



Department of
**Primary Industries and
Regional Development**

GOVERNMENT OF
WESTERN AUSTRALIA

YOUR GUIDE TO INVESTMENT READINESS



Chamber of Commerce
and Industry WA



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Department of
**Primary Industries and
Regional Development**



Chamber of Commerce
and Industry WA

Executive summary

The Agribusiness & Food Investment Team and the CCIWA have come together to produce this guide to Investment Readiness to help businesses better understand the capital raising process and the elements that make up that process; and address some misconceptions raised by small and medium enterprises in the agribusiness and food industry on what investment readiness looks like.

This guide includes Investor Readiness components such as:

- 1. Components to get investment ready:** The need for a well-articulated Business Plan and a financial model to understand key value drivers of your business and potential legal structures.
- 2. Key elements of a successful proposition:** How to deliver your pitch and the key elements that make up a successful pitch.
- 3. Funding options:** There are several sources of potential funding from Government grants to Private Equity, or even an Initial Public Offering (IPO).
- 4. Valuation methodology:** Investors have several ways of valuing a business, so it's important to understand some of the main valuation methodologies being used.

This guide will describe in greater detail each of these elements, and provide discussion on potential legal structures, sources of capital, a road map highlighting the main stages of the journey and an initial checklist of documents an investor will request during the due diligence process.

There is a fair bit of work to do before you are ready to engage with potential investors and there is no guarantee of success. But, if you need help along the way you can utilise resources such as the Agribusiness & Food Investment Team, who can help refer you to the right people based on your needs, or contact the Chamber of Commerce and Industry WA (CCIWA) and their dedicated Trade and Investment Centre team.



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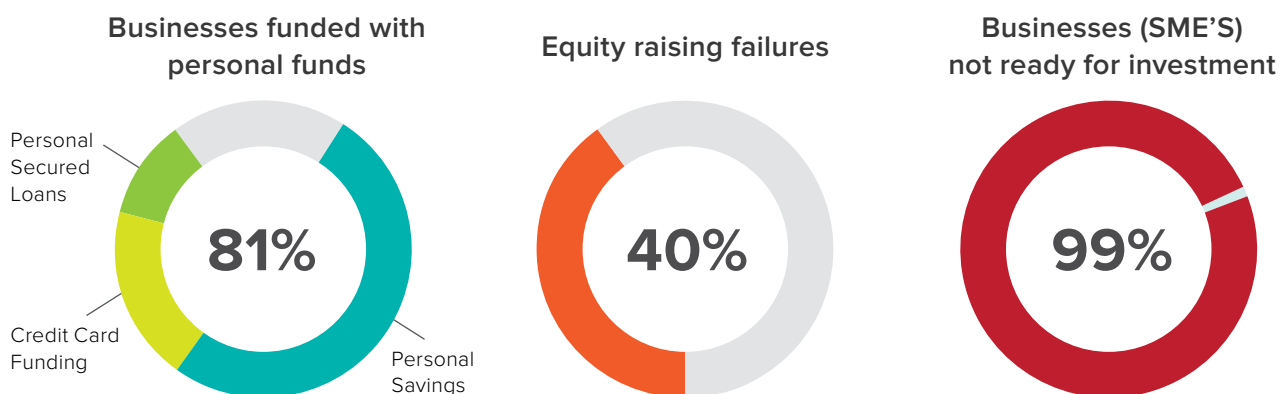
Why is investment readiness important?

Investment readiness isn't just about trying to find partners to invest in your business. The process you go through to attract capital is the same process you undertake when requesting a loan from your bank.

By following the structured approach outlined in this guide, you will leave your audience with an increased level of confidence in you, your business and your ability to execute your business plan. Too often we hear that the agriculture sector is failing to attract capital, and while several reasons are often quoted, the reality as supported by research from independent bodies* has found that the overwhelming majority of agricultural enterprises across the value chain simply aren't ready to attract capital. We have seen examples of farm businesses scaling up operations and increasing revenue but governance and reporting procedures haven't grown with the business. This means outsiders looking in can't readily understand how the business operates. There are also instances where an agri-business will have difficulty separating the family finances from the family business, with assets held in several names pledged as security to several lenders across a single property.

Investment readiness is critical in order to engage and respond to prospective opportunities. With small and medium-sized businesses (SME's) increasingly using credit card or personal loans to fund operations⁺, attracting outside investment can act as an important catalyst to grow your operations without putting pressure on your balance sheet. Without the proper preparation, raising equity can be difficult. 40 percent of capital raisings do not succeed and 99 percent of SME's are categorised as "not investment ready".

