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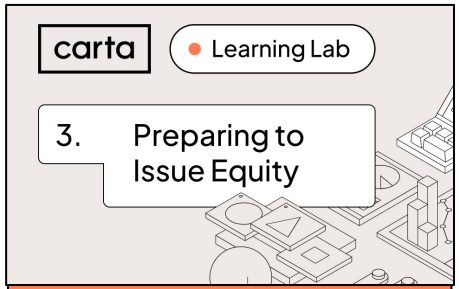
Fundraising Tools
Core Learning Lab

JUNE 2026

PART 2 OF 4

Upcoming Events

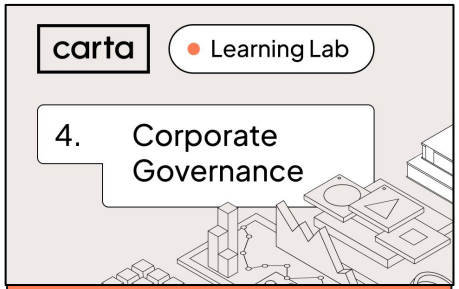
Join live sessions with startup experts, attend product education webinars, and connect with peers facing the same challenges as you.



PART 3 OF 4

Jun 24, 2026
10:00 – 11:00 AM PDT

Register →



PART 4 OF 4

Jul 9, 2026
10:00 – 11:00 AM PDT

Register →



PREPARING FOR IPO

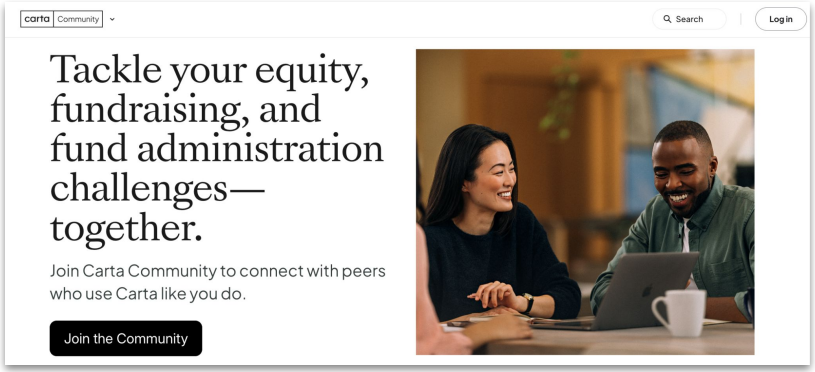
June 30, 2026
11:00 AM - 12:00 PM PDT

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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Meet the speakers

Brianne Villamor
Customer Enablement Manager
Over 6 years at Carta

I've worked with founders at every stage—from early stage startups all of the way to Series D companies with hundreds of employees—across technical support, sales, and customer success.

Currently, I help our users make the most out of Carta, grounded in a deep understanding of a the private equity space and it's ever-evolving needs.

