

ACCELERATOR PROGRAM

2018 COHORT: AGRIBUSINESS



WORKSHOP 1 SCHEDULE



DAY 1: WEDNESDAY, MAY 30

9:00 AM
to
12:00 PM

CHECK-IN

Entrepreneurs arrive and check in

12:00 PM
to
1:00 PM

NETWORKING LUNCH

1:00 PM

Welcome Address

Introduction to the program

Kate Cochran

CEO, Upaya Social Ventures

1:30 PM
to
3:00 PM

Program Overview

Program agenda, workshops, field visits, office support, mentors, and expectations

Amit Antony Alex

India Country Director, Upaya Social Ventures

3:00 PM

TEA BREAK

3:30 PM

Entrepreneur Sharing Session

Experiences of pitching to investors

Mansi Kasliwal

CEO, UpSkill

4:00 PM
to
6:30 PM

Pitch Coaching

Two-minute elevator pitch and feedback

PK Gopalakrishnan

CEO and MD, WeP Solutions Ltd.

6:30 PM
to
8:00 PM

ICE BREAKER & DINNER

DAY 2: THURSDAY, MAY 31

9:00 AM	DAY 1 REVIEW, Q&A	
9:30 AM to 11:00 AM	How to Approach Investors <i>Unsaid truths or the practical realities of the capital raising process in India</i>	Sandeep Farias Founder and MD, Elevar Equity
11:00 AM	TEA BREAK	
11:30 AM to 1:00 PM	Investment Process <i>The different steps in the capital raising cycle and the nitty gritty of term sheets, investment agreements, due diligence and compliance</i>	Amrut Joshi Founder, GameChanger Law Advisors
1:00 PM to 2:00 PM	NETWORKING LUNCH	
2:00 PM to 2:30 PM	Primer on Financial Model <i>What do investors want to see in your financial plan?</i>	Anuradha Jayaraman Manager, Upaya Social Ventures
2:30 to 4:00 PM	1 on 1 Mentoring Session on Financial Plans <i>Get 1:1 feedback on assumptions, revenue and cost drivers in your financial plans</i>	Accelerator Program Mentors
	Working Tea	
4:00 PM to 5:30 PM	Scale and Working Capital Management <i>Challenges that entrepreneurs face in managing their cash flows</i>	Anilkumar SG Founder and CEO, Samunnati Financial Intermediation Bryan Lee CEO, Krishi Star
6:00 PM Onwards	NETWORKING EVENT <i>Arbor Brewing Company</i>	

DAY 3: FRIDAY, JUNE 1

9:00 AM	DAY 2 REVIEW, Q&A	
9:30 AM to 11:00 AM	PANEL DISCUSSION What is the best form of capital considering my business needs? <i>Matching the capital requirement and the form of capital</i>	Hardika Shah , Founder and CEO, Kinara Capital Chakravarthy AB , Principal, Menterra Venture Advisors Priya Shah , Sr. Portfolio Manager, Yunus Social Business Aarti Mohan , Co-Founder, Head - Knowledge Practice, Sattva
11:00 AM	TEA BREAK	
11:30 AM to 1:00 PM	Valuation <i>An insight into how investors approach valuations</i>	Nagaraja (Naga) Prakasam Indian Angel Network
1:00 PM to 2:00 PM	LUNCH WITH NAGA	
2:00 PM to 3:30 PM	Entrepreneur Sharing Session <i>Ninjacart and FreshWorld</i>	Vasudevan Chinnathambi , Co-Founder, Ninjacart Rajiv Rao Founder & CEO, FreshWorld
3:30 PM	TEA BREAK	
4:00 PM to 5:00 PM	Wrap Up <i>Feedback, plan for field visits, offline support, second workshop suggestions</i>	The Upaya Team
5:00 PM	DEPART FOR AIRPORT	