

INVESTMENT READINESS CHECKLIST

For Venture Capital	Y	N		Y	N
Are you operating in a high growth industry?			Can you demonstrate a well thought out exit strategy?		
Is there a first to market advantage?			Are you able to supply projected earnings and cash flow forecasts?		
Do you have an effective management team?			Is your organisation able to supply audited financial statements and projected operational and financial statements?		
Is there a diversification of company directors and employees skill base?			Is the legal structure of the group and the relationship of the company with subsidiaries and/or holding companies appropriate?		
Do you have <i>innovative</i> products or services?			Are you able to provide details of types of shares and share distributions to potential investors?		
Are you ready to accept equity?			Are the company's accounting policies in accordance with accounting standards?		
Are the shareholders realistic about your company's market value?			Is the company in compliance with environmental, equal employment opportunity and other regulatory requirements?		
Is there a global market for your products or services?			Are you able to supply a copy of the Constitution for the Company?		
Is there a valuation of the IP? Is the IP registered?			Is there a current Shareholders Agreement?		
Have you identified the level of funding required e.g., angel or venture capital?			Is there is no major litigation, pending or potential?		
Do you have a comprehensive business plan?			Does the company have a properly constituted board which meets at regular intervals?		
Is there clear evidence of market need for your product / service?			Are there any 'private company adjustments' including: inappropriate stock valuations, private expenditures and excessive salaries, superannuation and other benefits for shareholders?		
Can you clearly articulate the attributes of your ideal investor?			Are private and company financial affairs separated in the operations of the business?		
General			Does the company have adequate insurance coverage with regard to public and professional indemnities?		
Do you have the ability to identify company weaknesses and offer valid, productive solutions to these?			Are the directors' credit cards or holidays funded through the company?		
Are current employee contracts in place for all staff?			Have you completed your competitor analysis including identifying barriers to entry?		
Are you able to supply the following basic information about the company: names, addresses and contact personnel of the company's professional advisers, including legal, auditors, principal bankers and investment bankers?			Is there a clear indication of the market size?		
Has market research been undertaken by a third party to date? Are you able to provide the primary and secondary sources of information?			Have you perfected your pitches / presentations to investors?		
Are you able to list all potential domestic and international market segments?			Are you ready to undergo the due diligence process?		