

Susquehanna Investment Network (SIN) Private Investors Request & Company Profile

Thank you for your interest in developing a presentation for the Susquehanna Investment Network. This guide has been designed to help you prepare and submit your presentation to us.

PLEASE COMPLETE THE FOLLOWING:

Name of Company:

Address:

City:

State:

Zip Code:

Phone Number:

Fax Number:

Web Address: (Only if you currently have one)

E-Mail Address:

Management Team: (Enter the names and titles of your management team.)

Industry: (list the applicable industries (e.g. telecommunications, software, real estate, etc.))

Company Resources: (Include resources such as facilities, number of employees, special licenses or major existing customers.)

Type of Financing Sought: (Amount and type: e.g., \$500K seed, \$3M growth.)

Pre-Money Valuation for this Round: (Targeted valuation for this financing.)

Total External Capital Invested: (Amount of external capital invested to date. Include investor names if appropriate.)

Professionals: (Please include contacts for: accounting firm, corporate legal, IP legal, and bank.)

Use of Funds: (Brief paragraph describing how the funds will be used.)

Year Founded:

Business Description: (This should be a one or two paragraph summary of your business opportunity (the elevator pitch). This should also include your product/service, mission, vision, and business model.)

Management: (Indicate why your team is ideally suited to capitalize on the opportunity discussed in the business description- one paragraph.)

Company Background: (Describe the process that brought to you the discovery of the opportunity and assembly of the team- one paragraph.)

Technology/Property Rights: (Describe the factors that will provide your company with significant competitive barriers to entry. This can include intellectual property, trade secrets, key relationship, etc.)

Marketing, Sales, and Customers: (Describe the size, characteristics, and key trends in your market. Who are your top customers (current and/or projected- be very specific)? What is your value proposition to these customers?)

Competition: (Who are your primary competitors and what is your key competitive position?)

Financial Results & Projections (Dollars in Millions)

Fiscal Year	2001	2002	2003	2004	2005	2006	2007	2008
Revenue								
EBIT								