

## RULES

Each member answers only questions which are applicable to the specific member type

Representative in CVCA	<i>only one person, function + contact details</i>
Vice representative in CVCA	<i>only one person, function + contact details</i>
Partners/ Chairman	<i>Maximum 8 name for partners, 1 for chairman</i>
Type of firm	<i>See below for possible entries; 1 type only</i>
No. of Professional staff	<i>Number of full time professional staff members</i>
Capital managed/advised	<i>in the currency of the fund, PLEASE GIVE THE CURRENCY</i>
Fund managed/advised	<i>list each fund managed, in reverse chronological order (i.e. latest fund first); 4 funds max</i>
Fund capital	<i>in the currency of the fund, PLEASE GIVE THE CURRENCY</i>
Minimum invest	<i>in the currency of the fund, PLEASE GIVE THE CURRENCY</i>
Maximum invest	<i>in the currency of the fund, PLEASE GIVE THE CURRENCY</i>
Financing stages	<i>see below for possible entries (5 choices max)</i>
Industry sectors	<i>see below for possible entries (max. 6 &amp; no others allowed)</i>
Type of financing	<i>see below for possible entries (4 choices max)</i>
Geographic preferences	<i>Please list countries of operation/investment activity (</i>
Total Investment:	<i>Give total value of investments (at cost) in (i) Croatia and (ii) other countries excluding Croatia. PLEASE GIVE THE CURRENCY</i>
Number of portfolio companies	<i>Please give the number of current portfolio companies in (i) Croatia and (ii) other countries (if any)</i>
Portfolio companies in Croatia	<i>List in the order you wish them to appear. 10 companies maximum</i>
Portfolio companies in other countries (if any)	<i>List in the order you wish them to appear. 5 companies maximum</i>
Remarks	<i>Any other specific information that you wish to include may be added here. Limit to 300 characters.</i>

## Type of Firm

<i>Accountancy &amp; Auditing Firm</i>	<i>Independent Private Partnership</i>
<i>Association</i>	<i>Independent Quoted Company</i>
<i>Bank</i>	<i>Institutional Investor</i>
<i>Bank Subsidiary</i>	<i>Insurance Company Subsidiary</i>
<i>Business Angel</i>	<i>Investment &amp; Merchant bank</i>
<i>Business School</i>	<i>Law Firm</i>
<i>Consulting &amp; Advising Firm</i>	<i>Limited Company</i>
<i>Corporate Subsidiary</i>	<i>Mixed Affiliation Institution</i>
<i>Corporate Venture / Industrial Company</i>	<i>Pension Fund Subsidiary</i>
<i>Fund Management Company</i>	<i>Placement Agent</i>
<i>Dependent Fund Management Company</i>	<i>Publishing &amp; Research Firm</i>
<i>Fund of Funds</i>	<i>Stockbroker</i>
<i>Government &amp; International Organisation Related</i>	

## Financing Stages

<i>Early Stage - Seed Capital</i>	<i>Turnaround &amp; Restructuring</i>
<i>Early Stage – Start-up Capital</i>	<i>Delisting</i>
<i>Early Stage – Other Early Stage</i>	<i>Buyout &amp; Buyin</i>
<i>Expansion &amp; Development Capital</i>	<i>Mezzanine</i>
<i>Bridge Financing</i>	<i>Replacement Capital</i>
	<i>Privatisation</i>

## Industry Sectors

<i>Agriculture &amp; Forestry &amp; Fishing</i>	<i>Environment</i>	<i>Medical, Life Sciences &amp; Health Related</i>
<i>Biotechnology</i>	<i>Food &amp; Beverages</i>	<i>Real Estate</i>
<i>Banking, Finance &amp; Insurance</i>	<i>Industrial Automation</i>	<i>Services</i>
<i>Chemicals &amp; Materials</i>	<i>Industrial Products &amp; Services</i>	<i>Telecommunications</i>
<i>Construction &amp; Building Products</i>	<i>Information technology</i>	<i>Transportation</i>
<i>Consumer Related</i>	<i>Internet</i>	<i>Other</i>
<i>Electronics</i>	<i>Manufacturing</i>	<i>No Preferences</i>
<i>Energy</i>	<i>Media</i>	

**Type of Financing**

*Equity Financing*  
*Loans*  
*Mezzanine*  
*Minority Equity*

*Majority Equity*  
*Senior Debt*  
*No preferences*  
*Other*