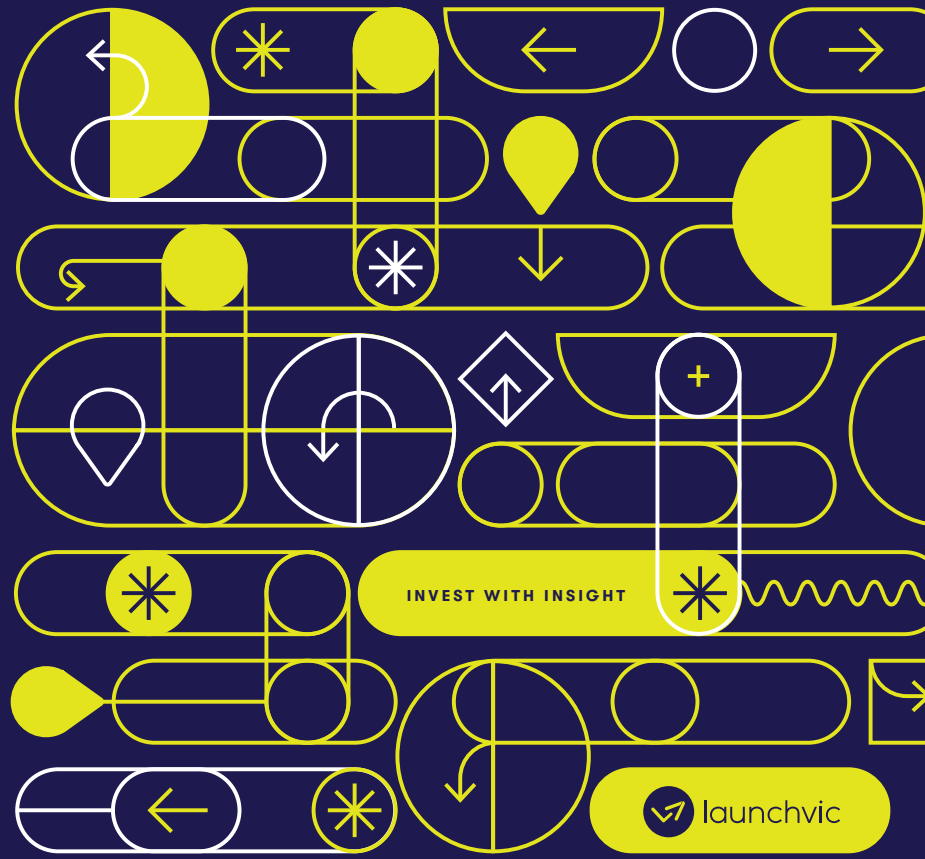


# VC Catalyst Program Brochure



# Unlock the potential of venture capital investing ✨

VC Catalyst is an immersive 10-day program designed to give investor-ready individuals the knowledge, skills and networks to invest in Australia's next wave of groundbreaking businesses and ideas.

This course is one of a kind in Australia, delivered by Wade Institute of Entrepreneurship and sponsored by LaunchVic, the Victorian Government's startup agency.

Participants engage with a curated cohort of diverse participants while learning from expert practitioners, academics and leaders in venture capital investment.

You will put theory into practice from day one. Our immersive workshops and Demo Day give you the chance to apply your learnings and forge significant investor networks.

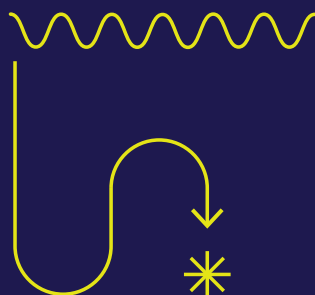
## Who is it for?

VC Catalyst has been created for active investors with a demonstrated history of investment. We are primarily seeking participants with the capacity to invest and who possess the ability to make a sizeable impact on our startup ecosystems. Past participants have included family office investment managers, corporate venturing team members, emerging and future venture fund managers and current and potential angel investors.





