

Jan 9, 2021
Upcoming Batch

Venture Capital & Private Equity

A Foundation Course

INDIAN ACADEMY OF VENTURE CAPITAL



Course Overview

This course gives participants baseline knowledge with which to pursue careers in private equity & venture capital.

Private Equity and Venture Capital are the most lucrative and high paying career opportunities within finance industry. However, very few manage to land these super dream job roles. The entry barrier being - knowledge, knowledge & knowledge!

The core skill set one needs for building a career in this segment is comprehensive understanding of business analytics, core finance, law, compliance combined with practical use cases and case studies.

This 7 week course is designed to master this skill set with the following take-aways

- Holistic perspective on equity financing
- Know key terminologies, trends, processes & industry players
- Understanding implications of deal structures and terms
- Explore career opportunities in private equity and venture capital finance



Course Modules

01

EARLY STAGE
INVESTMENT
LANDSCAPE

02

CASHFLOWS
AND
PROJECTIONS

03

SHAREHOLDING
AND
VALUATIONS

04

DEAL
STRUCTURING &
INSTRUMENTS

05

LEGAL,
REGULATORY &
COMPLIANCE

06

EXIT AND
EXIT
STRATEGIES



Early Stage Investment Landscape

Module 01 | Week 01

Curriculum Outline

- Do you speak the language of venture capital
- Sources of Capital for early stage ventures - VC Funds Angel Investors, Incubators, Crowd Funding, Debt Financing
- What do investors look for in a venture?



Saturday, January 9, 2021

11:00 AM to 1:00 PM

Faculty Profile



Vikrant Potnis

Founder, Indian Academy of
Venture Capital



Cashflows & Projections

Module 02 | Week 02

Curriculum Outline

- Understanding PnL
- Balance Sheet and Cash Flows
- Projecting your PnL and Balance Sheet
- How to calculate the amount of capital required to be raised
- Working Capital: The most significant aspect in entrepreneurial finance
- Break even, financial sustainability, runway and burn rate calculations



Saturday, January 16, 2021

11:00 AM to 1:00 PM

Faculty Profile



Revant Dalal

Senior Associate, Fortemagna
Advisors Private Limited



Shareholding & Valuations

Module 03 | Week 03

Curriculum Outline

- Understanding capitalization table
- Valuations in public markets
- Why public market valuation methods do not work in early stage ventures
- Pre and Post Money Valuations
- Methods of valuing startups - Valuing the inputs, Transaction comparable, Trading comparable, Discounting for time and risk for some future estimate value, Multiple of earnings



Saturday, January 23, 2021

11:00 AM to 1:00 PM

Faculty Profile



Vikrant Potnis

Founder, Indian Academy of
Venture Capital



Deal Structuring & Instruments

Module 04 | Week 04

Curriculum Outline

- Straight Equity and CCPS
- Compulsory Convertible Debentures - iSafe Notes
- Structuring transactions to make future rounds simpler
- Case Study on deal structuring and implementing case specific investment instruments



Saturday, January 30, 2021

11:00 AM to 1:00 PM

Faculty Profile



Vikrant Potnis

Founder, Indian Academy of
Venture Capital



Legal, Regulatory & Compliance

Module 05 | Week 05

Curriculum Outline

- Financial due diligence
- Legal due diligence
- Structuring and negotiating term sheet
- Pre-emptive right, Anti-dilution, Liquidation, Exit Right, Drag Along, Put Option & Tag Along, Affirmative Rights, Condition Precedent, SHA & SSA (Indemnity)



Saturday, February 6, 2021

11:00 AM to 1:00 PM

Faculty Profile



Inderpreet Chadha

Head of Investment Banking,
InCorp Advisory



Exit & Exit Strategies

Module 06 | Week 06

Curriculum Outline

- IPO
- Secondary Sale
- Strategic Exit Option - Case Study on Flipkart.
What would have been a possible fate of the company had it continued as a private ownership or opted for an IPO instead of being strategically acquired by Walmart?



Saturday, February 13, 2021

11:00 AM to 1:00 PM

Faculty Profile



Vikrant Potnis

Founder, Indian Academy of
Venture Capital



Business Plans | Shark Tank Experience | Networking

Module 07 | Week 07

Curriculum Outline

- How to impactfully convey the value proposition through a captivating narrative?
- Do's and Don'ts of a pitch
- Identifying relevant investors
- Correct approach to investments
- Delivering a powerful pitch
- Course Round-Up
- Panel Discussions
- Floor open for Q&As

