

Endeavor Vietnam Candidate Questionnaire

Dear Entrepreneurs,

Thank you for your interest in Endeavor. Before we proceed with your application, please complete this form with as much detail as possible to allow us to get to know you better. All information is strictly confidential and for the exclusive use of Endeavor. It will not be published, disclosed and/or shared with a third party other than for purposes of the selection process.

SECTION 1: SUMMARY

Business Name:		Year founded:	
# Employees:		Industry:	
Revenue:	XX (2021) XX (2022) XX (2023e), and XX (2024e)		
EBITDA	XX (2021) XX (2022) XX (2023e), and XX (2024e)		
Financing:	XX		
Mission:			

SECTION 2: THE BUSINESS

1. In 1-2 sentences, state the problem or pain point that your company addresses: What local/global market gap do you fill? Why are current market offerings inadequate?

- XX
- XX
- XX

2. In 1-2 sentences, state the solution that your company offers: How do you alleviate the pain points described above? What differentiates your solution? (*Please be specific, and use metrics where possible)

- XX
- XX
- XX

3. In the table, list your primary sources of revenue.

Revenue Streams	Pricing (USD)	Monthly Volume	Sales (USD)	% Margin	% Revenue*

* All line items must add up to 100%. Else, please include a note explaining the percentage difference.

Do list out the key features of your product/services that make it unique.

- XX
- XX
- XX

4. Please estimate the total size of the market (global/regional vs Vietnam), and if possible, your current market share.

- XX

5. Describe your target customer. If you target multiple customer segments, please describe each. (Use tables and graphs to break down your customer base, by geographic locations or relevant demographic information)
Through which channels do you reach and sell to them?
Who are your notable clients in each segment?

6. List 3-5 notable competitors

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SECTION 3: OWNERSHIP, GOVERNANCE, TEAM

7. How is your team organized? Please name the different departments and a rough estimate of the number of people in each department. (You may attach a copy of your organization chart if preferred).

8. Do you have a head of division for the following department?

Finance/Admin	Yes or No
HR	
Sales	
Operations	
Customer Service	
Marketing	
Tech / R&D	

**feel free to edit the divisions to fit your company's structure*

9. Please fill in the table below with your company's shareholders.

Name of shareholder	Position in the company	Percentage owned (%)	Board Seat?

SECTION 4: CHALLENGES & FUTURE STRATEGY

10. Future Strategy

10.1 Projections

In 1-2 sentences please explain your overarching growth strategy: where do you aim to be in 5, 10, 15 years?

10.2 Outline the company's plans for growth.

Add in questions that you might have for your mentors about accomplishing these targets. This is an opportunity to receive feedback on your future strategy

TIMELINE	TARGETS	Actions	QUESTIONS FROM CANDIDATE TO MENTOR
SHORT-TERM (1- 2 yrs)		- XX - XX	-
MID-TERM (3 – 5 yrs)		- XX - XX	-
LONG-TERM (>5 yrs)		- XX - XX	-

11. Are there **any other challenges that are not related to your targets** as stated in questions you may have to mentors?

- XX
- XX
- XX

12. How do you think Endeavor can help you achieve these goals & why do you want to be a part of Endeavor?

Thank you for your time & effort in filling out this questionnaire.