

Live Online Workshop on Financing Startups

November 15 – 17, 2021
(Online Course Duration 10 hours)



Coordinators
Dr Naveen Kumar K
Dr M Manickaraj



National Institute of Bank Management
Pune, India

Advancement of human wellbeing and economic development depend to a great extent on innovation and entrepreneurship. Startups contribute to employment generation, wealth creation, improvement in standard of living, innovation, and entrepreneurship and also may pave the way for new industries. Promotion of innovation, entrepreneurship and startups will create competitive advantage for nations and will lead to faster and sustainable economic development.

Though startups contribute significantly for economic development and human wellbeing they are perceived to be highly risky by investors. It is true that characteristics of startups are quite unique and understanding their nature, estimation of cash flows and assessment of investment risk are quite complex in nature. Many countries have created suitable policies and institutions for promotion, development and financing of startups facilitating large number of first generation entrepreneurs to start business ventures. For instance, India has initiated a Startup India Action Plan in 2016 and around 50,000 startups have been recognized by the government since then. India has also launched Atal Innovation Mission, Atal Incubation Centres and investment funds to provide necessary infrastructure and funding support for startups.

The captioned workshop covers the entire cycle of financing startups including the process, analysis of business plans, deal structuring, valuation and exit.

Objectives

By the end of the workshop, the participants will have right perspectives about startups and be able to identify potential opportunities for financing. They will also be equipped with necessary tools and techniques for appraisal of startups and products for financing startups.

Workshop Coverage

- Startup ecosystem
 - ❖ Innovation and startups in India
 - ❖ Government schemes for startups
 - ❖ Funds available for startups
 - ❖ Potential sectors
- Investment process
 - ❖ Deal sourcing
 - ❖ Due diligence
 - ❖ Negotiations
 - ❖ Structuring
- Business plans and appraisal of business plans
- Valuation of target companies
 - ❖ Pre-money value
 - ❖ Post money value
 - ❖ Terminal value
 - ❖ Methods for valuation of target companies
- Financial structuring and products
 - ❖ Equity
 - ❖ Quasi Equity
 - Preference shares
 - Convertible Preference shares
 - Convertible Debentures
 - Subordinated debt/loan
 - Participatory debt/loan
 - ❖ Debts/Loans
- Life cycle approach for financing startups
- Exit and returns

Pedagogy

Real life case studies, group exercises, interaction with entrepreneurs and professional investors will be used.

Target Audience

Financial institutions including commercial banks, investment banks, venture capital funds, PE funds, investment consultants, angel investors, and NBFCs will find the workshop relevant and useful for their officers.

Modalities

This online course will have 10 hours of engagement time spread over a maximum of 3 days, which includes self-paced study and live interactions of participants. The courseware will include the following:

- I. Reading material for self-study, case study or exercise material and online references
- II. Video sessions comprising of:
 - i. Recorded video sessions on several topics.
 - ii. Live video sessions by faculty or guest lecturers, for discussions, clarification of doubt, etc.

Participants enrolled to the workshop will be provided with login id and password to enter into the learning management platform of the institute. Guidance will be provided for navigating through the various activities in the platform such as accessing courseware, viewing video sessions, participating in live sessions, etc. The workshop window will be open for maximum 3 days including date of commencement.

Live session schedule will be provided at the start of the workshop.

Executives attending the workshop would need internet access on a desktop or laptop preferably with Google Chrome browser and Windows 10 platform to enable access to live and recorded sessions.

Completion Certificate

A completion certificate will be given to the participant at the end of the workshop. Participant has to remain logged in for at least the total number of engagement hours within the duration of the workshop for being considered to have completed the same.

Nominations and Enquiries

Nominations are invited from both institutions and individuals from India and abroad. Executives working in banks/financial institution/consulting firms/ technology firms in the banking and financial services domain can also apply for the workshop in their individual capacity.

Please address your enquiries and nominations to:

Dr Naveen Kumar K

Dr M Manickaraj

Workshop Coordinators

National Institute of Bank Management

NIBM Post office, Kondhwe Khurd, Pune 411 048, India

Tel. : 0091-20-26716000 (EPABX)

Mobile : +91 7350122269 / +91 9860425074

E-mail : naveen@nibmindia.org

manick@nibmindia.org

Website : www.nibmindia.org

Last Date for Receiving Nominations: November 13, 2021

Workshop Fee (per participant) for 10 hours workshop

US \$ 500 for foreign participant

	Fee	GST	Fee+GST	TDS
Member Banks :	8400	1512	9912	840
Non-Member Banks :	10500	1890	12390	1050
Individual Nominee :	10500	1890	12390	----

The fee includes the cost of tuition, access to reading material and recorded videos, etc. (Central Goods and Services Tax (GST) @ 18%, and TDS @ 10%. Kindly send the TDS Certificate on priority to NIBM).

Mode of Payment for Indian Participants

- The fee may preferably be transferred by RTGS/NEFT/ECS to our A/c No. 20002400021 with Bank of Maharashtra, NIBM Branch, Pune (IFSC Code MAHB0001124). NIBM PAN No. AAATN0040P and GST No. 27AAATN0040P1ZJ.
- National Institute of Bank Management
NIBM Post Office, Kondhwe Khurd, Pune 411 048, INDIA.

Mode of Payment for Foreign Participants

Mode of Remittance: SWIFT*

- Name & Address of our Bankers : Punjab National Bank
C-2, Shop No. 4-5, Bramha Estate
Kondhwe Khurd, Pune 411 048
Maharashtra, India
- Name of the Beneficiary : National Institute of Bank Management
- NIBM's Bank Account No. with Punjab National Bank : 11281131004402
- Bank's Swift Code : PUNBINBBDIB
- Preferred Currency : USD
- Correspondent Bank : WELLS FARGO BANK NA
of Punjab National Bank
- Punjab National Bank A/c No.: 2000193007918
with Correspondent Bank
- Swift Code : PNBpus3nnyc
with Wells Fargo Bank
- IFSC : PUNB0108810

* The Foreign Bank Charges/ SWIFT charges/Commission is to be borne by the remitter. The fees mentioned in the invoice/brochure is to be paid to NIBM, net of all bank charges.

***Payments will be accepted only through electronic mode.
Cheques/DDs/Pay Orders will not be accepted.**

- **For all electronic remittances, kindly send a confirmatory e-mail at: accounts@nibmindia.org giving details of the remitter and participant, name and dates of workshop, etc.**

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