While this guide will outline to you the essential elements and documentation required in a capital-raising process, it is recommended that you consider engaging the services of independent advisors to help you structure your business and provide an independent and credible perspective to prospective investors so they can undertake a proper review of your proposition.



* BDO Australian superannuation fund investment in agriculture 2014/15; PPB Advisory ABC Rural "Australian farms not investment ready: corporate advisor" 29 April 2016.

+Source :NSWBC – Thinking Business 2014. Australian Small Business – Key Statistics and Analysis.

Why should I read this guide to raising capital?



Today's investors are more empowered than ever before thanks to the real time availability of data for almost every kind of business. Investors have access to the essential tools to screen and evaluate offers and will typically make investment decisions based on clear strategic and valuation metrics.

Potential investors do not become partners overnight. They require exceptional people with good businesses and solid future earnings capabilities. A comprehensive and well-curated business proposal is essential to attract and hold their attention.

Investment Readiness is an integral part of a successful investor engagement and capital raising process, irrespective of the type or size of the business.

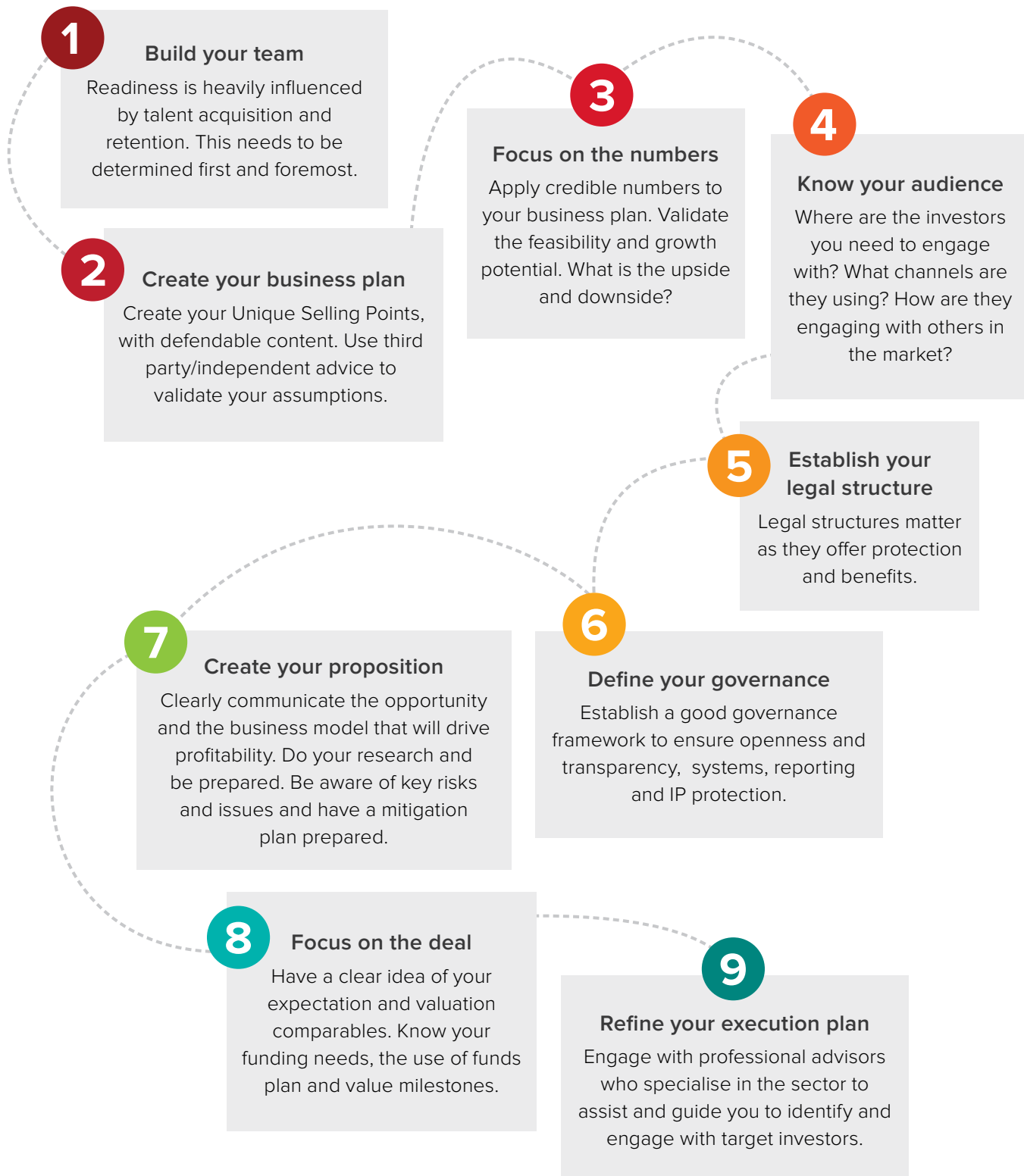
This Guide to Capital Raising outlines critical elements of a good capital raising proposal to guide you in investor engagement and securing funds; from getting started to more advanced practises. It is designed to be useful, practical and informative.

