

## Service Menu

### Impact Investment Readiness (IIR) Voucher Scheme Programme

Below is a list of IIR deliverables that are offered as services to be delivered by certified service providers to impact enterprises.

Standard Component		IIR Deliverable Descriptions	Timeline
1	Pitch Deck	The Pitch deck should aim to state the investment case and unique proposition of the company to investors. The 10 to 30 slides should go through problem statement, solution, business model, market potential (including TAM, SAM, SOM), Theory of Change, Competitive Landscape, Unfair advantage, Traction, and Impact so far, Capital Raise requirements and financial projections, Team Details, Future Milestones/Next Steps and any additional chapters required by the investors or the enterprise in service.	1-2 Weeks
2	Information Memorandum	A detailed document that investors can look into that deep dive and give further insights to the investors about the industry, relevant drivers, market trends, company business model and the team, case studies, financial model — ideally 20 to 30 Pages with Annex.	2-4 Weeks
3	Financial Model	The financial model should be designed around the business model and mechanics to show key elements of the past financial performance and projections for the next 2/5 years (based on company stage). Must be dynamic with an assumption worksheet so that the founders can re-use as variables change.	2-4 Weeks
4	Financial Instrument Advisory	Depending on the data gathered, the service providers should advise the financial instruments best fit for the raise and guidance on valuation (as needed). For example, give a range for equity and suggest possible dilution for convertible offer possible interest rates.	2-4 Weeks
5	Investor hitlist and Introduction	The service provider should provide a hit list of investors and make introductions for pitch(es) on best effort basis with the enterprise in service for effective investment raise.	1-2 Weeks
6	Priced Round Term Sheet	Draw a sample term sheet that entertains the basic terms and conditions of the prospective investment deal for the enterprise and investor in	1-2 Weeks



		the discussion. The document should contain conditions, such as exit strategy, preference on dividends, tag along, drag along rights, and board seats.	
7	Market Analysis and Business Model Evaluation	A key part of any business model is market analysis. The market analysis should address the product-market readiness, market potential, volume, and size, along with an effective market strategy validating current and potential business models for growth.	1-2 Weeks
8	Annual Business Reports	Communication with existing investors is the key to securing follow-on investments. An excellent mechanism is to prepare annual reports to communicate current traction and growth with existing shareholders to impress.	2-4 Weeks
9	Investor Data Room	Produce a safe room for the enterprise to store all investment supporting materials for effective professional communication with potential investors.	1-2 Weeks
10	Recommendation Report	Summarize and compile all the investment readiness advisory support provided to the enterprise in an effective instruction manual in the form of a recommendation report.	2-4 Weeks
11	Due Diligence Readiness Support	Ad Hoc support to the startup as requested by investor conducting due diligence of the startup before a potential financial decision like governance and policy documents	As required by the investor

Bonus Component		IIR Deliverable Descriptions	Timeline
1	Raising Commercial Investment	Key deliverable: commercial investment has been secured within acceptable range +/- 25% from fundraising target. The fundraising target is at a minimum of USD 25k. Key deliverables: a signed term sheet or agreement	Within 18 months from contract signing





Scaling Impact Enterprises of Bangladesh

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The Social Finance Academy (SFA), incubated by Roots of Impact, empowers impact entrepreneurs with the help of practice-driven knowledge and high-quality capacity-building. We are B-Bridddhi knowledge partner by providing:



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