

Intellectap *presents*  
**Capital Raising Workshop for SMEs**  
Mumbai, May 6<sup>th</sup> at Taj Lands End

With the all round energy of 'Growing India' pushing for change, entrepreneurship has come a long way. It has not only found livelihood for young entrepreneurs but is also contributing to the economic growth of the country. However, entrepreneurship needs to be developed and supported so that there is a proliferation of SMEs in the country. The biggest challenge SME sector faces is that it is chronically under-capitalized. Although access to capital has improved in the last few years, there is still visible gap in understanding of the capital raising process. Intellectap, therefore, attempts to bridge this information gap by conducting a Capital Raising Workshop for early-stage businesses and SMEs.

**Course Objectives:** This course endeavors to answers some of the key questions that entrepreneurs have regarding the capital raising process:

- ❖ How much capital does my business need?
- ❖ How do I value my enterprise?
- ❖ How should I approach an investor?
- ❖ What is the due-diligence process?
- ❖ What is a term-sheet? How to negotiate a term-sheet?
- ❖ What are the post investment challenges?

**Speakers:**

The instructors shall be industry practitioners with a mix of investors and seasoned entrepreneurs. Representative list includes:

- **Vineet Rai** – Founder, Aavishkaar. Vineet has over 15 years of experience in leading innovative interventions in Venture Capital, Micro Enterprises and Microfinance Investments
- **Ashwin Naik** – Co-Founder, CEO of Vaatsalya. Vaatsalya provides affordable healthcare services through managing hospitals in Tier II & III cities in India and has raised over 6.5 million USD in funding
- **Madhukar Sinha** – Investment Manager, Aavishkaar. Madhukar effectively manages investment process including investment analysis, due diligence, deal closure, and monitor post-investment performance at Aavishkaar.

**Course Methodology & Timelines**

The workshop shall be an intensive and interactive full day training program utilizing cases, real-life examples and exercises. Also, the participants will have an opportunity to interact with a panel of investors at the end of the workshop. It will be conducted at Taj Lands End, Mumbai on May 6<sup>th</sup> 2010 from 10:00 AM – 5:00 PM.

**Course Fees & Registration:**

The course is now being part funded and the fee has therefore been **reduced to INR 8,000** (Eight Thousand Rupees Only). A 10% discount shall be offered to groups of 2 or more

To register please contact Ms. Swapna Vuppala, E: [swapna.vuppala@intellectap.com](mailto:swapna.vuppala@intellectap.com), M: +91-99127 32499, P: +91-40-40300200.



**Intellectual Capital Advisory Services**

5th Floor, Building no 8-2-682/1, Road No 12, Banjara Hills  
Hyderabad, Andhra Pradesh 500034, India