



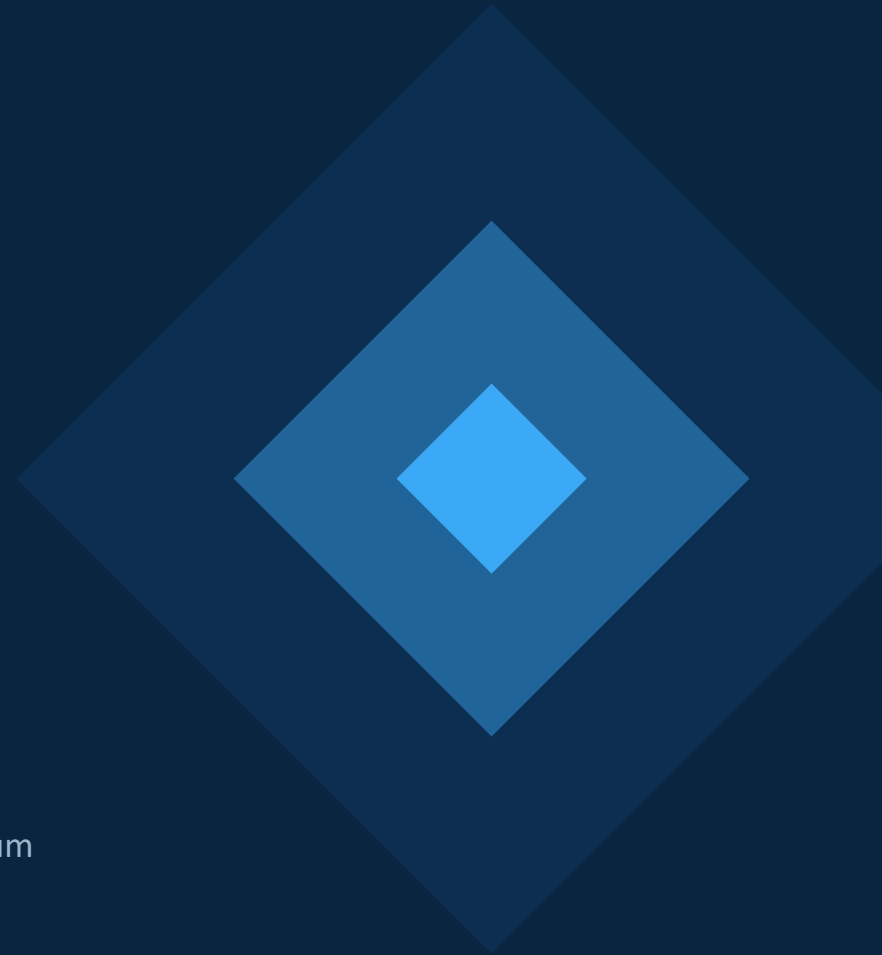
Every Sri Lankan startup has a value.

Almost none of them will ever find out.

CapRaise makes private companies investable — verification, valuation and a full investment memorandum in 72 hours. I would like to bring it to Hatch.

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Prepared for Jeevan Gnanam · Hatch · August 2026



This is not a shortage of capital.

It is a shortage of businesses that can prove what they are worth.



\$31B

Unmet SME financing demand
in Sri Lanka alone



1M+

MSMEs in Sri Lanka — 75% of all
businesses, 52% of GDP



\$5.7T

The same gap, repeated across
every emerging market



Investors are looking. Founders are willing. The two sides simply cannot see each other — because no one has done the work of making these companies legible.



The cost of becoming investable

Before any business can be sold, funded or valued, three documents must exist. Each one is built by hand, by analysts, over weeks.



Verification

Are the financials real?



Valuation

What is it actually worth?



The memorandum

A 30–80 page investment case

THE PRICE OF ENTRY

4–6%

of enterprise value in advisory fees — roughly \$400,000 on a typical lower-middle-market engagement.

**Below \$2M enterprise value,
no advisor engages at all.**

So a startup worth \$500,000 can never afford to prove it is worth \$500,000.



That wall was made of human hours.

Verification, valuation and the memorandum are document work. AI does document work. We rebuilt all three as an automated pipeline — with analyst sign-off on every output.

