

# Masterclass on Venture Capital & Start-Ups

## Overview:

Venture capital and angel funding have become a critical element in the start-up, entrepreneurial and capital market scene. Unlike in the past, billions of dollars are now being allocated to these asset classes, despite their high risk-high return risk profile. The factors driving this change will be discussed interactively in the Masterclass. New business models attracting venture capitalists are disrupting old approaches and creating billions of dollars of value and unicorns. New investors – large and small- are entering this asset class including sovereign wealth funds and angels.

On **Day 1**, the success strategies of leading venture capitalists like Sequoia Capital will be analyzed and discussed. The inner working, structure and incentives of venture capital funds will be analyzed. The characteristics of the type of deals that attract the top VC's and angels will be identified. In this context how the top VC's source deals and what they regard as the key ingredients of successful entrepreneurs will be discussed interactively. The methods by which VC's add value to portfolio companies will be illustrated. The attributes and the operating methods of angel investors will be identified. Case studies of successful venture capital investments will be used to highlight key lessons.

On **Day 2**, the challenges faced by start-ups will be identified. Particular emphasis will be placed on how start-ups can scale successfully. Examples of start-ups that have scaled exponentially will be provided. The methods of valuing start-ups at various stages will be covered. The capital structure and the role of the option pool in incentivizing and aligning the interests of founders, staff and investors will be illustrated. The structuring of various types of exits, the risks involved and their implementation will be shown with examples. Finally, the manner in which venture capital funds are evaluated and how venture returns are computed will be shown.

## Who should attend ?

- Holders of CFA, CAIA, FRM, MBA qualifications
- Venture capital fund managers
- Investment Officers
- Entrepreneurs, including start-ups
- Limited Partners
- Founders & Directors
- Sovereign Wealth Funds
- Insurance Companies
- Private equity managers
- Angel Investors
- Corporate VC Managers
- Engineers
- Bankers
- Risk Managers
- Lawyers
- Accountants

Date :  
**31 Aug & 1 Sept 2016**  
(Wed & Thurs)

Time :  
**9:00am to 5:00pm**

Venue :  
**M Hotel, Singapore**

## Course fee :

CFA Singapore member :  
S\$1,580\* (Early bird fee)  
S\$1,780\* (Standard fee)

Non-member :  
S\$1,780\* (Early bird fee)  
S\$1,980\* (Standard fee)

*\*Price before GST*  
*\*10% off Group Discount available*  
*\* Early bird fee*  
*valid till 1 August 2016*

