



We are Brandenburg Kapital

The region's leading venture capital investor



EUROPÄISCHE UNION
Europäischer Fonds für Regionale Entwicklung

www.efre.brandenburg.de

Brandenburg Kapital

ILB

At a glance: Brandenburg Kapital (BK)

Experienced VC with entrepreneurial know-how



OVER 25 YEARS OF EXPERIENCE IN BUILDING SUCCESSFUL COMPANIES



PROVEN EXPERTISE FOR DYNAMIC BUSINESS MODELS



ACTIVE HANDS-ON MANAGEMENT



RELIABLE INVESTOR WITH LONG-TERM INVESTMENT



SPARRING PARTNER WITH ENTREPRENEURIAL KNOW-HOW



ESTABLISHED NETWORK OF CO-INVESTORS, BUSINESS & MEDIA

BK experiences and history

25+
years of
experience

160+
companies
supported

190+
million euros
invested

1993

Seed Capital
Brandenburg
GmbH, KBB
Kapitalbeteili-
gungsgesell-
schaft mbH
(70,0 Mio. EUR)

BC Venture GmbH,
Risikokapitalfonds
S-UBG, BFB
Beteiligungsfonds
Brandenburg GmbH
(60,0 Mio. EUR)

BFB
Wachstumsfonds
Brandenburg
GmbH, BFB
Frühphasenfonds
Brandenburg
GmbH,
Brandenburg-Kredit
Mezzanine I
(82,5 Mio. EUR)

2016 -2023
Brandenburg Kapital GmbH
- Frühphasen- und
Wachstumsfonds
Brandenburg-Kredit
Mezzanine II
(102,5 Mio. EUR)

BK financing focus and conditions (VC)

Seed and Growth Fund – EUR 95.0 million



STARTUP FINANCING

Who? Small enterprises (seed and start-up);
Up to 5 years after founding;
Innovative, technological focus

What? Investment up to EUR 1.2 million
(subordinated loan + 15% share capital)

Sector focus: Information & Communication Technologies, Industry, Life Science/Health Care

Miscellaneous: Headquarter or business unit in the State of Brandenburg

Funds are co-financed by the European Regional Development Fund (ERDF) and ILB.