## Introducing the Wade Institute of Entrepreneurship



Wade Institute of Entrepreneurship is a leading centre for entrepreneurial training based at Ormond College, the University of Melbourne. We deliver immersive education programs to accelerate learning, creation and connection.

We are a place for people with bold ideas; curious and ambitious doers who want to build scalable and impactful solutions to real world problems. Our range of programs includes the delivery of the University of Melbourne's Master of Entrepreneurship, teacher education program UpSchool and custom masterclasses.

Visit us online for more info:  
[wadeinstitute.org.au](http://wadeinstitute.org.au)



# The Benefits

VC Catalyst has been carefully designed to equip you with the skills, strategies and confidence to build high-yield portfolios and new connections for future deal flow.



Discover how to **manage a portfolio** of investments



Learn the **playbook** for angel and venture capital investing from **world-renowned investors and academics**



Gain **insights and tools** to focus investment in your own interest areas



Understand how to **build deal flow** through selection, evaluation and follow-on analysis using your own data-backed investment thesis and philosophy



Explore the importance of stage-appropriate **due diligence** in the investment process



**Network** with some of the region's most **successful investors** and entrepreneurs, alongside angels and venture capitalists from around the world



**Stay connected** to participants and speakers with **exclusive alumni events**



Enjoy **support from Wade Institute** through lifelong networks and ongoing professional development

VC Catalyst includes an ongoing program of mentoring and alumni events. Examples include:



Dinner with Paul Bassat (Square Peg Capital and SEEK) Peer-to-peer mentoring



Victorian Startup Gala



Exclusive networking events



Masterclasses with leading global VCs



“I’m using the course learnings every day. I’m starting a new business with a handful of other business partners which is a part VC fund and part talent marketplace/advisory business. Everything I learned in the course, I can and do apply.”

Anthony Wright, 2019 alumus

# The

# Program



VC Catalyst is a multi-part program designed to provide a comprehensive understanding of the venture investment space.

## SPRINT 1

Day →

1

### Scene – Venture Capital 101

Day 1 will provide you with the necessary context and foundation for the development of your own investment thesis, which you will present to the class at the conclusion of the program.

Day →

3

### Australian VC Landscape

Day 3 will break down the mechanics of a venture deal and explore various tactics used in the deal making process.

Day →

5

### Pipeline Management

On Day 5 you will be walked through the process of assessing prospective deals, including the steps involved in attracting, evaluating and managing opportunities.

Day →

2

### The VC Ecosystem – Trends and Navigating the Ecosystem

Day 2 will set the scene for venture capital, exploring its recent history, where we're at now, and what's next for this asset class, while considering the similarities and differences between different regions.

Day →

4

### Founders: Attracting, Finding, & Evaluating Opportunities

Day 4 of the program will prepare you for evaluating and assessing the quality of founders and how to manage their expectations and relationships.

Demo

Day

In the week between program sprints, you will attend a specially curated MAP Demo Day simulation where alumni of the program will pitch to you as potential investors. This part of the program will enable you to put your learnings into action and encourage you to actively engage with founders and collaborate and learn from your peers.



10-day online intensive delivered in two sprints, each across 5 half days



Demo Day



Six months of mentoring



Ongoing professional development and events

## SPRINT 2

Day → 6

### Decision Making

Day 6 is about filtering and assessing pitch decks and how our underlying biases and assumptions can influence our decision making.

Day → 7

### Negotiating a Venture Deal

Day 7 is about how to negotiate and close a venture deal. It will break down the mechanics of a venture deal and explore various tactics used in the deal making process.

Day → 8

### Working with Portfolio Companies

Day 8 attends to the relationships and best practice of angel investing from detailing your thought process for tracking startups, to working through the details of a term sheet and supporting your investments.