It will outline:

1. the capital raising journey, to help assess your preparedness and understand the gaps to be addressed;
2. the essential elements of investment readiness;
3. how to develop your investor proposition;
4. key elements of the capital raising proposition, including the corporate structure and potential exit options for investors;
5. who to approach;
6. how to de-risk your business proposal;
7. common mistakes; and
8. initial due diligence checklist.

The Capital Raising Journey

No two paths to investment readiness are the same. But there are a few pointers you should consider in the funding journey.





How to become investment ready



Business plan

Your business plan should define your primary purpose, your current position and your future defendable goals over time. Clarifying the purpose and direction of your business allows internal stakeholders and potential investors to understand the opportunity, the requirement to reach your goals and the challenges ahead.



Financials

A company's financial conditions is a major focus to both investors and creditors. As capital providers, investors and creditors rely on a company's financials to better understand the scale, safety and profitability of their investments.



Legals

Having the right legal documents in place from the outset will protect your business through growth and maturity periods, all the way to the planned exit. Examples include shareholder agreements, share subscription agreement, intellectual property, employee contracts, supplier/sales partner contracts and relevant paid up insurances.



“POTENTIAL INVESTORS DO NOT BECOME PARTNERS OVERNIGHT. THEY REQUIRE EXCEPTIONAL PEOPLE AND GOOD BUSINESSES WITH SOLID FUTURE EARNING CAPABILITIES.”



Valuation and price

A successful investor will analyse your business with a focus on a number of fundamental metrics. Having a defensible, credible valuation and an asking price that demonstrates value for money to the investor is paramount. A valuation based on tangible and intangible assets (goodwill, intellectual property etc.) differentiates the value proposition.



Investor proposition

When delivering your proposition or “pitch” to an investor it’s important to remember that this is your opportunity to share your story and your vision to an engaged audience. Articulate how their investment will be used to grow your business. While it’s important to have a deep understanding of the detail, you need to be sure that your proposition is simple and delivered with passion and confidence.

Business plan



A clear and well thought-out business plan is necessary to attract serious investors.

A business plan tells the story of your business and why you are looking to raise capital. It captures the purpose, product, place, promotion, process, price, people, and preparation of a business. Business plans should discuss alternative future scenarios, and set specific objectives and goals along with resources required to achieve these goals.

Good business plans can attract investors through the identification of a unique selling proposition of the business, and **provide evidence** of the company's ability to capitalise on this. When describing your business, it's important to avoid too much technical jargon and instead convey your message clearly and in a way that an investor who may have no background in your sector will be able to understand.

Your business plan should open with a succinct executive summary and then address:

- The macro environment (target market, size and gaps in the market)
- Product, business model and customer value proposition
- Competitors and their response
- Sales and marketing strategy
- Team leadership and management
- Financials (historical and projections)
- Risk management and mitigation plan

Financials



A company's financial statements provide the financial details investors use to evaluate a company's financial performance.

This includes:

- balance sheets and asset register;
- income statements/ profit & loss statements;
- cash flow; and
- shareholder equity statements.

Capital providers, investors and creditors rely on a company's financial condition to understand the profitability and financial health of a business. A company's current capital mix, obligations, profitability and cash flow (inflows and outflows) requirements will also be considered. It is vital that financial statements are accurate to enable the investor to make an informed decision.

Similarly, it is critical the asset register is up to date and clearly shows the assets owned by your business, their value and location. Capital providers will also want to see past capital invested, your current capital requirements and future capital needed to grow the business.

It is also helpful that all financial statements are audited by a qualified professional with a set of management statements/explanation/notes to accompany those financials.



Legal



It is important to consider an appropriate legal and tax investment structure. Key considerations include funding, control and management, governance/risk and ability to exit the investment.

