

INTRODUCTION TO VENTURE CAPITAL, ESG INVESTING AND SUSTAINABILITY

Dates: 18th, 19th & 20th August, 2022

Venue: The Oberoi, New Delhi - Nilgiri Banquet Hall

Time: 9:00 am - 6:00 pm

TERI School of Advanced Studies in collaboration with Viney Sawhney, Professor at Harvard University, is offering a high impact seminar on “An introduction to Venture Capital, ESG Investing and Sustainability”. This seminar on Venture Capital leverages TERI School of Advanced Studies’ thought leadership in ESG practices and sustainability developed over years of research, teaching, and application.

The TERI School of Advanced Studies (TERI SAS) is a higher education institute in New Delhi, India which specializes in the field of sustainable development. It was established in 1998 by TERI (The Energy and Resources Institute). In 1999, the TERI School of Advanced Studies was granted the 'Deemed to be University' status by the Indian University Grants Commission (UGC).

Register Here: <https://bit.ly/3bDwz5m>



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APPLICATION DETAILS

Venue: The Oberoi, New Delhi - Nilgiri Banquet Hall

Dates: 18th, 19th & 20th August, 2022

Time: 9:00 am - 6:00 pm

Fee: INR 149,000/US \$2,000 inclusive of 18% GST per attendee. 25% early-bird- discount (INR 111,750/US \$1500) for registration before **July 31st, 2022**.

Digital Option Fee: INR 99,000/US \$1,350 inclusive of 18% GST per attendee. 25% early-bird-discount (INR 74,250/US \$1,000) for registration before July 31st, 2022.

Group Discount: Save 10% per attendee progressively available for groups of 2 - 5 attendees for registration before July 31st, 2022. GST fully absorbed by TERI.

One seat : Rs 111,750 / US \$1,500

Two seats : Rs 100, 575 / US \$1,350

Three seats : Rs 89,400 / US \$1,200

Four seats : Rs 78,225 / US \$1,050

Five seats : Rs 67,050 / US \$900

Sponsorship Opportunities with Free Attendee Options:

Bronze Sponsorship: Rs. 2.5 Lacs / US \$3,350 (Free Seat for 1 attendee)

Silver Sponsorship: Rs. 5 Lacs / US \$6,650 (Free Seat for 2 attendees)

Golden Sponsorship: Rs. 7.5 Lacs / US \$10,000 (Free Seat for 3 attendees)

Platinum Sponsorship: Rs. 10 Lacs / US \$13,500 (Free Seat for 4 attendees)

Sponsor names and logos will appear in all seminar materials, external marketing and Oberoi Banquet Hall publicity.

Certification: Upon completion of the “An Introduction to Venture Capital, ESG Investing and Sustainability” seminar, participants will be awarded a certificate from TERI School of Advanced Studies in recognition of completion of the seminar.

Registration Link: <https://bit.ly/3bDwz5m>

PARTICIPANT PROFILE

Ideal candidates for the Introduction to Venture Capital, ESG Investing and Sustainability seminar are professionals who are:

- Finance & Professional Services Managers
- Government Officials
- Corporate Attorneys
- Accountants
- Corporate Development Teams
- Consultants and Advisors
- Underwriters
- Analysts
- Aspiring Venture Capitalists
- Angel Investors

OUTLINE

This seminar focuses on the venture capital cycle and typical venture-backed start-up companies. It covers the typical venture fund structure and related venture capital objectives and investment strategies, intellectual property, and common organizational issues encountered in the formation of start-ups. It covers matters relating to initial capitalization and early stage equity incentive and compensation arrangements, valuation methodologies, challenges of fundraising, due diligence, financing strategies, and harvesting. Attendees critically examine investment terms found in term sheets and the dynamics of negotiations between the owners and the venture capitalist. The seminar examines the role of venture capitalists in providing value addition during the growth phase for portfolio companies. Alternate financing channels that include incubators, accelerators, crowd-funding, angels, and super-angels are studied in depth.

ESG vision for India, mission, roadmap, ESG strategy for the Boards, ESG vision and policy evolution, challenges and limitations, evolving business models, Embedding ESG and Sustainability in investments, challenges, opportunities, Solutions and key activities are an integral part of the seminar.

Seminar Learning Objectives

The main objective of the seminar is to provide attendees with the necessary theoretical and conceptual tools used in venture capital deals. The seminar provides the intellectual framework used in the venture capital process, valuation in venture capital settings, creating term sheets, the process of due diligence and deal structuring. Other learning objectives include building an understanding of harvesting through IPO, divestitures or M&A and strategic sales.