Day → 9

### Accounting, Fundraising, and Peeking into Portfolios

Day 9 takes you another step deeper and you walk through equity dilutions and power law returns. A panel of investors will then provide a "peek" into their personal portfolios, to provide insight into the real returns from early stage startup investing.

Day → 10

### Looking Back / Looking Forward

Day 10 zooms out on all you have learned throughout the program and consolidates the lessons in the context of your investment theses.

Reunion Session

### Investment Theses Review and Feedback

One week after the end of the program intensive, you'll reconvene to review and receive expert and peer-to-peer feedback on your investment thesis.

Speakers



and

mentors



## Rachael Neumann

Founding Partner,  
Flying Fox Ventures

Lead Facilitator

Rachael plays many roles supporting the #startupaus ecosystem. She is a former Chair of the Board for StartupAus, Partner in Startmate and was a founding Board member of LaunchVic. In her previous role as Head of Startups ANZ at Amazon Web Services, she was charged with growing-out the market, driving quantity and quality of startups in ANZ. Additionally, Rachael is a strategic advisor and investor to a number of founders and their early-stage companies. She has been sharing her passion for early stage investing through her role as Lead Facilitator for VC Catalyst and now, as Founding Partner of Flying Fox Ventures.



## Colin McLeod

Professor and Executive Director,  
Melbourne Entrepreneurial Centre

Facilitator and Lead Academic

Colin is a Professor at the Melbourne Business School and was Academic Director of the Master of Entrepreneurship from 2015-18. He is currently a Director/Investor/Co-founder of six early stage companies in retail technology, online training, wireless technology, employee management, aged care and wearable biotechnology and co-created the VC Catalyst curriculum with Rachael Neumann.





## Pedram Mokrian

Adjunct Professor,  
Stanford University

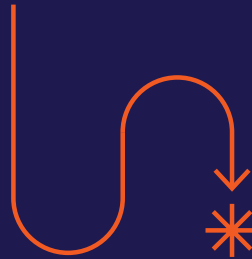
International Guest Expert

A founding faculty member of Stanford's VC Unlocked program, former Principal at Mayfield Fund and instructor at UC Berkeley's Haas School of Business, Pedram brings extensive VC knowledge and experience to Wade Institute. Whether early-stage startups, Fortune 50 companies or the World Bank, Pedram shares his experience from working with hundreds of business leaders and entrepreneurs across five continents.



## Some of our speakers

VC Catalyst is delivered by distinguished practitioners and experts from around the world. From Silicon Valley to Asia and Australia, our thought leaders bring wide-ranging experience to workshops and masterclasses. Additionally, speakers are made available for the program's six months of one-on-one mentoring.



### Jules Miller

Partner, Mindset  
Ventures

### Nick Crocker

General Partner,  
Blackbird Ventures

### Nisha Dua

Co-Founder and  
Partner, BBG Ventures

### Kylie Frazer

Co-Founder and  
Partner, Flying Fox  
Ventures

### Chris Hitchen

Managing Partner,  
Possible Ventures

### Alister Coleman

Founder & Managing  
Partner, Folklore  
Ventures

### Matt Allen

CEO, Tractor Ventures

### Peter Huynh

Co-Founder and  
Partner, Qualgro

### James Cameron

Partner, AirTree  
Ventures

## Cohort \*

You'll join a small, curated cohort with experience across venture capital investing and entrepreneurship. The cohort is selected to ensure rich and diverse peer-to-peer learning.

