

**Navrachana University Vadodara**

**School: School of Business and Law**

**Program: BBA, MBA**

**Title of the Event: Start-up Talk :Valuation of Start-ups**

**Date: 07.03.2023**

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**Summary Report of the Activity/Event Conducted**

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| **Category: (Seminar/Webinar/Symposium/****Training Program/Conference/ Activity/Event etc.)** | Event |
| **Name of Activity:** | **Start-up Talk :Valuation of Start-ups**  |
| **Name of the agencies/consultants involved with contact details (if any)** |  |
| **Event organized for:****(NUV Faculty/NUV Students/NUV administration staff/Outside/All)** | NUV students  |
| **Organising unit/ agency/ collaborating agency:** |  School of Business and Law, Navrachana University |
| **Name of the Scheme** | NA |
| **Year of Activity** | 2023 |
| **Mode of Program:****Online/Offline** | Offline and online |
| **Venue:** | University Auditorium |
| **Dignitary/s present at the function:** | No | Name | Designation | Email | Phone |
| 1. | Piyush Agarwal | Co-Founder-GroCap Advisory Services | piyush@grocap.co.in | +91-9574130009 |
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|  |  |  |  |  |
| **Total no. of participants** | 166 |
| **Fees per participant If any****(External/Internal)** | NA |
| **Total Fees received If any** | NA |
| **Income from Other Sources If any** | NA |
| **Total Income** | NA |
| **Total expenditure if any** | NA |
| **Brief Summary of the event:**Mr. Piyush Agarwal is an experienced investment banker, entrepreneur and startup enthusiast with work experience in consulting (business, advisory, valuation) and passion for finance. He has a record of closing over 25 fund-raising transactions. Created a startup investment community in Baroda and mentored/advised more than 10 startups and connected them with angels/seed, HNI / family offices and VC firms. He is co-founder of Grocap Advisory Services, where he assists SMEs and startups in the growth/expansion journey by helping them raise funds via debt and/or equity. He is also cofounder at GAIN (Gujarat Angel Investor Network) .The session was organized for second year BBA students undertaking a course on Business Planning but was open for other students of the university as well. Mr. Piyush Agatwal first discussed the concept and eligibility of start-up with the students. Later he oriented the students about different methods of Valuation including Discounted Cash Flow, Market and Transaction Comparable, Asset Valuation Method and The Venture Capital Method. He also discussed the important criteria considered by investors before funding a start-up and the relative importance allocated to each of the criteria by the investor.The students’ questions regarding valuation of start-ups were mailed to the students in advance, the speaker addressed those questions as well as other questions asked by the students on the spot during the session. **Photographs of the event:**C:\Users\Neha.Chawla\Downloads\WhatsApp Image 2023-03-27 at 15.35.27 (1).jpegMr. Piyush Agarwal addressing student questions related to Startup ValuationC:\Users\Neha.Chawla\Downloads\WhatsApp Image 2023-03-27 at 15.35.27 (2).jpegMr. Piyush Agarwal talking about stages of Start-upC:\Users\Neha.Chawla\Downloads\WhatsApp Image 2023-03-27 at 15.35.26.jpegMr. Piyush Agarwal talking about different methods of valuation  |
| **Participants List-**

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**Communication details with the speaker**

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Cc:

* Hitesh Bhatia

Wed 2/1/2023 11:03 AM

Dear Sir,

Thank you so much for agreeing to share your knowledge and experiences in the domain of start-up valuation with the students at School of Business and Law, Navrachana University. As discussed over the phone, we are scheduling it on**Thursday,2nd March 2023 at 11 am**. The duration of the session will be around one hour where you may initially talk to students about **"Valuation of start-ups"**followed by student interaction. As suggested, I will share the list of student questions with you in advance. As most of the students are curious about understanding valuation from the investor's perspective, your insights on this aspect will be very helpful.

Thanking you once again for agreeing to spare your valuable time for our students. Looking forward to your session.

Thanks & Regards

**Neha Taneja Chawla**

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