



## SEED FORUM INTERNATIONAL PITCHTRAINING CAMP ITINERARY

08.30-09.00	Arrival / Registering
09.00-09.30	Introduction to investor mind-set and value drivers
09.30-09.45	General information about the Seed Forum process
09.45-10.00	Plenary presentation round – all participants
10.00-13.00	Practical run-through of company presentations including video training.
13.00-14.00	Lunch, Corrections in pp-slides etc.
14.00-14.15	Documents in the investment process
14.15-15.00	The investment process after Seed Forum and investor terms and conditions
15.00-15.30	Preparation for Due Diligence
15.30-15.45	Negotiation techniques - investors
15.45-16.00	Coffee break
16.00-16.30	How to protect your competitive edge
16.30-17.30	Value drivers and valuations of start-up companies
17.30-18.00	Exit strategies and how to work with a corporate finance partner
18.00-18.30	Dinner
18.30-18.45	The art of networking
18.45-19.00	Practical networking training
19.00-20.00	Investor readiness miniature acid test – companies in groups. Focus on exit strategies, Budget figures (3-5years), capital need and milestones for call-inn, creation of value
20.00-20.30	Each participant; run-through of video from presentation with video coach
20.30-21.00	Summing up and conclusions on progression for further development of the pitch