

DECISION BRIEF

Eight profiles. Three worth a conversation.

Selecting a minority partner for a manufacturer’s growth.

RECOMMENDATION

Select profiles A, B and C for qualification. Confirm each current mandate and the relevant person’s role.

CONDITION FOR THE NEXT STEP

Outreach starts only after approval of the shortlist and teaser. Model fit is not investor interest.

CZK 30m

New capital

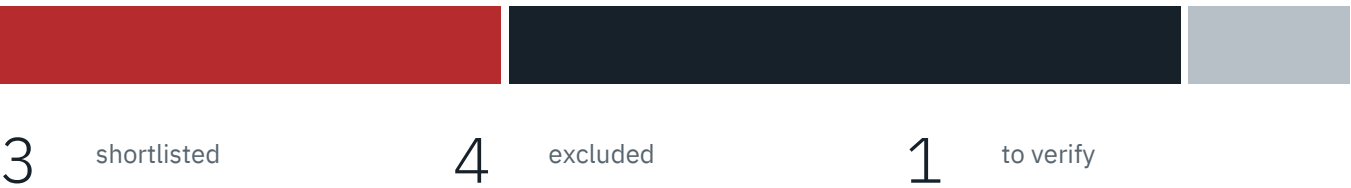
3 of 8 profiles

Selected for qualification

30%

Model ownership

From mandate to shortlist



INTERPRETATION NOTE

The first discussions can focus on three relevant profiles instead of eight undifferentiated contacts.

Who fits the mandate, and who should not be approached yet?

Fictional demonstration with synthetic source documents. Model company C needs CZK 30m to expand production. The owner seeks a minority partner for 5-7 years. We compare mandate fit; no investor has been contacted and no profile represents an actual person or fund.

Profile	Focus / geography	Ticket	Decision rationale
Profile A	Manufacturing / CEE	CZK 20-40m	Minority; all required criteria fit.
Profile B	Industrial, B2B / CZ, SK	CZK 15-35m	Minority; ticket and horizon fit.
Profile C	Manufacturing technology / EU	CZK 25-60m	Minority; fits established-business growth.
Profile D	Manufacturing / CEE	CZK 20-50m	Requires control; fails the minority mandate.
Profile E	Manufacturing / CEE	CZK 50-100m	CZK 50m minimum exceeds the CZK 30m need.
Profile F	Software / CZ, SK	CZK 10-40m	Invests only in software, not manufacturing.
Profile G	Manufacturing / US	CZK 20-45m	US-only coverage; the Czech business is outside mandate.
Profile H	Manufacturing / Czechia	CZK 20-40m	Minority/control preference missing; not yet shortlisted.

Source IDs refer to the synthetic source packet on page 4.

What needs to be resolved

I-F01 / INPUT

The use of capital is defined.

Equipment of 18, working capital of 9 and costs plus contingency of CZK 3m total CZK 30m. The budget is a model; equipment contracts and drawdowns are not evidenced.

SOURCE: I-S01

I-F02 / ASSESSMENT

Three profiles meet the initial criteria.

A, B and C cover Czech manufacturing, a CZK 30m investment and minority ownership. Their horizons fit the brief. This supports qualification, not a funding promise.

SOURCE: I-S02

I-F03 / ASSESSMENT

A control investor is not a minority partner.

Profile D fits sector, geography and size but requires control. It is excluded on one mandatory criterion; other matches do not compensate for it.

SOURCE: I-S02

I-F04 / TO VERIFY

Missing information is not a match.

E starts at CZK 50m, F invests only in software and G only in the US. H fits sector and size but states no minority strategy. H remains unresolved and outside the shortlist.

SOURCE: I-S03

I-F05 / CALCULATION

CZK 30m buys 30% only under these assumptions.

At an assumed pre-money value of CZK 70m, post-money value is CZK 100m and new ownership is $30 / 100 = 30\%$. This is primary issuance with no options or secondary sale. CZK 70m is not a valuation.

SOURCE: I-S01

I-F06 / TO VERIFY

A shortlist is not an active discussion.

A-C have a relevant target role, not a verified personal contact. All eight records show no outreach and no confirmed interest. The next deliverable is an approved teaser and qualification plan.

SOURCE: I-S04

NEXT STEPS

01

Confirm the shortlist and conditions.

Owner: Business owner
Deliverable: Approved A-C shortlist, minority structure, use of proceeds and information cleared for sharing.

02

Verify mandate and relevant person.

Owner: Research lead
Deliverable: Current strategy evidence, verified professional role and traceable contact route; H's ownership preference clarified.

03

Approve the teaser and qualification questions.

Owner: Owner and engagement lead
Deliverable: One-page teaser, recipient approval and a response log with no pre-assumed interest.

The supporting evidence

Four synthetic source documents for this example. These are not actual company records, official documents or offers. Source IDs connect the evidence to the findings on page 3. Source dates belong to the model, not to market verification.

I-S01 2026-09-01	Synthetic owner mandate Sections 1-2 Synthetic document. Company C: Czech component manufacturing, expansion of an established business. Requirement: CZK 30m of new capital, minority ownership, 5-7-year horizon. Uses: equipment 18; working capital 9; costs and contingency CZK 3m. Illustrative pre-money value: CZK 70m. Primary issuance only; no options, debt conversion or secondary sale. Supplier contracts are not attached.
I-S02 2026-09-01	Synthetic profiles A-D Profiles A, B, C, D Synthetic document. A: manufacturing, CEE including Czechia, CZK 20-40m, minority, established-business growth, 5-7 years, investment partner. B: industrial and B2B, Czechia/Slovakia, CZK 15-35m, minority, expansion, 5-6 years, investment director. C: manufacturing technology, EU including Czechia, CZK 25-60m, minority, profitable-business growth, 6-7 years, industrial partner. D: manufacturing, CEE, CZK 20-50m, control only, established-business acquisition, 5-7 years, acquisition partner.
I-S03 2026-09-01	Synthetic profiles E-H Profiles E, F, G, H Synthetic document. E: manufacturing, CEE, CZK 50-100m, minority, expansion, 5-7 years, investment partner. F: software only, Czechia/Slovakia, CZK 10-40m, minority, growth, 5-7 years, technology partner. G: manufacturing, US only, CZK 20-45m, minority, growth, 5-7 years, investment director. H: manufacturing, Czechia, CZK 20-40m, minority/control preference unstated, growth, 5-7 years, investment partner. Ticket ranges are fictional profile attributes, not observed market data.
I-S04 2026-09-01	Synthetic selection and outreach protocol Sections 1-2 Synthetic document. Required criteria: manufacturing, Czech coverage, a CZK 30m investment, minority ownership and a horizon compatible with 5-7 years. A mismatch means exclusion; missing information remains open. A-C: qualify. D-G: exclude. H: verify ownership preference before inclusion. A-H: no contact made, personal contacts unverified, interest unconfirmed. The owner approves the teaser and recipients before outreach.