Attendees will be able to:

- Develop a deep understanding of the fundamentals of venture capital
- Understand the fund-raising process and sourcing of investment opportunities
- Learn how to structure terms of investment
- Analyse fund size and portfolio construction
- Understand Value creation, Due-diligence, Board Composition and Exit Strategies
- Develop familiarity with ESG Vision for India and learn CSR, Sustainability and ESG Integration.

MODULES

DAY 1

Thursday, 18 August, 2022
Introduction of Venture Capital

SESSION 1: BASICS OF VENTURE CAPITAL

09:00 – 09:15 – Inaugural Address

Speaker - Dr. Prateek Sharma, Vice Chancellor, TERI School of Advanced Studies, New Delhi

09:15 – 10:30 – What is Venture Capital?

Understand the VC Deal Flow Process, Recognize the Risks and Rewards for Venture Investors, Identify Startup Ecosystem Stakeholders and Learn How to Source Quality Deal Flow.

Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

10:30 – 10:45 – Tea/Coffee Break

10:45 – 11:45 – What Makes a Good VC Investment?

Assess a Founding Team, Pressure-Test Founder Assumptions, Quantify the Size of a Market and Identify Which Metrics Matter Most When Evaluating Startups.

Speaker - Nipun Sahni, Partner, Apollo Global Management, Gurgaon

11:45 – 12:45 – Sourcing of Venture Capital Deals

A venture capital fund reviews thousands of investment opportunities originating from many sources. Sorting through these opportunities and making wise choices about which firm to invest in, is critical to the fund's success. Before making an investment, the venture capital fund must feel confident that management understands the critical risks, that they find acceptable, and that those risks can be mitigated.

Speaker - Hemendra Mathur, Partner, Bharat Innovation Fund, Delhi

12:45 – 01:45 – Lunch

SESSION 2: CHALLENGES OF LAUNCHING A VC FUND, DEAL EVALUATION AND CASE STUDY

01:45 – 02:45 – Venture Capital Fund – Overview

Examining how venture capital funds are raised and structured. These funds often have unique financial features and the legal issues involved are complex. The structure of the funds has a profound effect on the behaviour of venture and buyout investors.

Speaker - Arvind Mathur, Chairman, Private Equity Pro Partners, Gurgaon

02:45 – 03:00 - Tea/Coffee Break

03:00 – 04:00 – Key Elements of a VC Investment and Impact of ESG

Identify Key Elements and Measures That Make a Good VC Investment, Examine the Impact of Environment, Social, and Governance (ESG) in VC, Analyze the Elements and Measures of VC Returns and Review VC Research and Evaluate Findings.

Speaker - Timothy Hendrix, Sr. Director of Strategic Operations, Truepill, San Francisco

04:00 – 05:00 – How Do You Put the Deal Together?

Identify and Define the Main Components of a VC Deal, Review the Components of VC Deal Sourcing, Time Management, and Relationships, Examine the VC Sales Process, List the Differences between Public and Private VC Companies, and Study the VC Valuation Process.

Speaker - Somak Chattopadhyay, Managing Partner, Armory Square Ventures, New York

05:00 – 06:00 – Case Study: Openspace Ventures

The case describes a successful Singapore-based venture capital (VC) firm, Openspace Ventures, and its decision to incorporate elements of sustainable investing throughout its business.

Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi

DAY 2

Friday, 19 August, 2022
Due Diligence, Value Creation and Understanding the Board Composition

SESSION - 1: DUE-DILIGENCE, VALUE CREATION AND PORTFOLIO MANAGEMENT

[09:00 – 09:45] – Due-Diligence and Associated Challenges

This session covers the intellectual framework necessary to perform due diligence in venture capital settings. Identifying challenges resulting from due diligence in the start-up environment and defining the framework.

Speaker - Inderveer Singh, Founder and CEO, EVAGE mobility Start-up, Chandigarh

09:45 – 11:00 – Value Creation and Why it is Necessary

Value creation is the most common path to competitive advantage. But a value creation advantage comes in many different forms: different value propositions, scale, network externalities, a better business model and brand name.

Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

11:00 – 11:15 – Tea/Coffee Break

11:15 – 01:00 – How Do You Manage a Portfolio?

Recognize the Role of Investors Post-Investment, Understand Portfolio Construction and Diversification, and Calculate the Return of a VC Portfolio.

Speaker - Shailesh Vickram Singh, Founder, Massive Mobility, Climate Change Entrepreneur, Noida, Uttar Pradesh

01:00 – 02:00 – Lunch

SESSION - 2 : LESSONS LEARNED, BOARD COMPOSITION AND CASE STUDY

02:00 – 03:30 – Lessons learned from Successful and Failed Startups

Hear from Investors about Lessons Learned, Identifying Non-Negotiables and Red Flags

When Evaluating Startups, Develop a Personal Networking Plan, and Launch Your VC Career.