Shareholders Agreement

When looking to raise capital, it is important to consider developing a shareholders agreement, setting out the relationship between shareholders and the board and defining who currently owns the business. It will cover matters such as:

- issuing new shares;
- sale of existing shares;
- directors duties, including that of the Managing Director/Partner;
- conduct of board and shareholder meetings;
- delegation authority of the Managing Director/ Partner; and
- dispute resolution.

The shareholders agreement can be drafted before looking for external investment or when you begin engaging investors, based on your term sheet.

Term Sheet

When an investor decides to invest in your firm, they will generally provide you with a term sheet which sets out the basic terms under which an investment will be made. Typically the terms will include such subjects as investment valuation, vesting, board/control, employee stock ownership plan, liquidity preferences, anti-dilution, dividends and legal documents.

Subscription Agreement

A subscription agreement formalises the terms of the investment and specifies:

- number of shares to be issued;
- subscription price for those shares;
- when the company will issue the shares; and
- warranties and representations.



IP Assignment Agreement

Your Intellectual Property (IP) is critical to your company's value. It is important to ensure you have assigned your IP to the same company your investor is investing in. To do so, you will need an IP assignment agreement to transfer the ownership of the IP to the company.

Employment Contracts

Investors will want to ensure employment contracts have been secured with the key employees who are fundamental to the future success of the business. They also may require you to stay on with the business for a pre-defined period as part of the agreement.

Valuation and price



Understanding valuation metrics and price

Understanding the business valuation metrics used by investors is important and will help legitimise your intent to seek capital funding. There are several different ways an investor will typically value your business. Some of these methods will look at cash flows generated, while others consider what it would cost to replicate the assets of the company.

Key drivers of value

Key drivers of value in your business are those that increase cash flow, decrease risk and increase growth. Prospective investors will identify the potential activities in your business which support these key drivers. Therefore it is important they are measurable, can be tracked and compared overtime. They will act as a benchmark for the performance of your business.



Investor proposition



No two paths to investment readiness are the same. But there are a few pointers all investors should consider in the funding journey.

Keep it simple

Communicate your business model simply and with conviction. Be passionate about your business and deliver your pitch with confidence. Know your operations and competition, clearly articulate the drivers for profitability and the resources needed to succeed.

Don't sell; share your story

Don't kill your hard work by constantly promoting your business. Instead, share your story, including quantitative information, relevant trends, reports and market statistics.

Be prepared

Just as a sales pitch is a turn-off, so too is a rehearsed script. Develop your presentation skills. Share how you will grow your business and market your product.

Know your execution plan

Know your execution plan, critical issues, timings and milestones. They should be realistic, measurable and defensible.

Have a good grasp of the detail

This is absolutely key. Understand what funds you need and how they will be used across the business for development, production, asset acquisition and so on.

Test, learn and adapt

If you're not getting the results you want from your approach, test a different method and track your progress. Take the time to assess and tweak your approach.



“UNDERSTANDING THE ECONOMIC INDICATORS AND CURRENT MARKET TRENDS WHICH MAY AFFECT YOUR INDUSTRY IS VITAL INFORMATION PROSPECTIVE INVESTORS WILL EXAMINE”

Key elements of a successful pitch

Team

A passionate, dedicated and skilled team is a vital element that investors look for. The business needs to highlight their team's strengths and experience.

Scalability

A scalable business model will attract investors as it demonstrates long term profitability and value creation. Scalability demonstrates your ability to grow and expand the operational model of your business and grow economies of scale.

Traction

Traction is important to investors because it demonstrates a progressive shift from an idea to a functioning business model. Traction is evidence that your product has a take-up rate which implies a large/growing market, a valid business model, proven revenue success and sustainable growth. Investors want evidence that customers are demanding your product and your financial projections are based on market evidence.

Financials

A historical snapshot of the profit and loss statement, balance sheet and projected outlook based on market-tested assumptions. It's also important to develop a financial model that clearly shows commercial returns and risks for an investor based on credible historic data and realistic assumptions and projections.

Exit strategy

Every investment proposal should include an exit strategy for prospective investors, providing a timeline for their investment. This strategy should detail the key milestones at which an investor can exit and the expected valuation multiples.

Market

Understanding the economic indicators and current market trends which may affect your industry is vital information prospective investors will examine and may help you identify particular areas of growth which were previously unrealised.

Technology/IP

The IP and technology in specific inventions, business processes and solutions can significantly increase the valuation of a business. Therefore, strong IP and patent protection would be desirable for prospective investors.

Offer price

A clear pre-money valuation (the valuation of your business prior to the investment) and the offer price will guide investors in their financial analysis and benchmarking.