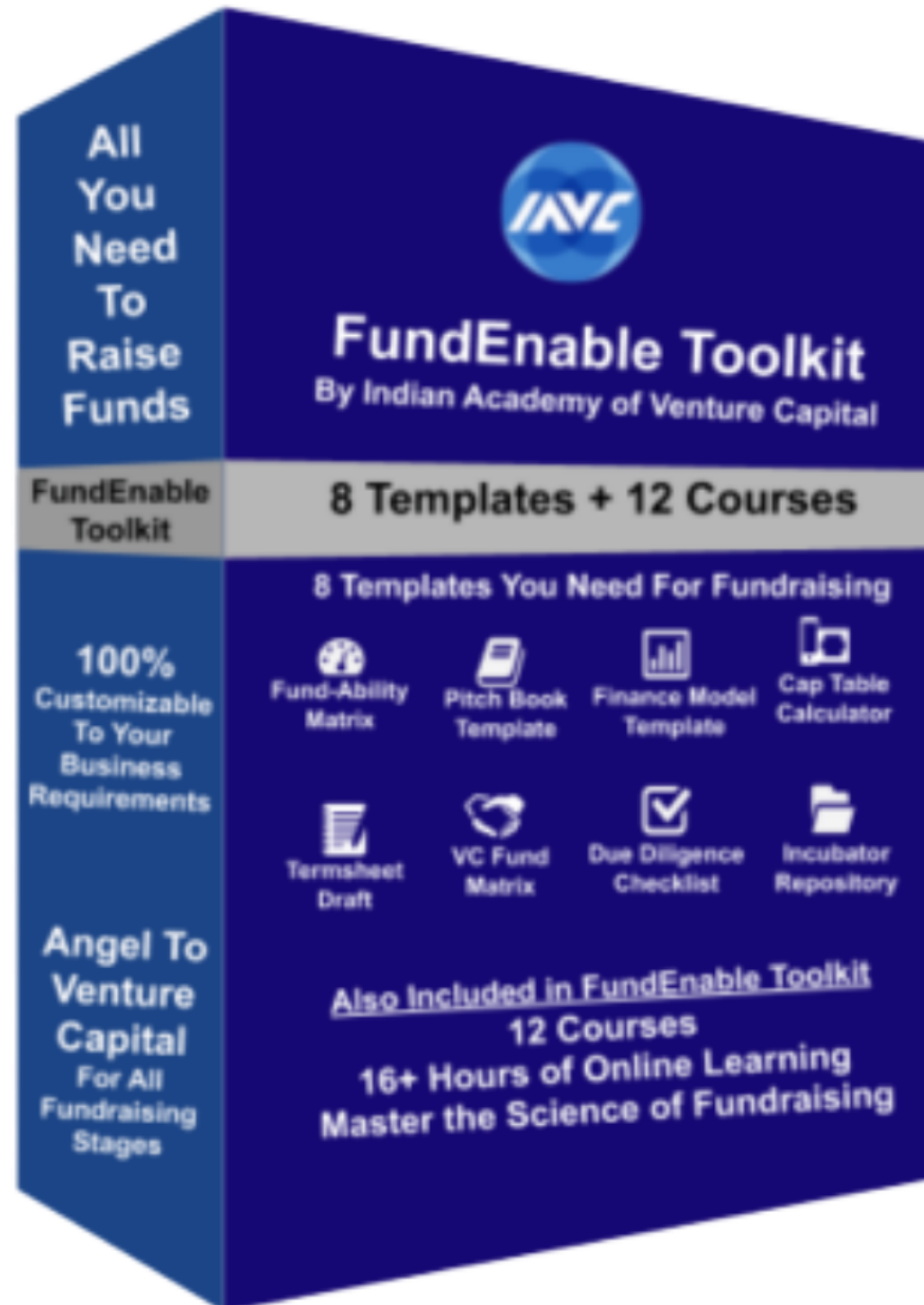


Saturday, February 20, 2021
11:00 AM to 1:00 PM



**Also Included
in Course Fees**

Access to the FundEnable Platform



01 **LEARNING BEYOND CURRICULUM**

Access quality learning content beyond course curriculum on topics such as creating ESOPs, Startup Listing, Crowdfunding, & more

02 **DIY TOOLS & TEMPLATES**

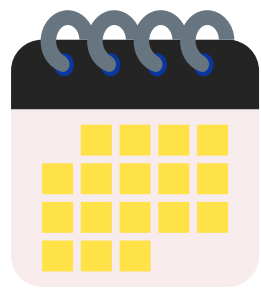
Transforming learnings to actionable outcomes with tools & templates for financial model, cap table, valuation, termsheet, deal structures, & more

03 **1-ON-1 ASSISTANCE**

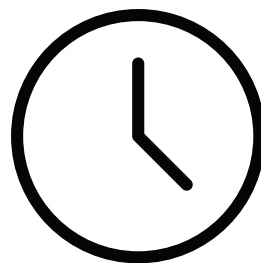
Schedule meetings with our subject matter experts on a click-of-a-button and get qualified advice on various aspects of fundraising



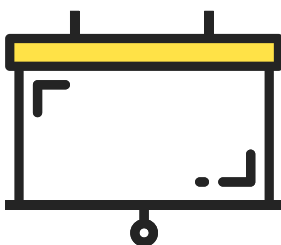
Upcoming Batch



**JANUARY 9, 2021 TO
FEBRUARY 20, 2021**



**SATURDAY ONLY BATCH
11:00 AM TO 1:00 PM**



**100% ONLINE LEARNING
EXPERIENCE**



Course Enrolment



**COURSE FEES:
INR 20,000/- + GST**

- **Online registration at www.iavc.in**
- **Payment methods: Credit/debit cards, Bank Transfer, NEFT, Payment Gateways**
- **Need based scholarships available**
- **Enrolment terms and policies at www.iavc.in**



Indian Academy of Venture Capital

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