

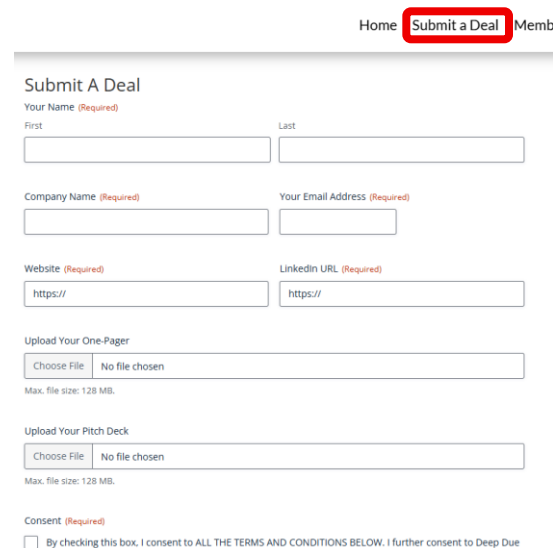
Deep Due Diligence Investors Deal Flow Process

Last updated August 12, 2025

Step 1: PPO SUBMISSION

Sponsor submits pitch deck and other private placement offering (PPO) documents (e.g., 1-Pager, proforma) through portal at <https://duediligenceclub.com/submit/> after agreeing to Terms & Conditions.

There is no cost to sponsors for submitting PPO's. There is also no obligation to respond to sponsors. This is a courtesy service provided to sponsors and should be regarded as such.



Submit A Deal

Your Name (Required)

First Last

Company Name (Required) Your Email Address (Required)

Website (Required) LinkedIn URL (Required)

https:// https://

Upload Your One-Pager

Choose File No file chosen

Max. file size: 128 MB.

Upload Your Pitch Deck

Choose File No file chosen

Max. file size: 128 MB.

Consent (Required)

☐ By checking this box, I consent to ALL THE TERMS AND CONDITIONS BELOW. I further consent to Deep Due

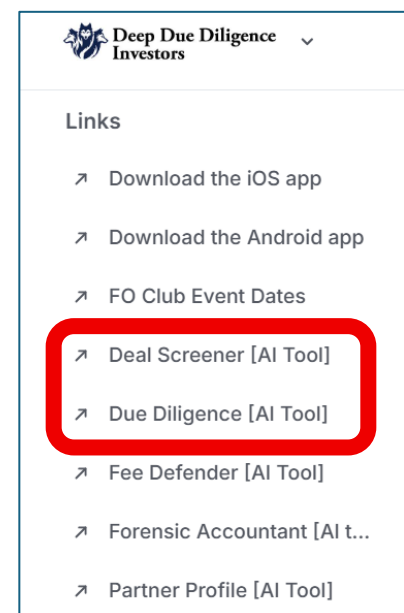
Step 2: DEAL SCREENER AI TOOL

Each PPO submission is run through Deal Screener AI tool that scores the PPO based on the presence or absence of predefined information. The Deal Screener AI tool does not rate the quality of the investment, it only identifies whether or not there is sufficient information justify posting to the “Due Diligence Funnel.” In other words, we don’t want to waste members’ time unless there is enough information for a member to decide whether or not to proceed to due diligence.

A PPO with a score of 70 and higher passes the screening gate of the Deal Screener AI tool and the PPO and full results of the Deal Screener AI tool are posted to the Due Diligence Funnel. All other PPO's that do not score 70 or higher are not posted to Due Diligence Funnel.

In light of massive deal flow and the fact that PPO submission is a valuable service that is free of charge to sponsors, the sponsors of PPO's that do not pass the Deal Screener criteria are not contacted.

Also in light of massive deal flow, members of Deep Due Diligence Investors are not bothered by PPO's that do not pass the Deal Screener AI tool. This is an important benefit that avoids needlessly wasting the time of our members.



About 90% of PPO submissions do not pass this preliminary Deal Screener step due to lack of information provided in the PPO submission documents.

