

# QIA Fund of Funds Proposal Template

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When complete please return this form to [qatarfofinbox@qia.qa](mailto:qatarfofinbox@qia.qa)

## 1. General Information

### Background of the applying fund manager

Please provide:

- i) Name of Fund Manager
- ii) Email Address
- iii) Date and Country of Incorporation
- iv) Registered Address
- v) Number of Staff Employed
- vi) Legal entity name
- vii) Type of Organisation (e.g., Partnership, Limited Company)
- viii) Regional focus
- ix) Sectorial focus
- x) Asset class focus
- xi) Principal Shareholders
- xii) Names of Partners
- xiii) Proposed fund size in USD

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**For use of QIA FoF team:**

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## 2. Executive Summary

Please provide a summary of the application and the applicant's value proposition

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### 3. Firm Overview

Firm Introduction	
<p>Please provide an overview of</p> <ul style="list-style-type: none"><li>i. The fund manager's history</li><li>ii. Business strategy and investment philosophy</li><li>iii. Key elements of the investment history</li></ul>	

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## 4. Financials and Performance

### Financial Performance

Please provide a more detailed description of your historic financial performance:

- i) Description and number of funds managed to date (different vintages are considered different funds)
- ii) Description and number of exits to date
- iii) Overall AuM for the fund manager
- iv) Planned size of the fund to be set up
- v) Average IRR % over the last 5 years / multiples for fund manager's previous funds

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## 5. Fund Manager Team Expertise

### Investment Team Expertise and Capabilities

Please provide details on experience and expertise of the proposed investment team for the proposed fund:

- i) Description and average years of VC experience of the senior management team for the proposed fund
- ii) Senior management team turnover rate for the fund manager as a whole
- iii) Number of years the proposed senior management team has been working together (as part of the fund manager firm overall)
- iv) Average years of experience of senior management team for the proposed fund investing in Series A/B deals
- v) Description of monitoring, reporting, and governance processes and criteria applied for investment decisions
- vi) Number of due diligences conducted per investment on average by the fund manager
- vii) Outline how the fund will engage / stay in contact with QIA

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## 6. Fund Investment Strategy

### Investment strategy and approach

Please provide a more detailed description of your investment strategy and approach in the context of the QIA Fund of Funds. Further details may be provided in a separate business plan document

- i) Outline a clear investment strategy
- ii) Provide evidence of high-quality investment pipeline and a detailed plan on the approach to execute
- iii) Outline a viable plan of how the proposed fund will deploy capital
- iv) Outline the requirements of the proposed fund with a detailed explanation (e.g., approach to building the team, raising capital, identifying investment opportunities, approach to portfolio construction and diversification)
- v) Outline focus areas for investment (e.g., fintech, healthtech, or edutech)
- vi) Outline how ESG factors are planned to be integrated into the investment strategy
- vii) State a clear, feasible plan to demonstrate commitment to reducing emissions if applicable
- viii) Provide a clear demonstration of suitable

standards of diversity and inclusion, reputation and integrity, and appropriate ethical standards

