

Application Form

1. Company Profile

- 1.1 Company name / Name of the project
- 1.2 Name of contact person
- 1.3 Telephone or mobile phone number
- 1.4 E-mail address
- 1.5 Has the company been established? (Yes or No)

1.5.1 Company Headquarter

If you have selected Portugal, please choose the region

(NUTs III: Alto Minho | Cávado | Ave | AM Porto | Alto Tâmega |

- 1.6 How large is your team today? (Closed options)
<6 | 6-20 | 21-50 | 51-100 | 101-250 | >250
- 1.7 How long ago did you start your company? (Closed options)
<1 year | <3 years | 3-5 years | 6-8 years | 9-11 years | >11 years
- 1.8 What is your company's turnover (in Euros)? (Closed options)
<50k | 50k-100k | 101k-200k | 201k-500k | 501k-1M | 1M-2M | 2M-5M | >5M

2. Application

- 2.1 Executive Summary (brief description of the product/service, competition and the market)

3. Funding

- 3.1 What are the project's total funding needs? (in euros)
- 3.2 How much are you asking Portugal Ventures to invest in this project? (in euros)
- 3.3 How much are the other investors available to invest in this project? Who are these investors?
(Amounts in euros)

4. Your Profile *(the collection of this information is for statistical purposes only)*

4.1 What is your gender? (Closed options)

male | female | not identified/don't reply

4.2 How old are you? (Closed options)

<26 | 26-30 | 31-35 | 36-40 | 41-45 | 46-50 | >50

4.3 What is your nationality? (Closed options)

4.4 What were the three most important criteria that made you choose Portugal Ventures? (Closed Options)

Team expertise and Track record | VC track record | Network connections | Public status | Firm's brand | Support services | Ability to fund

5. Attachments

1. Please include a PowerPoint presentation of the project (or in pdf format) Topics to address:

- Founders/ Team (Management, board and advisors, investors, awards);
- Solution and value proposition (What problem are you solving? Why are you different from others? Do you have any Patents?)
- Competition and differentiation (Who are the competitors? How big are they? Why do you think you are ahead of them?)
- Product roadmap (Do you already have a fully working product? If not how long will it take to have one? How do you plan to develop your product? Who are your early adopters?)
- Target Market size and characterisation (How big is the market? How fast do you expect the target market to grow in the coming years?)
- Revenues (Business Model; type of revenues (recurring or not) What are the revenue levels/ growth-actual and expected?)
- Traction - How many active users and/or paying customers do you have? Who are they? What is the average cost of customer acquisition? What is the average customer lifetime value? Has the MVP been tested in a real case scenario? Who are the current and/or future customers?
- Funding Plan (How much do you want to raise? What for?)

- Next fund raising and exit (What will be the next move? When do you expect to have an exit? What are your valuation expectations?).
2. Please include a detailed Budget (P&L) with the estimated lifespan for the next 3 years (excel format)
 3. Please include a detailed competitive analysis, according to the template provided (as template below)
 4. Other documents that you considered relevant for project analysis.

Template Competitive Detailed Analysis

Relevant Criteria	Your solution/ company	Competitor #1	Competitor #2	Competitor #...
Products & Services				
Business Model				
Target Market (size in €, identifying markets)				
Market Share (%)				
Competitive advantage				
...				

