



Fundraise Readiness Checklist

Opulus | Capital · Finance.Simplified.

Investors decide quickly, and diligence is where momentum dies. Use this checklist 8-12 weeks before you go to market so the process confirms confidence instead of raising questions. Tick what is done; everything unticked is your work plan.

01 Corporate & Cap Table

- Certificate of incorporation, MOA and AOA located and current
- Statutory registers and minutes updated to date
- Cap table reconciled with MCA filings (PAS-3, SH-7) and share certificates issued
- ESOP pool approved, grants documented, vesting schedules current
- Prior round agreements (SHA / SSA) and side letters compiled

02 Financial Statements & MIS

- Audited financials for the last 3 years (or since inception)
- Monthly MIS pack with P&L, cashflow and KPIs, consistent month to month
- Receivables and payables ageing reviewed; doubtful balances provided for
- Revenue recognition policy written down and applied consistently
- Related-party transactions identified, priced and documented

03 Tax & Compliance

- GST returns filed; GSTR-1 / 3B reconciled with books
- TDS deducted, deposited and returns filed on time
- Income tax returns filed; open assessments and notices summarised
- ROC annual filings complete (AOC-4, MGT-7)
- PF, ESIC, professional tax and labour registrations in order

04 Financial Model & Plan

- Driver-based 3-5 year model: assumptions separated from outputs
- Unit economics: CAC, LTV, contribution margin, payback
- 13-week and 12-month cash forecasts in place
- Use-of-funds plan tied to milestones
- Base, upside and downside scenarios prepared

05 Data Room

- Indexed folder structure; one owner for keeping it current
- Top customer and vendor contracts compiled
- IP assignments from founders and employees; trademarks filed
- Employment agreements and ESOP grant letters complete
- Insurance policies and litigation summary included

06 Deck & Narrative

- Problem, solution and market size with defensible numbers
- Traction metrics defined once and used consistently everywhere
- Competition mapped honestly; moat articulated
- Team slide that explains why you win
- The ask: amount, instrument, milestones it buys

Raising in the next two quarters?

Opulus Capital runs fundraise readiness and transaction advisory for founders and SMEs.

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