**Angel Investment Simulator** 



Presented by:



CANADA

Great Association with Quality Deal Flow

# Inside the Pitch

- + Global Entrepreneurs
- + Real Investors
- + Live Capital-Raising

**Trust Our Track Record in Investing:** 

Since 2015, \$120+ million invested in 268 companies



## **The Industry Partners**













































































## The Global Network of Investors and Portfolio Companies





# Watch. Listen. Learn.

- Watch, participate and learn via LIVE Keiretsu Forum Investor Meeting broadcasts
- Become a virtual investor:
  - Fill out Keiretsu Forum Gold Sheets for real companies presenting to real investors
  - Identify and critique real pitches
  - Learn what investors are looking for
  - Learn how investors structure deals
  - Experience the capital raising process first-hand
  - Uncover common questions
- Tips & tricks for presenting to investors



### **Module Materials**

- Sample Company Applications & Summaries
- Gold Sheets
- Access to Keiretsu Connect

#### **Deliverables**

- Prepare Application & Company Summary Sheet
- Refine presentation



# Structure the deal.

### A. Professional Legal

- Review & complete your company's documentation for investment
- Discuss your IP protection strategies with a patent lawyer
- Structure your investment term sheet

#### **B.** Professional Finance

- Financial Advice
  - Review business <u>valuation</u> models
  - Investment vehicles



#### **Module Materials**

- Shareholders' Agreement
- Employment Agreement
- Proprietary Rights Assignment Agreement
- Non-disclosure Agreement
- Patent strategy session
- Master Term Sheet
- Valuation Worksheet

### **Deliverables**

- Clean up all documentation
- Identify and fill gaps in corporate documents
- Structure Data Room



# Structure the pitch.

#### The Pitch Deck

- Know your audience
- Know what to ask
- Structure your problem/solution slides
- What is your business model?
- Why should investors allocate capital?
- Ask other than capital
- Terms and valuations



#### **Module Materials**

- Structuring the deck for investors
- Structuring the right business model
- Structuring the best terms

### **Deliverables**

A presentation slide deck to be delivered to investors



# Present to Investors.

Reserved for the top 20 startups selected each quarter

### A. Present your 3-minute pitch

- Present to active investors at our exclusive quarterly 'Portfolio Day'
- Gain real-time feedback from seasoned earlystage investors
- Learn by observing live pitches and investor Q&As from fellow global founders

## **B.** Industry connections

- Connect with top-tier industry leaders who support and collaborate with emerging ventures
- Build lasting relationships with key partners who can open doors and accelerate growth



#### **Module Materials**

- Polish your 3-minute investor pitch
- Polish your extended investor pitch
- Identify and prepare your 'ask'
- Formulate a response to investors

### **Deliverables**

- Present to investors
- Connect with investors and industry partners

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