### Cohort snapshot

57%

female

43%

male

13

industries

represented

\$82m+

investment capital

deployed



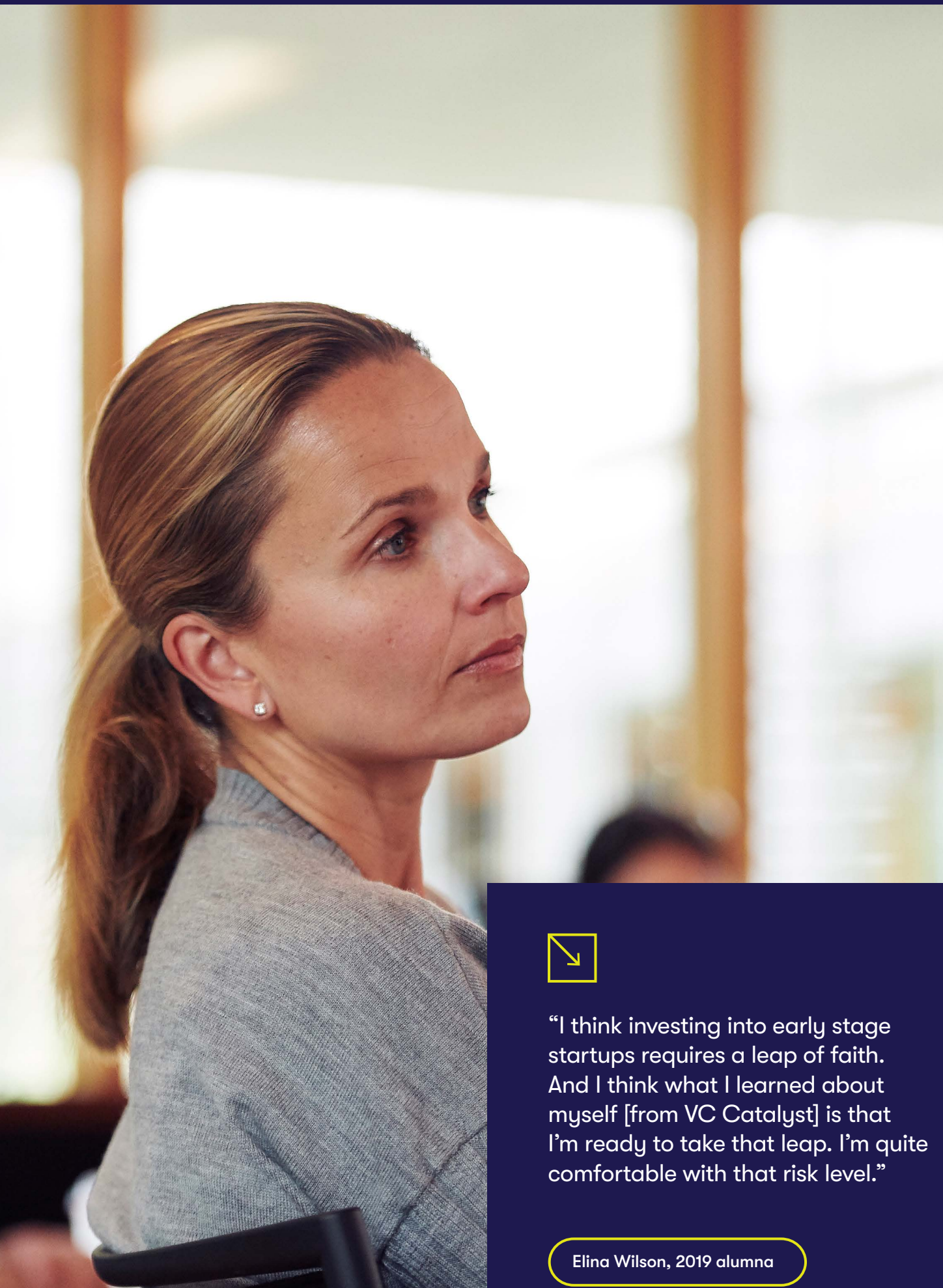
### Investor type

Angel investors, investment managers, family office investment managers, entrepreneurs, corporate investors, fund managers

### Investment areas

Biotech, SaaS, fintech, property, digital and marketing, education, medical





“I think investing into early stage startups requires a leap of faith. And I think what I learned about myself [from VC Catalyst] is that I’m ready to take that leap. I’m quite comfortable with that risk level.”

