

Investment Readiness Training Programme

The objective of the programme is to provide an understanding of the investment process, how to prepare for it and how subsequently to utilise investment funds to best effect. In particular it deals with articulating the business case for investors and with the criteria that investors use when assessing business opportunities. The programme is designed to be very interactive and is delivered by active investors.

The programme covers the following aspects and provisional details are shown overleaf:

Day 1:

Do you need Money?

How to use money to grow your business
How much money do you need?

Understanding the Investor

How does a fund work?
Overview of the UK investment community

Day 2:

How to interact with investors successfully

The Investment process
Deal Structuring
Valuation

Day 3:

Pitching

A Videoed mock investment pitching event

Agenda

Day 1 –

Do you need Money and Understanding an Investor

- 09:00 – 09:15 Registration and sign NDA
- 09:15 – 09:30 Introductions
- 09:30 – 10:00 **How to use money to grow your business**
- 10:00 – 10:30 **Do you need money – an investors perspective**
- 10:30 – 11:00 BREAK
- 11:00 – 12:00 **Group investment exercise**
- 12:00 – 12:30 **Where to get money**
- 12:30 – 13:30 NETWORKING LUNCH
- 13:30 – 14:30 **VCs**
- 14:30 – 15:30 **Business Angels**
- 15:30 – 16:00 BREAK
- 16:00 – 17:00 **How do investors assess proposals?**
- 17:00 – 18:00 **A Fund Manager**
- 18:00 – 18:15 **Exercise and Homework**

Agenda

Day 2:

How to interact with investors and succeed

- 09:00 – 10:00 **Feedback from Exercise**
- 10:00 – 11:00 **The investment process**
- 11:00 – 11:30 **BREAK**
- 11:30 – 12:30 **Life after investment**
- 12:30 – 13:30 **NETWORKING LUNCH**
- 13:30 – 14:00 **Investment Journey**
- 14:00 – 14:30 **Deal structuring – what makes a good deal**
- 14:30 – 15:30 **Deal structuring – the legals**
- 15:30 – 15:45 **BREAK**
- 15:45 – 16:15 **Deal structuring - share structures**
- 16:15 – 17:15 **Deal structuring – Pick a deal**
- 17:15 – 18:00 **Guest Entrepreneurs**

Agenda

Day 3:

Mock investment pitch

	Pitching Room 1	Pitching Room 2
➤ 10:00 – 11:00	Company A	Company B
➤ 11:00 – 12:00	Company C	Company D
➤ 12:00– 13:00	Company E	Company F
➤ 13:00– 14:00	Lunch	Lunch
➤ 14:00– 15:00	Company G	Company H
➤ 15:00– 16:00	Company I	Company J
➤ 16:00– 17:00	Investor discussion	Investor discussion