Your capital raising strategy

Structuring your company



Capitalisation Table

Your capitalisation table or cap table, sets out who owns shares in your business. The formulas needed to work out shareholdings are not complicated, but it's remarkably common to mess up cap tables. Cap table management comes down to accurately recording all transactions that affect the valuation of a company such as option issuances, sales transfers, conversions of debt to equity and any exercises of options.

Proprietary Company

Proprietary companies that have less than 50 shareholders can raise capital from their existing shareholders and employees, or from the general public, if the investment does not require a disclosure document. Investment targets for firms looking to buy-out or buy into a private company usually have mature cash flows and opportunities for growth (which may be realised or unrealised), or a vision to expand into new markets. Less mature companies may attract venture capitalists and angel investors if they have a recognised growth potential and are seeking funds for early development.



Public Company

Public companies can raise investment capital by issuing equity or debt. Borrowing funds requires a firm to have steady future cash flows. If investors feel the company is too highly geared, this may affect share prices. Issuing equity may come in the form of a rights offering or a share placement to a select group or institution. An alternative option may be to create a specialised company which gives investors an opportunity to invest in a specific aspect of the business, ideally with high growth prospects.

Sole Trader

Sole traders wishing to raise investment may seek investment from lenders, which may be financial institutions or private lenders. Alternatively they can join with other entities or sole traders to form a partnership.

Setting up Dual Company Structure

This involves a holding company that owns 100% of the shares in a subsidiary operating company. An operating company is the entity that enters into contractual arrangements with clients suppliers and employees. The holding company will generally own the start-up's capital IP as well as any recently-raised capital. A dual company structure sees an operating company hold fewer assets and this extra protection can provide more security to the director and investor.

Discretionary Trusts

Owners can use a discretionary trust to own their shares in the business they run, rather than owning them personally. This provides the benefits of both Asset Protection and Tax Planning.

Asset Protection

If you are a director of your firm, you could be held personally liable for debts incurred under certain circumstances (e.g. fraud and wilful negligence). Owning your shares through a trust rather than in your own name offers some protection for your personal assets against business liabilities.

Tax Planning

In the event of a significant exit, or if your business chooses to distribute dividends, a trust can be more tax efficient than owning the shares personally. The trustee has the discretion to distribute the trust income. The trustee can distribute to beneficiaries with lower marginal tax rates (e.g. a partner who isn't working) for tax planning reasons.

Who to approach?

Sources of funds

Government grants

Grants tend to be extremely competitive. Proposals must set out detailed business models and uses of funds. Investors should be prepared to manage regulations around the grant and understand it is often a long process.

Customer funded – forward sale/ contracts

Incentivising customers to pay in advance for a discount could overcome working capital challenges, but come with obligations to perform and strict-time deadlines. Businesses could take advantage of these customer funding sources if they have confidence over most input costs and production amounts.

Explore export credit applicability

If your business has export contracts or purchase orders with buyers overseas, and your bank is unable to help, you may be eligible for a Small Business Export Loan from EFIC. EFIC's loan requires your business to have a turnover of \$250K and to have been trading for at least two years.

Crowdfunding

If your business has a social impact that could benefit the community, crowdfunding could be the platform to leverage small investments from a large number of investors to fund your business proposal, for example, via kickstarter.com.

