

# VC Foundation

## Course Agenda



## Day 1 Agenda

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| <b>08:45</b> | Registration and Breakfast  |
| <b>09:00</b> | <p><b>Overview of VC</b><br/> <b>Eyal Malinger, Course Director</b></p> <ul style="list-style-type: none"> <li>• History of venture</li> <li>• Notable VC success stories and failures</li> </ul>   |
| <b>10:00</b> | Break   |
| <b>10:15</b> | <p><b>Overview of VC, What is a VC - continued</b><br/> <b>Peter Mitchell, Future Planet Capital</b></p> <ul style="list-style-type: none"> <li>• VC investing basics (why we do it, the concept of shares, the idea of sharing in upside etc)</li> <li>• GP/LP structure – why this structure, what is a GP, what is LP, 2 &amp; 20</li> <li>• Other structures (VCT, publicly listed fund, evergreen CVC)</li> <li>• VC returns – an overview of VC returns over the years</li> <li>• Case Study</li> </ul>   |
| <b>12:00</b> | Lunch   |
| <b>13:00</b> | <p><b>VC Modelling 101</b><br/> <b>Arjun Jairaj, NOA</b></p> <ul style="list-style-type: none"> <li>• Intro to modelling: financial model in decision making process</li> <li>• Approach to financial modelling: analysing someone's else model vs building your own</li> <li>• Testing assumptions &amp; model sensitivity</li> <li>• Case Study 1: modelling exercise</li> <li>• Business valuation methods and its applications</li> <li>• Capitalisation table modelling (including adjustments of Liquidation preference &amp; ESOP)</li> <li>• Returns calculation and sensitivity</li> <li>• Case Study 2: return calculation</li> </ul> |

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| <b>14:30</b> | Break  |
| <b>14:45</b> | <p>Investment Thesis<br/> <b>Manjari Chandran Ramesh, Amadeus</b></p> <ul style="list-style-type: none"> <li>• Building an investment thesis</li> </ul>  |
| <b>15:45</b> | <p>Due Diligence<br/> <b>Tom Scowsill, MMC</b></p> <ul style="list-style-type: none"> <li>• Concept &amp; Importance of due diligence in VC ecosystem</li> <li>• Objectives, stages, tools and technology</li> </ul> |
| <b>17:30</b> | <p>Day 1 Ends<br/> Drinks Reception</p>  |

## Day 2 Agenda

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| <b>08:45</b> | Registration and Breakfast  |
| <b>09:00</b> | <p>Structuring<br/> <b>Eyal Malinger, Course Director</b></p>   |
| <b>10:45</b> | Break   |
| <b>11:00</b> | <p>Term Sheet<br/> <b>Mark Rundall, Ben Simon and Albert Mennen, Bird &amp; Bird</b></p> <ul style="list-style-type: none"> <li>• Legals</li> <li>• Case Study</li> </ul> |
| <b>13:00</b> | Lunch   |
| <b>14:00</b> | <p>Sourcing<br/> <b>Alex Cochand, SEIC Ventures</b></p>   |

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|              | <ul style="list-style-type: none"> <li>• Where deals come from?</li> <li>• Outbound – thematic, market mapping etc.</li> <li>• How to outbound?</li> <li>• Networking – what is it? Why we do it?</li> <li>• Inbound – PR, reputation, building your own brand</li> <li>• Case Study</li> </ul>   |
| <b>15:00</b> | Break   |
| <b>15:15</b> | <p><b>Panel Discussion: Best practice examples from other VCs success story</b></p> <p><b>Jay Wilson, Albion VC &amp; Dan Bowyer, Superseed</b></p> <ul style="list-style-type: none"> <li>• Things I wish I knew when I started</li> <li>• VC's success story</li> <li>• Q&amp;A</li> <li>• Tell us about your best deals</li> <li>• Case study</li> </ul> |
| <b>16:45</b> | Q&A   |
| <b>17:00</b> | Course Close  |