



# THE ANGEL SERIES

## LIST OF TRAINING PROGRAMMES

Comprehensive programmes dedicated to provide a holistic view to angel investing and the startup ecosystem.

1. DEEP DIVE: INVESTOR WORKSHOP
2. TRAIN THE TRAINER: INVESTMENT AND PORTFOLIO MANAGEMENT
3. INVESTMENT PROCESS INITIATION, TERM-SHEET DOCUMENTATION & MONITORING
4. BALANCE SHEET AND BEYOND: VALUATION IN A START-UP, GROWTH AND EXIT STRATEGIES

Take a look at our Activities Calendar for when these programmes are on.

# DEEP DIVE: INVESTOR WORKSHOP

## 1. DURATION

2 Days

## 2. TARGET GROUP (BY DESIGNATION)

- High net worth individuals that have made investments in startups.
- High net-worth individuals who are considering the possibility of investing in start-ups
- Angel club individuals managing or responsible for identifying startup investments

## 3. TARGETED INDUSTRY/INDUSTRIES

All industries

## 4. CERTIFICATION

A certificate of attendance and completion of the “ Deep Dive: Investor Workshop” certificate

## 5. COURSE OBJECTIVE

This 2 day programme is customised for High Net Worth Individuals and individuals managing programmes or startup portfolios providing them with an overview of the principles of angel investing, challenges and ground rules for angel investing, valuation of startups and the role of angel investors and exit strategies to help them have better assessment of opportunities

## 6. COURSE OUTLINE

- Process and principles of Angel investing
- Challenges and ground rules for Angel investing
- Learn to identifying winning attributes of successful startups
- Valuation of a start-up and factors to be considered for valuation
- Angel investor’s role and exit strategies
- Documentation and compliance issues involved in Angel investing

# TRAIN THE TRAINER: INVESTMENT AND PORTFOLIO MANAGEMENT

## 1. DURATION

3 Days

## 2. TARGET GROUP (BY DESIGNATION)

- Executives managing a team responsible for evaluating investments
- Angel club members
- Investment Managers

## 3. TARGETED INDUSTRY/INDUSTRIES

All industries

## 4. CERTIFICATION

Certificate of completion of the “Train the Trainer: Investment and Portfolio Management”

## 5. COURSE OBJECTIVE

Structured programme to provide participants with an overview of the investment landscape, understand the different types of valuation and investment approaches, gain insight on alternative investment strategies and key differences between alternative investment classes and learn about performance management. The knowledge gained by the participant can be cascaded to their subordinates or other members.

## 6. COURSE OUTLINE

- Overview of start up investment landscape in Malaysia
- Learn who the ecosystem players are in the startup industry
- Learn the various investment approaches and the pros/cons of it
- Understand what are the alternative valuation methods relating to startups at each stage of maturity
- Learn how to identify what typically drives value of a startup
- Understanding Investors’ expectations
- Learn the performance management tools
- Sharing of best practices from industry experts

# INVESTMENT PROCESS INITIATION, TERM-SHEET DOCUMENTATION & MONITORING

## 1. DURATION

1 Half Day

## 2. TARGET GROUP (BY DESIGNATION)

- Executives managing a team responsible for evaluating investments
- Angel club members
- Investment Managers

## 3. TARGETED INDUSTRY/INDUSTRIES

All industries

## 4. CERTIFICATION

Certificate of completion of the “Investment Process Initiation, Term-sheet Documentation & Monitoring”

## 5. COURSE OBJECTIVE

Participants will learn the purpose and contents of various Investment related documents and what to be aware of before, during and after investing. Participants will also be given a guideline as to the role of the Angel Investor and the amount of effort required to invest into the startup. Participants will also be shown different platforms for deal sourcing, and the skills to negotiate for the best possible investment.

## 6. COURSE OUTLINE

- Overview of investment related documents
  - Letter of Intent
  - Term sheet
  - Sales agreement
  - Shareholders Agreement
- Learn the purpose and content of the documents
- Learn the guidelines for an Angel Investor
- Learn the platforms for deal sourcing
- Learn the skills for negotiation

# BALANCE SHEET AND BEYOND: VALUATION IN A START-UP, GROWTH AND EXIT STRATEGIES

## 1. DURATION

1 Half Day

## 2. TARGET GROUP (BY DESIGNATION)

- Executives managing a team responsible for evaluating investments
- Angel club members
- Investment Managers

## 3. TARGETED INDUSTRY/INDUSTRIES

All industries

## 4. CERTIFICATION

Certificate of completion of the “Balance Sheet and Beyond: Valuation in a Start-up, Growth and Exit Strategies”

## 5. COURSE OBJECTIVE

Participants will be introduced to the challenges of valuing startups and which areas to focus on during valuations.

## 6. COURSE OUTLINE

- Overview of challenges of valuing startups
- Key areas to focus during valuations