



Finance and Valuation of Startups and New Ventures

October 12-13, 2021

Programme Co-ordinator: Prof. Asmita H. Vyas

About the Programme

Startup funding and valuation for entrepreneurs deals chiefly with investing, financing and managing constrained cash flows of startup and growing business. The financial issues of startups and growing enterprises are fundamentally different. Traditional financial management concepts are highly limiting to address the decision making the context of these enterprises. Valuation of these firms also defies all practical business logic. Firms with absurd valuations have not made a single rupee of profit till date. Therefore, the need is to understand such valuation matrixes and give some sense to the abnormality. The program deals with strategic issues, addressing valuation dilemmas and confronting with deal structuring as the venture evolves.

Entrepreneurial ventures exist in a highly dynamic environment. The decisions entrepreneurial team takes at every stage has a huge implication. Sometimes insignificant choices might become too significant in a very short span of time. Venture success is highly volatile until the venture achieves certain scale and stability in cash flows.

Objectives

- ◆ Present cutting-edge research and contemporary empirical model of financing new ventures
- ◆ Be able to understand the cost and benefits of alternative choices for structuring deals
- ◆ Use real options as a method to conduct an analysis of various strategic choices of venture planning
- ◆ Manage cash lows and dealing with various constraints of venture operations
- ◆ Be able to value the venture
- ◆ Evaluate possible venture exits options

Contents

- ◆ An Overview of Entrepreneurial Challenges and Startup Eco-System
- ◆ How to Write a Business Plan
- ◆ Valuation of Startups
- ◆ Sources of Capital for the Early Stage Company
- ◆ Getting Funded - Steps in the Funding Process
- ◆ Pitching Investors and Closing the Round

Pedagogy

The programme is largely case and experience driven. The participants would learn fundamentals of valuation and funding of startups and best practices in action through an appropriate mix of classroom lectures, interactive discussions, case studies, class exercises, take home group assignments and experience sharing.

Who Should Attend

The programme is best suited for professionals working in the infrastructure sector:

- ◆ New generation entrepreneurs
- ◆ Employees working/aiming to work in startups
- ◆ Managers from banks and financial institutions
- ◆ Investment bankers, private equity specialists
- ◆ Financial analysts
- ◆ Government officers from industry departments

Programme Fee

This is a 2-day online programme and the programme fee is INR 11,328/- (inclusive of 18% GST) per person. The fee should be paid in advance through NEFT/RTGS.

Delivery in Virtual Mode

The sessions will be scheduled on an online platform. Participants are required to have access to a personal computer/laptop with stable internet connection and a webcam to access the sessions.

Deadline for Confirmation of Participation: September 30, 2021

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