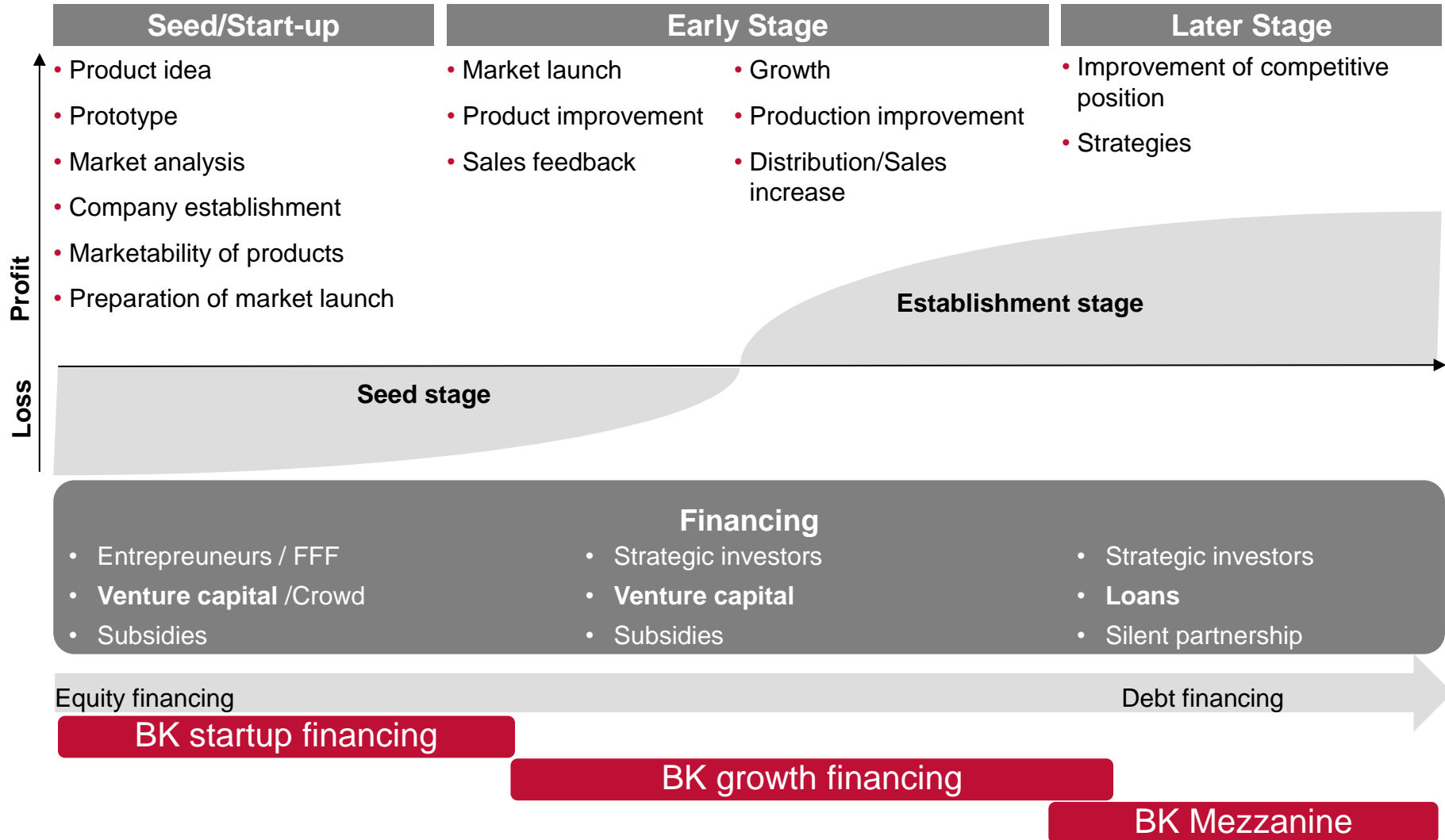


GROWTH FINANCING

Who? Small and medium-sized enterprises
(growth phase)

What? Investment up to EUR 6.875 million
(equity and /or /subordinated loan);
Co-investment with independent private
investor(s)

Investment by BK - Company and financing stages



Organizing equity financing (view from start-up perspective)

Strategic considerations

- What do I want to achieve with the money (clarifying business case)?
- Which kind of equity financing do I need (f. ex. equity, subordinated loan, silent participation)?
- Which kind of investor do I want to work with (f. ex. business angel, strategic investor, venture capital firm)?
- What added value do I expect from the new shareholder/ investor?
- Which exit szenario do I strive for (buy-back, trade sale, IPO)?

Crucial operational steps

- Establish adequate shareholder and management structures
- Draw up a detailed financial budget which reflects the accurate capital demand
- Set up a data room with a complete set of documents

