



The Essential Guide for Attracting and Working with Investors

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Agenda

- Introduction to Simpson Thacher
- Fundraising Readiness
- VC/PE Essentials
- Advice for Entrepreneurs
- Late Stage Considerations – Preparing for Growth and Public Scrutiny

Defining Characteristics of Venture Capital

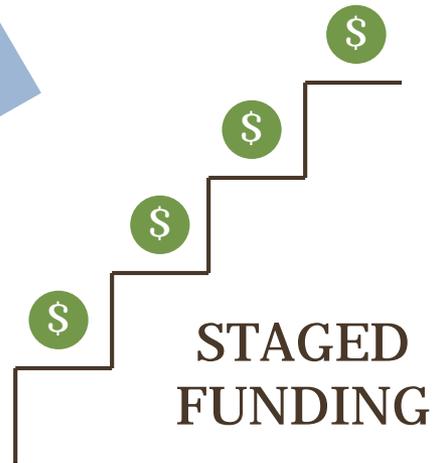
START-UPS



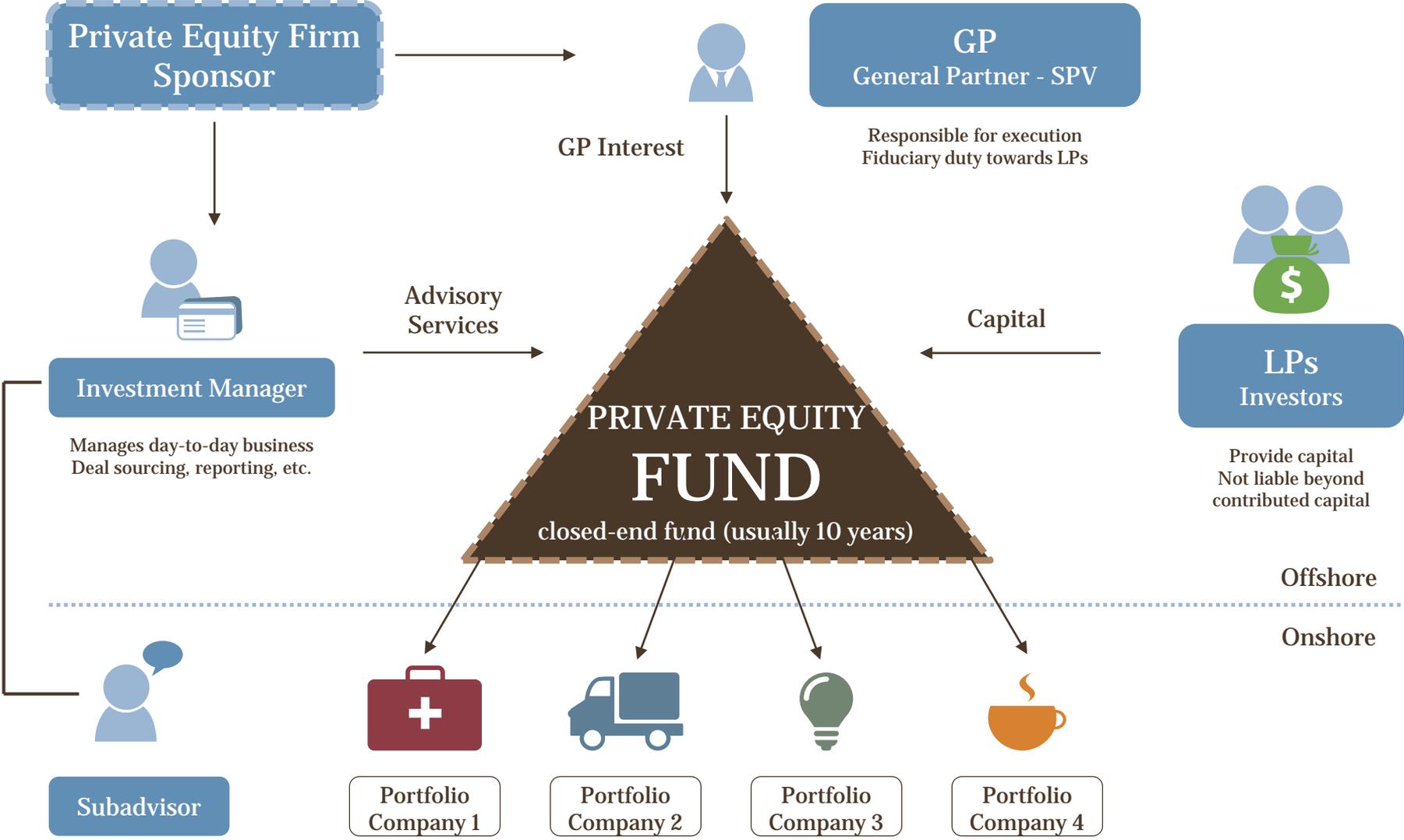
HI-RISK



HI-RETURN



Limited Partnership PE Fund Structure



Advice for Entrepreneurs

- Market opportunity
- Science
- Pipeline
- Management/board
- IP
- Regulatory
- Financials
- Manufacturing/sales and marketing
- Capital structure
- Exit opportunity
- Handling the process

Late Stage Considerations – Preparing for Growth and Public Scrutiny

- General legal matters
- Audits/accountants
- Bankers
- Board of Directors/management
- Counsel
- Consultants
- The Story

Simpson Thacher Worldwide