Elina Wilson, 2019 alumna



## Scholarships

Wade Institute offers full tuition scholarships to a select number of participants with a demonstrated commitment to diversity and inclusion, who will use the program to actively foster a more inclusive startup ecosystem in Victoria.

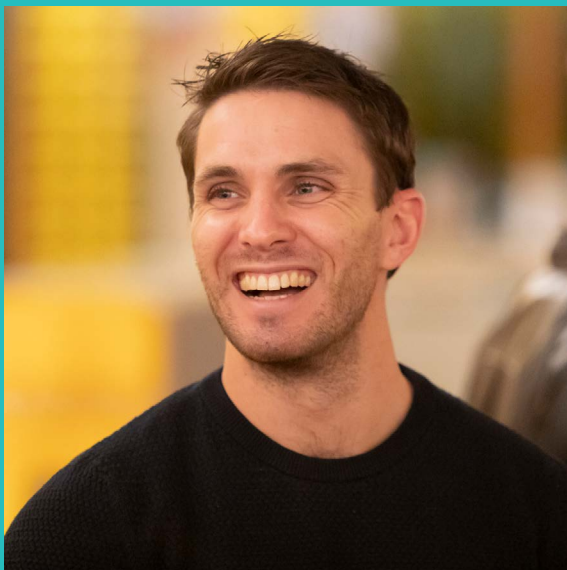
Previous scholarship winners include:

**Morgan Coleman**



LaMint

Morgan is a proud Torres Strait Islander, tech entrepreneur and angel investor. He is a strong advocate for indigenous businesses and entrepreneurs and is a current member of the Victorian Small Business Ministerial Council.



**Stella Loong**

CeniTex

Stella is a technology lawyer and actively advises startups. As Corporate Counsel at CeniTex she has developed a bespoke suite of legaltech tools. She is also an Executive Committee member of the VPS Women of Colour Network.



Usman Iftikhar

Catalysr



Usman is CEO of Catalysr, a pre-accelerator committed to empowering migrant and refugee startup founders to start their own businesses and create their own futures. For his work advocating for social change, Usman was named 2018 Commonwealth Young Person of the Year.



Elena Kelereva

GippsTech

Elena is a startup and small business mentor, tech industry thought leaders and ex-Googler. She is Founder/ CEO of Gippstech, a social enterprise based in Gippsland, dedicated to growing regional startup and tech ecosystems.



# Admission

## Applications

Applications can be submitted online and will be accepted on a rolling basis. Participants will be selected on their suitability for the program.

## Scholarships

Diversity scholarships are available for eligible applicants covering the full cost of tuition. Applications can be made during the application process.

## Program delivery

10-day online intensive delivered in two sprints, each across 5 half days, Demo Day, post program mentoring, and ongoing development and events.

## Delivered by

Wade Institute of Entrepreneurship

Ormond College  
49 College Crescent  
Parkville, Victoria, 3052





### What are the class sizes?

Our highly curated cohort ranges from 25 to 30 participants. Class sizes have been kept deliberately small to facilitate optimal discussion and collaboration.



### Who can apply?

We welcome applications from Australian and international residents. Investor-ready individuals may include family office investment managers, corporate venturing team members, emerging and future venture fund managers and current and potential angel investors.



### How will you select the participants?

Participants will be selected on their suitability for the program and to create a diverse cohort of participants. You will be notified of your application outcome shortly after submission.



### I'll be unable to attend one of the days/sessions, how will I make this up?

In-depth class materials will be provided where a participant is unable to attend a session. However, exposure and interaction with faculty and fellow participants is an important component of this program, so it is strongly recommended that you try and attend all sessions. Please advise our program manager of any absences as early as possible to ensure we can accommodate you.

Apply



now



Wade Institute of Entrepreneurship

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Victoria, 3052

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