

bility as contributing to

Is Your Company VC/PE Investible?

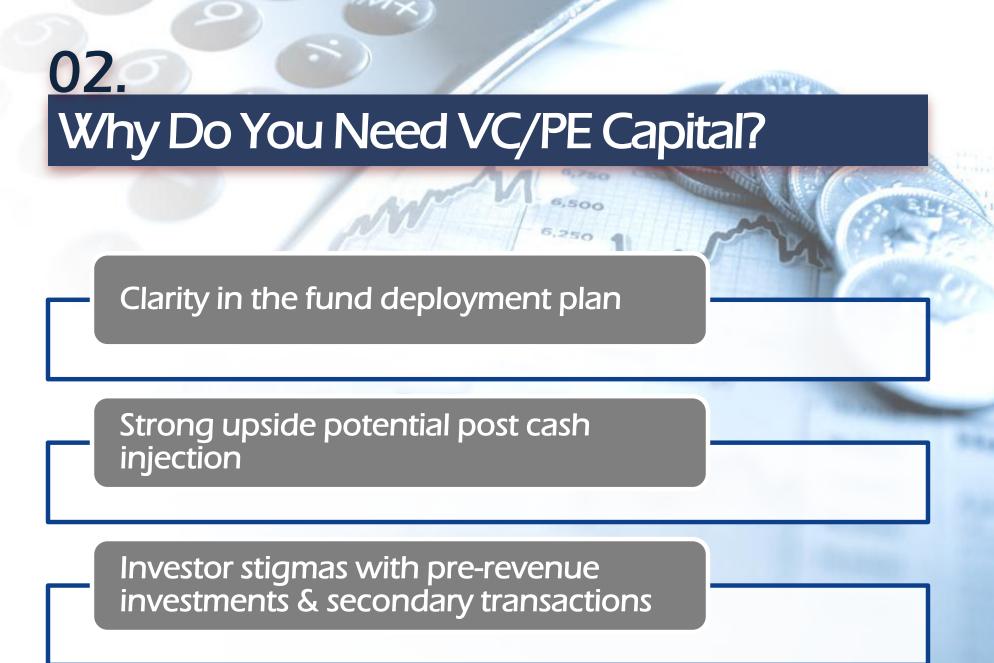
Model supportive of institutional investment

Business in place to support superior IRR expectations

Inflation

ov change Di

Clear path to exit (IPO, Sale)



03. Is the Market Opportunity Large Enough?

Present & future market potential

Research + anecdotal evidence

Alignment of operating plan





What is the Competitive Landscape?

DEVELOPMENT G

GROWTH

Knowledge about competition, its performance

Appreciation of customer & supplier dynamics

7 PROGRESS

External disruptors

What Valuation do you want?

Anchor your expectations

Benchmark against peers / previous transactions

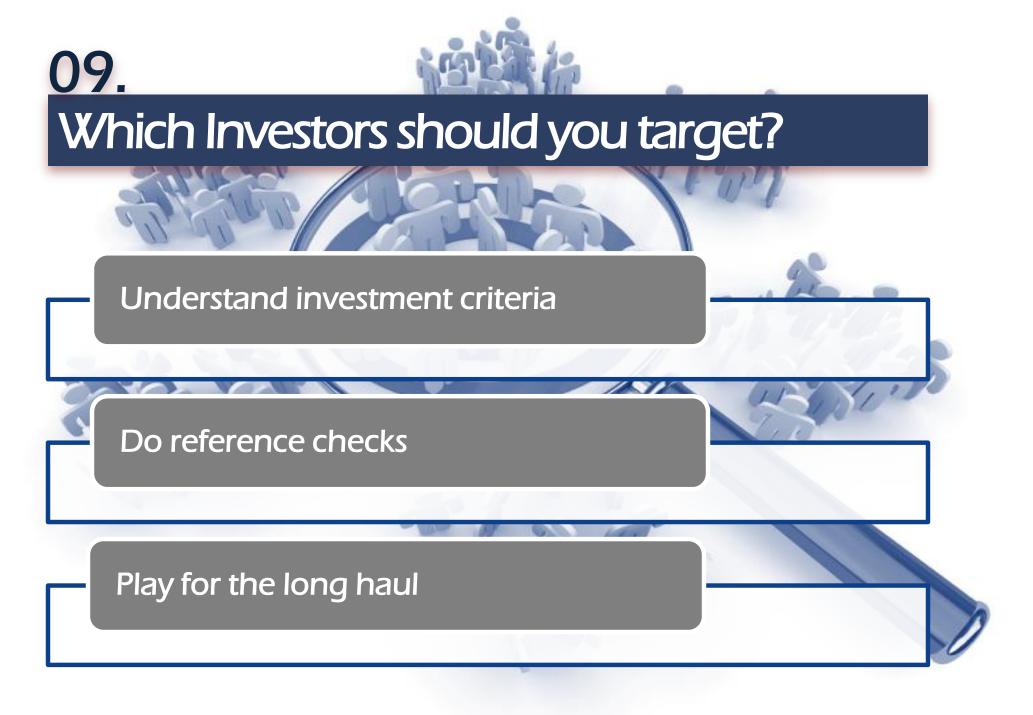
Supplementary aspects to valuation such as incoming investor rights

Do you have a Business Plan?

Quantitative projections in the near future supported by current run rates

Different scenarios during investor exit & probable returns realized

Credible fund deployment plan



Are the hygiene factors in place?

Strong references go a long way

Credibility & verifiability of data

Promoter viewed as custodian of investment





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