

## The way to an investment

The High-Tech Gründerfonds management team has established a simple four-step process to evaluate your business concept in detail.

As a founder, you can send us your conclusive **business plan or pitch deck** either directly or hand it in via regional HTGF-Scouts and -Partners. Should you require help to write your business plan, we will be happy to provide you with contacts to experienced scouts, experts or network partners who can then assist you in writing the business plan. They can also choose to enclose a letter of reference to us.

*1st step:  
Get help writing your business plan.*

Once we have evaluated the documents and had the pleasure to meet with you in person, we will decide on the next steps. A match between your project and our fund's investment focus and the investment criteria are of particular importance at this stage of the evaluation. Upon positive review we will send you our **term sheet** which contains the conditions that apply for HTGF investments. As soon as you have returned the signed term sheet we will then start the actual due diligence phase.

*2nd step:  
Evaluation of the documents and handing over of the term sheet.*

During the **due diligence** process we review your proposal in detail in order to develop an in-depth understanding of your business concept. Among other things, we will check your technology's IP, the company's future financial planning, the market opportunities as well as the qualifications of the management team. References and feedback from the market are important elements in obtaining a realistic assessment of the growth potential. To further analyze the technology and the market we also recur to independent industry experts. A positive outcome of the due diligence process results in an investment recommendation sent to one of our three investment committees.

*3rd step:  
Due diligence as an instrument to analyze your proposal.*

The three **investment committees** focus on different technological fields and will take the final decision based on the investment proposal. An important factor for the decision-making is how the founding team presents its business in front of the investment committee. The investment committees are composed of representatives of our fund investors. If the committee accepts the participation proposal you immediately receive the confirmation of our financing commitment.

*4th step:  
Examination by one of the three investment committees and subsequent presentation by the founding team of their business.*