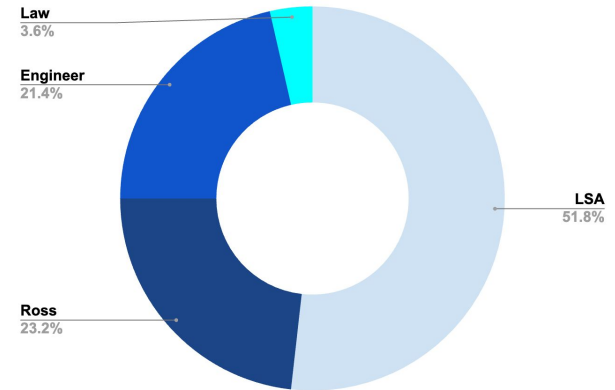
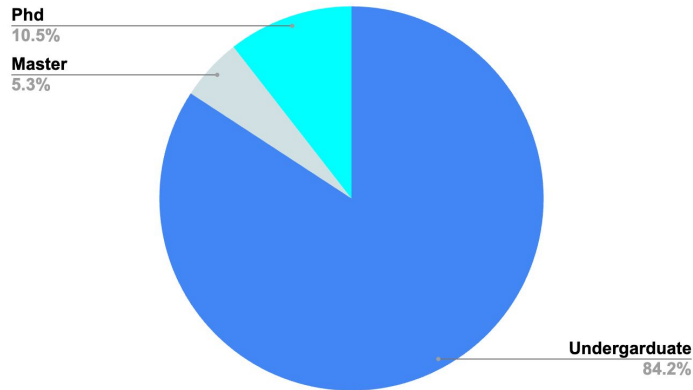


01

# Overview of our 2022 Fall intake

# 2022 Fall Intake

47 new members with diverse cultural, academic and professional backgrounds



# What is MVC



## Our Mission

The **first** venture capital club established by international students at the University of Michigan, launched in May 2022. We try to connect students with PE/VC industry.



## Our Position

Board members come from **diverse backgrounds** with strong passion and extensive exposure to the PE/VC industry, especially in the U.S. and Greater China



## Our Vision

Devoted to provide a platform for Umich students with interests in the PE/VC industry with **industry research practice, internship opportunities, and seminars** with invited speakers from well-known investment companies

# What MVC does

We work with PE&VCs

Some we have been working with since April (*non-exhaustive*)

 **HILLHOUSE**

**SEQUOIA** 

**ZhenFund**  
真格基金

 **K2VC**  
险|峰|长|青

 **PLUM VENTURES**  
梅花创投

**GAORONG**  
CAPITAL 

  
**奇绩创坛**  
MIRACLEPLUS

**6** **SIXTH**  
**STREET**  
**PARTNERS™**

 **AMINO**  
CAPITAL

 **BPC**  
BANYAN PACIFIC CAPITAL

 **TSVC**

**a16z**  
ANDREESSEN HOROWITZ

 **Beta**  
**Fellowship**

**MINDFULNESS**  
CAPITAL

 **UpHonest Capital**

# What MVC does

We work with Startups

Some Startups we have been working with since April (*non-exhaustive*)



SWEETGUM LABS



# What MVC does

We work with top university's PE/VC/Entrepreneurship clubs

University-PE/VC clubs we have been working with since April (*non-exhaustive*)



From Harvard



From MIT



From NYU



From Cornell



From Yale



From UPenn



From Columbia



From UCB



From USYD



From UCLA



From CMU



From Peking University



From Oxford



From Tsinghua University

# What MVC does

We work with labs and incubators

Incubators and labs we have been working with since April (*non-exhaustive*)



# Follow our social media to stay in the loop

Insta: Michigan\_Venture\_Club

Website: [mvcumich.com](http://mvcumich.com)

Email: [mvcumich@gmail.com](mailto:mvcumich@gmail.com)

Linkedin: Michigan Venture Club

Wechat: MVC创投

Slack: Michigan Venture Club





02

# Our plan for this semester


# 2022 Fall Training program

The MVC Executive Board has prepared a series of training sessions to get you started

- Topic 1: The general history of Venture Capital, Private Equity, and Financial Advisor
- Topic 2: How to do productive industry research
- Topic 3: How to do deal-sourcing and get connected with entrepreneurs
- Topic 4: How to write a business plan and pitch your company to investors




# 2022 Fall Research Schedule

- As research analysts, you will be staffed in one of our research teams and collaborate with like-minded peers to **delve into industries of your interest**
  - The **weekly meetings** are designed for different teams to present and share their findings and progress from the past week, and also for you to learn about other industries outside of your group
  - For each research project, we are expecting outputs in the form of a **written report**
  - Respective schedules for each group can vary
- 



# 2022 Fall PR, IT and Startup Teams

- Come to the meeting every week to learn from the research teams
  - Work on our official account to keep MVC good reputation in public
  - Anyone who is interested in starting a business is welcome to join the startup team and get some instructions from our experienced mentors
- 



