

## Program NVP Essentials VC, autumn 2023

Date	Time	
26 September	08.30- 09.00	Entry time
26 September	09.00-09.45	Opening: NVP
26 September	09.45-12.30	Module 1: Funds; <i>Structuring, raising and economics</i>
26 September	13.30-17.00	Module 2: Instruments ; <i>Equity, Convertibles, Venture Debt, Debt, Prefs, SAFE</i>
<b>26 September</b>	<b>19.00</b>	<b>Dinner &amp; overnight stay</b>
27 September	09.00-12.30	Module 3: Deal flow and Sourcing; <i>Early stage and later stage differences</i>
27 September	13.30-17.00	Module 4: Portfolio Management; <i>Follow on rounds, Board seats and growth challenges</i>
31 October	09.30-12.00	Module 5: Valuations; <i>DCF, Venture Method or Series based?</i>
31 October	13.00-15.00	Module 6: Due diligence ; <i>How to assess ventures, Management assessment</i>
31 October	15.00-18.00	Module 6: Due diligence; <i>How to assess ventures, tech stacks</i>
15 November	13.00-16.00	Intervision
28 November	09.00-12.30	Module 7: Metrics ; <i>SaaS – CAC/LTV discussions</i>
28 November	13.30-18.00	Module 8: Term sheets & structuring
<b>28 November</b>	<b>19.00</b>	<b>Dinner &amp; overnight stay</b>
29 November	09.00-11.00	Module 9: International vs. national; <i>A global perspective</i>
29 November	11.15 -13.00	Module 10: Failures; <i>How to fail fast</i>
29 November	13.45-15.15	Module 11: Exit strategies; <i>From series A to IPO</i>
29 November	15.30 – 18.00	Pitch Deck presentation
29 November	18.00	Awarding Certificates
18 January 2024	13.00-16.00	Intervision