

# Demand Signal Forum Series

Investor Application — Confidential

All responses are used only for invitation curation. Submitting does not guarantee an invitation.

## SECTION 1 — CONTACT & FIRM

Full name

Firm / fund name

Email address

Phone

Title / role

Firm type (VC / PE / Family Office / Angel / Corporate / FoF / Other)

City

State

ZIP

**The Demand Signal Forum is held in Los Angeles. Are you able to travel?**

- I'm based in the Los Angeles area — no travel needed
- Yes — I can travel to Los Angeles
- Possibly — depends on the date
- No — travel would not be possible

## SECTION 2 — INVESTMENT PROFILE

**Industries you typically invest in**

Select all that apply

- |  |  |
|--|--|
| <input type="checkbox"/> Aerospace & space     | <input type="checkbox"/> Defense tech            |
| <input type="checkbox"/> Dual-use technology   | <input type="checkbox"/> Robotics & autonomy     |
| <input type="checkbox"/> Deep tech / hardware  | <input type="checkbox"/> Biotech / life sciences |
| <input type="checkbox"/> Fintech / SaaS        | <input type="checkbox"/> Consumer                |
| <input type="checkbox"/> Entertainment & media | <input type="checkbox"/> Real estate             |
| <input type="checkbox"/> Other:                |  |

Describe other industries

**Would you consider investing outside your typical industry focus?**

- No — I stay within my defined thesis
- Rarely — only for exceptional opportunities
- Yes — actively looking to expand into new sectors
- Yes — specifically, defense / space would be a new category for me

**Space capability mission areas of interest**

Select all that apply — helps us match you to the right SpaceWERX Challenge companies

- |  |  |
|--|--|
| <input type="checkbox"/> Assured access to space | <input type="checkbox"/> Sustainment & logistics |
| <input type="checkbox"/> Space Domain Awareness  | <input type="checkbox"/> Communications          |
| <input type="checkbox"/> Command & Control       | <input type="checkbox"/> ISR                     |
| <input type="checkbox"/> Cyber                   | <input type="checkbox"/> Launch Operations       |
| <input type="checkbox"/> Digital Engineering     | <input type="checkbox"/> Other:                  |

Describe other Space capability areas

**Stages you typically invest**

Select all that apply

- |   |   |
|---|---|
| <input type="checkbox"/> Pre-seed           | <input type="checkbox"/> Seed                 |
| <input type="checkbox"/> Series A           | <input type="checkbox"/> Series B             |
| <input type="checkbox"/> Growth / Series C+ | <input type="checkbox"/> Late-stage / pre-IPO |

**Typical check size per deal**

- Under \$500K       \$500K - \$1M       \$1M - \$5M       \$5M - \$15M       \$15M - \$30M

**Do you invest in companies based outside the United States?**

- No — US-only
- Yes — Five Eyes / NATO allies only
- Yes — selectively, depending on the country
- Yes — global mandate, no geographic restriction

**If yes — which countries do you actively invest in?**

Select all that apply

- United Kingdom       Canada

- |                                      |                                      |
|--------------------------------------|--------------------------------------|
| <input type="checkbox"/> Australia   | <input type="checkbox"/> New Zealand |
| <input type="checkbox"/> Israel      | <input type="checkbox"/> Germany     |
| <input type="checkbox"/> France      | <input type="checkbox"/> Japan       |
| <input type="checkbox"/> South Korea | <input type="checkbox"/> UAE         |
| <input type="checkbox"/> Singapore   | <input type="checkbox"/> India       |
| <input type="checkbox"/> Brazil      | <input type="checkbox"/> China       |
| <input type="checkbox"/> Russia      | <input type="checkbox"/> North Korea |
| <input type="checkbox"/> Other:      |                                      |

List other countries

**Do any of your LPs include foreign nationals or foreign government-linked entities?**

- No
- Yes — allied nations only (Five Eyes / NATO)
- Yes — including non-allied foreign LPs
- Prefer not to disclose

**SECTION 3 — DEFENSE & SPACE EXPOSURE**

**How would you describe your current relationship to defense tech investing?**

- No exposure  
*Never invested in or closely evaluated a defense or space company*
- Curious — researching  
*Aware of the opportunity and learning, but haven't written a check*
- Adjacent — dual-use portfolio  
*Companies selling to government / dual-use markets, not dedicated defense*
- Invested — active in defense  
*One or more dedicated defense or space companies in my portfolio*
- Deep — defense is a core thesis  
*Defense and national security is a primary focus of my investing strategy*

**Have you previously evaluated or invested in space technology companies?**

- No — this would be new territory
- Evaluated but passed
- Yes — I have space companies in my portfolio

**Do you have portfolio companies that could benefit from a Department of War customer relationship?**

- No
- Possibly — I'd need to understand the use case first
- Yes — I have specific companies in mind

**If yes — briefly describe which portfolio companies might be relevant**

**SECTION 4 — INVESTMENT INTENT**

**About the SpaceWERX Challenge**

The Demand Signal Forum is connected to a SpaceWERX Challenge — a structured process through which companies are selected to address specific Space capability gaps for the Department of War. Attendees have advance visibility into challenge companies and the opportunity to co-invest or invest directly into the selected winners.

**How seriously are you considering deploying capital into space or defense in the next 12-18 months?**

- 1     
  2     
  3     
  4     
  5

1 = Not seriously

5 = Actively deploying

**How would you describe your investment role?**

- Lead Investor only  
*I set the terms and lead the round independently*
- Lead Investor with co-investors  
*I lead the round and welcome co-investors alongside me*
- Co-investor only  
*I participate in rounds led by others*

**Attendees would possibly co-invest or invest directly into SpaceWERX Challenge-selected companies. How do you feel about that?**

- Not for me — I don't see this fitting my mandate
- Possibly — depends on the company, terms, and other investors at the table
- Open to it — co-investing or investing independently in this sector interests me
- Interested — and I'd consider leading a round if the opportunity is right

**If you were to co-invest or invest in a SpaceWERX Challenge winner, what range would you consider?**

Select all that apply

- |  |  |
|--|--|
| <input type="checkbox"/> Under \$500K  | <input type="checkbox"/> \$500K - \$1M |
| <input type="checkbox"/> \$1M - \$5M   | <input type="checkbox"/> \$5M - \$15M  |
| <input type="checkbox"/> \$15M - \$30M |  |

**What would you need to see from a SpaceWERX Challenge-selected company to co-invest or invest?**

*Be specific — helps us select companies that match your criteria*

**Are there any deal structures you cannot participate in?**

*e.g. SBIR-funded companies, FOCl restrictions, classified programs*

**SECTION 5 — CONTEXT & FIT**

**What is drawing you to the Demand Signal Forum? What are you hoping to walk away with?**

**Is there anyone you know who should also be at this forum?**

*Referrals help us maintain the quality of the room*

**How did you hear about the Demand Signal Forum?**

- Direct invitation
- Colleague referral
- Space Force / government contact
- SpaceWERX
- Social media / LinkedIn
- Newsletter or press
- Other

Please specify

**Dietary restrictions or accessibility needs**

*Responses are confidential and shared only with the curation team. The forum is limited to 20 investors.*