

Procedure Investment Committee Meeting

1. Entrepreneurs' Pitch (5 minutes)

- The entrepreneur presents their business idea or project.
- The presentation should focus on the core aspects of the project; detailed documentation has already been assessed by the IC.
- Avoid going into exhaustive details; the emphasis should be on the unique value proposition, potential impact, and key highlights.

2. Q&A Session (20 – 30 minutes)

- IC members ask follow-up questions to clarify points from:
- The entrepreneur's submitted documentation
- The pitch
- Responses during the session
- Purpose: to gain deeper insights, assess feasibility, and evaluate potential risks and opportunities.

3. Entrepreneur Exit

- After the Q&A, the entrepreneur leaves the meeting to allow the IC to discuss candidly.

4. Explanation by the Business Coach (5-10 minutes)

- The business coach shares insights about:
 - The coaching process
 - Experiences and interactions with the entrepreneur
 - Observations regarding the project's strengths and areas for improvement
- The focus is on providing context and professional assessment.

5. Entrepreneur Exit

- After their input, the business coach leaves the meeting.

6. IC Discussion (20 + minutes)

- The IC deliberates privately on the entrepreneur's pitch and the business coach's input.
- Discussions aim to:
 - Assess alignment with investment criteria
 - Evaluate potential risks and opportunities
 - Reach a consensus on the recommendation
- An Investment Decision Report will be drafted summarizing the deliberations.

7. IC Decision

- An independent member of the Management Team presents the Investment Decision Report
- Within the same week, this member meets with the entrepreneur, the business coach & the Northern-based Country Coordinator to communicate the IC's decision clearly and provide constructive feedback.