**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***
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| 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)*
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| 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)*
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