Angel investors and high net worth individuals

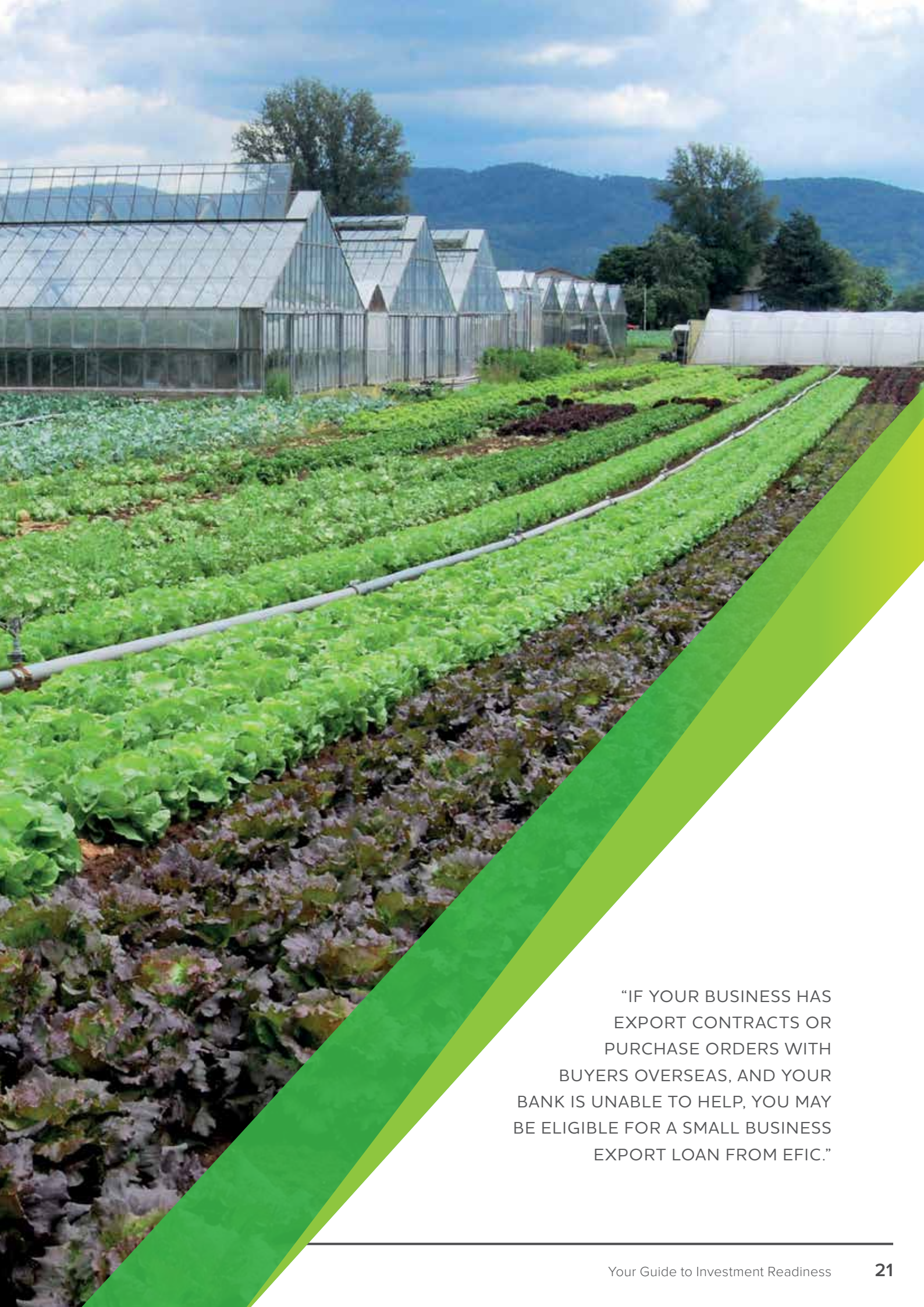
These investors tend to seek smaller deals than venture capitalists and typically desire a smaller amount of control in invested firms.

Private equity and venture capital

These be difficult to organise and place the firm under a lot of pressure to perform in a short space of time. Attracting investment demands a strong reliance on public relations and marketing. Neither parties will consider investing unless you can tick all boxes on a detailed list of criteria, including a clearly defined and formalised exit strategy.

Initial Public Offering (IPO)

The preparation for an IPO requires total commitment on the part of the founder and their management team to very seriously evaluate the benefits and drawbacks involved. The stock exchange is the most expensive and time consuming way for a company to raise capital and is usually out of reach for the typical small to medium sized enterprise.



“IF YOUR BUSINESS HAS EXPORT CONTRACTS OR PURCHASE ORDERS WITH BUYERS OVERSEAS, AND YOUR BANK IS UNABLE TO HELP, YOU MAY BE ELIGIBLE FOR A SMALL BUSINESS EXPORT LOAN FROM EFIC.”

How to de-risk your business/proposal

Traction

Again, traction is important to investors as it demonstrates a progressive shift from an idea to a functioning business model. A business with traction can instil confidence in prospective investors as it indicates product development, revenue streams and a solid foundation for management teams.

Financial model

All agricultural businesses, from small part-time farms to large commercial operations, require financial statements completed on a regular basis to track financial progress, including equity, liquidity, income and cash flow. A good financial model will clearly show the operating assumptions used to achieve profit forecasts so as to give investors a greater degree of confidence in your vision. Independent validation of key assumptions should be market tested.

Sales and marketing plan

A sales and marketing plan with a budget and historical performance provides investors with confidence that the business can identify, engage and convert sales into revenue.

The plan should clearly set out your target markets, key buyers, the sales channels you will engage and the communications strategy. Investors will also want to see evidence of relationships with existing buyers, a sales track record and agreements with new prospective buyers, (often called an 'offtake' agreement).

