

# Tanarra Ventures – Pre-Initial Meeting Form

31<sup>st</sup> August 2020

| Company overview |
|------------------|
| Company name     |
| Website          |
| Contact person   |
| Headquarters     |
| Sector           |
| Founded          |
| Other investors  |
| Company summary  |

| Questions  | Commentary |
|--|------------|
| What is the problem you're trying to solve?                            |            |
| What is your product / solution?                                       |            |
| Who is your customer?  |            |
| What is your sustainable competitive advantage?                        |            |
| What is your sales and marketing model?                                |            |
| Who are your competitors?  |            |
| What is your point of differentiation?                                 |            |
| Do you have audited financials?<br>What were your most recent results? |            |
| Who is your management? Is your board diverse?                         |            |

What is your ESG impact?

## Follow-up Questions

Complete this sentence;

'The problem is ... So if we....., The result should be .... and eventually lead to .....