

Venture Capital Masterclass

16 - 18 March 2027

Penang, Malaysia

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The course equips you with a comprehension of venture capital from the viewpoints of industrialists and investors. It also gives you an understanding of the various phases of venture capital funding, beginning from the fundraising initiation phase to the final exit strategy phase. By the end of the course, you will be thorough with all the theoretical concepts in venture capital and capable of implementing practical tools in the field for raising funding for your venture.

Overview

The course caters to both the needs of the entrepreneurs and the investors. The participants will gain practical knowledge on the entire investment funding cycle, from pitching a concept to arriving at a successful venture capital deal agreement. In contrast, the investors will get equipped with vital skills to assess a company and its valuation projections. Investors will also be able to evaluate the market value of a company, which will help them make critical business decisions.

Who should attend

All individuals who want to improve their knowledge and firther develop their professional skills in the venture capital space

- Startup companies who are planning to raise capital
- Professionals who are seeking a career in venture capital
- Family offices and strategic departments of business which are planning to setup VCs fund
- CEOs, head of business units, departments and decision-making personnel – who want to deal or currently dealing with venture equity firms
- Middle to senior managers including analysts/investment bankers/finance professionals
- Candidates who wish to set up venture equity business

Methodology

Nontheoretically methodology includes interactive discussions, case studies, interactive games, and assignments to understand the concepts and their applicability.

Trainer

We carefully choose all our trainers with rich and vast experience in the financial sector. The course will be conducted by an experienced training consultant having more than 20 years of industry experience with some of the world's leading financial institutions, specializing in investment banking, private equity, venture capital, etc

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Course Content

Module – 1

Venture Capital (VC): Introduction

- Overview of venture capital industry
- Various industry terminology and meanings
- Importance of venture capital and its process

Module – 2

Venture Capital: Stages of a Business

- Various stages of startup and types of VCs financing
- Suitability of VC at different stages of business
- The right time to engage with VC Mapping of startup stages with different types of VCs

Module – 3

The Investment Cycle

- Phases of the VC investment cycle
- Understanding the investment process
- Key points focused at each stage
- Critical issues with VCs

Module – 4

Deal Sourcing and Analysis

- Strategies in deal sourcing
- Online deal sourcing vs. traditional deal souring
- Deal selection process
- Key factors focused by VCs

Module – 5

How to Prepare the Best Pitch Deck

- How to prepare a compelling pitch deck and presentation for presenting to potential VCs
- Important points to note for drafting a successful investor pitch deck
- Things to avoid when preparing an investor pitch deck

Module – 6

Venture Capital Modelling (VCM): A Brief Description of Startup Business Plan

- Venture capital modeling and its lifecycle?
- Significance of broad head VCM
- Example of free cash flow in startups

Module – 7

Valuation of Startups Business Valuation

- Different types of startups valuations
- Difference between traditional and startups valuations
- How to conduct company valuation and what is its structure
- How to build capitalization table venture capital

Module – 8

Critical terms of VC Term sheet

- What is a VC term sheet?
- Assessing the key components and terminologies of a VC sheet
- Economic jargons, investor rights, and protection terminologies

Module – 9

Investment Structures of VC

- Studying the structure of a venture capital investment fund
- Role of the management company and the portfolio company

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- Reviewing the role of LPs and GPs in a VC investment

Module – 10

How to prepare and conduct Due Diligence

- Types of due diligence conducted
- Key points to focus on
- How to balance between scope and goal, time and costs

Module – 11

How to Calculate Returns

- How to conduct the return analysis
- Various adjustments in the calculations
- Key mistakes to avoid

Module – 11

How do VCs Value Add and Monitor Investments

- How do VCs make value addition to their investments?
- Role of VCs in a company's fundraising strategies and recruitment
- Studying KPI reports and monthly company reports
- Analyzing financial hardships of companies and their solutions

Module – 12

Exit from Startups by VCs

- Assessing the role of startupacquisitions as exit strategies
- Discussing trade sales, IPOs, andmergers and acquisitions as exit strategies
- When to exit from startups in a VCinvestment

Module – 13

Equity and Nonequity Choices of Funding

- Studying the different equity and nonequity funding options
- Reviewing a company's existing funding options
- What are the benefits of choosing the equity funding option

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DELEGATE REGISTRATION FORM

Course Fees

(Fees per participant)	**Single**	**Group****
Normal fees	SGD 2699	SGD 2599
Early bird price*	SGD 2499	SGD 2399

**Payment 30 days before commencement of course*
***Minimum of 3 participants*

The course fee includes

- 3 days of dedicated expert training
- Copies of relevant course material
- Free meal voucher for participants

Venue Details

- All our training sessions are held using the latest technology, assuring a high level of interaction and a conducive learning environment.
- Due to variation in a number of participants, final login details will be mailed 7 days before the course commences
- Registration : 8:30 am
- Session timings: 9:00 am to 5:00 pm

Disclaimer: Riverstone Training reserves the right to change the venue or postpone the course due to unforeseen circumstances.

Company Information

Company Name : _____
_____
Address : _____
_____
_____
_____
Contact person : _____
Designation : _____
Email : _____
Phone : _____

Delegate Information

Name (1) : _____
Designation : _____
Email : _____
Phone : _____

Name (2) : _____
Designation : _____
Email : _____
Phone : _____

Payment Terms

- Full payment is required for seat confirmation.
- Make a crossed cheque or bank draft payable to **Riverstone Training Pte Ltd.**
- Mail your payment with this registration form to **Level 20, Tower 2, One Raffles Place, Singapore 048616.**
- Alternatively, you can do a bank transfer to Standard Chartered Bank Account no: 0105663336 (Bank no: 9496); Swiftcode: SCBLSG22.

Cancellation Policy

- If you are unable to attend, a replacement delegate is always welcome.
- Any cancellation must be made in writing to Riverstone Training at least 14 days before the event date. A full refund, less an administration fee of SGD 150, will be given.
- For written cancellations received less than 14 days before the event date, no refunds will be given. However, you will receive a 100% credit voucher that can be applied towards any of our subsequent training courses within six months of the initial registration.

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For in-house training on the same course or customized course, please contact us through
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or
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