*Course fee includes :  
Course materials,  
lunch & refreshments*

Trainer :  
**Arvind P. Mathur, CFA, FRM**

**Eligible for FTS:**

Programme Code - P160310BCE

**Eligible for SkillsFuture  
Credit**

**CE : 14 Hours | CPD : 14 hours**

**Course Outline :**

<p><b><u>Day One</u></b></p> <p><b>Funding for Startups: Venture and Angel Capital</b></p> <ul style="list-style-type: none"> <li>- Broad definition</li> <li>- Terminology</li> <li>- Venture, Angel &amp; Private Equity- outlined and distinguished</li> <li>- Fund versus direct investing</li> <li>- Venture Debt</li> <li>- Fund of Funds</li> <li>- Case Study: Sequoia Capital</li> </ul> <p><b>How Venture Capital Funds Operate</b></p> <ul style="list-style-type: none"> <li>- Structure-the GP/LP model</li> <li>- Fund Governance, Investment Committee, Advisory Board, Conflicts of Interest Resolution</li> <li>- Fees and carried interest</li> <li>- Allocated, committed, drawn-down and invested capital, The J-curve</li> <li>- Term Sheet</li> <li>- Case Study: Alibaba: Goldman Sachs</li> </ul> <p><b>Start-up Funding: How Angels Operate</b></p> <ul style="list-style-type: none"> <li>- The Start-up Eco-System</li> <li>- Qualities of an Ideal Angel</li> <li>- Bands of Angels</li> <li>- Value Addition &amp; Mentorship</li> <li>- Holding Period &amp; Exits to VCs</li> <li>- Case Studies</li> </ul> <p><b>Value Addition by VCs</b></p> <ul style="list-style-type: none"> <li>- Myth &amp; Reality</li> <li>- Governance Value Add</li> <li>- Financial Value Add</li> <li>- Operational Value Add</li> </ul> <p><b>Quality of Deal Flow</b></p> <ul style="list-style-type: none"> <li>- Ingredients of Entrepreneurial Success &amp; Billion Dollar Unicorns</li> <li>- Applications, not technology</li> <li>- Sectors of Appeal-New Disruptive Business Models</li> <li>- Stages-Angel, early to late stage</li> <li>- Funding Rounds</li> <li>- The Silicon Valley Model</li> <li>- Asia Emerging Markets</li> <li>- Case Study: Google</li> </ul>	<p><b><u>Day Two</u></b></p> <p><b>Start-up Challenges: Initial &amp; Scaling Stages</b></p> <ul style="list-style-type: none"> <li>- The Start-up Curve</li> <li>- Why scaling is critical</li> <li>- Scalable businesses</li> <li>- Process</li> <li>- Technology</li> <li>- Case Study: The Ultimate Scaling Cases</li> </ul> <p><b>Capital Structure &amp; Options in Start-ups</b></p> <ul style="list-style-type: none"> <li>- Instruments</li> <li>- Alignment</li> <li>- The Option Pool</li> <li>- Eligibility</li> <li>- Vesting</li> <li>- Case Studies: Capital Structure of Google &amp; Alibaba</li> </ul> <p><b>Valuation</b></p> <ul style="list-style-type: none"> <li>- Drivers of Start-up Valuation</li> <li>- The VC Method</li> <li>- Valuation Linked to Milestones</li> <li>- Standard Valuation Methodologies</li> </ul> <p><b>Exit Strategies</b></p> <ul style="list-style-type: none"> <li>- Put Option</li> <li>- Trade Sale, IPO, other methods</li> <li>- Execution</li> <li>- Case Studies</li> </ul> <p><b>Venture Capital Returns</b></p> <ul style="list-style-type: none"> <li>- Compound versus annual returns</li> <li>- Vintage year returns</li> <li>- IRRs, Multiples-TVPI, DPI etc.</li> <li>- Median returns</li> <li>- Upper quartile returns</li> <li>- Pooled returns</li> <li>- Time-weighted returns</li> <li>- Valuation Standards</li> </ul>
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Website : [www.cfasingapore.org](http://www.cfasingapore.org) | email : [eventmanagement@cfasingapore.org](mailto:eventmanagement@cfasingapore.org)

## Outcome

- Understand the structuring, raising and the management of a VC fund
- Know how funds are raised by start-ups from angels & VCs
- See the experience of how famed start-ups grew & scaled rapidly
- Identify the characteristics of successful entrepreneurs
- Learn how venture capital funds invest, divest & build portfolios
- Discuss how fund managers add value to portfolio companies
- Understand how key deal structuring issues are addressed
- Understand the drivers of start-up valuation & option arrangements



As a participant in the CFA Institute Approved-Provider Program, CFA Singapore has determined that this event qualifies for **14 credit hours**. If you are a CFA Institute member, CE credit for your attendance at this event will be automatically recorded in your CE diary.

## FTS – Eligible:

This programme is approved for listing on the Financial Training Scheme (FTS) Programme Directory and is eligible for FTS claims subject to all eligibility criteria being met. Please note that in no way does this represent an endorsement of the quality of the training provider and programme. Participants are advised to assess the suitability of the programme and its relevance to participants' business activities or job roles. The FTS is available to eligible entities, at a 50% funding level of programme fees subject to all eligibility criteria being met. FTS claims may only be made for programmes listed on the FTS Programme Directory with the specified validity period. Please refer to [www.ibf.org.sg](http://www.ibf.org.sg) for more information.

**Programme code : P160310BCE**

## Instructor's Bio data



**Arvind P. Mathur**, CFA, CFA Institute, USA, FRM, has held a variety of positions, including Head of Capital Markets at the Asian Development Bank, Vice President, Citibank and Senior Adviser, Citi. He is the President of the Indian Private Equity & Venture Capital Association reporting to the CEO of KKR in India and to an Executive Committee including leading private equity and venture capital fund managers such as Carlyle & the Canada Pension Plan.

