

## BLACK GLOBAL

# Investor Readiness Checklist

A practical working checklist for founders, CEOs, and management teams preparing for serious investor engagement.

<p><b>Use this checklist to assess:</b></p> <ul style="list-style-type: none"> <li>• clarity of the investment case</li> <li>• strength of investor-facing materials</li> <li>• readiness for diligence and scrutiny</li> <li>• quality of supporting evidence</li> <li>• the most important gaps before outreach begins</li> </ul>	<p><b>Scoring guide</b></p> <p>Mark each item as:</p> <p><b>Yes</b> — in place and credible</p> <p><b>Partly</b> — present but weak or incomplete</p> <p><b>No</b> — missing or not yet decision-ready</p>
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## How to use it

- Complete the checklist before investor outreach or before circulating materials.
- Be honest. A weak 'yes' should usually be marked 'partly'.
- Use the final page to identify the top 3–5 issues to fix first.

Black Global helps businesses become investable, transaction-ready, and growth-ready through investor readiness, deal packaging, diligence preparation, and transaction support.

## 1. Investment Case & Commercial Narrative

Checklist item	Yes	Partly	No
The business can explain clearly what the opportunity is and why it matters now.	■	■	■
Management can describe the commercial model in a concise investor-facing way.	■	■	■
The use of capital is clear, credible, and tied to value creation.	■	■	■
The route to growth is understandable rather than overcomplicated.	■	■	■
The investment case can be explained without relying on jargon or inflated language.	■	■	■

**Notes / observations**

## 2. Management Credibility & Readiness

Checklist item	Yes	Partly	No
Management can answer hard questions on performance, risk, and execution.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The leadership team presents as organised, credible, and decision-ready.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
There is a clear owner for investor process coordination.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Management understands the likely concerns sophisticated investors will raise.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Internal alignment is strong enough to support consistent investor communication.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notes / observations

### 3. Financial Story & Performance Clarity

Checklist item	Yes	Partly	No
Historic performance is available, coherent, and easy to reconcile.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The key commercial drivers of revenue, margin, and cash generation are clear.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Forecasts are credible, explainable, and linked to operational logic.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The business can explain capital needs, timing, and expected outcomes.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Important assumptions have been pressure-tested rather than guessed.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notes / observations

## 4. Materials & Investor-Facing Packaging

Checklist item	Yes	Partly	No
The presentation materials are decision-ready rather than operationally messy.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The opportunity is framed in a way investors, lenders, or buyers can evaluate quickly.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The core narrative is consistent across deck, memo, and verbal explanation.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The materials show both upside and execution realism.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The story feels coherent rather than fragmented across different documents.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notes / observations

## 5. Diligence Preparedness & Evidence Base

Checklist item	Yes	Partly	No
Key documents can be produced quickly when requested.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Important evidence exists to support commercial and operational claims.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The current data room or file structure is organised and navigable.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Known diligence issues have been identified rather than ignored.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The business is prepared for deeper scrutiny on legal, financial, operational, and commercial matters.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notes / observations

## 6. Process Readiness & Next-Step Discipline

Checklist item	Yes	Partly	No
There is a realistic process plan for investor engagement.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The business knows what still needs fixing before outreach begins.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Management can prioritise the issues that matter most first.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The process is being approached with discipline rather than urgency-driven theatre.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
There is clarity on whether the business is ready now, nearly ready, or not ready yet.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notes / observations

## Final Summary & Priority Actions

Use this page to convert the checklist into action. A good output is not just a score — it is a clearer readiness plan.

<b>Overall view</b>	<input type="checkbox"/> Ready for engagement <input type="checkbox"/> Nearly ready <input type="checkbox"/> Not ready yet
<b>Top 3 gaps to address first</b>	<ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> </ol>
<b>Materials that need work</b>	Deck / memo / financial model / data room / management answers / other
<b>Recommended next step</b>	<input type="checkbox"/> Readiness diagnostic <input type="checkbox"/> Deal packaging audit <input type="checkbox"/> Data room readiness review <input type="checkbox"/> Internal preparation sprint

Black Global can help convert this checklist into a clearer action plan through an Investor Readiness Diagnostic, Deal Packaging Audit, or Data Room Readiness Review.