

# The Deal Room

Make the first deal

Presented by



In Association with



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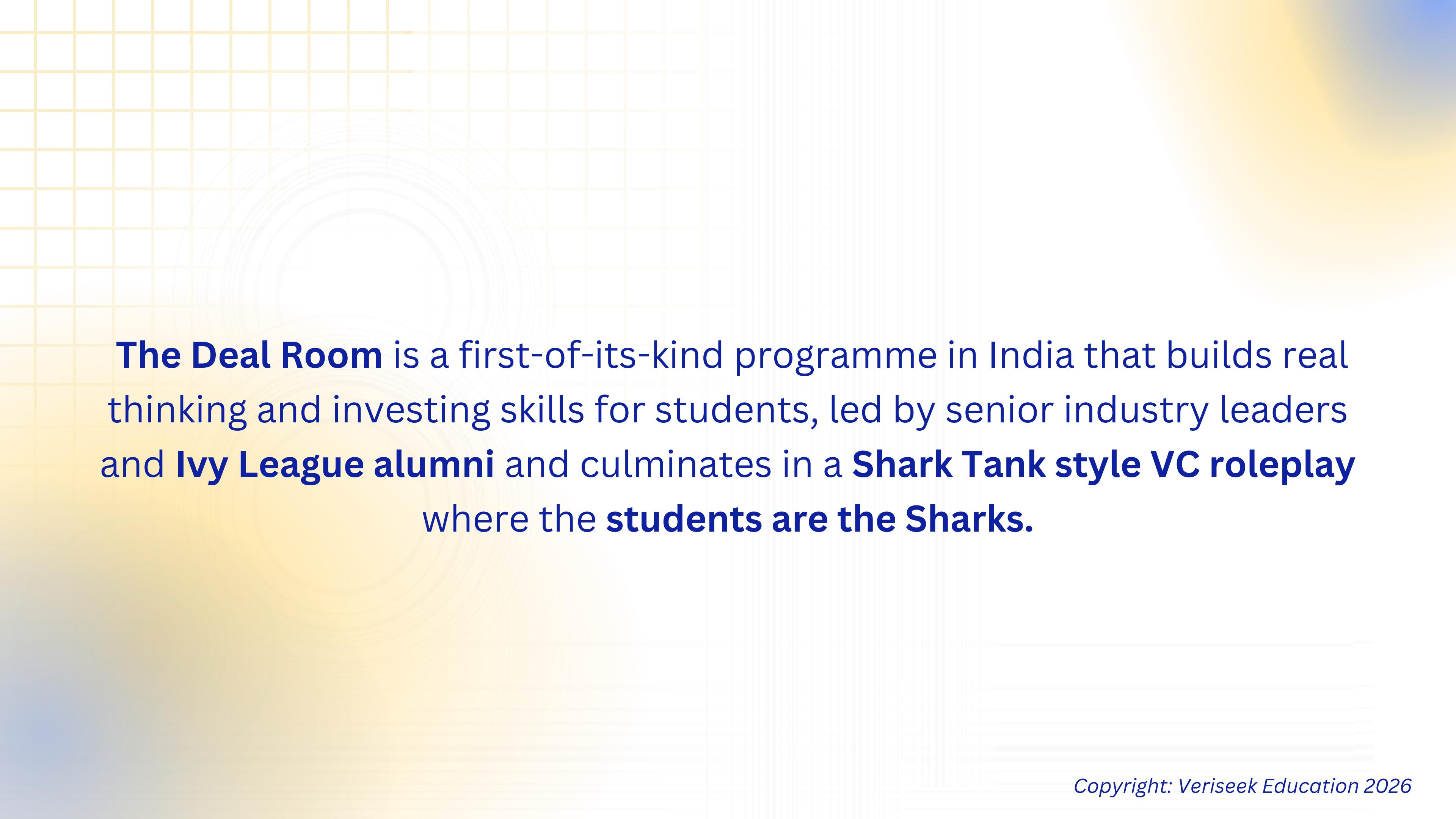
2 Day  
Immersion

Practitioner Lead  
Session & Project

CV Building

Industry  
recognised  
skills





**The Deal Room** is a first-of-its-kind programme in India that builds real thinking and investing skills for students, led by senior industry leaders and **Ivy League alumni** and culminates in a **Shark Tank style VC roleplay** where the **students are the Sharks**.

# Day 1 - Building the Basics

01



## Risk–Return Trade-off

Would you invest in  
Tata Power or  
Eternal?

02



## Reading the Financial Story of a Business

What do revenue,  
profit and cash  
actually tell us  
about business  
health?