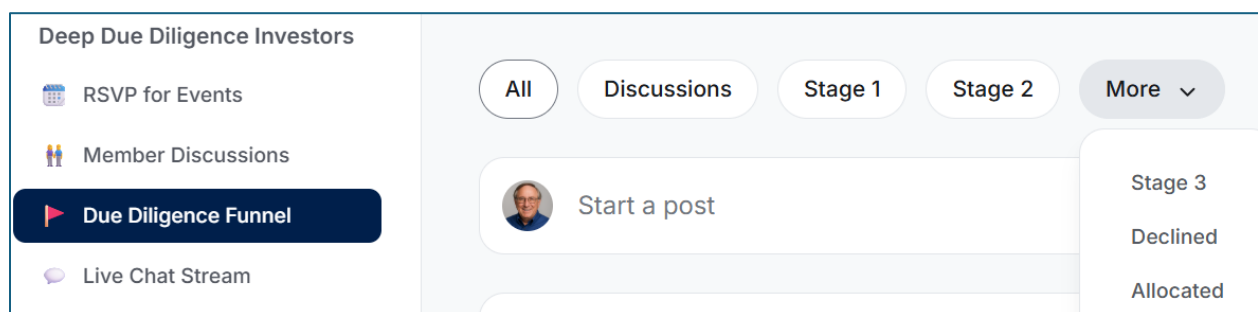
Note: Both sponsors and members should recognize that it is the responsibility of the sponsor to provide enough information in the PPO submission to determine whether it is worthy for members to proceed to due diligence. If a sponsor is not sure what information should be in a pitch deck, Family Office Club offers training on how to compose effective pitch decks and a sponsor can even use AI to help compose a pitch deck (or pitch deck outline) free of charge and with very little effort. It is not the job of the Deep Due Diligence Investors members to train sponsors on how to optimize their pitch decks on top of the benefit the sponsors are given which is valuable visibility to our members free of charge.

If there is an existing strong relationship between a sponsor and a member, that member can share the results of the Deal Screener AI tool with the sponsor and in that way, the member can provide valuable input for what information is missing. Hopefully, the sponsor is grateful for this valuable input provided free of charge.

Step 3: POSTING TO DUE DILIGENCE FUNNEL

When a PPO scores 70 or higher in the Deal Screener AI tool, the PPO is posted to the Due Diligence Funnel together with the input of the Deal Screener AI tool. All Deep Due Diligence Investors members can access the Due Diligence Funnel. Members can easily set their notifications to be sent an Email when a PPO submission is posted to the Funnel.

The 10% or so of PPO's that make it to the Due Diligence Funnel are designated "Stage 1."



Step 4: DDD TEAMS FORM ORGANICALLY...OR DON'T

All Deep Due Diligence Investors members in good standing have access to the Due Diligence Funnel. Members can choose to receive notifications for all new PPO's added to the Due Diligence Funnel or they can shut off notifications when they don't have available capital to invest. Members are never forced or requested to view a PPO submission or posting on the Funnel. We are respectful of members' time.

Members who are interested in pursuing due diligence express their interest in the PPO thread in the Due Diligence Funnel. Members are typically interested in proceeding to Deep Due Diligence (“DDD”) when they have available funds to deploy at that moment AND when the terms stated in the PPO match the individual targets for income and/or growth of that member at that moment.

One of the members who is interested to proceed to DDD for that PPO volunteers to lead the DDD team for that PPO and often serves as the SPOC (Single Point of Contact) with the sponsor. Members are NEVER assigned to a PPO team. All teams are formed organically and this ensures the best focus and alignment of interest.

The team leader or SPOC contacts the sponsor and serves as a liaison with the sponsor. The team leader coordinates the internal DDD process on our private platform or in a Google Doc, depending on the confidentiality requirements of the sponsor.

About half of the PPO’s that survive the Deal Screener Step proceed to DDD. **The other half are designated with the status “Declined” in the Due Diligence Funnel if a DDD team does not form organically within 30 days of initial posting.**

When a DDD team is formed, the PPO is designated as “Stage 2.”

Step 5: DEEP DUE DILIGENCE

The DDD team performs deep due diligence (DDD) on “the jockey, the horse and the track” which are the sponsor, the investment and the market.

DDD consists of thorough manual analysis supported by, but not replaced by, AI analysis including:

- Preliminary review using our customized Due Diligence AI tool
- Customized Partner Profile AI tool to evaluate sponsor characteristics after receiving written approval
- Forensic Accountant AI tool
- “Manual” human challenging of: every upside assumption, every risk (including identifying risks not disclosed in the Risk Factors section of the PPM), every cell in every spreadsheet, sensitivity analysis (e.g., estimate IRR’s at different exit cap rates and different rent levels for real estate deals), market and macroeconomic factors that may affect the investment and more
- 2-3 Q&A meetings with sponsors to address questions raised during DDD

Once the first Q&A session with the sponsor is conducted, the PPO is designated as “Stage 3.”

The Due Diligence Funnel platform has a feature that filters PPO’s with one click in one of 5 stages which are Stage 1, Stage 2, Stage 3, Declined or Allocated. This filter enables members to track PPO status which is particularly useful when members receive cash proceeds from an exit and want to consider which DDD team they may want to join at that moment.

Step 6: INDIVIDUAL INVESTMENT DECISIONS

At the end of the DDD process in Step 5, each team member decides independently whether to invest in the PPO.

The DDD team members who decide to invest may approach the sponsor as a team to negotiate terms for a side letter, depending on the specific situation.

At the end of DDD, the PPO is designated “Allocated” if at least one member invests and “Declined” if no members invest.

The platform retains the records of the DDD process which is useful in several situations such as reviving a DDD team for an open fund or performing a postmortem on an investment that underperformed.