He has structured, and invested in over 30 private equity funds, including venture capital funds. He has worked on funds with LPs such as CalPERS, La Caisse de Depot et Placement du Quebec, the Prudential Insurance Company of America and other large institutional investors.

Arvind has experience of structuring and running a start-up.

He has promoted the theme of corporate governance in many funds, particularly those involving CalPERS. Arvind played a key role in the creation, structuring and placement of a nearly \$ 1 billion Infrastructure Fund focused on India.

Arvind has experience in the corporate governance of venture capital, private equity firms, mutual funds and companies. He has been on the investment committees of funds.

He has attended short management courses of the Columbia School of Business and that of Cornell University besides an investment management workshop at the Harvard Business School.

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## Registration Form

Advanced reservation is required due to limited capacity. For participation, please complete the fields below and fax or email back to CFA Singapore. Please indicate membership ID to enjoy members' rate. (Course fee includes course materials, tea break and lunch during the workshop) Kindly note that all course fee is subjected to 7% GST.

Course Fee	Early Bird Fee	Standard Fee	*Price before 7% GST
Membership Type	Before 1 August 2016	After 1 August 2016	<b>Group Discount</b> 10% off for 3 or more delegates
CFA Singapore	S\$1,580*	S\$1,780*	
Non Member	S\$1,780*	S\$1,980*	

Company: \_\_\_\_\_ Tel: \_\_\_\_\_

Address: \_\_\_\_\_

Contact person: \_\_\_\_\_ email : \_\_\_\_\_

Delegate 1) Name: Mr./Mrs./Ms./Dr./ \_\_\_\_\_ Membership No. \_\_\_\_\_

Email : \_\_\_\_\_ Tel: \_\_\_\_\_ Mobile No.: \_\_\_\_\_

Designation: \_\_\_\_\_ Food preference: None / Halal / Vegetarian / others \_\_\_\_\_

Delegate 2) Name: Mr./Mrs./Ms./Dr./ \_\_\_\_\_ Membership No. \_\_\_\_\_

Email : \_\_\_\_\_ Tel: \_\_\_\_\_ Mobile No.: \_\_\_\_\_

Designation: \_\_\_\_\_ Food preference: None / Halal / Vegetarian / others \_\_\_\_\_

Delegate 3) Name: Mr./Mrs./Ms./Dr./ \_\_\_\_\_ Membership No. \_\_\_\_\_

Email : \_\_\_\_\_ Tel: \_\_\_\_\_ Mobile No.: \_\_\_\_\_

Designation: \_\_\_\_\_ Food preference: None / Halal / Vegetarian / others \_\_\_\_\_

### Payment Details

☐ By Cheque : Bank, Cheque number \_\_\_\_\_ Amount : \_\_\_\_\_

All cheques to be made payable to 'CFA Singapore' c/o 10 Anson Road, #25-09 International Plaza, Singapore 079903

☐ Please charge to my credit card (VISA/MC): \_\_\_\_\_ (Expiry : \_\_\_\_ / \_\_\_\_ / 20 \_\_\_\_ )

I, \_\_\_\_\_ hereby authorize **CFA Singapore** to charge my credit card account for the amount of S\$ \_\_\_\_\_

☐ Please invoice to : \_\_\_\_\_

#### Terms and Conditions:

- Registration will only be confirmed upon receipt of registration form and full payment.
- If any registered delegate is unable to attend the workshop, a replacement is welcome at no extra cost. **No refund will be made.**
- CFA Singapore reserves the right to cancel or postpone the workshop due to unforeseen circumstances and also the right to reject any registration.
- By signing and submitting this form, I / we consent to CFA Singapore collecting, using, disclosing and processing my / our personal data :
  - for purposes related to the administration of the registration for the above workshop;
  - to send me updates informing me / us of events and activities organized by CFA Singapore.

*\*I understand that my personal data will be used and retained in accordance with the CFA Singapore Personal Data Policy available at [www.cfasingapore.org](http://www.cfasingapore.org)*

I have read and accept the terms and conditions stated above.

Signature/ Date \_\_\_\_\_

Company Stamp \_\_\_\_\_

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