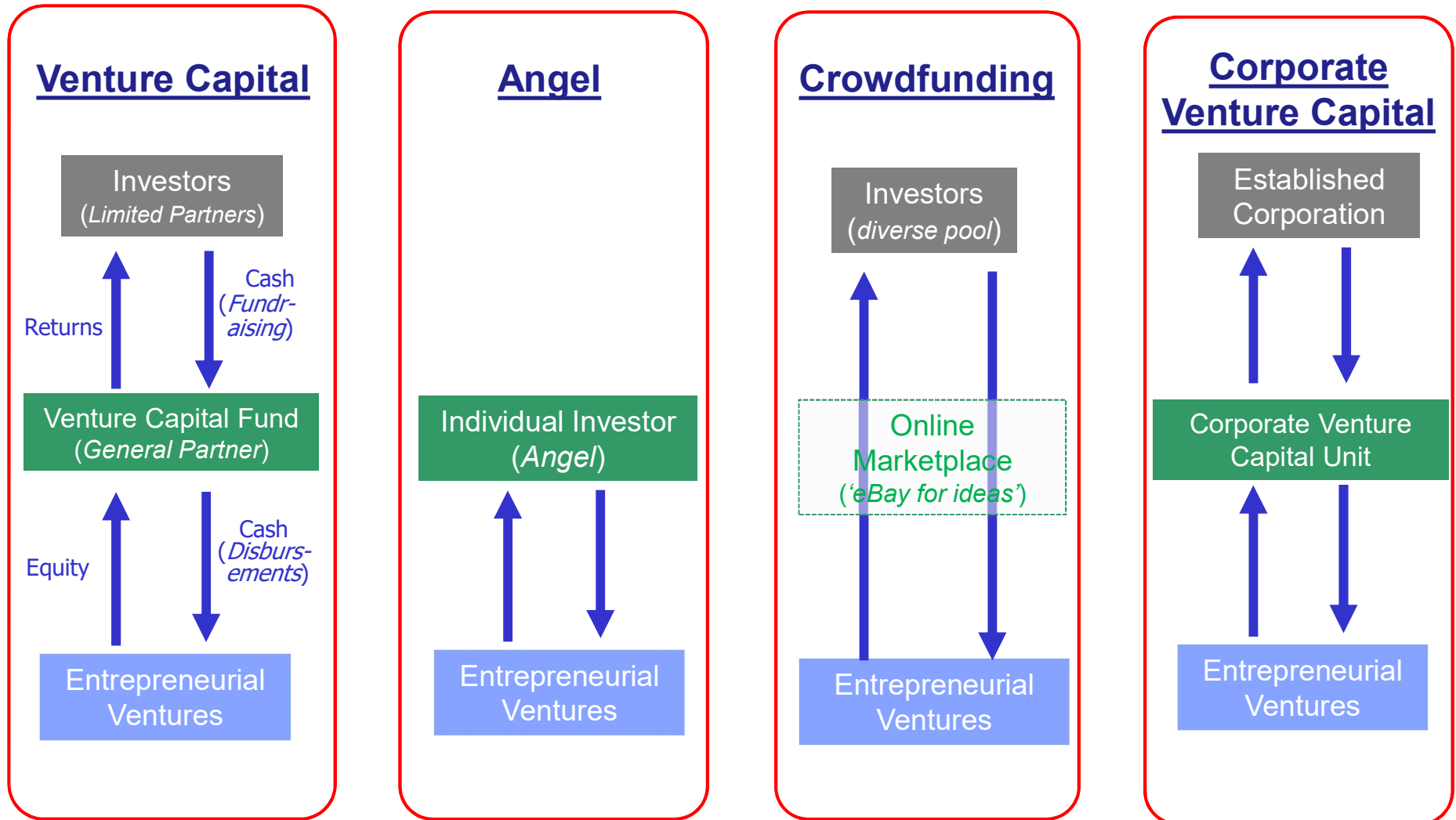


The Funding Buffet



The Funding Buffet

- Investment objective
 - What is a win for THEM?
- Source of THEIR capital
 - Own vs OPM vs both
 - Open vs closed fund
 - Repayment horizon
 - Investment committee & process
- Time
 - To invest
 - To nurture & exit
- Amount
 - Current round
 - Follow-on rounds
- Value add
 - Network(s!)
 - Complementary assets
- Portfolio
 - Number
 - Composition & overlap