

## Programm NVP Essentials VC, spring 2024

Date	Time	
5 February	08.30- 09.00	Entry time
5 February	09.00-09.45	Opening: NVP
5 February	09.45-12.30	Module 1: Funds; <i>Structuring, raising and economics</i>
5 February	13.30-17.00	Module 2: Instruments ; <i>Equity, Convertibles, Venture Debt, Debt, Prefs, SAFE</i>
<b>5 February</b>	<b>19.00</b>	<b>Dinner &amp; overnight stay</b>
6 February	09.00-12.30	Module 3: Deal flow and Sourcing; <i>Early stage and later stage differences</i>
6 February	13.30-17.00	Module 4: Portfolio Management; <i>Follow on rounds, Board seats and growth challenges</i>
12 March	09.30-12.00	Module 5: Valuations; <i>DCF, Venture Method or Series based?</i>
12 March	13.00-15.00	Module 6: Due diligence ; <i>How to assess ventures, tech stacks</i>
12 March	15.00-18.00	Module 6: Due diligence; <i>How to assess ventures, Management assessment</i>
26 March	09.00-13.00	Module 7: ESG
26 March	14.00-17.00	Module 8: Intersivision
8 April	09.00-12.30	Module 9: Metrics ; <i>SaaS – CAC/LTV discussions</i>
8 April	13.30-18.00	Module 10: Term sheets & structuring
<b>8 April</b>	<b>19.00</b>	<b>Dinner &amp; overnight stay</b>
9 April	09.00-11.00	Module 11: International vs. national; <i>A global perspective</i>
9 April	11.15 -13.00	Module 12: Failures; <i>How to fail fast</i>
9 April	13.45-15.15	Module 13: Exit strategies; <i>From series A to IPO</i>
9 April	15.30 – 18.00	Pitch Deck presentation
9 April	18.00	Awarding Certificates