

Investor Ready Checklist

Answer the questions below to identify focus areas for your business prior to seeking private equity investment.

	Y	N		Y	N
Do you have a key competitive advantage?	<input type="checkbox"/>	<input type="checkbox"/>	Is there a current Shareholders Agreement?	<input type="checkbox"/>	<input type="checkbox"/>
Are you operating in a high growth industry?	<input type="checkbox"/>	<input type="checkbox"/>	Are the shareholders realistic about your company's market value?	<input type="checkbox"/>	<input type="checkbox"/>
Is there a first to market advantage?	<input type="checkbox"/>	<input type="checkbox"/>	Are you able to provide details of types of shares and share distributions to potential investors?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have a comprehensive business plan?	<input type="checkbox"/>	<input type="checkbox"/>	Is the legal structure of the group and the relationship of the company with subsidiaries and/or holding companies appropriate?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have an experienced and effective management team?	<input type="checkbox"/>	<input type="checkbox"/>	Are you able to supply a copy of the Constitution for the Company?	<input type="checkbox"/>	<input type="checkbox"/>
Do you know how much funding you require?	<input type="checkbox"/>	<input type="checkbox"/>	Are there any 'private company adjustments' eg. Private expenditures, excessive salaries, superannuation or other benefits for shareholders?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have intellectual property?	<input type="checkbox"/>	<input type="checkbox"/>	Are private and company financial affairs separated in the operations of the business?	<input type="checkbox"/>	<input type="checkbox"/>
Is your intellectual property protected?	<input type="checkbox"/>	<input type="checkbox"/>	Is the company in compliance with environmental, equal opportunities and other regulatory requirements?	<input type="checkbox"/>	<input type="checkbox"/>
Have you clearly identified competitors, even if they are indirect?	<input type="checkbox"/>	<input type="checkbox"/>	Is there major litigation, pending or potential?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have innovative products or services?	<input type="checkbox"/>	<input type="checkbox"/>	Does the company have adequate insurance coverage with regard to public and professional indemnities?	<input type="checkbox"/>	<input type="checkbox"/>
Is there clear evidence of the market need for your product /service?	<input type="checkbox"/>	<input type="checkbox"/>	Can you demonstrate a well thought out exit strategy?	<input type="checkbox"/>	<input type="checkbox"/>
Is there a clear indication of the market size?	<input type="checkbox"/>	<input type="checkbox"/>	Can you clearly articulate the attributes of your ideal investor?	<input type="checkbox"/>	<input type="checkbox"/>
Are you able to list all potential domestic and international market segments?	<input type="checkbox"/>	<input type="checkbox"/>	Are you able to supply projected earnings and cash flow forecasts?	<input type="checkbox"/>	<input type="checkbox"/>
Is there diversification of company directors and employees skill base?	<input type="checkbox"/>	<input type="checkbox"/>	Are the company's accounting policies in accordance with accounting standards?	<input type="checkbox"/>	<input type="checkbox"/>
Are current employee contracts in place for all staff?	<input type="checkbox"/>	<input type="checkbox"/>	Are you able to supply details of the company's professional advisers eg lawyer, auditor, banker?	<input type="checkbox"/>	<input type="checkbox"/>
Does the company have a properly constituted advisory board which meets regularly?	<input type="checkbox"/>	<input type="checkbox"/>	Can you supply audited financial statements and projected financial/operational statements?	<input type="checkbox"/>	<input type="checkbox"/>
Can you supply details of third party market research which has been undertaken?	<input type="checkbox"/>	<input type="checkbox"/>	Is the company ready to accept equity?	<input type="checkbox"/>	<input type="checkbox"/>
Have you completed your competitor analysis including identifying barriers to entry?	<input type="checkbox"/>	<input type="checkbox"/>	Have you perfected your pitches / presentations to investors?	<input type="checkbox"/>	<input type="checkbox"/>
Can you identify the company's weaknesses and offer valid, productive solutions?	<input type="checkbox"/>	<input type="checkbox"/>	Are you ready to undergo the due diligence process?	<input type="checkbox"/>	<input type="checkbox"/>

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