

**NVP**ACADEMY

# **VC ESSENTIALS**

**PROGRAM – SPRING 2026**



# WELCOME

Welcome to NVP VC Essentials! This is the ultimate foundational training for investment professionals in venture capital. For years, this program has been an indispensable pillar for anyone looking to grow and succeed in this dynamic sector.

- The complete VC journey: from pre-deal to exit
- A refreshed edition: keeps the proven fundamentals intact while bringing a fresh, dynamic approach to your learning experience.
- Learn directly from top speakers drawn from the network of (associated) NVP members, giving you exclusive access to the best minds in the business.

# COURSE OUTLINE



Module 1. All about Funds



Module 2. Instruments



Module 3. Deal flow and Sourcing



Module 4. Due diligence



Module 5. Basics of Valuations



Module 6. Term sheets & structuring



Module 7. Peer power



Module 8. Portfolio Management & Support



Module 9. Exit strategies



Module 10. ESG & Impact



Module 11. Fail fast, learn faster



Final Pitch

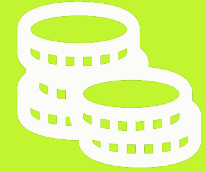


## NVP Essentials course:

- 4 training days spread over 3 months
- 2 hours per module
- Covering 11 modules + Pitch skills workshops and Final Pitch
- Networking is a key component
- Includes a dinner to start building your network immediately, with an optional overnight stay


# Module 1: All about Funds


## Learning Objectives





In this module you'll learn about:


 Module 1. All about Funds


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 Final Pitch

- What a fund is: Definition and role
- An overview of typical fund structures
- Options for Fund Structuring
  - Alternative structures and key considerations
  - Tax and regulatory factors influencing these choices
- Fund Economics: Core financial principles and how funds generate returns like Key Players, Key Terms, Fee Models & Structures and Distribution Waterfall Examples.
- Regulatory and Tax Considerations
  - Key regulatory frameworks affecting funds
  - Tax implications at the fund level

# Module 2: Instruments Learning Objectives



In this module you'll learn about:




-  Module 1. All about Funds
-  **Module 2. Instruments**
-  Module 3. Deal flow and Sourcing
-  Module 4. Due diligence
-  Module 5. Basics of Valuations
-  Module 6. Term sheets & structuring
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- Introduction to Alternative Financing
  - What is alternative finance?
  - Why do alternative financing options exist?
- Alternative Finance Options by Growth Phase
  - Which options are relevant at different stages of company growth
- Common Alternative Finance Instruments in Venture Capital
  - Equity
  - Convertibles
  - Venture Debt
  - Preferred Shares
  - SAFE (Simple Agreement for Future Equity)
- Other Alternative Financing Sources
  - Grants
  - Venture Capital
  - Venture Debt (expanded)
  - Corporate Partnerships
  - Financing Platforms
  - Governmental Institutions
  - SPACs (Special Purpose Acquisition Companies)


# Module 3: Deal Flow & Sourcing Learning Objectives





In this module you'll learn about:

-  Module 1. All about Funds
-  Module 2. Instruments
-  Module 3. Deal flow and Sourcing


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 Final Pitch

- Different sourcing channels for early-stage & later-stage investments
- How do you make an initial assessment of an investment and where do you look for?
- What knowledge do you need to validate the assessment?
- Inbound versus outbound dealflow
- Usage of AI in dealflow
- Usage of tools to manage your dealflow
- Conversion
  - What gives you the best chance to secure the investment
  - Whom do you compete with as investor in different stages of the portfolio company
  - Dealflow follow-up


# Module 4: Due Diligence Learning Objectives




In this module you'll learn about:


 Module 1. All about Funds

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 Final Pitch

- Introduction to Due Diligence
- Purpose and scope within the investment process
- How to assess management
  - Management due diligence in early stage investing versus later stage
  - Framework for management DD and the use of AI
  - Structured approach and best practices
  - How to deal with management & HR after the investment


# Module 5: Basics of Valuations


## Learning Objectives




In this module you'll learn about:


 Module 1. All about Funds

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 Final Pitch

- What valuations are in VC
- Key elements of a structured framework for valuing early-stage companies
- Introduction to value drivers
- Market sizing and growth potential
- Risk profiles and cost of capital per stage
- VC valuation techniques
  - Modelling multiple funding rounds
  - Pre- and post-\$ valuations
- VC valuations in practice
- Impact of deal terms on valuation



# Module 6: Termsheets & Structuring Learning Objectives

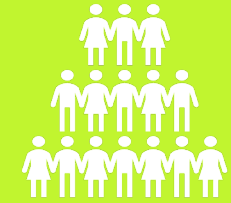


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- Why termsheets are important and what it covers
- How the transaction structure looks like
- Governance: one tier & two tier board
- What the good, bad en early leavers are
- Explanation of ROFR, tag-along/drag-along and anti-dilution
- How liquidation preferences (liq prefs) work
- What employee participation could look like and what to consider

# Module 7: Peer Power Learning Objectives



In this module you'll learn about:













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- Which challenges do colleagues experience within the same industry and how do they deal with them?
- How you can give feedback in a constructive way?
- Reflecting on your own behavior and the effect it has on others and how this enables you to grow in personal leadership
- What are your drivers and motives for your behavior in a work situation?
- Show a more vulnerable side and understand how this helps you to connect with others around you

# Module 8: Portfolio Management & Support Learning Objectives



In this module you'll learn about:

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- Contextualize what portfolio management is in the field of venture capital
- What the most important KPI's are used in VC context
- How you make a good portfolio composition
- How follow-on-investing work and what important is to consider in deciding to invest or not
- Control & day-to-day
  - Importance of term sheets for control mechanism, for both initial investment and follow-on rounds
  - Investor impact in board dynamics
  - Board responsibilities & development during growth phase
- How you can further support your portfolio to set them up for success?
- What the AI Factor is

# Module 9: Exit Strategies

## Learning Objectives



In this module you'll learn about:













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- An overview of exit strategies: From series A to IPO
- Which exit strategies there are
- Which types of exits can be identified, like:
  - IPO
  - M&A: Trade buyer or PE
  - SPAC merger
  - Secondary sale
  - Write-off
- What exit considerations are there prior to investing, during the investment and during the exit process
- Examples of exits within venture capital

# Module 10: ESG & Impact Learning Objectives



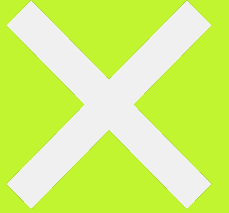
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- Why and when ESG and impact are relevant for investors
- Which context is important when assessing and discussing ESG opportunities and risks
- How ESG can lead to value creation by showing examples from the industry
- Relevant trends, risks and opportunities when it comes to ESG regulations and reporting requirements
- Why ESG and impact characteristics become more and more important in fund-positioning
- (Examples of) ESG and impact integration in the investment cycle

# Module 11: Fail Fast, Learn Faster

## Learning Objectives



In this module you'll learn about:







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-  Final Pitch

- What failure is and you recognize and mitigate it
- How failing can set you up for success
- VC failures
  - The wrong deals
  - Supporting the losers
  - Underallocate to winners
- Why and how portfolio companies fail
- What you can do to mitigate risks and if you have identified a failure

# Final Pitch Presentation: learning Objectives



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- Work together with peers on a case-study
- Translate all your obtained knowledge in earlier modules to one final pitch
- How you can present yourself. During this course you will get to learn and practice on this
- How experienced investors in the industry look at your way of working at the case
- Have fun to create a winners Pitch