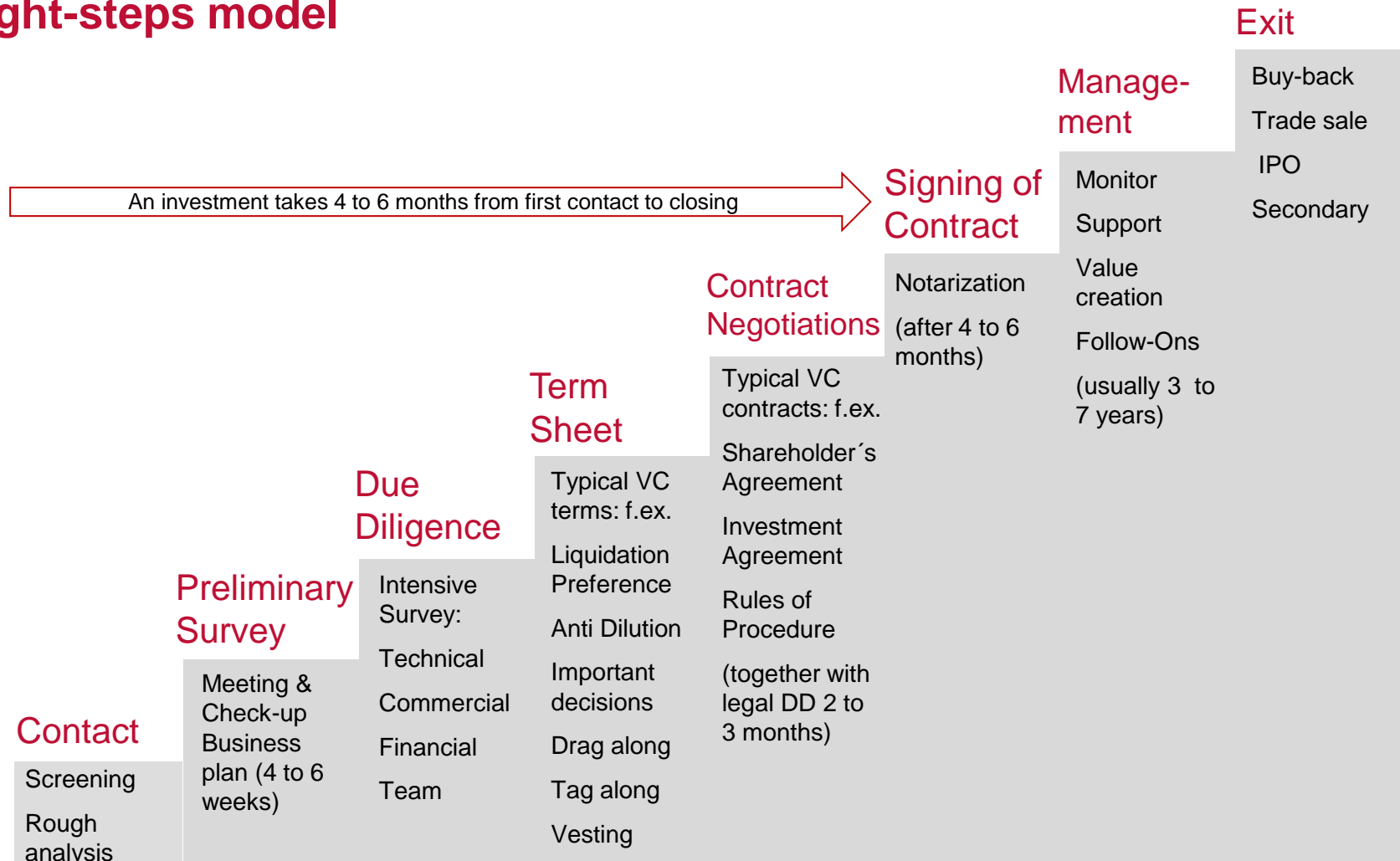
Startup financing (view from investor perspective)

Investors expect an entrepreneur to ...

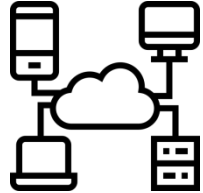
- manage a company with clear corporate structures
- understand and live the business plan as a strategic guideline
- recognize the need for transparent and timely controlling
- be convinced of product, market and success
- tap into and expand growth markets
- have the willingness to shape the future of the company together with partners
- foster open communication with the investor (especially in difficult times)
- support exit opportunities (participation on a temporary basis)

Venture capital process

Eight-steps model



BK Portfolio (Excerpt)



Information & Communication
Technologies



Industry



Life Science/
Health Care





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Information & Communication Technologies (ICT)

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Brandenburg Kapital

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EU support

Support programs for start-ups and investment funds are co-financed by the European Fund for Regional Development (EFRD):

- Early-Stage- and Growth-Funds



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