Speaker – Dr. Dileep Rao, Venture Capitalist and Professor, Florida International University, Miami

03:30 to 03:45 – Tea/Coffee Break

03:45 to 05:00 – Startup Board Culture and Orientation

The board of directors should be a representation of both management and shareholder interests, and consist of both internal and external members. An effective communication with the board is necessary and is built upon best practices.

Speaker - Bharat Kaushal, Managing Director, Hitachi India, Delhi

05:00 – 06:00 – Case Study: Alibaba Social Sustainability for E-Commerce

The case covers an evolution that is described from a social sustainability perspective, highlighting Alibaba's initial efforts to help small businesses in China access the world markets and later, its focus on facilitating e-commerce led entrepreneurship in rural parts of China.

Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi

DAY 3

Saturday, 20 August, 2022
**Venture Capital Exit Strategies, ESG Investing
and Sustainability**

**SESSION 1: LIQUIDITY EVENT FOR VC FUNDS, ESG VISION AND
ASSOCIATED CHALLENGES**

09:00 – 10:00 – Exit Strategies for Venture Deals

Rigorous Investment Thesis: Public and Private Investment, Exit Strategies: IPO Sale to Strategic Buyer, Sale PE Buyer, Pricing Exiting—Elements of Return and Due Diligence Inquiry: Financial, Legal, and Operational.

Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

10:00 – 11:00 – ESG Vision for India

ESG mission, roadmap, ESG strategy for the Boards, ESG vision and policy evolution, challenges and limitations, evolving business models, Embedding ESG and Sustainability in investments, challenges, opportunities, Solutions and key activities.

Keynote Speaker - Manoj Kohli, India Country Head Soft Bank, New Delhi

11:00 – 11:15 - Tea/Coffee Break

11:15 – 12:15 – CSR, Sustainability and ESG Integration

Corporate Social Responsibility (CSR) and Environment, Social, and Governance (ESG) and Sustainability policies guide business practices and inform about the values, goals, and risks of a company. Difference between the overlapping concepts of CSR and ESG and Sustainability and how each can be incorporated, measured, and refined.

Speaker - Dr. Mukesh Sharma, Professor, Indian Institute of Technology, Kanpur

12:15 – 01:00 – The war in Ukraine is an Incredible Challenge for the world of ESG

This conflict is forcing the questions: What is ESG Investing? Does it really work? And can we afford it?

Speaker - Deepak Bagla, Managing Director and CEO, INVEST INDIA, New Delhi

01:00 – 02:00 – Lunch

**SESSION 2: NEGOTIATION SESSION AND CONCLUDING REMARKS ON
ESG'S FUTURE**

02:00 – 04:00 – Case Study: We Work - Quandary in Corporate Governance Case (Role Play/Negotiation Session)

The case covers the varied mechanisms that address two essential types of conflicts of interest that occur in corporations, both of which arise from the common feature of dispersed ownership: 1) conflicts between managers and owners, and 2) conflicts between controlling and non-controlling owners.

Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi

04:00 – 05:00 – ESG's Moment of Reckoning

With allegations of green washing at the highest levels does it make sense for asset managers to package environmental, social and governance factors into investment funds.

Speaker - Viral Thakker, Partner and Lead, Deloitte, Mumbai

07:00 – 09:30

Networking Event and GALA dinner at TERI campus.

Meet the Instructors & Guest Speakers



Nipun Sahni
Partner, Apollo Global Management
Gurgaon



Dr. Prateek Sharma
Vice Chancellor, TERI School of Advanced Studies
New Delhi



Hemendra Mathur
Partner, Bharat Innovation Fund
New Delhi



Arvind Mathur
Chairman, Private Equity Pro Partners
Gurgaon



Tim Hendrix
General Partner, Agility Ventures
San Francisco



Viney Sawhney
Professor, Harvard University
Cambridge, Massachusetts



Somak Chattopadhyay
Managing Partner, Armory Square Ventures
New York



Inderveer Singh
Founder and CEO,
EVAGE Ventures Private Ltd
Chandigarh



Sailesh Vickram Singh
Founder, Climate Angels Fund
Gurgaon



Dr. Dileep Rao
Venture Capitalist and Professor,
Florida International University
Miami



Dr. Shikha M Shrivastav
Assistant Professor,
TERI School of Advanced Studies
New Delhi



Bharat Kaushal
Managing Director, Hitachi India
New Delhi



Manoj Kohli
India Country Head, SoftBank
New Delhi



Dr. Mukesh Sharma
Professor, Indian Institute of Technology
Kanpur



Deepak Bagla
Managing Director and CEO, INVEST INDIA
New Delhi



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For more details, please visit <https://terisas.ac.in/vcapital/>

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