

Investment Process

Stage	Leads	Pre-CIP	Pre-DD	CIP	Term Sheet	DD	Intro to IC	IC	Closing of Transaction	Monitoring	Exit
Description / activities	Leads are generated from active and passive deal sourcing through networks, partners, etc.	Weekly (pre) CIP meetings are held with the entire team to discuss the potential of the deal and raise any questions/concerns.	Deal team reviews business plan and a detailed assessment of financials and projections.	A more detailed overview of the opportunity is prepared as well as a proposed structure.	A term sheet is negotiated with the business and approved by the Partners.	After the signing of the TS, the deal team conducts a full DD.	Two weeks prior to the IC meeting a deal is introduced to the IC to discuss the opportunity and prepare for detailed discussion in IC.	Two weeks prior to IC, a memo, deal summary and financials are shared with the IC. Prior to IC questions are raised per email and addressed prior to the meeting. Decision making is done in accordance with the IC Charter.	After an IC approval, the deal team will close the transaction and document it.	During the investment/holding period the deal team monitors the company on a quarterly basis. At least one visit per year is made to the company.	Upon the last payment, the Deal Team prepares a detailed exit report including business, financial and impact achievements.
Deal Flow / Fund Wave	Each company is required to submit through the Deal Flow platform	Deal Flow is updated throughout the transaction development							Fund Wave is updated throughout the holding period		
Relevant Documents	Application form through Deal Flow	Deal Flow output from the application		CIP document generated through Deal Flow	Term Sheet		PPT presentation	<ul style="list-style-type: none"> - IC memo - Supplement memos after questions - Deal Summary - Financials - IC Minutes - IC Approval Sheet 	Legal documentation	<ul style="list-style-type: none"> - Quarterly Reports through Fund Wave - Annual Audited Reports 	Exit Report