



**Shaping Outcomes for
Effective Social Enterprise**

Workshop on Towards the Mainstream: Capital Structuring and Equity Raising in Microfinance

February 25-26, 2010 | Hyderabad

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Effective Social Enterprise

Inviting Participation from Indian Microfinance Institutions

Intellectap invites the participation of microfinance institutions across India, in the second delivery (of 2010) of its hugely successful **Capital Structuring and Equity Raising Workshop** in Microfinance. This **two day** participatory workshop, will not only address the multitude of challenges arising out of complex structures and inter-relationships in the microfinance space, but will enable decision makers in making effective and informed choices in this capital intensive business.

Background

The microfinance industry in India has followed an ambitious growth trajectory and has received unparalleled attention from commercial capital in the last few years. With micro finance institutions looking to raise increasing amounts of capital to scale it becomes imperative for all stakeholders involved including MFIs, their promoters, investors and others who closely monitor the space to understand the opportunities and challenges involved with equity investments including concerns around dilution of ownership, political risks and mission drift.

Structured and delivered by Intellectap, this workshop is designed for MFIs trying to raise capital as well for entrepreneurs and investors exploring microfinance opportunity.

Who Shall It Benefit?

Though open to anyone interested, the course is more suitable for:

- CEOs/CFOs of Microfinance Institutions: in enabling informed decision making
- Donors, investors and lenders: keen to understand their investee or partner's business context, capital structure needs, strategies and design responsive instruments
- Support / Network organizations: for understanding partner needs and challenges and facilitating support services
- Microfinance consultants: in imparting sound advisory to MFIs, investors, lenders, networks
- Start up entrepreneurs: seeking to understand the key challenges and considerations involved in initiating microfinance operations.

Key Sessions

- Introduction to capital-structuring
- Preparing for fund raising - Understanding the basics and planning the business
- Understanding valuation – How do you create value for yourself and your team?
- Selecting your investor and preparing for due diligence
- Investment negotiation: What to watch out for?
- Interactive sessions with role plays and opportunities to meet investors and listen to their side of the story

Workshop Faculty

- **Vineet Rai, Founding Partner, Aavishkaar Goodwell & Intellectap**

Vineet is a serial social entrepreneur and leading microfinance expert. He has been involved in innovative finance mechanisms for over a decade. He has experience in small business incubation, SME sector, microfinance and venture capital investments. Vineet co-founded Rural Innovations Network and Aavishkaar India Micro Venture Capital Fund, arguably the world's first for-profit micro-equity fund. He founded Intellectap a leading development finance consultancy and innovator consisting of over 45 professionals and operating out of Mumbai, Hyderabad and Varanasi.

Vineet is an Ashoka Fellow, serves on the advisory board of L-RAMP at IIT Chennai (Lemelson Foundation India Initiative) and the Joint Task Force of the Government of Uttaranchal on Social Venture Capital.

- **Anurag Agarwal, Sr. Vice President, Intellectap**

Anurag is one among the pioneers in assisting MFIs in India access mainstream capital. He has led and executed capital raising for Share Microfin, Grameen Koota, A Little World among others. In addition he has worked with all the major MFIs in valuing their operations and restructuring their capital. Prior to Intellectap, Anurag was with ICICI Bank in their cash management division. He is MBA from the T.A. Pai Management Institute and an M.Com from the University of Madras.

- **Atreya Rayaprolu, Vice President, Intellectap**

Atreya has led various engagements with international funds, identifying investment potential in various sectors that positively impact social and rural development. On the sell-side he has led and executed major transactions for Equitas and BASIX. Prior to Intellectap, Atreya was with ICICI Bank in their private equity group. He is MBA from the Indian School of Business, Hyderabad and a M.Tech from IIT Delhi.