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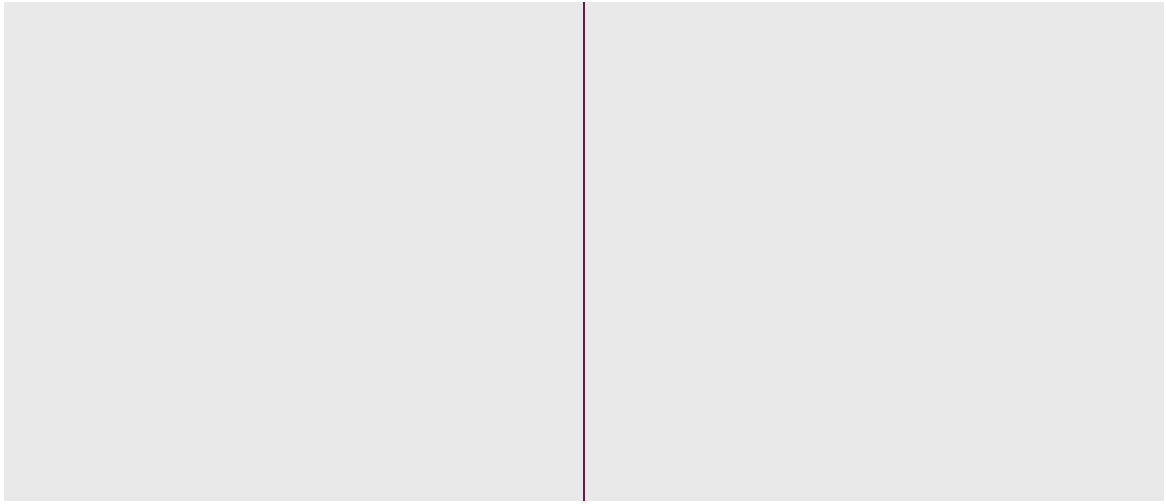
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## Impact of government support on crowding in investments

Please provide details regarding the potential impact of government support on the applicant's investment strategy and approach. Further details may be provided in a separate business plan document.

- i) Outline a viable plan for how government support will be used to provide a catalytic effect in the market
- ii) Outline an approach for how government support / funding will be used to “crowd-in” private sector capital



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## Effective and efficient use of government funding

Please provide details regarding the planned method of usage of government funding

- i) Outline a detailed plan on how government funding will be used in a strategic and sustainable manner
- ii) Provide an outline of the plan for incentives / performance-related compensation alignment between management and investors
- iii) Percentage of the fund's management fee

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## 7. Developmental Impact

### Local team information

Please provide details regarding the plan for setting up an office in Qatar and the planned senior team to be based out of Qatar:

- i) Number and description of full-time VC partners planned to be based in the Qatar office for the entire lifecycle of the fund, , incl. number of Qatari nationals if applicable
- ii) Number and description of full-time investment team members planned to be based in the Qatar office / on payroll in Qatar and with a QID for the entire lifecycle of the fund, incl. number of Qatari nationals if applicable
- iii) Number and description of full-time support team members planned to be based in the Qatar office / on payroll in Qatar and with QID for the entire lifecycle of the fund, , incl. number of Qatari nationals if applicable

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**Active publicity and participation in VC relevant events**

Please provide a description of the fund's planned public presence and a clear media engagement plan with regular press activity & publications across official fund manager social media channels & commitment for participation in VC relevant events in Qatar (e.g., local startup events, forums, and networking activities)

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## Knowledge transfer

Please provide a description of the knowledge transfer plan:

- i) Description and target number of mentoring sessions for start-ups to be conducted by the fund's team for local startups per year
- ii) Planned participation as trainers for the VC investor education programs, e.g., with QDB / QFBA
- iii) Number and description of portfolio companies that the fund will incentivize to establish a significant operational presence in Qatar (Operational presence defined as (a) legal registration, (b) minimum of one C-level executive residing in Qatar, (c) operations in Qatar amount to a minimum of 20% of the total company expenses on an annual basis, and (d) start providing their products / services in Qatar or e) establishing partnerships with local Qatari companies
- iv) Number and description of planned investments in the

business plan into foreign  
start-ups willing to set up  
operations in Qatar / provide  
their products or services to  
Qatar entities

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## Local investments

Please provide details regarding the fund's planned commitment to investing in local startups:

- i) Description and committed volume of funds to be invested in the MENA region over the next 5 years (in USD MM)
- ii) Description and committed volume of funds to be invested in Qatar over the next 5 years (in USD MM)
- iii) Description and committed number of investments to be made in Qatar in local startups over the next 5 years
- iv) Other considerations, e.g., planned projects / initiatives with developmental impact that have not been captured by any of the section above

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