

Ref: ICSII-SSIP04/JAN25/03

Date: Monday, January 20, 2025

Event Report

Event: Planning for Startup Exit

Type: Seminar

Time: 3:00 PM – 4:30 PM

Venue: LH29, Indus University

Overview

The seminar titled “**Planning for Startup Exit**” was conducted by **Prof. Mansi Mehta** (Assistant Professor, IICT, Indus University), focusing on the often-overlooked but essential phase of a startup’s lifecycle — the exit strategy. The session aimed to provide participants with an understanding of **why exit planning is crucial**, the available options, and how to prepare well in advance for a successful transition.

Core Themes Discussed

1. Why Exit Planning Matters

- Aligning personal and investor goals with startup trajectory.
- Long-term visioning and backward planning from the exit stage.

2. Types of Exit Strategies

- **Acquisition, Merger, Initial Public Offering (IPO), Management Buyouts (MBO), and Acqui hires.**
- Pros and cons of each route in terms of control, valuation, and timing.

3. Startup Valuation Before Exit

- Factors influencing valuation: user base, revenue, IP, team strength.
- Readiness for due diligence and investor audits.

4. Legal and Financial Readiness

- Documentation, compliance, taxation considerations.
- Data room preparation and investor hand-holding.

5. Exit Readiness Scorecard

- How startups can assess if they're ready for an exit.
- Tools and frameworks for measuring business maturity and scalability.

6. Case Studies and Real-Life Examples

- Successful and failed exits from Indian and global startup ecosystems.
- Lessons learned and red flags that could delay or derail an exit.

Highlights of the Session

- Participants engaged in a **scenario-based discussion** where they crafted hypothetical exit plans.
- Emphasis was laid on aligning **exit strategies with founder vision and stakeholder interest**.
- Prof. Mansi Mehta shared practical tips on **negotiation and preparing emotionally for exit**.

Key Takeaways

- Exit planning should begin early — it is not just a conclusion but a **strategic direction**.
- Founders must understand valuation, compliance, and buyer psychology.
- Transparency, planning, and legal due diligence are critical for a successful exit.

Conclusion

The seminar encouraged budding entrepreneurs to **think of the end from the beginning**, preparing themselves for scalable success and strategic exits. Participants walked away with a roadmap to initiate early discussions on potential exit scenarios with mentors and investors.

Attendance: 65 Participants

Speaker: Prof. Mansi Mehta (Assistant Professor, IICT, Indus University)

Organized by: ICSII, Indus University

