

## **Report on Session on Angel Investment funding opportunity for early-stage entrepreneurs**

Ms. Ridhima Mahabal started the session by welcoming Mr. Manish Johari. She introduced the facilitator is Mr. Manish Johari, Vice President, Lead Angels a reputed venture capitalist. Lead angels is a huge angel funding platform which has partnered with COEI to provide funding for worthy business ideas. Ms. Ridhima also shared that there are interns, pre-incubates, and students as the audience.

Mr. Manish started the session by asking ‘what are startups?’, to the audience. Then he stated some facts about Start up. He then stated that for a successful startup one of the most essential ingredients is a good entrepreneur. Mr. Manish also defined entrepreneurs and the key traits of a good entrepreneur like extreme passion, inquisitiveness, risk taker, infectious energy level, good listener. He then explained Indian logic of startup investments. He gave examples of the mobile phone and network companies. He stated that India maintains healthy competition and doesn’t make monopoly

Mr. Johari also spoke about Value creation, where he spoke about Visualizing one’s customer, spotting the pain points in the customer’s routine, etc. He then shared Osterwalder's business model, Lean Canvas. He explained the Lean Canvas model and its key elements in detail. He also explained Business plan key elements. He gave an example of JIO and their business plan idea in India, which was successful. Mr. Johari then told the participants that it is important to test their plan. He also spoke about creating elevator pitch. He shared some examples of successful startups like Zomato, Swiggy, etc. Mr. Johari then opened the platform for Q&A and then the session was concluded when Ms. Ridhima shared her gratitude towards the facilitator and the participants.