

# MENA Enterprise Financing

MENA-OECD Enterprise Financing Network

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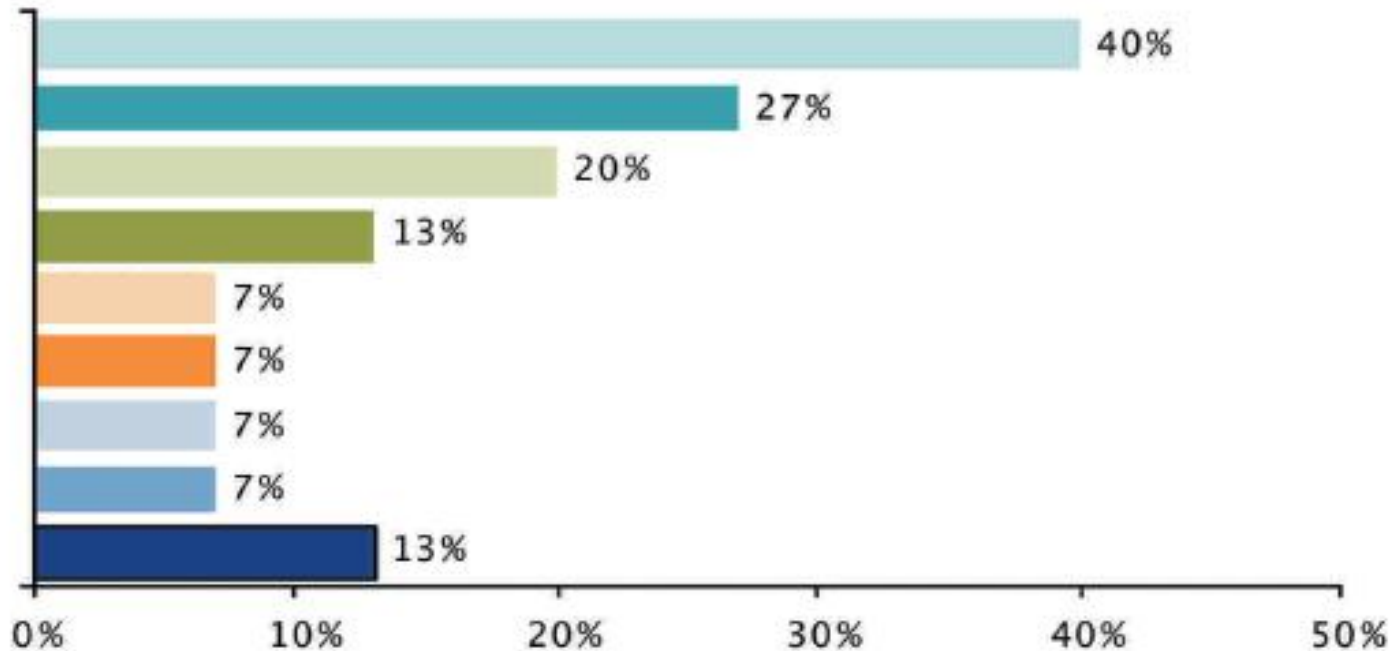
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## Main obstacles faced during negotiations with the Private Equity or Venture Capital firm



- Difference in valuation of the company
- Length of time it takes for due diligence
- Special rights and privileges for the investors
- Who controls the board of directors
- Who owns the majority
- Who controls the management
- Legal limitations on structuring the deal
- Disclosure of information and accuracy of information disclosed
- Others