

ACT

VC CONNECT



Wednesday 25 July 2007 | The Federal Golf Club, Canberra

Please note the Program is subject to change.

11.45am Registration & Networking

12.00pm Welcome

12.05pm The VC Landscape

Where do VCs get their money? How do they manage their funds? What is Venture Capital? Roger will provide us with an overview of the VC environment here and overseas.

SPEAKER: **Fiona Pak-Poy**, General Partner, Innovation Capital

12.40pm What Does the VC Want/Look For?

Steve will lead a workshop to help attendees understand the process, requirements and expectations of the VC.

SPEAKER: **Steve Lane**, Partner, CM Capital

1.20pm Lunch

2.00pm Closing the Deal

What is the process? This session will outline the required documentation, outline due diligence, discuss managing co-investors and give you advice on how to approach negotiations with a VC.

SPEAKERS: **Mike Aston**, CEO Distra Pty Ltd; **John Grimes**, Managing Director & Founder, Perpetual Water; **Ian Maxwell**, Executive Director & Founder, RPO; **David Landers**, CEO, Allen & Buckeridge Emerging Technologies Fund; **Matthew Michalewicz**, Founder/Managing Director, SolveIT Software

2.30pm Ins and Outs of Term Sheets

Once you've got their interest, how do you negotiate terms to meet your needs? What do things like preference shares, drag alongs, veto rights and board control REALLY mean? This workshop will take you through termsheets from go to whoa.

SPEAKERS: **Nick McNaughton**, CEO, Blue Cove Ventures; **Dr Deborah Rathjen**, CEO and Managing Director, Bionomics; **Matthew Michalewicz**, Founder/Managing Director, SolveIT Software; **Graeme Port**, Vice President of Engineering, Managesoft

3.10pm Funding Strategy

Valuations, Exit Strategies, Funding Rounds. How do you work out how much you need and when you need it? How do you agree to the right valuation? And how do you determine potential exit strategies for investors?

SPEAKERS: **Steve Lane**, Partner, CM Capital; **Ian Maxwell**, Executive Director & Founder, RPO; **Bill Bartee**, Managing Partner, Southern Cross Venture Partners; **Fiona Pak-Poy**, General Partner, Innovation Capital

3.50pm Afternoon Tea

4.10pm Working with the VC after the Deal

What should you expect from your VC? How do you meet the needs and expectations of investors? How does the relationship evolve after the deal? Investors can take on various roles within the companies they invest. This session will discuss the relationship and how it works on both sides.

SPEAKERS: **Graeme Port**, Vice President of Engineering, Managesoft; **Doron Ben-Meir**, Managing Partner, CAOS; **Bill Bartee**, Managing Partner, Southern Cross Venture Partners; **Mike Aston**, CEO Distra Pty Ltd

5.00pm Taking on the World

Money is useful for global expansion. Hear from our experienced speakers about the best way to approach global growth.

SPEAKERS: **Dr Deborah Rathjen**, CEO and Managing Director, Bionomics; **Roger Price**, Investment Manager, Innovation Capital; **John Riedl**, Executive Chairman, Signav; **Malcolm Thornton**, Investment Director, Starfish Ventures

5.40pm Drinks and Networking

ACT

VC CONNECT



Wednesday 25 July 2007 | The Federal Golf Club, Canberra

Wednesday 25th July, 2007

11.45am to 5.40pm (followed by drinks and networking)

The Federal Golf Club, Gowrie Drive, Red Hill, Canberra

\$220 / \$110 Inc. GST (*50% discount for entrepreneurs and employees of public funded research institutions & start-ups*)

You may register via fax, mail or email and online at www.slatteryit.com.au/vcconnect2007

REGISTRATION FORM

First Name: _____ Last Name: _____

Title: _____ Company: _____

Phone: _____ Email: _____

COST: \$220 \$110 (Inc GST)

PAYMENT METHOD:

Cheque Credit Card Amount: \$.....

Card No: ____ / ____ / ____ / ____ Expires: __ / __

MasterCard Visa Bankcard Diners Club American Express Amex ID No:

Cardholders Name: _____

Signature: _____

* Online registration is available at www.slatteryit.com.au/vcconnect2007 where automatic invoices are generated. If faxing or mailing this form, an invoice will be emailed on receipt.

* Upon completion of registration, attendees will have their names on the door at the event. We do not issue physical tickets.

* All prices shown include GST and are Australian \$ amounts.

* Given 72 hours notice of the event start time, we are happy to issue a full refund for any cancellation.

* Should for any reason the event be cancelled, a credit will be issued to be redeemed at a future event.



Assisting ICT companies with marketing, communications and events

SYDNEY: Level 4, 120 Clarence Street, Sydney, 2000 • Tel 02 9423 8850 • Fax 02 9423 8855
MELBOURNE: Level 8, 313 La Trobe St, Melbourne, 3000 • Tel 03 9602 1313 • Fax 03 9602 3388

<watch@slatteryit.com.au> <www.slatteryit.com.au>