

# Venture Fundraising Processes (II): What Matters to a Startup and an Investor

Date: 6 November 2020

Time: 10.30am - 12.00pm

1.0 Public CPD Point

## Synopsis

The process of raising funds for your early stage company could be simpler (or harder) than you might have been told. What we would like to share is our view on how to properly prepare your company for your first institutional fundraise, as well as what early stage investors tend to look for in a company. We will also cover some basics of legal terminology, as well as the points which should matter to early stage companies as well as investors.

This module will be presented by Mr Kelvin Goh (General Counsel and Executive Director) from Openspace Ventures and Mr Daniel Song, General Counsel at Biofourmis.

Learning Objectives:

- (a) Understand the key terms that should matter to you and why they are important
- (b) Understand the key terms which typically matter to an investor and why investors ask for these
- (c) Develop negotiation techniques which focus on themes which have real-world application to deliver a smooth start to a working relationship.

## Programme

10.00AM	Participants to log in to Webinar
10.30AM	Presentations
11.30AM	Q & A
12.00PM	End

Registration **SGD 96.30** (Inclusive of 7% GST)  
SAL Members can utilise credit dollar (C\$)

Register online at  
[www.sal-e.org.sg](http://www.sal-e.org.sg)

Register by  
28 October 2020

### SILE Attendance Policy

Participants who wish to obtain CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, this includes logging in at the start of the webinar and logging out at the conclusion of the webinar in the manner required by the organiser, and not being away from the entire activity for more than 15 minutes. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

 Webinar	LIFTED by 	1 PUBLIC CPD POINT	
	Legal Practitioner	 Specialisms	Practice Area: Others/Multi-
	In-House Counsel	 Specialisms	Disciplinary
Legal Support	 Others	Training Level: General	

## Speakers



### **Mr Kelvin Goh**

Kelvin Goh is the Executive Director and General Counsel at Openspace Ventures. He has worked in private equity and venture capital, both as an external legal advisor and an in-house lawyer, since 2008. Prior to assuming his current role at Openspace, he was a M&A lawyer at an international law firm, working in its London, Tokyo, Dubai, Hong Kong and Singapore offices. He is qualified in England & Wales and Singapore, and obtained his bachelor's and master's degrees in law from the London School of Economics.



### **Mr Daniel Song**

Daniel Song is General Counsel of Biofourmis, a digital health company headquartered in Boston Massachusetts. Prior to joining Biofourmis, Daniel spent 12 years in private practice in leading firms in Australia and Singapore and is admitted to the Supreme Courts of Singapore and Victoria, Australia. During his time in practice, Daniel acted for numerous start-ups in the region across the full range of fundraising transactions encompassing debt and equity, from seed funding to venture capital rounds and exits in the start-up space.