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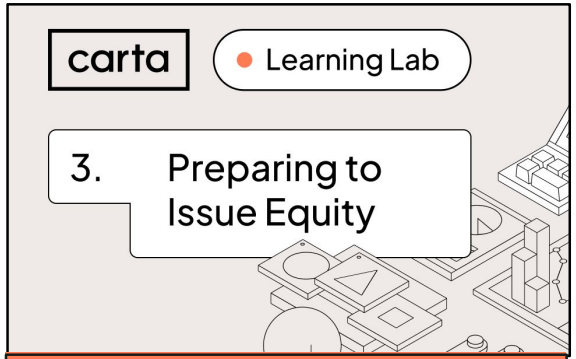
Fundraising Tools
Core Learning Lab

APRIL 2026

PART 2 OF 4

Upcoming Events

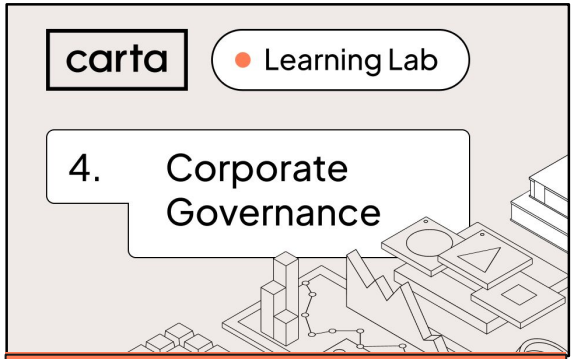
Join live sessions with startup experts, attend product education webinars, and connect with peers facing the same challenges as you.



PART 3 OF 4

Tuesday April 28, 2026
11:00 – 12:00 PM PDT

Register →



PART 4 OF 4

Wednesday, May 13, 2026
12:00 –1:00 PM PDT

Register →



PART 1 OF 4

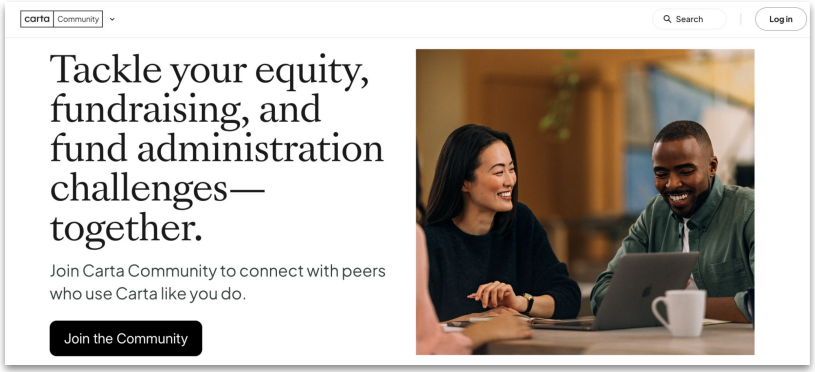
Thursday, May 28, 2026
11:30 – 12:30 PM PDT

Register →

Continue the conversation..

Collaborate with peers and industry experts while learning how to make Carta work for you:

- ➢ Learning Courses
- ➢ Customer chats
- ➢ Register for future **Learning Labs**





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REVIEW US ON G2

If Carta's helped you grow, scale, or simplify, share your experience on G2.




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Meet the speakers

Lindsay Evans
Senior Channel Support Analyst I
Celebrating Four Years at Carta!



For four years I've worked on the Law Firm Support team and have primarily focused on empowering Carta's law firm partners with exceptional, expert, and responsive support that enables them to confidently manage client equity on Carta.

Currently, I serve as a point of contact for some of our largest law firm partners. This entails facilitating and leading user trainings for new law firm users, collecting and recording product feedback, and solving highly complex cases.

