

VENTURE FUNDING AND CAPITAL FINANCING

Introduction

2017 saw \$26 billion of PE/VC investments in India—the highest ever and a 60% increase from 2016. Bulk of the investments comprised of large deals; the top 10 had almost grossed the two-thirds of this year's deals value. This growth arguably has provided a better access to capital financing, especially for new ventures, and has opened up newer possibilities for acceleration in and augmentation of the start-up ecosystem. From the funds perspective, it is posing newer challenges in terms of identifying the winner opportunities for funding from a pool of ever more diverse ventures. This present a significant and timely opportunity for organizations in the Venture Financing space for enhancing their capabilities to identify and develop venture financing opportunities which can prove to be winners. A solution to this winner identification problem can also be seen as a prescription to ventures who are seeking capital financing in an increasingly competitive venture funding market.

Objectives of the Program

This program aims at providing a comprehensive coverage of venture funding options available for capital financing in India. At the core, the program focuses on questions surrounding the funding of entrepreneurial ventures and the process and the techniques to resolve them. It then deals with operational and board level engagements which may ensure that the interests of the fund are protected and best practices in corporate governance prevail. Afterwards, we turn our focus on exit strategies for the funds and the process to take the firm public. Overall, this program should enable participants to identify opportunities for structuring deals which can create mutual value in the venture financing and capital funding space.

Pedagogy of the Program

Case Studies; Role-play; Project work; Presentations & Class Discussions, Lectures

Indicative Content of the Program

- Financing Pathways
- Private Equity Spectrum
 1. Pre-Fund raising process – preparations for raising funds, mandating the investment bank
 2. Valuation approaches for early and later stage venture funding
 3. Fund raising Process – information memorandum, due diligence, term sheet negotiations, deal structuring, definitive agreements, closing.
 4. Corporate Governance and role of PE in venture: Business level and Board level engagements
 5. Exit strategies
- Startup in India
 1. Capital Financing options for startups in India: Bootstrapping, Crowd funding, Innovation labs, Incubators and accelerators, Venture Plan Contests, Angel Investment, VC, PE, Banks and NBFCs, Corporate funding, Government grants/ schemes/ subsidy/ funds (Startup India Fund, MUDRA scheme), Multilateral and International sources, Venture debt.
 2. Present state and future outlook: with special reference to Information Technology, Health, Tourism, Agriculture, Education, Biotechnology, Alternative Energy, Ecommerce, Supply chain, Fintech.
- Case research proposal by the participants (Group work): Identify a venture financing opportunity, examine its potential, advise on future pathways
- Legal aspects of shareholders' agreement and share subscription agreement
- Going Public – the listing decision: Strategic and financial considerations, planning and preparation for the IPO, Due diligence review, IPO Process, Regulatory framework, Important compliances and certifications
- Rights Issue, FPO's, QIP's, PIPE's, and preferential private placements: Strategic considerations, SEBI Regulations, Company Law Requirements, Pricing requirements and process overview
- Case study discussion, Emerging trends in venture funding and capital financing
- Presentation and discussion on the case research reports (Group work), Open session

Program Director: Prof. Subir Chattopathayay, Prof. Anand

Fees (Per Candidate):Rs 59700+GST (Non Residential-In Campus),Rs 45000+GST (Online)

Proposed Dates:March 01 to 07,2021