

# VC Foundation Agenda

## Agenda Day 1

08:45	Registration and Breakfast
09:00	<p>Overview of VC <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>
10:00	Break
10:15	<p>Overview of VC, What is a VC - continued <b>Malika Arshad and 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>
12:00	Lunch
13:00	<p>VC Modelling 101 – Founding Partner <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>
14:30	Break
14:45	<p>Investment Thesis <b>Manjari Chandran Ramesh, Amadeus</b></p> <ul style="list-style-type: none"><li>• Building an investment thesis</li></ul>

15:45	<p>Due Diligence</p> <p><b>Simon Menashy, 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>
17:30	Drinks

# VC Foundation Agenda

## Agenda Day 2

08:45	Registration and Breakfast
09:00	Structuring <b>Eyal Malinger, Course Director</b>
10:45	Break
11:00	Term Sheet <b>Mark Rundall, Ben Simon and Albert Mennen, Bird &amp; Bird</b> <ul style="list-style-type: none"><li>• Legals</li><li>• Case Study</li></ul>
13:00	Lunch
14:00	Sourcing <b>Alex Cochand, SEIC Ventures</b> <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>
15:30	Break
15:45	Panel Discussion: Best practice examples from other VCs success story <b>Jay Wilson, Albion VC &amp; Dan Bowyer, Superseed</b> <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>
17:00	Q&A and Course close