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Contents

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Model your SAFEs	10	SAFE Financings	14
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PLANNING	NEGOTIATION	EXECUTION	POST-FUNDRAISE

What Founders Are Doing:

Building relationships with investors, early scenario and option pool planning to **start the fundraise informed**	Lead investor pitching and negotiation, finalizing scenarios, ready to compare term sheets	Signing term sheets, due diligence with prepped cap table from phases 1 and 2	Issuing securities, updating cap table, staying compliant

Carta Tools to Support Each Phase:

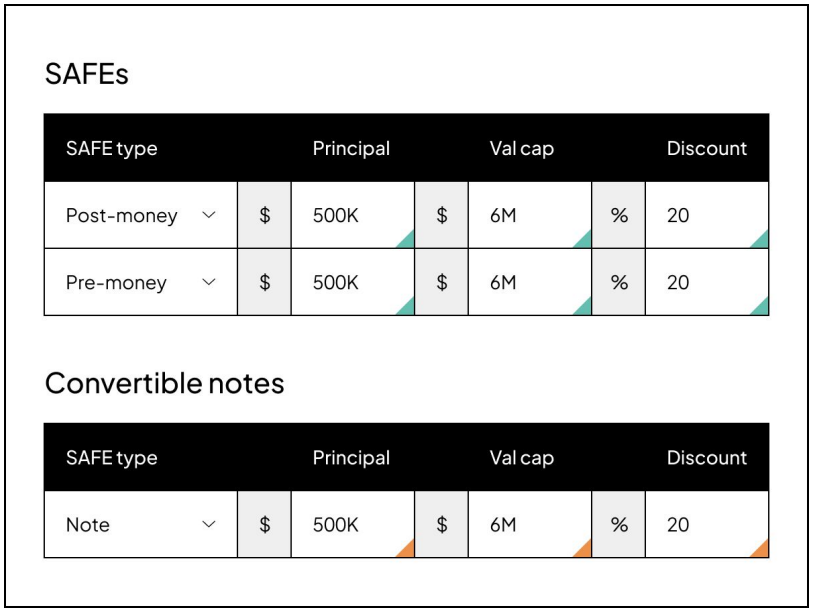
📈 Fundraising Insights 📊 Model your SAFEs and/or Model Priced Rounds 📉Board Consents/ Documents	📊 Model your SAFEs and/or Model Priced Rounds 📉Reporting 🏢 Deal Pro Forma	💬 Data Rooms ✍️ SAFE Financings 🚀 Deal Closings	🧾 Equity Issuance 💵409a Valuation 👥 Stakeholder Communication

What modeling tool should I use and when?

CARTA MODELING TOOLS	KEY ACTION	WHEN TO USE
Model your SAFEs	Understand SAFE conversion	Before or during a priced round
Model priced rounds	High-level fundraising planning	Early-stage term modeling
Build a deal-ready Pro Forma	Transaction-ready financing documents	Active priced rounds ready for execution
Model your exit	Exit/liquidity planning (who gets what)	Preparing for or analyzing an acquisition/IPO

Model your SAFEs

The SAFE modeling tool is designed specifically to help you evaluate:



➔ How your **ownership changes post-financing**

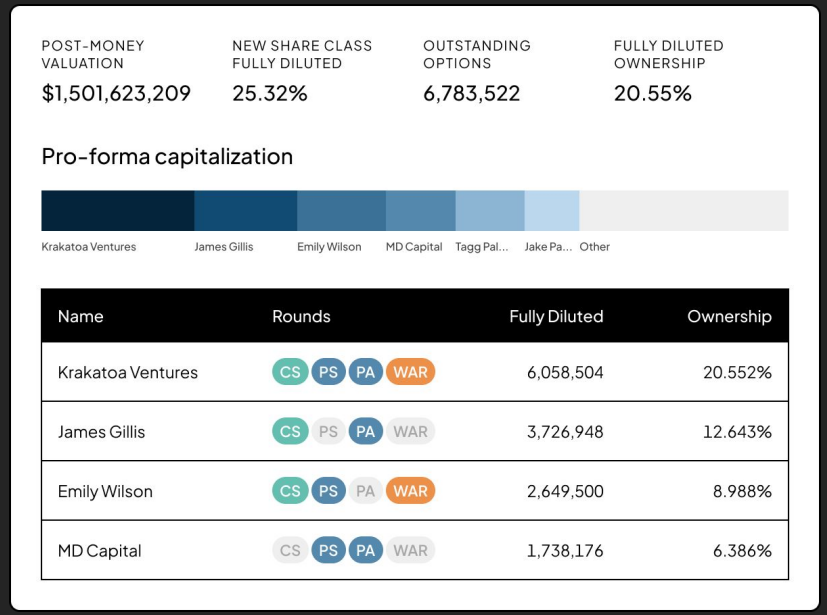
➔ How **SAFEs *may* convert** for each investor

