

# FAQ

- **How can you send us a business project?**
- **Does Riva y García Venture Capital/Private Equity invest in any business sector?**
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## **How can you send us a business project?**

As part of the initial contact phase, we should be sent an executive summary which includes the following information:

- Description of the business.
- Market where it is present.
- Value of the product/service for the target market.
- Size of the market and expected growth.
- Competitive environment.
- Current phase of product development, specifying the characteristics and benefits of the product/service. Developments which are intended to be carried out.
- Necessary investment and purpose of the investment. Operation to be carried out.
- Summary of the main financial figures over five years (profit and loss account, cash flow and annual balance sheet).
- Description of the human team and their professional experience.
- Shareholder structure.

If there is a potential fit for the operation, a detailed business plan will be requested from the entrepreneurs and various meetings will be organised with those responsible for the project in order to analyse the business in more depth.

## **Does Riva y García Venture Capital/Private Equity invest in any business sector?**

Each venture capital company managed by Riva y García has sector investment objectives which are specific to it. See the different sections relating to each fund.

## **Co-investment agreements?**

Riva y García has no objection to undertaking co-investments with other venture capital companies in cases where, due to the size of the operation, this option is appropriate.

## **What guarantees of privacy are given with regard to the information relating to the projects?**

At Riva y García Venture Capital/Private Equity we understand that confidentiality and discretion are fundamental in our business. We provide companies with a standard confidentiality

agreement whereby we undertake not to reveal the confidential information provided to us during the project evaluation process.

**What is the role of Riva y García Venture Capital/Private Equity in the companies in which it invests?**

In addition to capital, we offer advice and support in the design of company strategy through our presence on the management bodies of the company (Board of Directors and Management Committee). We provide our help in strategic planning without getting involved in the daily management of the company. Riva y García Venture Capital/Private Equity does not form part of the executive management of the company. We therefore help to ensure the independence of the management process of the company by introducing strictly economic and strategic evaluation elements.