# 2022 Fall Upcoming events

**September 2022:** Web3 Session with CollegeDAO @ Ross Business + Tech Week

**October 2022:** Web3 Session with a Public Blockchain company NEO Plus CollegeDao + Michigan Crypto Investment Club + Michigan V1

**October 2022:** Online Webinar by a UMich alumni - Topic: Tech industry working experience and Tech Startup investments

**November 2022:** Tech + Web3 Demo Day - Holding with other VC funds and institutions

**November 2022:** Online Webinar by a UMich alumni - Topic: Startup experience in engineer industry

**December:** Online Webinar by an angel investor and a series entrepreneur



# 03

## Get to know different teams & leaders

# Track1: Technology



## Meet the team

**About Fay (VP):** I'm Fay, currently studying Honors Math and minoring in Business and Computer Science. I have always been interested in investing and am a part of many investing organizations on campus. I have also had many opportunities to work with PEs. I am one of the CoFounders and will be leading the tech desk here at MVC.



## Scope and focus

**About the team:** The tech group is looking for people interested in technology and new developments. We will be studying the general industry trends this semester, also breaking the tech industry down into smaller fields. This group is open and flexible. Feel free to share your thoughts and suggestions and/or bring in new ideas.

# Track2: Sustainability, mobile internet product innovation, AI



## Meet the team

**About Leah (vp):** Junior year, Econ major and Energy Science minor. My professional experience includes consulting, IT, and venture capital. I also have experience working in different startups across industries and initiating my own Non-profit organization.



## Scope and focus

**About the team:** The research focus of the team I lead would be on sustainability, mobile internet product innovation, AI. The main component of our work will be research and case studies in the industry. The research outcome will be a professional and informative report, which would help members achieve their goals in career and ability enhancement.



# Track3: ESG (including renewable energy) & FMCG (Fast Moving Consumer Goods)



## Meet the team

**About Annie (VP):** Annie is a senior LSA student with a major in Statistics. Based on her previous internship in the renewable energy group in CICC Capital (China's top PE firm), she mainly focuses on electric vehicles and renewable energy batteries. Based on her internship in the food and beverage group of Ping An Securities Research Institute (China's top Investment Banking), she developed a strong interest in traditional consumer goods, such as beauty products, traditional bookstore transformation etc. Her other internship experiences mainly include: PwC Real Estate Group, Glock Venture Blockchain Group, if you are interested in industry research or relevant projects in these fields, our group can also have some workshops in these areas. Annie is the vice president of MVC and will be leading the ESG and Traditional consumer goods & services team with Lyn.

**About Lyn (Manager):** Lyn is a junior LSA student major in Economics and plans to minor in History of Art. With past internship experiences at ROTH Capital Partners (Investment Banking Sustainability team), she has gained exposure to SPAC deals and Green Bond. She has a strong interest in the ESG sector and will be dedicated to this sector after graduation. Lyn will be the manager of the ESG team.

# Track3: ESG (including renewable energy) & FMCG (Fast Moving Consumer Goods)



## Scope and focus

**ESG:** ESG stands for Environmental, Social, and Governance. Investors are increasingly applying these non-financial factors as part of their analysis process to identify material risks and growth opportunities. (E.g., Electronic vehicle & renewable energy)

**FMCG (Fast Moving Consumer Goods):** E.g. Food and Beverage, Beauty & personal care etc.

**Arrangement:** Mainly cover the Chinese market and the US market

- Sep~Oct: mainly focus on investment-oriented industry research and market research
- From late Oct: mainly focus on deal sourcing and direct contact with investors & other top venture capitals

# Track3: ESG (including renewable energy) & FMCG (Fast Moving Consumer Goods)



## Clarification

- Of course you can only be interested in ESG or consumer goods!
- No prior experience is required, but you are expected to have 3 hours per week devoted to doing industry research, deal sourcing and meeting with team members or external finance institution or founders of startups
- Additional bonus: internship refer to top consulting/ PE VC firms

# Track4: Healthcare



## Meet the team

**About Ivy (VP):** Ivy is a senior LSA student with a major in Economics and a minor in Computer Science. With past experiences at McKinsey, Bain and Oliver Wyman, especially in the private equity and healthcare team, she has gained exposure to different healthcare segments and engaged in several due-diligence projects. As for the primary market experience, she worked for a start-up financial advisor company with a specialization in biotech, software, and blockchain. Ivy is the vice president of MVC and will be leading the healthcare team with Ryan.

**About Ryan (Manager):** Ryan is a junior LSA student with a major in Economics and plans to minor in Business. With past internship experiences at D.A. Davidson Companies (Middle Market), Guotai Junan Securities (Top 5 IB in China), and Essence Securities (Top 10 IB in China), he has gained exposure to Municipal Bond issuance, IPO, and Private Placement deals. He has a strong passion in the Healthcare Sector, and hopes to immerse in this sector after graduation. Ryan will be the manager of the healthcare team.

