



**CAPITAL PLUS PRIVATE LIMITED**  
160 ROBINSON ROAD #20-03 SBF CENTRE SINGAPORE 068914

## **Course Outline**

### **Title**

Preparing for VC Funding by for Fintech companies and Business Owners

### **Course Objective**

Know how to prepare yourself and your business for VC funding to maximise the chance of a successful funding.

### **Intended Participants**

Fintech companies and Business owners seeking to raise VC funding.

### **Course Fee**

S\$800 per pax

### **IBF Subsidy**

30% of course fee for eligible Singapore citizens and PRs

70% of course fee for eligible Singapore citizens aged 40 and above

All subject to a cap of \$500 per participant per course

### **Course Duration**

1 day

### **Course Outline:**

#### **Part 1- Preparing Yourself and your Company**

1. Which Stage are you at?
  - Pre-Series A
    - Concept, Business Plan, Alpha and Beta prototype, Revenue generating
  - Series A
    - Commercial Launch, Marketing
2. How much money do you need?
  - Developing a cashflow projection
  - Defining Milestones



3. Preparing your Company
  - Business Model
  - IPs
    - Patent, Copyrights, Trademarks
  - Staffing
  - Financials or KPIs
  - ESOP
  - Valuation Fundamentals
    - Pre and Post Money
    - New & Vendor shares
    - Deal Algebra
  - Valuation Techniques
    - Expected Return
    - DCF
    - Heuristics
    - Others
  
4. Preparing Yourself, Pre & Post Investment
  - Inventor
  - Founder
  - Management
  - Director
  - Shareholder

## **Part 2 - Understanding VCs**

5. What Motivates a VC?
  - Commitment Period
  - Management Fee
  - Carry Interest
  
6. The Investment Cycle Highlights
  - Deal Screening
  - Due Diligence
  - Getting the best deal possible – The Term Sheet



- Liquidation Preference
- Ratchets
- Co-sale Assistance
- Drag-along Rights
- MFN
- Financial and Legal DD
- Documentations
- Closing
- Post Investment

## 7. Structuring

- Typical VC instruments
  - Redeemable Convertible Preference Shares
  - Convertible Bonds/Notes
- Pre-Series A
  - SAFE, KISS and CARE