

# Early Stage Capital Providers (ESCP) 2021 Convening Survey

The Early Stage Capital Providers (ESCP) 2021 Convening Survey has been developed in advance of our planned virtual convening in February 2021 to better understand:

- Who is attending and what are the various investment and operational models?
- What are the key challenges faced by network members and the needs for success?
- What progress have ESCP network members made in the last 12 months?
- What impact has COVID-19 had on members and their portfolio companies?
- How valuable has the ESCP Network been to members to date?
- How to organize and prioritize the upcoming 2021 convening?

The survey is comprised of 7 sections:

Section 1: Background Information

Section 2: Investment Thesis & Capital Construct

Section 3: Portfolio Construction and Team

Section 4: Portfolio Development & Investment Return Monetization

Section 5: Impact of COVID-19 on Vehicle and Portfolio

Section 6: Feedback on ESCP Network Membership to date

Section 7: 2021 Convening Objectives & Goals

Note: while we are asking to provide name of firm, that is for CFF internal purposes only.

All data will be aggregated and anonymized

Thank you in advance for your time in completing this survey!

\* Required

1. Email address \*

---

Section 1:  
Background  
Information

For multiple choice questions please feel free to select more than one box and provide additional commentary as required

2. 1. Name of firm \*

---

3. 2. Name of participant \*

---

## 4. 3. Role / title of participant \*

---

## 5. 4. Where is your team based? \*

*Check all that apply.*

- ☐ US/Europe
- ☐ Asia - South Asia
- ☐ Asia - Central Asia
- ☐ Asia - South East Asia
- ☐ Africa - West Africa
- ☐ Africa - East Africa
- ☐ Africa - Central Africa
- ☐ Africa - Southern Africa
- ☐ Africa - North Africa
- ☐ Latin America
- ☐ Middle East

Other: ☐ 

---

## 6. 5. What is the geographic focus of your fund/vehicle? \*

*Check all that apply.*

- ☐ US/Europe
- ☐ Asia - South Asia
- ☐ Asia - Central Asia
- ☐ Asia - South East Asia
- ☐ Africa - West Africa
- ☐ Africa - East Africa
- ☐ Africa - Central Africa
- ☐ Africa - Southern Africa
- ☐ Africa - North Africa
- ☐ Latin America
- ☐ Middle East

Other: ☐ 

---

## 7. 6. What is the stage of your current fund/vehicle's operations? \*

*Check all that apply.*

- ☐ Open ended - fundraising and heading towards equivalent of 1st close (i.e. lack sufficient committed funds to cover fund economics)
- ☐ Open-ended - achieved equivalent of 1st close with sufficient committed funds to cover fund economics
- ☐ Closed ended - fundraising
- ☐ Closed ended - completed first close
- ☐ Closed ended - completed second close
- ☐ Second fund/vehicle
- ☐ Third or later fund/vehicle

Other: ☐ \_\_\_\_\_

## 8. 7. When did your current fund/investment vehicle achieve each of the following?

*Check all that apply.*

	Legal entity	1st close (or equivalent)	First investment
N/A	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Prior to 2000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2000-2010	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2011	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2012	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2013	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2014	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2015	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2016	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2017	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2018	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2019	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2020	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2021	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

9. 8. Please specify the number of investments made to date by your current vehicle

Check all that apply.

	As of March 2020	As of December 2020
0	<input type="checkbox"/>	<input type="checkbox"/>
1-4	<input type="checkbox"/>	<input type="checkbox"/>
5-9	<input type="checkbox"/>	<input type="checkbox"/>
10-14	<input type="checkbox"/>	<input type="checkbox"/>
15-24	<input type="checkbox"/>	<input type="checkbox"/>
25+	<input type="checkbox"/>	<input type="checkbox"/>

10. 9. Optional supplement to question above - if no direct investments made to date please specify (eg warehoused investments, facilitated 3rd party investment eg with angel investors etc)

Section 2: Investment Thesis & Capital Construct

For multiple choice questions please feel free to select more than one box and provide additional commentary as required

## 11. 10. Type of investment vehicle \*

*Check all that apply.*

- ☐ Closed-end fund
- ☐ Open-ended vehicle / Limited liability company or equivalent
- ☐ Registered non-bank finance company
- ☐ Registered bank / financial institution
- ☐ Angel network

