INVESTMENT APPROACH RELATIVE TO RISK SPECTRUM

**Timing**

- **Angel Investors**
  - Higher Risk
  - Invest in ideas
  - Register IP

- **Venture Capital Investors**
  - Higher Risk
  - Invest in early-stage companies, products, business plans
  - Help commercialize IP

- **Private Equity Investors**
  - Higher Risk
  - Bring discipline, strengthen Mgt.
  - Drive business growth & EBITDA, create scale & Exits

- **Corporates / Institutional Investors**
  - Lower Risk
  - Invest to increase EBITDA, scale, diversify product range, investment returns

- **Listed Companies**
  - Lower Risk