Governance/legal agreements

Good governance is a vital aspect of any prospective target business for investors. How you report and engage can be a key differentiator between you and a competitor for the same capital resources. In agribusiness, good governance involves effective risk management. Companies should regularly identify and assess the risks they face, includes operational and environmental risks, and have reporting processes in place to ensure management is always informed.

Product plan

Product features and roadmap demonstrates the team's ability to strategically look ahead. A product plan is a powerful tool to describe how a product is likely to grow, and will help align potential investors with your vision for the company.

Mitigation plan

Your investor ready collateral should identify potential threats and clear action plans to mitigate or neutralise those risks moving forward. Active and cost-effective risk management requires managers to think systematically about the multiple categories of risks they face so that they can institute appropriate processes for each.

Valuation methodology



Discounted cash flow (DCF)

DCF analysis projects cash flows by using a series of assumptions about how your business will perform in the future and then forecasting how this business performance translates into cash flow generated. The three main inputs of the model are free cash flow projections, an appropriate discount rate and a terminal value reflecting the business at the end of the projection period. DCF is one of the common tools a prospective investor may use to value a business, therefore an understanding of its assumptions is vital.

Price/Earnings (PE) multiples

PE multiples are a widely-used and common stock valuation tool, and represent a ratio of a company's current market price compared to its annual earnings per share. It generally reveals the sentiment of the investors. If the ratio is high, it means investors are optimistic and are expecting higher earning growth in the future. If the PE multiple is lower, investors are less optimistic.

Replacement cost of assets

The replacement, or current cost of an asset is the amount of money required to replace the asset by purchasing a similar asset with identical future service capabilities. When an acquiring company seeks to obtain an estimate of a target company's value before making a purchase offer, the replacement costs of the company's assets often provide a more accurate value than the book value. This is due to the fact that they reflect economic conditions that can affect the value of a company's assets.

Critical path to success

Key factors influencing timing

- Finalisation of financing/ mandate agreement
- Completion of due diligence (legal, financial)
- Completion of technical due diligence, including site visits
- Completion of Information Memorandum
- Availability of finalised base case projected financials
- Market conditions and environment for new issuance activity, sector sentiment
- Equity process

Key documentation

- Initial teaser
- Financials
- Regulatory approvals
- Material contracts
- Industry analysis
- Financial model (base case)
- Roadshow presentation
- Information memorandum



Most common capital raising mistakes

Unrealistic valuations

Often when raising capital owners over estimate the value of their business. Offering an unrealistically high valuation to an investor is the quickest way to lose credibility and diminish investor confidence in you and your business acumen. Make sure your numbers are defensible.

One presentation will not fit all investors

Those businesses that research customer expectations and meet them often succeed. Research the class of investors that have invested in projects like yours and learn as much as you can about their criteria before making an approach. Research similar successfully funded projects and observe their investment model and collateral style. You will usually only get one chance to pitch to an investor, therefore it's essential to understand and meet their needs.

Unrealistic financial projections

Having a good financial model will clearly communicate your growth path to the investor and how you plan to get there. Unrealistic growth and pricing assumptions will lose investor confidence. Being able to clearly support your assumptions with independent third party sources will give investors confidence in the numbers.

Lack of due diligence

If an investor is interested, they will usually ask for your financial information, corporate documents and intellectual property information. If you don't have it, you look disorganised and the investor could walk away from the deal.

Lack of legal contracts and policies in place

Investors look for evidence of legal contracts and company policies in place, indicating security and strong governance. Examples include shareholder agreements, share subscription agreement, intellectual property, employee contracts, supplier/sales partner contracts and relevant paid up insurances.



Your due diligence checklist

Investor Communication

- Investor Presentation and Pitch Deck
- Information Memorandum
- Capital table/ Capital Structure

Corporate Structure and Securities

- Corporate Structure (including all related entities with their business/registered office address)
- Corporate Structure & Shareholder list including the names and addresses of all shareholders (including all Ultimate Beneficial Owners if the securities are held in a trust, corporate or other vehicle)
- Corporate documents of the Company and all related entities, including:
- Certificate of Incorporation (amalgamation, name change, etc)
- Constitution/Articles & Memorandum of Association/By-laws
- Share Purchase Agreements/Convertible Notes for debt instruments
- Resolution & Minutes of Board of Director meetings, Other Committee Meetings (e.g. Audit, HR, etc)
- A register of Directors & Officers of the Company and all related entities (including a brief description of their current duties and remuneration, including any bonus plans)
- Significant capital expenditures or commitments (or anticipated) for the next 12-18 months
- All significant management, service, consulting or any other similar type of contracts entered into, or anticipated
- Significant insurance policies and commitments (Property, Auto, Directors & Officers, Key-Person, etc.)

