

EARLY STAGE INVESTMENT: FIND – MAKE - GROW – REALISE

Investing in early-stage growth companies

Programme Summary

This participative, case-study-driven programme is designed to provide delegates with a deep understanding of the high-growth investment process. Delegates with an interest in entrepreneurship and business building will develop practical skills in investment selection, due diligence, intellectual property protection, valuation principles and legal closing.

They will learn to appreciate the balance between scaling an early-stage, high-growth venture while managing the process through control mechanisms to ultimately realise the potential of the business.

Delegates will gain access to various players in the South African entrepreneurial ecosystem and obtain a number of investment and legal templates.

The course is presented in partnership with the UCT Graduate School of Business and leading Southern African growth equity fund manager / advisor, Knife Capital.

No prior exposure to finance or investment is necessary.

Delegate Profile

This programme is aimed at anyone with a vested interest in entrepreneurship and business building – Southern African start-ups; entrepreneurs and aspiring entrepreneurs; business owners; CxO's of small to medium-sized businesses; investment professionals; management consultants; research institutions; development funding institutions; board members of early-stage growth companies; and angel investors.

Programme Benefits

- Acquire an understanding of the investment process in early-stage growth companies.
- Develop practical skills in investment selection, due diligence, intellectual property protection, valuation principles and legal closing.

- Gain the ability to scale a business while managing the process through financial, legal and governance control mechanisms.
- Obtain a number of investment and legal templates on deal process, structuring and funding (including Business Plan Template, Pitching Slide Deck, Draft Investment Term Sheet, Due Diligence Checklist, Company Dashboard Template, Draft Executive Employment Agreement, Draft Resolutions, Data Room Action List, and more).
- Get access to various players in the South African entrepreneurial eco-system.
- Gather insights on how to prepare your business for funding readiness.
- Leave with an understanding of how to realise the potential of a business.
- Results in a Certificate in Early-Stage Investments from the UCT GSB.

Programme Outline

The Programme is presented in four interactive sessions, containing a balanced mixture of theory, discussion and examples based on case studies. Investment and legal templates will be made available as value-add and industry experts will participate as guest lecturers.

- **FIND:** Finding lucrative Early-Stage Investments (the early-stage investment ecosystem; identifying potential investments; the investor pitch).
- **MAKE:** The Investment Process (due diligence exercise; valuation principles; legal closure and key legal terms).
- **GROW:** Growth Strategies (control mechanisms / corporate governance; operational activities; strategies to scale a business).
- **REALISE:** Realising Business Potential (realisation of business strategies; positioning a company for a potential investor / strategic partner; a successful exit process).



