VC Foundation

Agenda Day 1

8.45	**Registration and breakfast**
9.00	Overview of VC **Eyal Malinger, Course Director** • History of venture • Notable VC success stories and failures
10:00	Break
10:15	Overview of VC, What is a VC – continued **Malika Arshad and Peter Mitchell, Future Planet Capital** • 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	VC Modelling 101 – Founding Partner **Alexander Chikunov, Verb Ventures** • 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
15:00	Break
15:15	Investment Thesis **Manjari Chandran Ramesh, Amadeus** • Building an investment thesis
16:15	Structuring **Eyal Malinger, Course Director**
17:00	Q&A

Agenda Day 2

9:00	Due Diligence **Simon Menashy, MMC** • Concept & Importance of due diligence in VC ecosystem. • Objectives, stages, tools and technology.
10:45	Break
11:00	Term Sheet **Mark Rundall, Ben Simon and Albert Mennen, Bird & Bird** • Legals • Case Study
13:00	Lunch
14:00	Sourcing **Alex Cochand, SEIC Ventures** • 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	Panel Discussion: Best practice examples from other VCs success story **Emil Gigov, Albion VC & Dan Bowyer, Superseed** • Things I wish I knew when I started • VC's success story • Q&A • Tell us about your best deals • Case study
17:00	Course close