Material Agreements and Documents

All significant contracts and agreements including but not limited to:

- Sales & services agreements
- Product supply agreements
- Research & Development agreements
- Confidentiality agreements
- Loan agreements, promissory notes, indentures, guarantees, lines of credit, letters of credit, security agreements, pledges and other evidence of indebtedness
- Information about guarantees, indemnities or other contingent obligations in respect of any indebtedness or any obligation with respect to the Company or related entity (other than in the ordinary course of business)

Real-estate Property and Environmental Documents

- Description, location and character of all real estate owned by the Company or related entities (including deeds, other title documents, surveys, insurance, mortgage documents etc)
- Description, location and character of all leased and rented real estate by the Company or any related entities (including rental agreement documents, surveys, insurance, etc)
- Any special matters affecting real estate, including any environmental studies or exposure, together with evidence of compliance with environmental requirements/restrictions

Intellectual Property

- A summary of the Intellectual Property portfolio of the Company or related entities (including a list of patents, trademarks, industrial designs, domain names, social networking accounts)
- Copies of documents relating to registered or pending trademarks in any country by the Company or related entity (including the mark, assignee, registration or application no., filing date and status of each trademark; and any agreements relating to trademarks in which the Company has rights)

Litigation and Governmental Regulation

Provide summaries re proceedings, start date, current status, relief sought and estimated cost, insurance cover, if any, and any legal opinions concerning any active, pending or threatened actions including the following:

- Civil suits by private person or entities, lawsuits, criminal actions, tax claims, disputes and investigations.
- Any permits, licenses, approvals, etc. issued by a Government body to the Company or related entities together with a summary of permits, licenses, etc. which the Company or any related entity believes it may need but does not have

Finance and Tax Matters

- Financial statements of the Company and related entities (audited and/or unaudited) for all years and interim periods, if available
- Detailed Financial Projections of the business or project. Monthly for the next 12 months and quarterly for three years. These should also be available in summary and graph/tabular form

Finance and Tax Matters (cont.)

- Notices of Assessment for tax returns filed by the Company or related entities during the past three years. Also, a schedule describing any ongoing tax disputes, proceedings, assessments, investigations, etc. re open years or items

Employment, Pension and Labour Information

- Organisation charts and all agreements, contracts or commitments relating to the employment of any key person by the Company or any related entity
- Insurance policies or other agreements relating to indemnification of any Officer, Director, Shareholder, employee or other agent of the Company or any related entity

Information Technology

- Description of all IT used by the Company and related entities, including the architecture, code type, database design, version, etc. Also include any outsourced or hosted services used to provide the key products or services (including the function, name of the service, name of the service provider)

Sales and Marketing Plans

- Business plans and sales & marketing plans for the Company and its related entities
- Description of the markets in which the Company and related entities operate, identifying the type of customers and the size of the overall market (by value)
- Identify customers that account for 20%+ of annual sales of the Company and related entities, and provide detailed sales statistics, sales agreements and pricing policies
- Details of the principal competitors and their strengths & weaknesses

Contact Us

The capital raising process can seem complicated and it may take time to get your business in a position before you are ready to approach investors. If you are looking for help please feel free to reach out to the Agribusiness & Food Investment Team or contact the International Trade and Investment Centre at the WA Chamber of Commerce and Industry.



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The Agribusiness & Food Investment team is here to connect investors and Western Australian agribusiness, food and fisheries companies for the purpose of supporting the development and delivery of commercially sustainable investment projects and work across industry and government departments. As a government agency, we focus on the pre-deal stage of the investment process, where our services and support can best assist the establishment of an investment ready project and investment opportunities. The Agribusiness & Food Investment team has developed a referral network through which we can direct agribusinesses for assistance in navigating the pathways to capital raising.



**Chamber of Commerce
and Industry WA**

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www.cciwa.com/international-trade-and-investment-centre

The Chamber of Commerce and Industry of Western Australia (CCI) established ITIC to help WA businesses grow import and export opportunities, better understand capital-sourcing options and become investment-ready. ITIC can provide you with access to international and local networks, tools and compliance sources in more than 90 countries to help grow your business opportunities. Whether you are an established or hopeful importer or exporter, or seeking new funding to take your product or service to the world, ITIC advisors can tailor international trade and investment solutions to your business.