- **Satish Pai, Associate Vice President, Intellectap**

Satish has experience of cross border acquisition transactions in the financial services and telecom space. He has also led due diligence and valuation assignments. In Intellectap, he was part of the team which executed the BASIX transaction and led the capital raising transaction for Sahayata, a Rajasthan based MFI. Prior to joining Intellectap, Satish was part of the corporate finance team of a Kuwaiti investment holding company called KIPCO. He has a PGDRM from IRMA and is a CFA from ICFAI.

- **Sanjib Jha, Head Legal, Intellectap**

Sanjib is Head of Finance & Legal at Intellectap. Prior to joining Intellectap, Sanjib was associated with LOK Capital and Actis with their private equity investment team in India. Prior to that, Sanjib was heading the corporate affairs of a large domestic BPO (ATS Services). He is a Company Secretary and a law graduate by qualification.

- **MV Narendra Prasad, Subject Matter Expert-Microfinance, Intellectap**

A recent addition to the Intellectap family, Narendra is an expert on the Indian microfinance space. Prior to joining Intellectap, Narendra was the Director and CFO of Spandana Sphoorty Finance Limited (one of India's largest microfinance organizations). In his eight year stint at Spandana, Narendra has donned many hats and has been involved in various organization building aspects, from financial modeling, fund raising, treasury management, statutory compliances, Auditing, MIS to investor relations.

Key Participant Take-Aways

- Understanding of the capital structuring process thereby ensuring informed decisions
- Key elements to be considered for effective capital raising
- Thorough understanding of the investment process
- The right valuation - Key Drivers
- Characteristics of different investors - Finding the right-fit
- Critical steps for due diligence
- Negotiation skills to create maximum value
- Gaining the investor perspective

Course Fee

INR 15,000 + 10.3% tax, per person (INR 16,545)

How to Apply

Option 1:

Apply online:

1. Copy, paste this link on your web browser: <http://intellectap.com/registration-mfi-workshop2>
2. Fill and Submit the Registration form with appropriate details of your payment mode

Option 2:

1. Print and Fill the form available on this link: <http://intellectap.com/registration-mfi-workshop2>
2. Send it by post to Ms. Rashmi Pillai| Intellectual Capital Advisory Services Pvt. Ltd| 512, Palmspring | Link Road | Malad West | Mumbai 400064 | India

Payment Options

Option 1:

1. Make an online payment and email the completed online payment details to **rpillai@intellectap.com**
3. Intellectap's online payment information is on the registration form available at <http://intellectap.com/registration-mfi-workshop2>

Option 2:

1. Mail a cheque/draft to the following address: Ms. Rashmi Pillai| Intellectual Capital Advisory Services Pvt. Ltd | 512, Palmspring | Link Road | Malad West | Mumbai 400064| India
2. Payments need to be made in favour of "Intellectual Capital Advisory Services Pvt. Ltd." payable at Mumbai.

About Intellectap



Shaping Outcomes for Effective Social Enterprise

Intellectcap is a pioneer in providing innovative business solutions that help scale profitable and sustainable enterprises dedicated to social and environmental change.

The company's unique positioning at the intersection of social and commercial business sectors, allows it to attract and nurture intellectual capital that combines business training of the commercial world with passion and commitment of the social world to create distinctive solutions that include best practices and principles of both cultures.

Intellectcap was started in 2002 with a vision to apply enterprise-based approaches to development. The company's key shareholders are its employees and Legatum Ventures, a global proprietary investment fund. Today, Intellectcap has two subsidiaries, Intellectcap Inc. in Palo Alto (California, USA), and IntellectCash, a Non Banking Financial Corporation in Delhi (India), offices in Mumbai and Hyderabad, and employee strength of 65 domain experts and professionals from international backgrounds and well-respected management institutes.

Intellectcap operates in multiple capacities in the social-commercial space: facilitating investments, providing strategic consulting and business advisory services, supporting operational planning and implementation, and developing information-sharing and industry-enhancing platforms that promote and build **SUSTAINABLE, PROFITABLE** and **SOCIALLY RESPONSIBLE** enterprises.

Contact

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