



## Business Due Diligence

THE BENGALURU ANGLES > BUSINESS DUE DILIGENCE

*Add link of your document if your answer contains a document in response to any question.*

### Company Information

**Registered Name \***

**Date founded \***

**Month**

**Day**

**Year**

Select ...

Select d...

2022

**Industry and Segment \***

**Management Team Resumes (Top 3 Profiles) \***

**Ownership % stake \***

**Office size \***



**Customer references \***

**Staff strength by skill/role \***

**Compensation structure \***

**Staff attrition rates for past 3 years \***

## Market Analysis

**Target market size \***

**Competitors with market share \***



***Business model \****

***Key growth drivers \****

***Key challenges \****

**Valuation, funds requested and use of funds**

***Valuation expectation and rationale/calculations***

***Funding requirement***

***Detailed break-up of use of funds with time frame \****

**Risks and mitigation plans**



**Key person risk \***

**Market / structure risk \***

**Operational risk \***

**Financial risk \***

**Legal risk \***

**Regulatory risk \***



***Key differentiation / Unique value \****

***Proposition / problems addressed \****

***Milestones achieved \****

***Pricing structure \****

***Target customers \****

***Average account size \****



**Market penetration \***

**Cost and lead time for customer acquisition \***

**Entry market strategy \***

## Current Financials

**Audited financial statements for past 3 years \***

**Revenue split (%) by product line wise . \***

**Current order book \***



***Burn rate per month \****

**Projections (Assume funding)**

***Financial projections for next 3 years \****

***Revenue split (%) by product line wise (include additional products identified) \****

***Additional markets / geographies / customer segments identified \****

***Order pipeline \****

***Target market penetration by year \****



**Expected burn rate per month \***

**Facility expansion plans \***

**Staff expansion plans \***

**Attachments (if any)**

No file chosen

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