Empirical Analysis: Data, Econometric Model and Key Findings	27
2.4	The Role of Private Equity Investors: Potential Actions, Market Barriers and Policy Implications.	35
	Appendix	47
	References	48
3	Survey on Private Equity Investment Targeting in Italy	51
3.1	Survey Design.	51
3.2	Analysis of Responses	55
	Appendix	64
	References	66
4	A Private Equity Deal: The Case of Invisible Ink	67
4.1	Target Company Overview	68
4.2	Description of the Private Equity Deal	70
4.3	Key Events After the Acquisition of Invisible Ink from the ABC Equity Fund	73
4.4	The Exit Transaction	75
5	Conclusions	81
5.1	Concluding Remarks	81