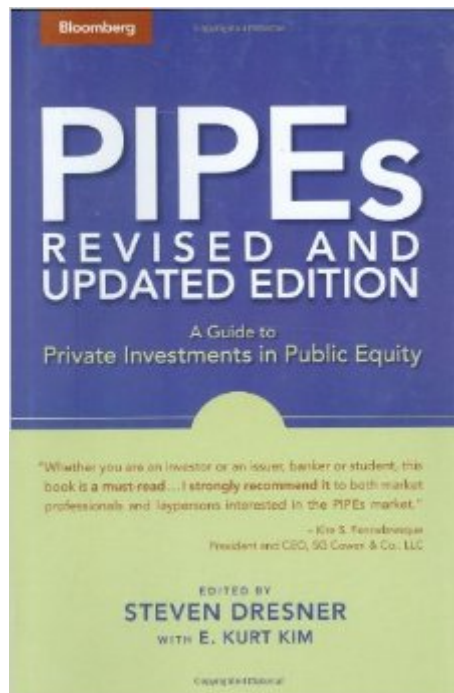


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# PIPEs: A Guide To Private Investments In Public Equity: Revised And Updated Edition



## Synopsis

Private investments in public equity (PIPEs) offer a practical financing alternative for companies seeking capital and a unique asset for investors. For practitioners who know how to identify and execute transactions, PIPEs present a growing opportunity. This revised and updated guide presents the views, voices, and invaluable expertise of leading practitioners from all specialties in the field. The book is divided into three parts: "The Business of PIPEs," which provides a historical backdrop and overview; "Regulatory Landscape and Structural Alternatives," which details the legal framework and transaction structures; and "Deal Flow," which offers the investor's perspective on negotiating deals. With detailed discussions, ranging from the origins of the marketplace and deal structures to legal considerations and due diligence, and from finding new opportunities to trading strategies, this book provides a clear window to the inner workings of this active area of the small-cap market. Investors, financial analysts, investment bankers, corporate and securities attorneys, and executives of public companies will find substantial value in the pages of this book.

## Book Information

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## Customer Reviews

Seldom have I read as informative and as easy to understand a book as this one on a little understood area of private finance. PIPEs (Private Investments in Public Equity) mainly appear in the business press when something goes spectacularly wrong, so they have had a spotty reputation. With a weak stock market since 1999, it's been harder to make money on PIPEs as an investor. But PIPEs have been even more important to those smaller companies which need equity financing before they can do a public offering. So PIPEs are here to stay, and this book is a superb

way to begin your introduction. The book uses essays from top professionals in the field to define the different types of PIPEs; measure the history of PIPEs; describe the perspectives of issuers, lawyers, bankers, accountants and investors; outline the legal issues involved; show examples through term sheets, case histories and due diligence examples; and describe probable future developments in the field. If the book has a weakness, it is that the essays have some repetition in them . . . but that's essential to be sure that the terms being used are understood clearly by the reader. This book will be essential reading for CFOs, treasurers, hedge fund managers, venture capitalists, bankers, lawyers, accountants, consultants, scholars and finance students. I thought that the material in Part Three was the strongest in the book. You will probably understand the subject better if you skip to Part Three after reading the overview by Richard E. Gormley and David W. Stadinski from SG Cowen. Then go back to the second essay by E. Kurt Kim of PrivateRaise and follow through to the end of Part Two. If you don't need to understand the legal background, you can skip Part Two.

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