➔ What **terms are most favorable** for your raise

Model your Priced Round

Model your next Priced Round — without the spreadsheet headache

- Real-time ownership impact
- Fundraise confidence: dollars, dilution, decisions
- Pro forma built into your workflow — not taped together in spreadsheets



Name	Rounds	Fully Diluted	Ownership
Krakatoa Ventures	CS PS PA WAR	6,058,504	20.552%
James Gillis	CS PS PA WAR	3,726,948	12.643%
Emily Wilson	CS PS PA WAR	2,649,500	8.988%
MD Capital	CS PS PA WAR	1,738,176	6.386%

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Set up your
Data Room

Be diligence-ready before you even start fundraising with features like:

➔ Unlimited data rooms

➔ Access controls

➔ Organize with folders



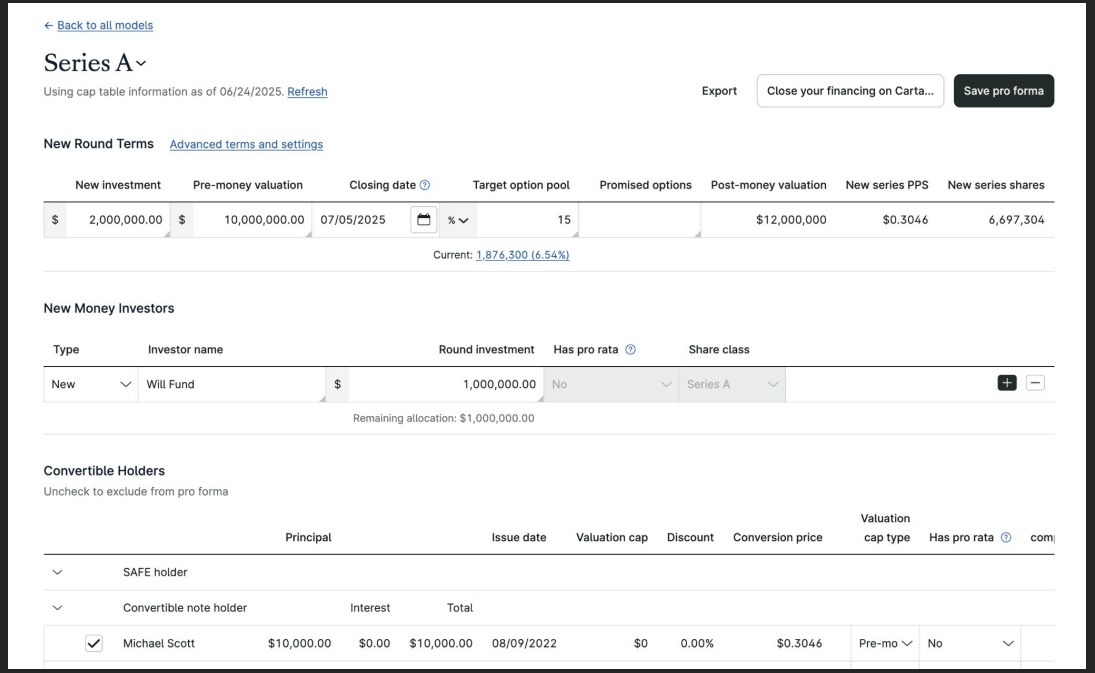
Resources:

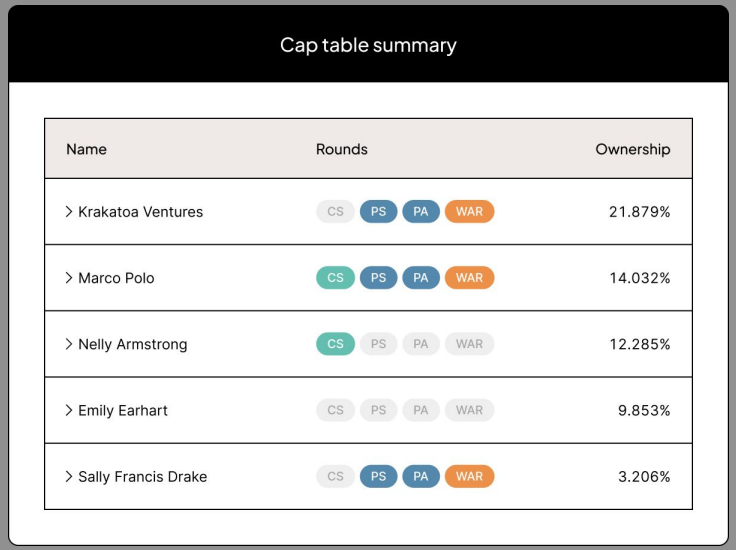
- *How to set up a data room*
- *Data room NDA*

Deal Closings/Deal Pro Forma

The Carta Deal Pro Forma tool allows users to generate an accurate pro forma with iterative calculation capabilities in a few easy steps

- *Build a Deal Ready Pro Forma*





End-to-end SAFE Financings

Carta simplifies the process of issuing and funding SAFEs

- Generate and customize **SAFE documents** using **Carta** or **Y Combinator templates**
- Send documents to investors for electronic signatures
- Receive funds through integrated ACH transactions
- Automatically update your cap table upon completion

Resources:

- *How the funding process works*

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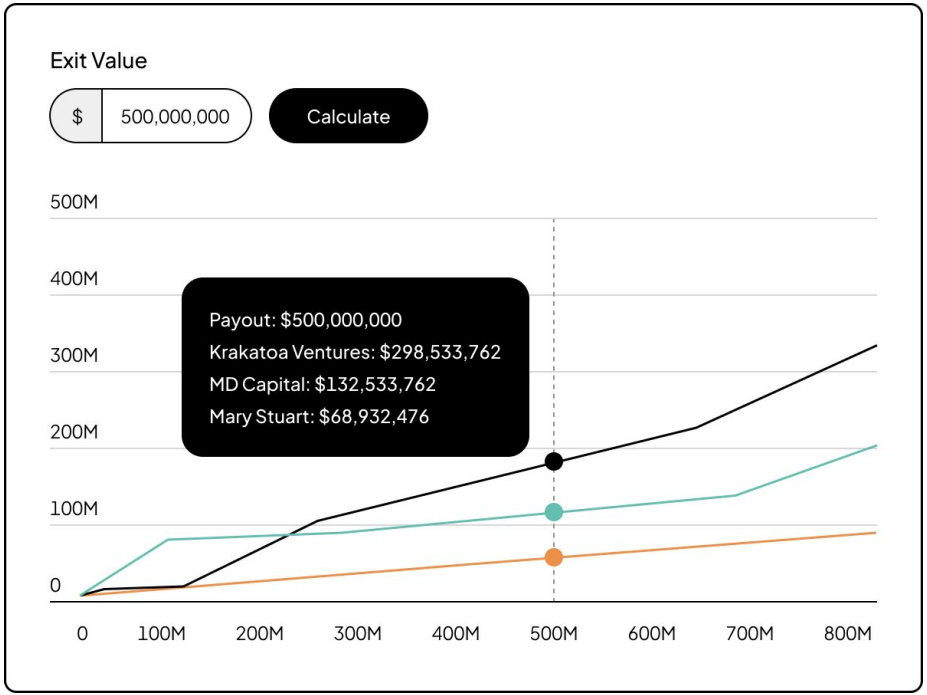
Model your Exit

You and your team:

Model exit scenarios, understand dilution, align incentives.