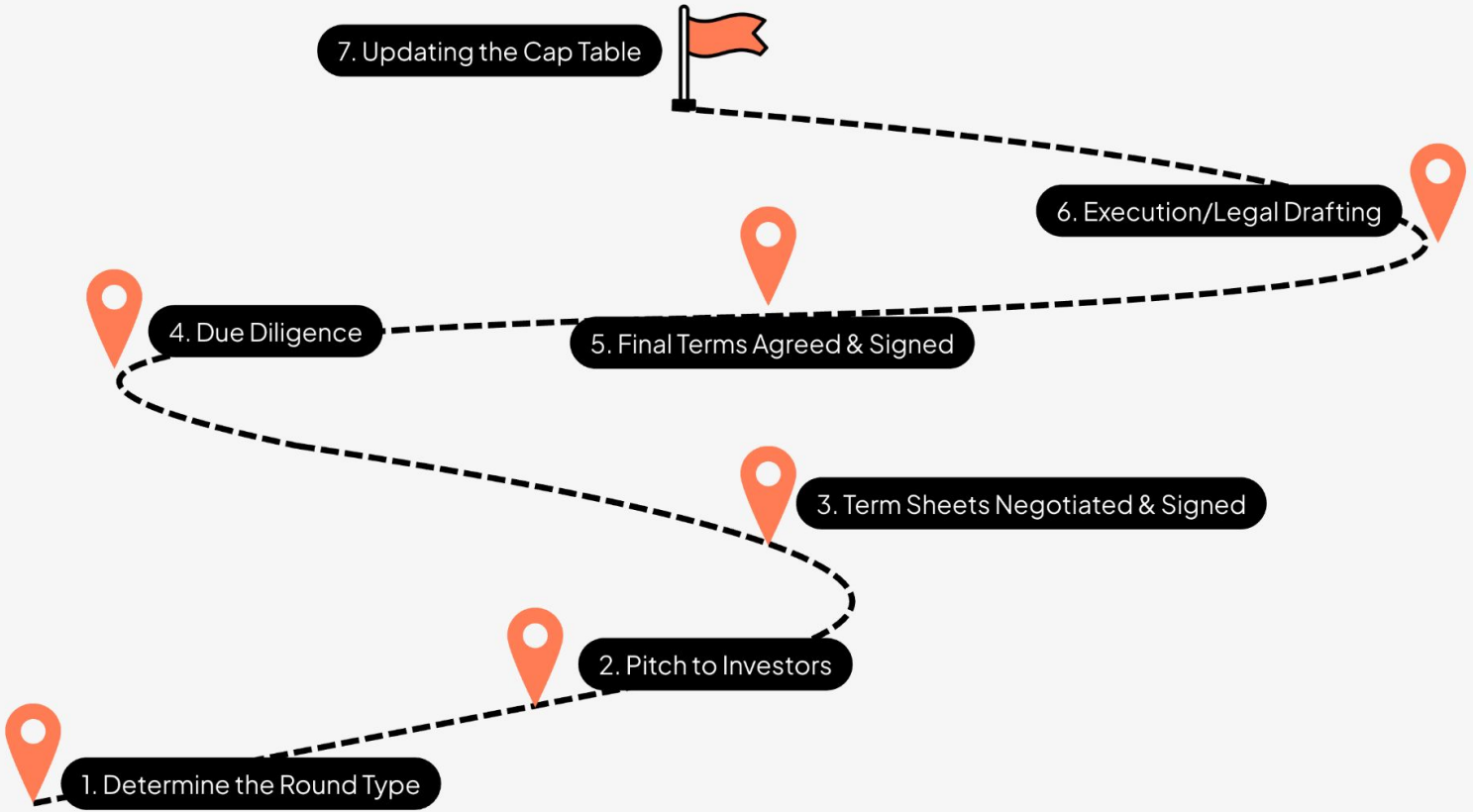


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A Founder's Fundraising Journey



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:

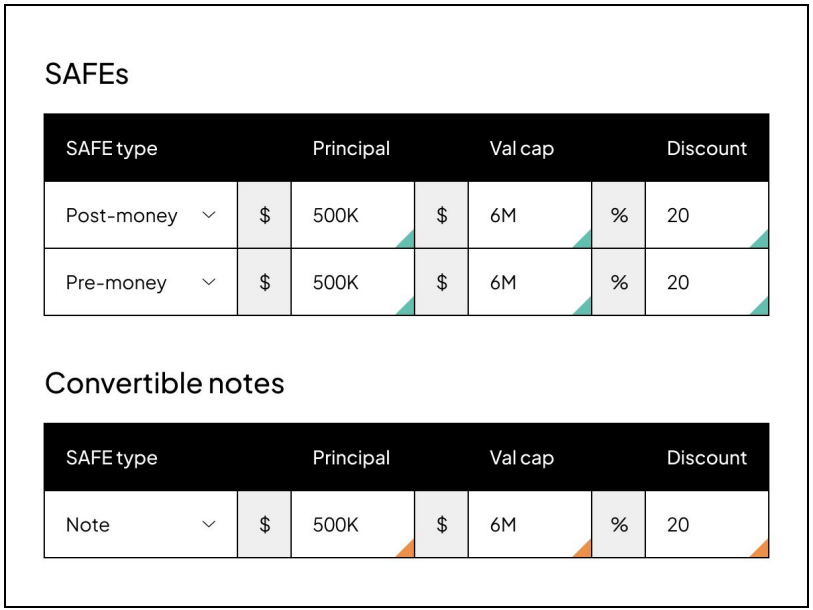
📈 Fundraising Insights 📊 Model your SAFEs and/or Model Priced Rounds 📉Board Consents/ Documents	📊 Model your SAFEs and/or Model Priced Rounds 📉Reporting 🏢 Deal Pro Forma	💬 Data Rooms ✍️ SAFE Financings 🚀 Deal Closings	🧾 Equity Issuance 💵409a Valuation 👥 Stakeholder Communication