Other: ☐ \_\_\_\_\_

## 12. 11. What is the current (hard commitments raised) and target size of your fund / investment vehicle?

*Check all that apply.*

	Current	Target
< \$1 million	<input type="checkbox"/>	<input type="checkbox"/>
\$1-4 million	<input type="checkbox"/>	<input type="checkbox"/>
\$5-9 million	<input type="checkbox"/>	<input type="checkbox"/>
\$10-19 million	<input type="checkbox"/>	<input type="checkbox"/>
\$20-29 million	<input type="checkbox"/>	<input type="checkbox"/>
\$30 million or more	<input type="checkbox"/>	<input type="checkbox"/>

## 13. 12. Typical investment timeframe \*

*Check all that apply.*

- ☐ <1 year
- ☐ 1-3 years
- ☐ 4-5 years
- ☐ 6-7 years
- ☐ 8+ years

Other: ☐ \_\_\_\_\_

## 14. 13. Type of business model targeted \*

*Check all that apply.*

- ☐ Livelihood Sustaining Enterprises (formal/informal family run businesses targeting incremental growth)
- ☐ Dynamic Enterprises (proven business models operating in established industries with moderate growth potential)
- ☐ Niche Ventures (innovative products/services targeting niche markets with growth ambitions)
- ☐ High-Growth Ventures (disruptive business models targeting large markets with high growth potential)
- ☐ Real assets / infrastructure
- Other: ☐ \_\_\_\_\_

## 15. 14. Stage of business model targeted \*

*Check all that apply.*

- ☐ Start-up / pre-seed (pre-revenue, concept and business plan development)
- ☐ Early stage / seed (early revenue, product/service development, funds needed to expand business model)
- ☐ Growth (established business in need of funds for expansion, assets, working capital etc)
- Other: ☐ \_\_\_\_\_

## 16. 15. Key financing needs of portfolio enterprises (at time of initial investment/funding) \*

*Check all that apply.*

- ☐ Venture launch – invest in initial staff, product/services development and market acceptance
- ☐ Small ticket tangible assets (e.g. computers, routers, mobile and connectivity systems, office equipment, etc.)
- ☐ Major capital investments (facilities, production equipment, fleet/logistics, etc.)
- ☐ Enterprise growth capital (e.g. intangible investments such as staff build-out, expanded sales & marketing capabilities, new markets, operational and support systems, etc.)
- ☐ Inventory and working capital requirements
- Other: ☐ \_\_\_\_\_

## 17. 16. Target sources of capital for your fund \*

*Check all that apply.*

- ☐ Fund partners
- ☐ Local pension funds
- ☐ High Net Worth Individuals (HNWIs)
- ☐ Publically listed funds
- ☐ Angel network
- ☐ Development Finance Institutions (DFIs)
- ☐ Crowd funding
- ☐ Bilateral agencies
- ☐ Impact investing family offices
- ☐ Donors/philanthropy
- ☐ Corporates

Other: ☐ \_\_\_\_\_

## 18. 17. What is your target Internal Rate of Return (IRR) for investors (in USD equivalent)?

*Check all that apply.*

	Achieved in most recent reporting period	Targeted
< or = 5%	<input type="checkbox"/>	<input type="checkbox"/>
6-9%	<input type="checkbox"/>	<input type="checkbox"/>
10-15%	<input type="checkbox"/>	<input type="checkbox"/>
16-20%	<input type="checkbox"/>	<input type="checkbox"/>
20%+	<input type="checkbox"/>	<input type="checkbox"/>



19. 18. How would you frame the impact vs financial return orientation of your capital vehicle? \*

*Check all that apply.*

- ☐ Financial return first
- ☐ Responsible/ESG investing (negative screening)
- ☐ Balanced impact/financial return
- ☐ Impact investing (positive screening)
- ☐ Impact first investing (impact outcomes intentionally)

Other: ☐ \_\_\_\_\_

20. 19. Does your fund/vehicle have an explicit lens/focus? \*

*Check all that apply.*

- ☐ Gender
- ☐ Youth
- ☐ Job creation
- ☐ N/A
- ☐ Climate / green ventures

Other: ☐ \_\_\_\_\_

21. 20. Does your fund/investment vehicle specifically report any Sustainable Development Goals? \*

*Mark only one oval.*

- ☐ Yes
- ☐ No

22. 21. If yes, please list the top 3 Sustainable Development Goals (or as many as apply):

*Check all that apply.*

	First	Second	Third	Others
No Poverty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Zero Hunger	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Good Health and Well-Being	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality Education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gender Equality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Clean Water and Sanitation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Affordable and Clean Energy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Decent Work and Economic Growth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Industry Innovation and Infrastructure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduced Inequalities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sustainable Cities and Communities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Responsible Consumption and Production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Climate Action	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Life Below Water	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Life on Land	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Peace, Justice, and Strong Institutions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Partnerships for the Goals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

23. 22. Do any of the following gender considerations apply when making investment/financing considerations?