03



## Valuation vs Accounting – A shift in perspective

Can you really  
project the future  
from the past?

04



## VC vs Other Careers in Finance

Typical careers in  
finance and the  
differences among  
them and how to  
enter in it.

05



## The Venture Capital Mindset

What VCs see in a  
pitch deck?

# Day 2 - Venture Capital in Action

06



## Operating & Financial Leverage at Work

Why do VC funds back loss making companies?

07



## Evaluate the deal discussion

Case studies of how to assess companies like a real investor.

08



## Real capstone project

Shark Tank-style simulation where students are the Sharks, analyse businesses, question founders, and deliver an investment decision.

# What students get

01

## Industry connect

Meet and interact with investors and senior industry leaders

02

## Job-ready skills

Build skills that translate across roles: structured thinking, business analysis, communication, and decision-making.

03

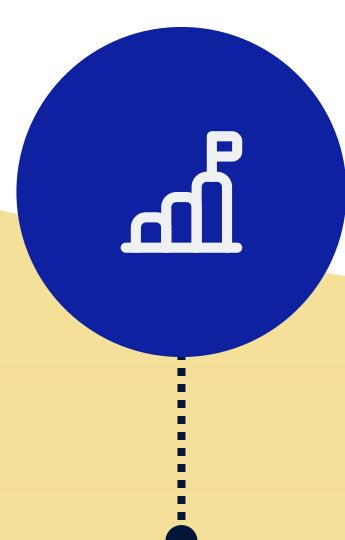
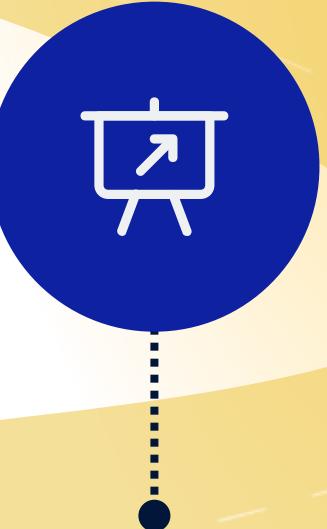
## LORs and Certificates

Merit-based LORs and certificates for top performers in the programme.

04

## Exposure day

Top performers get a chance to visit and observe how a fund works.



# Mentors



**Mr. Rajat Kumar** [in](#)

Nandan Capital | Ex-McKinsey | Wharton Alum



**Mr. Mayank Kapoor** [in](#)

VP Leena AI | Alumn IIT Delhi & MIT



**Mr. Siddhant Gupta** [in](#)

Founder, Himland Capital | Ex-VP Sixth Sense



# Eligibility criteria and fees

- **Eligibility:** College students (stream agnostic)
- Students will be required to be on campud from **9:00 AM to 5:00 PM** on both days

Programme Fee

**INR 15000 + GST**



14 - 15 March, 2026



Shiv Nadar University, Greater Noida

# Contact Us



## Phone

+91 9953371191



## Email

team@veriseekeducation.com



## Website

[www.veriseekeducation.com/thedealroom](http://www.veriseekeducation.com/thedealroom)



## Location

AltF MPD Tower, 2nd Floor, Golf  
Course Road, Sector 43, Gurugram,  
Haryana 122002

## To apply scan



# Example situation

OatMighty, founded in 2023 by Shruti Gupta (IIT Delhi and IIM Ahmedabad alumnus, is India's first flavour-led, high-protein oats brand for individuals who want a healthy yet delicious breakfast. The ready-to-mix range delivers a protein-packed meal that is not bland or boring, and can taste closer to dessert than diet food. Operating for just over two years, OatMighty sells business-to-consumer in the food and cereals category, with only a few similar-stage rivals. Its moat is clear: better taste and flavour innovation, backed by strong nutritional content. The obtainable market is estimated at 500 crore over the next few years, with headroom for a scaled national brand.

Particulars	Year 1 (Rs)	Year 2 (Rs)
Items	10,000	20,000
Value per item	1,000	1,000
Total revenue	10,000,000	20,000,000
Total Cost of Goods Sold	7,500,000	15,000,000
Gross profits	2,500,000	5,000,000
Less: Research and Development	1,000,000	
Less: Salaries	300,000	300,000
Less: Marketing	2,000,000	5,500,000
Less: Rent	300,000	300,000
EBITDA	-1,100,000	-1,100,000
Interest cost	0	0
PBT (Profit Before Tax)	-1,100,000	-1,100,000
PBT % / Revenues	-11.00%	-5.50%

**Ask: INR 5 cr for 20% stake**