



# **PARTNERING with CAPTIUM for Searching, Screening & Nurturing New Ideas for Your Business**

CAPTIUM Ventures searches, screens and nurtures promising and innovative ideas and ventures that create growth and future potential prospects for its Industrial Partners Businesses.

We are seeking persons, ventures and companies with innovative solutions that will make a significant impact on the market and predominantly looking for entrepreneurs who can benefit from our Industrial Business Partners global presence, know-how and experience.

CAPTIUM cooperates with several development ventures and venture capital funds and investors, and builds a network of focussed search vehicles, including internet, for gaining access to new ventures and ideas that can benefit its Industrial Business Partners business development, either as an outsourced corporate venture activity or a partner for internal industrial venture departments or individuals. The client base will be based on non-competition and restricted initially to a limited number of Industrial Partners.

Our search program will be focussed on the priority areas agreed with the Industrial Partners. Industrial Partners decide on the size of their investment pledge.

## **Investment criteria**

What counts for us is the potential of the venture / idea for developing our Industrial Partners business. We are committed to the success of the ventures we finally recommend investments in, by sharing the risk in the ventures success.

CAPTIUM Ventures is searching for and interested in ventures / ideas having a strategic fit with its Industrial Partners objectives ;

- a unique idea that can create innovative products or services, which has the potential of gaining a larger international market. Patent is not a condition, but an important issue in the further developments
- a research or development project that could have interesting opportunities
- a running business that require support for reaching its next business development phase or phase were can be integrated into the Industrial Partner
- dedicated and ambitious people



### **Investment Focus**

CAPTIVM Ventures' investments are in equity and convertible loan instruments. Investments will be based on the Industrial Partners decisions and investment commitments. We search mainly for investments at stages ranging from seed to expansion and our geographic scope is international.

Our focus is on technologies, product and services that are relevant to the Industrial Partners.

Our goal is to establish long-term partnerships between entrepreneurs and Industrial Partners and/or integrate the ventures/ideas into the Industrial Partners business operations, in a way that adds value in the strongest possible way.

## **Investment process**

In our investment evaluation we look for powerful ideas that can make a substantial difference for or substitute a present business. We examine the environment, business, technology and management.

### **Screening**

We screen the ideas/ventures to see if it fits our Industrial Partners investment criteria. CAPTIUM targets to ensure a fast response as to whether an investment proposal falls within our criteria for investment consideration, so that the entrepreneur / business owner can proceed rapidly with the developments. If the screening test is passed, the investment proposal will be taken through a Strategic Fit Assessment, where we more in-depth evaluate the relevance to the Industrial Partners Businesses and agree on ranges for potential financial and resource commitments.

### **Detailed Due Diligence**

If the investment proposal is considered attractive we will embark on a detailed evaluation, focusing on specific issues relevant to the proposal, such as technology, financing, legal issues, commercial viability, management commitment.

### **Investment approval**

Having completed the due diligence and agreed an economic basis, the Industrial Partner will make the final investment decision. CAPTIUM will participate in the investment as a partner to its Industrial Partner, and act on behalf of the Industrial Partner in the development stages of the cooperation.

## **Parties contributions**

We offer entrepreneurs an advantage through the support for nurturing the venture and in a focussed and effective way utilize the Industrial Partner's industrial know-how and experience.



We improve the success probability by :

- keeping the cooperation entrepreneurially focussed
- having a flexible tool-set for supporting the business development (funding, senior expertise, strong international experience base, global industrial and financial network)
- Strong operational business experiences for supporting the business development through its different phases
- Full business responsibility (searches, M&A, DD, negotiations, take-over, board steering, business development) for targets that for size, competitive or business reasons need to be managed or run separately from the Industrial Partners business
- strong business development and M&A experiences for optimally structuring the business opportunity

We offer access to, through the Industrial Party :

- An international customer base, distribution network and potentially international sales network
- Laboratories and testing opportunities, as well as technological support in critical areas
- Access to higher volume production and logistical expertise
- Support in gaining and securing intellectual property rights

## **Investment Portfolio**

When an Industrial Partner decides to invest in an idea or venture, CAPTIUM can act as the holding company for the investment during the start-up phase, thereby enabling the Industrial Partner to for instance expensing the initial investment before integrating it into its operations. CAPTIUM presently works with only a limited numbers of Industrial Partners, which cannot have competition overlaps. One CAPTIUM partner being responsible for maximum three Industrial Partners.

## **Industrial Partners and CAPTIUM's revenues**

Industrial Partners value will be created through access to interesting business opportunities which they can bridge or acquire for their business developments. Alternatively the Industrial Partner can dispose of their interests / shares, if the final result does not finally fit with their business strategies. CAPTIUM's revenues will be based on a management fee based on investment capital and a share appreciation gain of the



Industrial Partners final investments, with the Industrial Partner always retaining the option of acquiring the CAPTIUM shareholding.

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