THE TRADITIONAL ROUTE

6–8 weeks

to reach a market-ready pack

~\$400,000

in advisory and analyst fees

Deals over \$2M only

everything smaller is refused

Sold once

the pack dies with the deal

CAPRAISE



72 hours

upload to investor-ready profile



A fraction of the cost

flat service pricing, no commission



Any deal size

from \$50K to \$50M

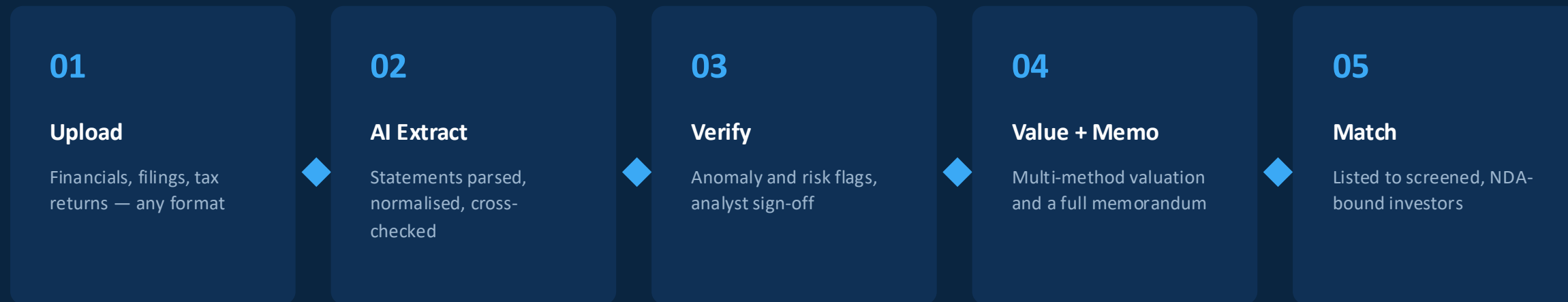


A living profile

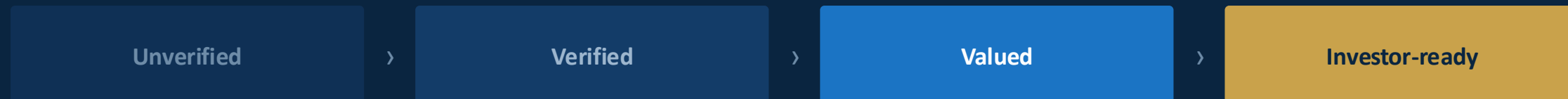
reused for every future raise

There was no marketplace for private capital because the cost of listing exceeded the value of the asset. That is the constraint we removed.

Upload a business. Get an investable company.



EVERY LISTING CARRIES A PUBLIC TRUST GRADE



The investor knows exactly how much diligence has already been done — before they spend a rupee of their own.

Valuation Studio

A guided valuation for Sri Lankan founders. Under ten minutes, no spreadsheets, no listing required — and calibrated to local benchmarks rather than Silicon Valley assumptions.

FREE VALUATION

LKR 0

- ◆ Valuation range and a negotiating range
- ◆ Factor-by-factor scoring against a local peer
- ◆ Sensitivity analysis if your inputs are challenged
- ◆ Plain-English commentary on what drives the number
- ◆ The top five ways to increase your valuation

ANALYST REPORT

LKR 50,250

- ◆ Scorecard, Berkus, VC method, market sizing and comparables — blended into one range
- ◆ Investment Readiness Score across 17 diligence items
- ◆ Sri Lanka risk profile and founder-quality adjustments
- ◆ Every assumption disclosed, signed off by an analyst

- ◆ Every completed valuation is also a structured profile: stage, sector, revenue, and whether the founder is raising. A readiness map of the whole cohort, from a free tool.

LoanReady™

Not every company is VC-shaped. LoanReady turns an owner's own account of their business into a bank-ready loan package — in about twenty minutes, without requiring a single financial statement.