*Check all that apply.*

	Investment Consideration	Investment Requirement
Majority women ownership (>50%)	<input type="checkbox"/>	<input type="checkbox"/>
Greater than 33% of women in senior management	<input type="checkbox"/>	<input type="checkbox"/>
Women represent at least 33% - 50% of direct workforce	<input type="checkbox"/>	<input type="checkbox"/>
Women represent at least 33% - 50% of indirect workforce (e.g. supply chain/distribution channel, or both)	<input type="checkbox"/>	<input type="checkbox"/>
Have policies in place that promote gender equality (e.g. equal compensation)	<input type="checkbox"/>	<input type="checkbox"/>
Women are target beneficiaries of the product/service	<input type="checkbox"/>	<input type="checkbox"/>
Enterprise reports on specific gender related indicators to investors	<input type="checkbox"/>	<input type="checkbox"/>
Board member female representation (>33%)	<input type="checkbox"/>	<input type="checkbox"/>
Female CEO	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>

## 24. 23. Do any of the following apply to your fund/vehicle? \*

*Check all that apply.*

- ☐ Women ownership/participation interest is  $\geq 50\%$
- ☐ Women representation on the board/investment committee is  $\geq 50$
- ☐ Female staffing is  $\geq 50\%$
- ☐ Provide specific reporting on gender related indicators for your investors/funders
- ☐ Require specific reporting on gender related indicators by your investees/borrowers

Other: ☐ \_\_\_\_\_

### Section 3: Portfolio Construction and Team

For multiple choice questions please feel free to select more than one box and provide additional commentary as required

## 25. 24. What is the typical size of investment in your portfolio companies at the time of initial investment (in USD)?

*Check all that apply.*

	Your investment amount	Total raise by portfolio company
<\$100,000	<input type="checkbox"/>	<input type="checkbox"/>
\$100,000 - \$199,000	<input type="checkbox"/>	<input type="checkbox"/>
\$200,000 - \$499,000	<input type="checkbox"/>	<input type="checkbox"/>
\$500,000 - \$999,000	<input type="checkbox"/>	<input type="checkbox"/>
\$1,000,000 - \$1,999,000	<input type="checkbox"/>	<input type="checkbox"/>
$\geq \$2,000,000$	<input type="checkbox"/>	<input type="checkbox"/>

## 26. 25. What forms of investment do you typically make? \*

*Check all that apply.*

- ☐ Common equity
- ☐ Preferred equity (e.g. certain rights above those available to common equity holders)
- ☐ Convertible notes
- ☐ Senior debt
- ☐ Mezzanine debt
- ☐ Shared revenue/earnings instruments
- ☐ SAFEs

Other: ☐ \_\_\_\_\_

## 27. 26. What are your target investment sectors/focus areas? \*

*Check all that apply.*

- ☐ Sector agnostic
- ☐ Agriculture / Food supply chain
- ☐ Distribution / Logistics
- ☐ Education
- ☐ Energy / Renewables / Green Mobility
- ☐ Financial Inclusion / Insurance / Fintech
- ☐ Fast Moving Consumer Goods (FMCG)
- ☐ Healthcare
- ☐ Manufacturing
- ☐ Technology / ICT / Telecommunications
- ☐ Water and Sanitation

Other: ☐ \_\_\_\_\_

## 28. 27. Number of current carried-interest/equity-interest principals \*

*Mark only one oval.*

- ☐ 0
- ☐ 1
- ☐ 2-3
- ☐ 4-5
- ☐ 5+

29. 28. Number of current Full Time Equivalent staff members (FTEs) including principals \*

*Mark only one oval.*

☐ < or = 2

☐ 3-5

☐ 6-10

☐ 10+

Section 4: Portfolio  
Development & Investment  
Return Monetization

For multiple choice questions please feel free to select more than one box and provide additional commentary as required

30. 29. During the first 3 years of an investment, what are the key needs of portfolio enterprises? Please provide one ranking per row: 1=highest need, 5=lowest need \*

