



## **Q & A for your trip to China**

Welcome, we have created this document to provide answers to frequently asked questions regarding your exclusive China VC tour to give you as much information as possible. After reading it should you have any further questions please do not hesitate to contact us on [info@dragongateway.com](mailto:info@dragongateway.com) and one of our friendly team members will be more than happy to assist.

### **Q. Will there be somebody at the airport to greet me?**

- A. Yes, our dedicated representatives will be ready and waiting to greet you at the airport, they will have your details to hand and will be looking forward to welcoming you to China. You will also be sent an email beforehand with an explanation on where to meet them together with their contact details. Please remember that you can always contact us using the details above should you have any questions.

### **Q. What is the best time to arrive at the airport?**

- A. Just let us know when you expect to arrive in China, and we will ensure we meet you when you arrive. One of the best times to arrive in China is between 10am-4pm to avoid the rush hour traffic however we work entirely around your schedule. If you would like to arrive in China a day before the tour begins to take in the amazing sights and culture, there will be an additional accommodation fee, please contact us to discuss your requirements.

### **Q. How will we travel to the hotel once we arrive at the airport?**

- A. Once you have cleared customs and met our representatives you will travel from the airport by a Sedan or a luxury vehicle to begin your tour in style. While travelling the team will point out interesting landmarks and attractions for you and please feel free to ask them for further information on anything you see.

### **Q. What happens once we arrive at the hotel?**

- A. On arrival at your luxury hotel you will need to check-in at the concierge desk to be allocated your rooms, we always attempt to room all attendees close to each so you can build your network.

### **Q. What is the maximum number of attendees that can attend the tour?**

- A. We are often oversubscribed but in order to provide the best service possible, we limit the maximum number of attendees to 10 per tour. Should the tour dates not fit into your schedule please contact us to find out when our next tour is set to run.

### **Q. Will we have someone to contact and ask questions throughout the trip?**

- A. Our China representatives will be on hand 24/7 on your trip. You will be able to converse with them at any time face to face where applicable or through WeChat, Skype, and by phone call and please remember you can contact the Dragon Gateway team at any time.

### **Q. How will I be informed about my slot for the tour?**

- A. You will receive a detailed email confirmation from us if you have been allocated a place on the tour. Upon receipt of the email should you have need anything clarifying please just get in touch.





**Q. Will I be pitching to a selection of VC funds?**

- A. Depending on which tour you attend (one or two locations) you and your team will then be invited to pitch to up to 20 of our top VC funds, you will be provided with a detailed itinerary which will allow you to hone your pitch.

**Q. When will I be informed if I have been successful in raising capital from the VC funds?**

- A. The VC's carefully consider your project in great detail and will make a decision on whether they would like to fund your project within 1 month we will keep you up to date at each stage.

**Q. If funding has been granted, how long will the process take?**

- A. Once a decision has been made to fund your project by the VC's, the legal process will begin, and you will be sent your contract and legal documentation. VC's may send these by post for signature or via email depending on their preferred processes – they will inform you of this in advance so you can prepare.

**Q. How many projects have been funded to date and in 2019?**

- A. From 2017 to the present, more than 30 projects have been successfully funded, and as the number of projects on each tour are totally different, we cannot provide percentages and please bear in mind that sometimes VC's seek private or confidential agreements. In 2019, 11 projects have been put forward to VC's with 3 successfully securing funding.

**Q. What happens if I am not granted funding?**

- A. If unsuccessful, you will be provided with detailed feedback directly from VC's which you can then use to improve your next pitch. Please also read our general guide to pitching which is available in the Useful Guides Section of the Dragon Gateway website.

**Q. Are there opportunities to network while I am in China?**

- A. There will be many opportunities to network while on the excellent tours of the city and you can also network with other attendees by attending a group dinner.

**Q. Are there any additional fees for attendees?**

- A. There are no additional fees for attendees on the VC package, should you need clarification of what is included please refer to the itinerary you will receive in the first instance and if you have any questions please feel free to contact us.

**Thank you for taking the time to read this guide - the Dragon Gateway team are sure you will have a great trip to China, and we would like to wish you the very best of luck for your pitches.**