8 steps

~60 plain-language questions

10 categories

~45 scored factors, all explainable

6 documents

generated for lender and owner

LKR 30,000

vs. weeks with a consultant

WHAT THE LENDER RECEIVES

- ◆ Loan Proposal and one-page Executive Summary
- ◆ Credit Assessment and Risk Assessment
- ◆ The facility the numbers support — term, working capital or lease

WHAT THE OWNER RECEIVES

- ◆ A Loan Readiness Improvement Report — their plan to become bankable
- ◆ The documents they are missing, ranked by what they cost them
- ◆ The amount they can actually service, not just the answer no

- ◆ Built with the ethics pinned in the test suite: an unanswered question scores as unproven, never as bad — a micro business with no paperwork is not penalised as a badly run one.

One profile. Every kind of capital.

Most platforms serve a single transaction type. CapRaise carries a company through its whole capital lifecycle — from first cheque to eventual exit.

◆ Startup funding

◆ Equity raise

◆ Partial stake

◆ Debt raise

◆ Sweat equity

◆ Full equity sale

◆ Asset sale

◆ Distressed sale

◆ Strategic partnership

BUILT FOR DISCRETION

- ◆ Staged disclosure — anonymous until the founder chooses
- ◆ NDA-gated data rooms with full audit trail
- ◆ Screened investors only, founder-controlled access
- ◆ Data held in-country. Never used to train models.

A company lists once — and comes back for every raise that follows. We charge transparent service fees, not a percentage of the deal.

Built, live, and earning in Sri Lanka.

12

Businesses listed

3

Verified & valued

LKR2bn

Pipeline value

3

Paying customers

WHAT IS SHIPPED

- ◆ **Marketplace platform**
live at capraise.lk
- ◆ **Valuation Studio**
live, single sign-on from the platform
- ◆ **LoanReady™**
built and tested, in QA for merge

HOW WE EARN

- ◆ **Verification & valuation packages**
paid before a deal ever closes
- ◆ **Memoranda and advisory products**
priced per output, not per deal size
- ◆ **Featured placement & investor access**
recurring marketplace revenue

Sri Lanka is not the market. It is the proof that the model works where deals are smallest and trust is scarcest.

Hatch builds the company. We make it fundable.

CapRaise is not another programme. It is the readiness layer that sits underneath the ones Hatch already runs — Startup Nation, HatchX, AccelerateHER.

APPLY

Startup Nation intake

Free valuation as the entry step
— every applicant scored, sector
and stage captured

BUILD

Accelerator months 1–4

Readiness gaps become the
curriculum. Founders see exactly
what is costing them value

PROVE

Accelerator months 5–6

Verification and analyst
valuation. The trust grade moves
from Unverified to Valued

RAISE

Demo day and after

A full memorandum and a live
profile — reused for the next
round, not rebuilt

By demo day, a Hatch startup does not pitch a number it guessed. It pitches a number an analyst signed.

Programme names are Hatch's own. The mapping above is illustrative and would be set with your team.

One cohort. Ninety days. No money changes hands.

WHAT HATCH STARTUPS GET

- ◆ Valuation Studio free, for every founder in the cohort
- ◆ Analyst valuation reports at a Hatch member rate
- ◆ LoanReady for the revenue-stage companies that need a bank, not a term sheet
- ◆ A profile that lives on and is reused at every future raise

WHAT HATCH GETS

- ◆ A measurable investor-readiness outcome across the portfolio
- ◆ An aggregate view of cohort value and readiness - data Hatch does not have today
- ◆ Co-branded reports, and demo-day companies that arrive with signed numbers
- ◆ No build, no licence fee, no engineering time

WHAT I AM ASKING FOR

- ◆ One pilot cohort - ten to fifteen companies, ninety days
- ◆ Your endorsement, and introductions where you think it fits
- ◆ Honest feedback into the engine while it is still cheap to change
- ◆ A yes or a no by the end of September - either is useful

◆ If the pilot works, we scale it across Startup Nation. If it does not, Hatch has lost nothing but a few founder hours.

THE POINT

Startups do not fail to raise because they are not worth it.

They fail because nobody ever made them legible enough to fund.

Free

Valuation Studio for the cohort*

90 days

One pilot, start to review

Zero

Cost, licences and engineering time to Hatch

A thousand Sri Lankan founders are worth something.

Let's build the machine that lets them prove it.



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