*Check all that apply.*

	1	2	3	4	5
Finance, budgeting, accounting, cash and tax management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising including access to working capital resources	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strategic / organizational planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product/services proof of concept /market share / competitor positioning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Human capital management – hiring/retention/training	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technology (CRM, MIS, telecommunications, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Legal / regulatory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operations/ production / facilities and infrastructure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Management training	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

31. 30. What is the typical form of investment monetization/exit? \*

*Check all that apply.*

- ☐ Interest income/shared revenues and principal repayment
- ☐ Other types of self-liquidating repayment structures
- ☐ Dividends
- ☐ Strategic sale/merger of company
- ☐ Management buyout
- ☐ Financial investor take-out

Other: ☐ \_\_\_\_\_

32. 31. How many exits has your vehicle achieved to date (ie exits/monetizations for equity investments and full repayments for debt investments)? \*

*Mark only one oval.*

☐ 0

☐ 1-4

☐ 5-9

☐ 10-14

☐ 15-24

☐ 25+

☐ Other: \_\_\_\_\_



33. 32. Fund capabilities and resources – what are the areas of desired investment/support for your fund? Please provide one ranking per row: 1=highest need, 5=lowest need \*

*Check all that apply.*

	1	2	3	4	5
Fundraising with access to global LPs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising with access to local LPs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising with access to warehousing capital	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising with access to grant capital for vehicle OPEX	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising with access to TA support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fund economics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fund structuring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Investment process (eg origination, due diligence, structuring, closing)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Post investment process (eg monitoring, reporting, exits, Technical Assistance)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fund staff/Human capital management and development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Back office (financial/impact reporting, accounting, CFO, software, templates, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Exit/monetization opportunities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Legal/regulatory support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Application of impact metrics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Section 5: Impact of COVID-19 on Vehicle and Portfolio

For multiple choice questions please feel free to select more than one box and provide additional commentary as required

34. 33. At an aggregate level, please indicate the impact of COVID-19 on your investment vehicle and operations. \*

*Mark only one oval.*

- ☐ Significant negative impact
- ☐ Somewhat negative impact
- ☐ Neither positive nor negative impact
- ☐ Somewhat positive impact
- ☐ Significant positive impact

35. 34. What impact has COVID-19 had on the following aspects of your portfolio companies? \*

*Check all that apply.*

	To date - no impact	To date - slight impact	To date - high impact	Anticipate no future impact	Anticipate future impact
Staff attendance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Customer demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ability to pay staff salaries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ability to pay fixed operating cost (eg rent, etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ability to pay existing business loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to supply inputs / raw materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ability to pay for raw inputs / raw materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Need to pivot business model	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

36. 35. Have you received any financial or non-financial support from any government programs or grant funding related to COVID-19? \*

*Check all that apply.*

- ☐ Yes, government support (financial)
- ☐ Yes, grant funding (financial)
- ☐ Yes, non-financial assistance
- ☐ No

Other: ☐ \_\_\_\_\_

37. 36. Do you anticipate raising new LP/investor funds in 2021? If yes, for what purpose? \*

*Check all that apply.*

- ☐ N/A - have no plans to raise capital in 2021
- ☐ Stabilize operations of existing portfolio companies
- ☐ Growth capital for existing portfolio to increase market share
- ☐ Growth capital for existing portfolio to enter new markets/expand business line(s)
- ☐ New pipeline investments through existing vehicle
- ☐ New pipeline investments through new vehicle
- ☐ Technical assistance to support portfolio enterprises

Other: ☐ \_\_\_\_\_

38. 37. Regarding your current fund/investment vehicle, which of the following is under consideration? \*

*Check all that apply.*

- ☐ No change planned
- ☐ Seek increased access to new LP funds locally
- ☐ Seek increased access to new LP funds internationally
- ☐ Increase application of alternative debt instruments (e.g. mezzanine debt, convertible debt, or shared revenue instruments)
- ☐ Increase use of technology in order to lower fund operational costs
- ☐ Increase use of data and technology to facilitate investment decisions
- ☐ Build new partnerships for joint co-investment opportunities, expand pipeline opportunities

Other: ☐ \_\_\_\_\_

## Section 6: Feedback on ESCP Network Membership to date

For multiple choice questions please feel free to select more than one box and provide additional commentary as required

39. 38. Overall, how valuable have you found your participation in the ESCP network? \*

Mark only one oval.

