

Venture Capital Slide Show Presentation

Suggested Format

- No more than 10 slides (not all slides shown here will be relevant)
- Maximum 10 minute time limit
- Slides should hit the high points
- Look to evoke a response
- Cover what the investor wants to know

Introduction

- Who are we?
- What do we do?

Venture Concept or Problem to be Solved

- What is the problem to be solved or market opportunity?
- Can you demonstrate customer need?
- What is your solution or Value Proposition?

Market Opportunity

- What is the structure and characteristics of your industry / market?
- What is the size: dollars, units?
- What is the growth potential?
- Who are the customers?

Market strategy

- What are the sales channels?
- What are the distribution channels?
- Will there be strategic partnerships and with whom?
- What is the market penetration potential?

Competitive Advantage and Risks

- What is your market niche?
- Do you have unique technology?
- Are there barriers to entry?
- What are the important risks?
- What are the key success factors?

Technology

- What is proprietary?
- Is the technology protected (patented)?
- What is the state of art in this technology?
- What will future technology changes be?

Manufacturing / Production

- Will you manufacture in house or out source?
- What are your current and future capital equipment requirements?
- Will you face regulatory, environmental or compliance issues?

Management Team

- Who are they?
- What have they done before?
- Are there any gaps in the team?

Financials

- What are your revenue projections for the next five years?
- What are your gross margins?
- What will your return be to your investors?
- What is your anticipated exit strategy?

Funding Requirements

- How much money do you need?
- What do you need it for?
- What is your timing?
- Do you anticipate future rounds of financing?