Tailwind FUTURES

How to Use the Maladaptation Screener

What This Is

This is a free tool that uses any AI assistant, meant to help do an initial assessment of maladaptation risks for adaptation & resilience companies. This tool was created to enable investors to understand where the largest risks reside in a company's product and/or business operations, what information is required to better understand them, and how they might be mitigated. This tool is **not** a replacement for human reasoning and should only be used as a first pass to facilitate maladaptation risk assessment.

Why This Might Be Useful

- This is a tool for investors to diagnose what the maladaptation risks or trade-offs are in existing or potential portfolio companies so they have the information needed to make responsible investment decisions.
- We created an Educational Primer for private market investors to understand the what, why, and how of identifying maladaptation risk in adaptation & resilience technologies. Access the Educational Primer here.
- The majority of the diligence questions should be answerable with data room materials (pitch deck, GTM strategy, product roadmap, etc.). There are instances where it may be necessary to gather additional information to qualitatively assess where maladaptation risks sit, how severe they are, and how they might be mitigated.
- This tool allows investors to complete a first draft of the DDQ Worksheet leveraging AI so they can drill into the most significant maladaptation risks the companies they are working with may present.
- Note: The screener will not do deeper assessments such as LCA analysis or supply chain analysis for companies evaluated. Investors will need to add that

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information separately should they wish it to be incorporated into the assessment.

What You Will Get Back

The AI screener will complete the Maladaptation DDQ worksheet as an output. *Note: if you do not have an AI chatbot account that allows for downloadable Excel files, the worksheet will be visible as a table in the chatbot.*

The completed worksheet output will have a table at the top that summarizes the highest risks identified across the worksheet's 19 questions.

Through this summary you will learn:

- Whether a company has any red flags, high or medium risks*
- Whether or not more data is needed to gauge the severity of possible risks
- What mitigation steps might offer risk reduction potential
- Any global investment standards that may apply to the questions referenced

This report is meant to *assist* investors in completing a maladaptation assessment. The findings of this report are thus meant to offer direction in the completion of the assessment rather than a final verdict about the risks posed by the company.
*Note: While the screener's initial risk scoring can be used as a guide for where more attention may be needed, assigned risk ratings should be reviewed by investors for accuracy depending on their own investment approach and risk tolerance.

What You Need

Two files, both shared with you:

- Maladaptation assessment AI prompt (access the AI prompt file)
- How to use the maladaptation screener (this file)

Diligence Data (the more you can upload, the richer your DDQ worksheet will be):

  - Data Room Materials

- Pitch deck (recommended)
    - Investment memo (recommended)
    - Go-to-market strategy and customer discovery data (recommended)
    - Product certifications & regulatory approvals (recommended)
    - Financials (recommended)
    - Customer contracts, POs, etc. (optional)
  - Due Diligence Materials by your investment team (optional)
    - If your investment team has done any diligence or research on the company thus far, we recommend uploading your findings as well so the AI tool can build on this. (e.g. diligence calls, impact diligence findings, etc.)

Steps to Use This Tool

1. Open a chatbot (Claude, ChatGPT, Gemini, etc.)
2. Start a new conversation
3. Attach the prompt file
4. Attach company materials
5. Send a short message
   a. *'Please screen the attached company for maladaptation risks using the prompt I attached'*
6. Read the report
   a. The chatbot will create either a table or downloadable Excel file.
7. Ask follow-up questions

The tool is most useful when you treat it as a thought partner. Examples of useful follow-ups:

- Based on what you have found in your first screening, what are the most important pieces of additional information needed from this company to complete the worksheet?

- What information about the company, if added, could improve the quality of the maladaptation assessment?
- If the potential risks identified remain, what mitigation actions would be most effective in addressing them? How could these actions reduce the initial level of risk identified?

Tips

- The more detail you give the chatbot about the company, the more useful the report will be.
- If the report misses something you think it should have caught, push back.
- This is an AI tool. It can be wrong. Use the results as input to your own judgment.

Troubleshooting

- If the file does not upload, try saving it locally first and uploading from your computer rather than dragging from another browser tab.
- If the chatbot does not seem to follow the prompt, start a fresh conversation and re-attach both the prompt file and your company materials.

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