



ARGENTO PARTNERS

Scope of Client Services

The scope of this Agreement may cover the provision of one or more of the following Services described below:

1. Strategic Consultancy

- Corporate Strategy & Direction
- Company Development
- Business Model Development
- Competitive Analysis & Advantages
- Product & IPR Roadmap

2. Leadership Development

- Team Selection & Formation
- Leadership Development & Coaching
- Sales / Marketing Team Management
- Board Creation, Reporting
- NED and Board Advisory

3. Marketing & Digital Transformation

- Brand & Company Positioning
- Market & Value Propositions
- Product-Market Fit Assessment
- Corporate and Digital Transformation
- Digital Marketing Services

4. Business Development

- Business & Market Development
- Sales Team Development
- Go-to-Market Strategy & Execution
- New Market Entry
- Partner & Channel Development

5. Capital Advisory

- Business Plan & Financial Projections
- Investment Cases, Financial Modelling, ROI, KPIs
- Investor Collateral – IM, Pitch Decks, Scenarios
- Pitch Perfect – Practice, Presentations, Meetings
- Creation of Data Room, Diligence Reviews
- Investor Relations, Board Reporting

6. Investment Strategies & Exit Planning

- Investment Options & Transaction Structuring
- Angel, VC, PE, CVC, Fund or Family Office investment
- Investor Mandates & Scouting opportunities
- Founders Exit Planning
- Exit Routes – Strategic, M&A, Trade Sales, IPO

7. Investment Process & Closing

- Funding Options & Sensitivity Analysis
- Investor Short lists, Pitches, Q&A
- Investor Roadshows, Placement Events
- Regulatory Filings, Legal, Taxation, Diligence
- Contract Closings & Post-close Reviews