# Track4: Healthcare



## Scope and focus

**About the team:** Healthcare industry investment requires your willingness to deep-dive into some realms that might be unfamiliar to you and the empathy, more than just quantitative and qualitative evaluations. As for me[Ivy], a non-medicine student, the learning curve for healthcare industry research never ends but is so rewarding. We are looking for someone with passion and persistence to explore the healthcare industry!

Here, we will work together to explore and evaluate different components of the this broad industry, including Pharmaceuticals, Biotechnology, Healthcare Providers & Services, as well as Medical Devices & Supplies, with complementary supports from our advisors (many of whom are PhD students in this field), and sharing panels from alumni working in this industry.

# Track5: Web3 & Blockchain – this is a real project for a startup called College DAO



## Meet the team

**About Joshua Sum:** Web3 Research Team Lead, Co-Founder, Core Lead @ College DAO, [LinkedIn](#)



## Scope and focus

**About the team:** The major projects that we will be building include a blockchain beginner course for newcomers to College DAO, a content framework for our daily and weekly insights posts, and deep dives on important topics like exploits, on-chain data analysis, or new technologies.

Crypto Market Insights Team	Blockchain Deal Flow Team	Quantitative Research Team
<Member Name> Head of Crypto Market Insights	<Member Name> Head of Blockchain Deal Flow	<Member Name> Head of Blockchain Quantitative Research

# Track5: Web3 & Blockchain – this is a real project for a startup called College DAO



## Scope and focus

Blockchain research and education is the bread and butter of College DAO. We are currently building out our systems and frameworks to become the top crypto and blockchain education platform in the space, and are looking to build partnerships with student organizations like the Michigan Venture Club (MVC).

### Scope of Work

For our research framework, we have to be mindful of our audience, which comprises users with differing levels of experience and exposure to the blockchain world.

To cater our content and research to all college students, we will conduct research based on fundamental concepts for our general posts, and do deeper dives into specific topics for users that have more background.

This is why we will be structured into 4 main teams:

1. Market Insights
2. Deal Flow
3. Quantitative Research

# Track5: Web3 & Blockchain – this is a real project for a startup called College DAO



## Scope and focus

### Market Insights

The Market Insights team will be in charge of monitoring macro conditions like interest rates, how equity markets are performing, and how this affects the crypto markets in general.

### Deal Flow

The Deal Flow team will be in charge of keeping up to date with the latest fundraising activities, rounds from venture capital funds in the industry, and new players in the startup ecosystem.

### Quantitative Research

The Quantitative Research team will be in charge of diving deep into the financial engineering, technology, and architecture of DeFi protocols, and crypto markets.



# Track6: E-commerce- a real company project



## Meet the team

**About John:** John is a junior LSA student with double major in Financial Math and Statistics. Once worked in the Top Capital Fund for one year, specifically focused on investing FMCG Ventures. He also had working experience in PE / Consulting industries. Personally he invested 2 companies, one of them has generated 40x profit up until now, the other has closed the first round of fund raising. John will be the president of MVC and also leading a special workshop for with a specific topic about B2B FMCG E-commerce.



## Scope and focus

Workshop Detail: A specific research for B2B E-commerce  
Research Target: Faire.com / wholesalepet.com / SPINS.com

# Track6: E-commerce- a real company project



## Scope and focus

This research focuses on helping a real-life company make their decisions of the future development. Therefore it is **highly confidential**.

Our target company wants to develop a B2B pet supply e-commerce platform. Therefore the project team will be scanning the pet - supply & e-commerce industry to get a better understanding if it is workable to build a B2B pet supply platform

Members will divide into 3 groups, do detailed research for 3 target companies: Faire.com / wholesalepet.com / SPINS.com (research approaches will be provided throughout the research process)

# Public Relations and Operation Team



## Meet the team

**About Sky:** Sky Zhang is a master of management student at Ross. He had working experience in both consulting and PE firms. He mainly focused on the TMT industry with a specialization in cyber security and the FMCG industry. He also had experience in video editing and social media marketing in the Sports industry.



## Scope and focus

Branding for MVC

Wechat | Instagram | LinkedIn



# Information Technology and Startup Team



## Meet the team

**About Max:** I am a junior in Ross/LSA studying Business and CS. Last summer, I worked as a quant trading intern in Chicago. I also have experience growing startups and pitching to investors. I used to play drums in an alternative band and listen to a ton of music in my free time.

**About Owen:** I am a Junior in LSA majoring CS. This summer, I worked as a full stack software engineer for a startup company that offers enterprise SaaS solutions to simplify recruiting process for organizations. I also adopted a cat this summer.



## Scope and focus

Managing MVC's official website.

Work with the Startup Team on an existing project or develop your own!

04

# Club membership

# Club membership

- 30\$ per year, you can scan by either venmo or zelle
- Money will be used on club operation and relevant activities
- If there is any remaining money, it will be refunded to you at the end of this semester

Scan in your banking app to pay  
NING  
at xxx-xxx-4850.



zelle®

05

**Photos Time**

06

# Networking





**Want to know more about  
MVC family?**

**We will have a after dinner  
tonight. Come if you want!**

**Location: to be decided**