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**

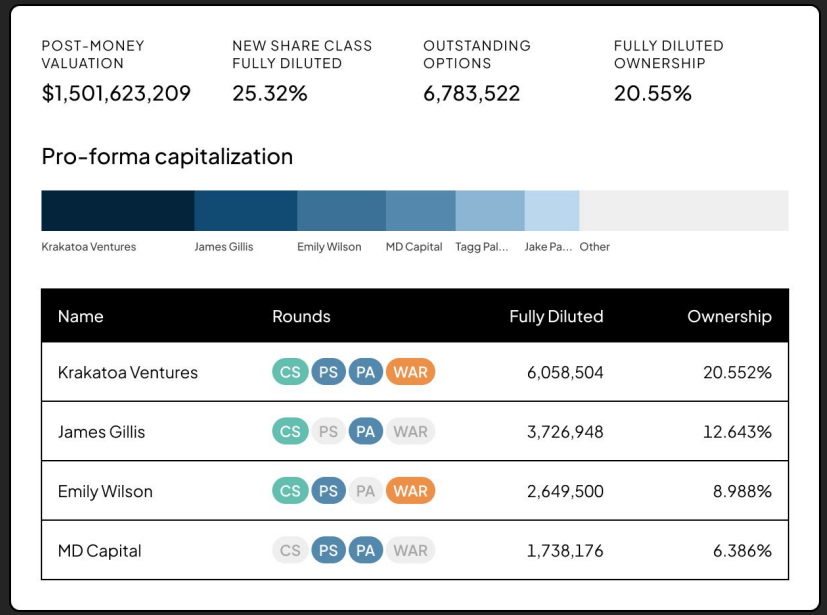
➔ How **SAFEs *may* convert** for each investor

➔ 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



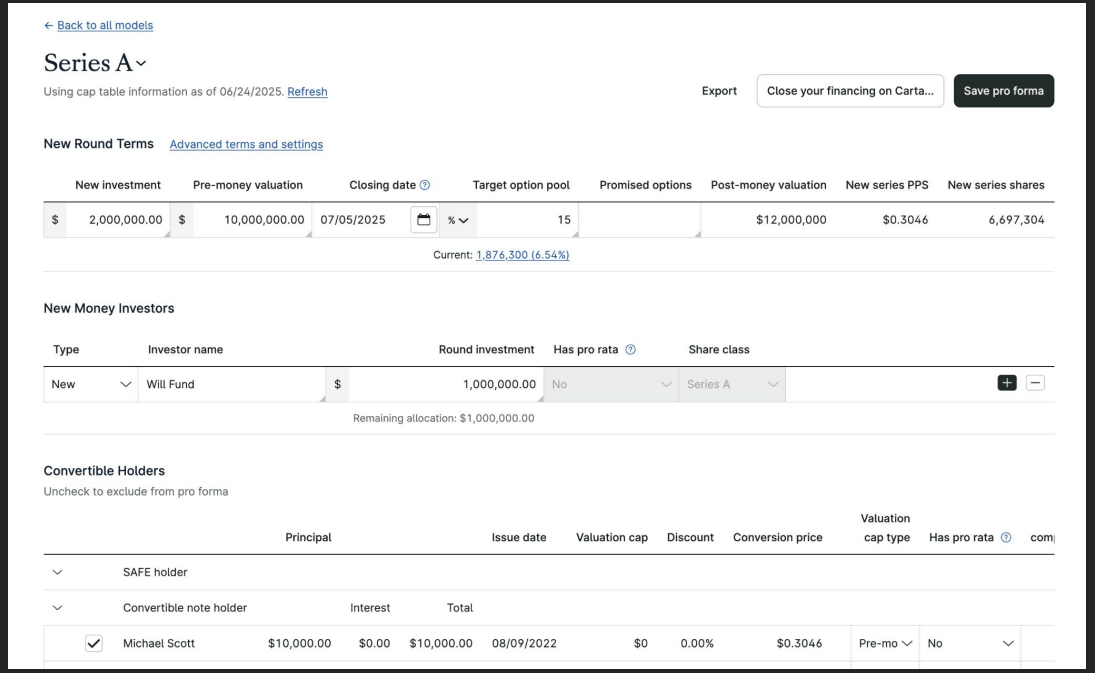
Resources:

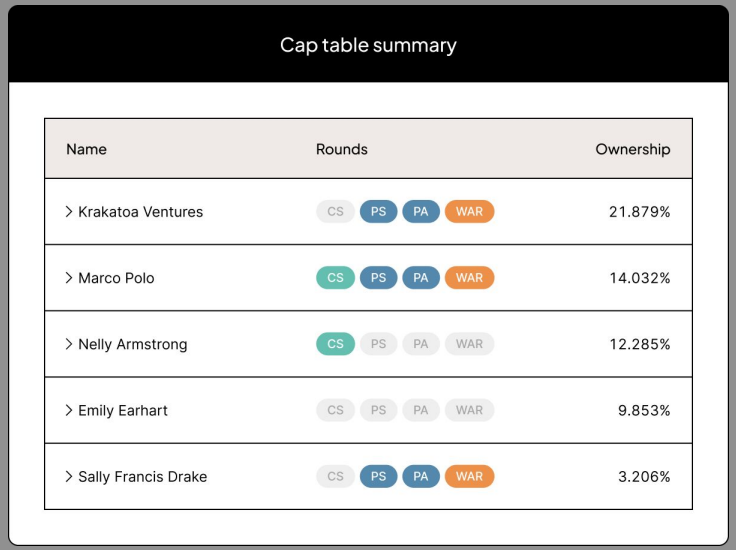
- *How to set up a data room*
- *Data room NDA*

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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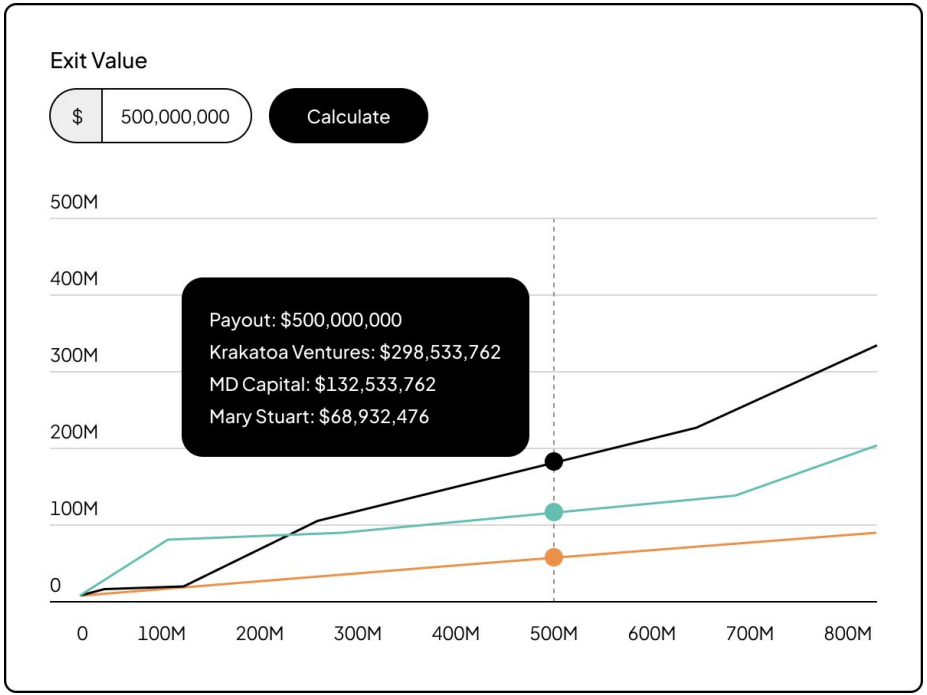
Model your Exit

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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