	1	2	3	4	5	
Most valuable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Least valuable

40. 39. Please indicate which working groups you have found the most valuable. Please provide one ranking per row (or for each group you have engaged with): 1=most valuable, 5=least valuable \*

Check all that apply.

	1	2	3	4	5	N/A
Fund Economics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LP Profiles	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Market Data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Purpose Definition	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to Capital (DfID proposal)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

41. 40. Do you have suggestions of new working group topics/formats you would like to see? \*

---



---



---



---



---

42. 41. Please indicate which webinar content you have found the most valuable. Please provide one ranking per row (or for each webinar you attended/watched): 1=most valuable, 5=least valuable \*

*Check all that apply.*

	1	2	3	4	5	N/A
Gender lens investing (facilitated by Suzanne Biegel)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
COVID-19 Response (peer discussion)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising (presentations from I&P, Capria & DGGF)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Portfolio Support (presentations from 10-Xe and AMI)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SGB COVID-19 Capital Bridge Facility (presentation from CFF)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising 2.0 (peer discussion)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Human Capital (peer discussion)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Co-investing workshop with ADAP (peer discussion)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising 3.0 – local capital (peer discussion)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ag/food tech: Investing across emerging and mature markets (collaboration with GITA)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mentoring Pilot Kick-off	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

43. 42. Do you have suggestions of new webinar topics/formats you would like to see? \*

---

---

---

---

---

44. 43. Do you prefer Slack or WhatsApp as a communication platform for the network? \*

*Mark only one oval.*

- ☐ Slack only
- ☐ WhatsApp only
- ☐ Both Slack (eg for working groups etc) and WhatsApp (eg for more time sensitive communications)
- ☐ Neither
- ☐ Other: \_\_\_\_\_

Section 7: 2021  
Convening Objectives  
& Goals

For multiple choice questions please feel free to select more than one box and provide additional commentary as required

45. 44. What are the main areas of value that you have received from the network to date? Please provide one ranking per row: 1=most valuable, 5=least valuable \*

*Check all that apply.*

	1	2	3	4	5	N/A
Peer connections and peer learning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Advocacy for early stage investing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Raised profile/visibility (individual or collective)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Systems change to drive more capital towards local capital providers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

46. 45. Would you like to present in Session 1: "Connection/Reconnection" on Tuesday February 16th to provide a brief (1-2 min update) on your activities/progress (please note you are not required to present in order to attend this session – presenting is optional!)? \*

*Mark only one oval.*

☐ Yes

☐ No

☐ Other: \_\_\_\_\_



47. 46. In advance of Session 3: "Planning for 2021" on Tuesday February 23rd, please indicate which of the below initiatives you would be interested in, that you believe will add most value to your organization. Please provide one ranking per row: 1=very interested, 2=possibly interested, 3=not interested \*

*Check all that apply.*

	1	2	3
Warehousing/seed funding for fund managers to build track record	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TA facility to support early fund economics and activities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Advocacy for the early-stage investing ecosystem	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mentoring program (expert led)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mentoring program (peer-led)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Webinars with peer-to-peer feedback sessions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Webinars with expert-led feedback sessions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fundraising Readiness Advisory Program for fund managers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Investment readiness for portfolio companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fund Manager Portal (ie library of resources, templates etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shared financial and impact performance data (eg a "Bloomberg" for early stage funds)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Joint back office between actively investing fund managers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

48. 47. Would you be interested in participating in a peer mentoring program? \*

*Check all that apply.*

- ☐ Yes, as a mentor  
☐ Yes, as a mentee  
☐ No  
☐ Not sure

Other: ☐ \_\_\_\_\_

49. 48. Would you like to present in Session 4: "Demystifying frontier finance" on Thursday February 25th, and if so, please indicate which sub-topic(s) you would be interested in presenting on (please note you are not required to present in order to attend this session – presenting is optional!)? \*

*Check all that apply.*

- ☐ Yes, open ended vehicles  
☐ Yes, early stage debt vehicles  
☐ Yes, early stage equity  
☐ Yes, gender lens investing  
☐ Yes, angel investing / engaging local co-investors  
☐ No

Other: ☐ \_\_\_\_\_

50. 49. Any other comments / feedback that you would like to share?

---

---

---

---

---

---

This content is neither created nor endorsed by Google.

Google Forms