

8.45	Registration and breakfast
9.00	<p>Overview of VC Eyal Malinger, Course Director</p> <ul style="list-style-type: none"> History of venture Notable VC success stories and failures
10:00	Break
10:15	<p>Overview of VC, What is a VC – continued Malika Arshad and Peter Mitchell, Future Planet Capital</p> <ul style="list-style-type: none"> VC investing basics (why we do it, the concept of shares, the idea of sharing in upside etc) GP/LP structure – why this structure, what is a GP, what is LP, 2 & 20 Other structures (VCT, publicly listed fund, evergreen CVC) VC returns – an overview of VC returns over the years Case Study
12:00	Lunch
13:00	<p>VC Modelling 101 – Founding Partner - TBC</p> <ul style="list-style-type: none"> Intro to modelling: financial model in decision making process Approach to financial modelling: analysing someone's else model vs building your own Testing assumptions & model sensitivity Case Study 1: modelling exercise Business valuation methods and its applications Capitalisation table modelling (including adjustments of Liquidation preference & ESOP) Returns calculation and sensitivity Case Study 2: return calculation
14:30	Break
14:45	<p>Investment Thesis Manjari Chandran Ramesh, Amadeus</p> <ul style="list-style-type: none"> Building an investment thesis
15:45	<p>Due Diligence Simon Menashy, MMC</p> <ul style="list-style-type: none"> Concept & Importance of due diligence in VC ecosystem. Objectives, stages, tools and technology.
17:30	Drinks

9:00	Structuring Eyal Malinger, Course Director
10:45	Break
11:00	<p>Term Sheet Mark Rundall, Ben Simon and Albert Mennen, Bird & Bird</p> <ul style="list-style-type: none"> • Legals • Case Study
13:00	Lunch
14:00	<p>Sourcing Alex Cochand, SEIC Ventures</p> <ul style="list-style-type: none"> • Where deals come from? • Outbound – thematic, market mapping etc. • How to outbound? • Networking – what is it? Why we do it? • Inbound – PR, reputation, building your own brand • Case Study
15:30	Break
15:45	<p>Panel Discussion: Best practice examples from other VCs success story Jay Wilson, Albion VC & Dan Bowyer, Superseed</p> <ul style="list-style-type: none"> • Things I wish I knew when I started • VC's success story • Q&A • Tell us about your best deals • Case study
17:00	Q&A and Course close