

**Industry Institute Interaction (IIC) and Institution's Innovation Council (IIC)**

Date: 25-08-2022

**Report on "ANGEL INVESTMENT/VC FUNDING OPPORTUNITY FOR EARLY STAGE ENTREPRENEURS" By Prof. M.L. Sai Kumar Dean Academics (Retd) Institute of Public Enterprise, Hyderabad.**

As a part of Institution's Innovation Council (IIC), Nalla Narasimha Reddy Group of Institutions organized a Guest Lecture on "**ANGEL INVESTMENT/VC FUNDING OPPORTUNITY FOR EARLY STAGE ENTREPRENEURS**" by Prof. M.L. Sai Kumar, on **25<sup>th</sup> August 2022** from 10:30 AM TO 11:30 PM.

The session was started by Dr. G Janardhana Raju, The Dean School of Engineering & Convener of IIC, by welcoming the resource person, with utmost respect and gratitude, The topic is about "**ANGEL INVESTMENT/VC FUNDING OPPORTUNITY FOR EARLY STAGE ENTREPRENEURS**" for the A.Y:2021-22 is enlightened.

The resource person Prof M L Sai Kumar is from the industry of Public Enterprise where he served as a Dean of Academics. The Session started with an activity making the students understand the topic which was to be dealt. The session never was one-sided, the speaker choose a channel to clearly make youth understand the goal and objective in life. He stated that never today's youth should be job seekers but providers. If the talented youth in the country focus on their goals and in turn it into reality, then sky is the limit. The session is focused on:

How to visualize your idea as startup?

Step #1: Define your dream. Oprah defined luck as chance meeting opportunity, and the "opportunity" part is what really makes or breaks realizing the right dream. That "right dream" is something that you are passionate about -- it may be as simple as following up on a business article on a market trend, creating another social platform to improve the world, or discovering a special problem you want to solve. The dream must tell a story that you're passionate about sharing with others and making them excited about it. If your dreams can bring value to your audience, it will turn into your next business opportunity.

Step #2: Compile a collage. Now that you have selected your big dream idea, Begin by putting different pictures that represent what value your dream will bring, along with the personal rewards you'll receive (yes, it's okay to create your dream life as well!). You can either make to the next stage but never give up identify the loopholes and correct it till you succeed in life. This was illustrated with examples from the clipping of personalities who had the attitude of never giving up. The Speaker clearly made the conclave understand the difference between Angel Investors & VC (Venture Capitalist). Angel investors and venture capitalists are two of the most common alternative sources of funding. Innovative start-up firms are both addressed by angels and venture capitalist firms, both of them tend to prefer technology and science companies. Angel investors are

rich persons who invest their own money in companies. Venture capitalists are employees of risk capital companies who invest other persons' money in companies.

### ANGEL INVESTOR

- An **angel investor** (also known as a business angel, informal investor, angel funder, private investor, or seed investor) is an individual who provides capital for a business or businesses start-up, usually in exchange for convertible debt or ownership equity.
- Angel investors usually give support to start-ups at the initial moments (where risks of the start-ups failing are relatively high) and when most investors are not prepared to back them.

#### PROS

- Startups are no problem
- All locations and industries are eligible
- Paperwork is minimal
- Monthly payments aren't required
  
- Availability is based on who you know

#### CONS

- Terms can be ambiguous and funding can be slow
- Average amounts are less than venture capital
- An option for investors to convert debt to equity is required
- Investment profile

Angel investments bear extremely high risks and are usually subject to reduction from future investment rounds. As such, they require a very high return on investment. Additionally, angel investors often mitigate the risk of an angel investment by allocating less than to these types of investments.

The Session was attended by 90 students and 32 faculty members.

The speaker concluded the session by summarizing, in exploring on financing for startups at an early stage and give you more insights on financing. Expand your knowledge on financial terms, financial strategies, how to make a proper Business plan and execute, appropriate funding and investments, accurate funding sources, about commercial Bank loans, Venture Capital, to be prepared for initial risks, increasing profits and overall aspects of financing at early stage. The session was open for interaction, questionnaires and feedback.

The IIC convener felicitated Prof M L Sai Kumar and concluded with vote of thanks. In addition, the IIC convener appreciated & praised Prof. M.L. Sai Kumar and said that the speaker has given in-depth knowledge and understanding of the basics, terminology and the implementation in the current scenario. He clearly stated that session is really valuable and requires more like sessions from him in the near future. The session concluded at 11:30 AM.



**NALLA NARASIMHA REDDY**  
Education Society's Group of Institutions - Integrated Campus  
(Approved by AICTE & PCI, New Delhi & Affiliated to JNTUH, Accredited by NAAC with A+ Grade)  
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**(UGC AUTONOMOUS INSTITUTION)**



Session on

## Angel Investment / VC Funding Opportunity for Early Stage Entrepreneurs



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Institute of Public Enterprise  
Hyderabad

Organized by

**Institution's Innovation Council (IIC),  
NNRG**



**25<sup>th</sup> August 2022**

**Time: 10:00 AM**

**Venue: Conference Hall, Ground Floor, NNRG**

**Dr G JANARDHANA RAJU**  
IIC-CONVENER & DEAN-SoE