**DISCOVERY INVESTMENT FUND LIMITED**

**INVESTMENT PROPOSAL**

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| **Company Name:** |  |
| **Sector:** |  |
| **Stage:** |  |
| **HQ Location:** |  |
| **Employees:** |  |
| **Turnover:** |  |
| **Funding Required:** |  |
| **Pre-money Valuation:** |  |
| **IP Status:** |  |
| **EIS:** |  |
| **Contact:** |  |

**Executive Summary**

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| **Company Overview & Background:** |
| 1. ***Concept/Overview*** |
| 1. ***History & Background*** |
| 1. ***Current Stage in Development*** |
| 1. ***Future Development*** |

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| **Sales & Marketing** |
| 1. ***The Product/Service*** |
| 1. ***Revenue & Pricing Model*** |
| 1. ***Market Overview:*** 2. ***Market Size*** 3. ***Target Market*** 4. ***Route to Market*** 5. ***Company USPs*** |
| 1. ***Competitor Analysis*** |
| 1. ***Intellectual Property*** |
| 1. ***Growth Opportunities*** |
| 1. ***Risks & Mitigations*** *(risks in market, what could go wrong and what are you doing to protect the company against these risks)* |

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| **Operations** |
| 1. ***Management Team – brief history*** |
| 1. ***Offices & Staff*** |
| 1. ***Recruitment Planning*** |
| 1. ***Company Structure*** *(Limited, Partnership, Sole Trader, etc. Shareholding/ownership – if appropriate)* |
| 1. ***Conflicts of Interest*** *(e.g. Management Team positions held elsewhere)* |
| 1. ***Disclosure of Relationships*** |
| 1. ***Insurances*** *(Public Liability, Professional Indemnity, etc)* |

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| **Investment Information** |
| 1. ***Funding History*** |
| 1. ***Fundraising and Use of Funds*** |
| 1. ***Valuation Rationale*** *(Both valuation and supporting basis, for whole company)* |
| 1. ***Indicative Timetable*** *(when are funds required)* |
| 1. ***Investment Structure: Key Points*** *(what will ownership look like after investment, i.e. shareholding/loans post money)* |
| 1. ***Exit Strategy*** |

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| **Financial Information** |
| 1. ***Financial Forecasts*** *(Projected Profit & Loss, Balance Sheet, Cashflow)* |
| 1. ***Current & Future Burn Rate*** *(outgoing costs to the company, i.e. costs greater than sales or no sales yet)* |
| 1. ***Break-Even Analysis*** *(timescales to break-even)* |
| 1. ***Financial Obligations*** *(any obligations not disclosed in management accounts)* |
| 1. ***Current Balance Sheet*** *(financial year end to date)* |
| 1. ***Current Profit & Loss*** *(financial year end to date)* |