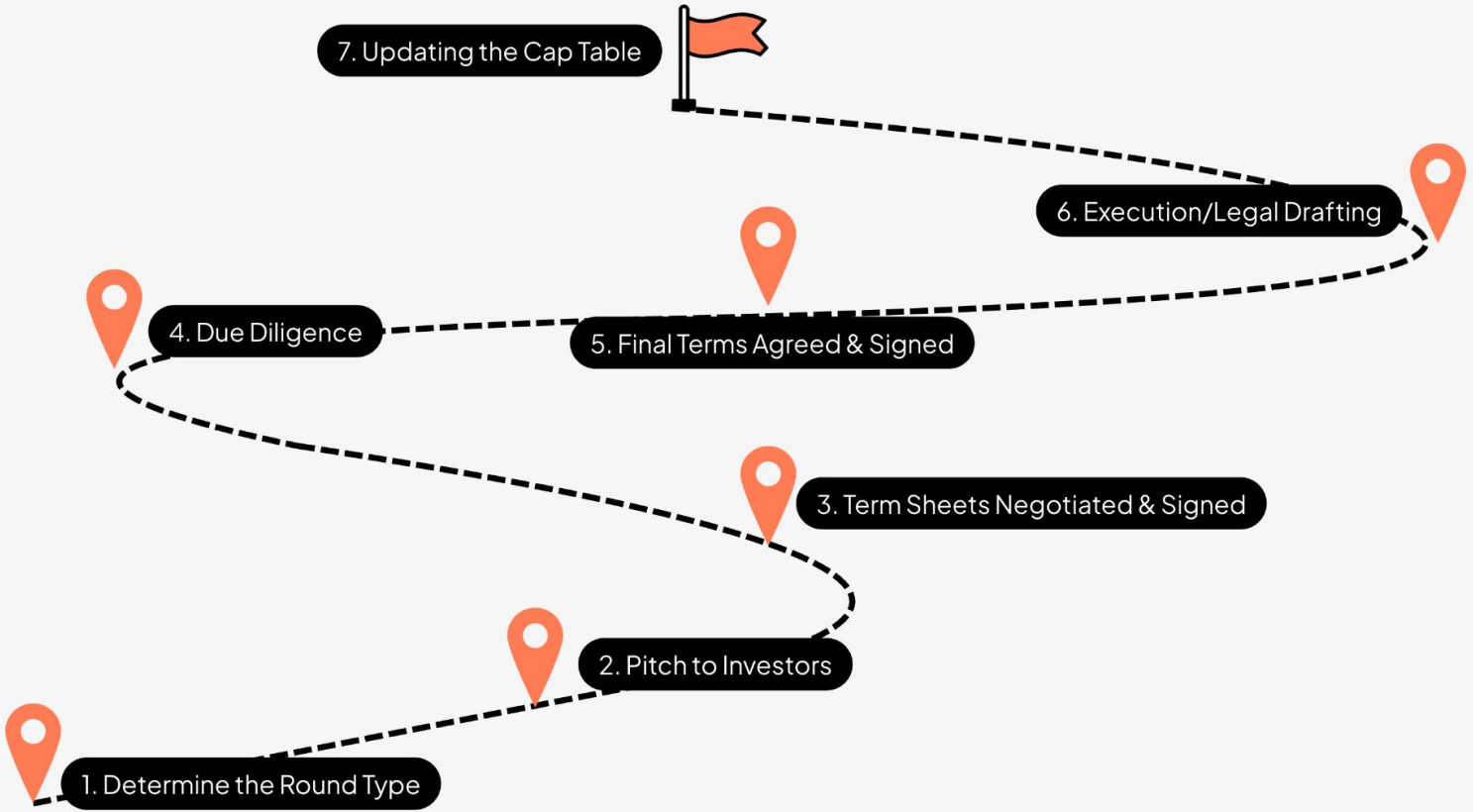
Your investors:

Clarity on returns, preferences, and payout order — instantly.



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A Founder's Fundraising Journey




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