

To be completed with a member of the management or Board

Confidential

Mention "na" if an information is unavailable, or provide an estimate

II. Creation and growth

II.1 When (approximately) did you complete the following steps?

A . Firm setup

First business plan
Initial team
First investment
First paying customer
First market study
Full time involvement of founder(s)
Legal incorporation (notaire)

Date	
month	year
	2012
	2011
	2014
	2013
	2012
	2012
4	2012

B. Resource mobilization

Initial equity
First lending
First subsidy
First equity round
Second equity round
Third equity round
Other (please specify)

	2013
	2013
	2014
	2014
	2019
	/

C. External interactions

First external recruitment
First communication campaign
First contract
First customer payment

	2013
	2012
	2012
	2012

II.2 What are the main sources of funding?

	At launch %	Now %
Founders	15	5
Friends, fools and family	na	
Customers and/or suppliers	na	
Business angels	na	
Venture capitalist	na	
Public investment funds	na	15
Technology transfer offices	na	
Public subsidies	80	
Others (please specify)		

II.3 Which are the organizations which supported you ?

	At launch	Today	Which ones ?	Type of support	Importance of support
Professional associations					
Chambers of commerce					
Public support organizations	Région wallonne and European Union			Subsidies	1 800 000 €
Universities and technology transfer offices					
Science parks					
Incubators					
Business centers					
Other firms					
Others (please specify)					

II.4 What were/are the main motivations/triggers for launching/growing the business?

	At launch	Today
Market opportunity	No existing market of hemp block	
Personal challenge		
Lack of professional opportunities		
Profit:wealth		
Social status		
Economic growth		
Autonomy		
Others (please specify)		

II.6 Which partnerships have you developed?

	At launch	Today
With other local SMEs		
With other Belgian SMEs		
With foreign SMEs		
With large firms/corporations		
With research centers		Desimone S.A.
Others (please specify)		