www.gesventure.pt/VCIT2008

Gesventure

INSTITUTIONAL SUPPORT

aprici  ABREU ADVOGADOS  FNABA

MEDIA PARTNERS

invest  inovar-te

Venture Capital IT 08
8-9 Abril
Francisco Banha
Gesventure, CEO

www.gesventure.pt/VCIT2008

I. INTRODUCTION

II. VENTURE CAPITAL IT

III. GESVENTURE

Gesventure is proud to keep bringing, since 2000, international top ranked experts to Lisbon in the fields of venture capital, entrepreneurship and innovation. We do it with the purpose of growing awareness for venture capital, motivate entrepreneurs and investors and, most of all, contribute to an effective networking inside the venture capital industry.

This year we believe that, once again, we will be able to attract the interest of society for these subjects, as they are essential to an healthy enterprise community, plentifully fulfilled with offer and demand for investment capital.

We are confident of your active participation in the event!
Venture Capital IT - CONCEPT

Venture Capital IT is the reference event in Portugal in the Venture Capital sector. A group of national and international experts in Venture Capital, Entrepreneurship, Business Angels and Technology gather during the 2 days of the event to discuss ideas about projects, concepts, trends, among many other approaches.

The congress also give some entrepreneurs the opportunity to present their projects to the attendance, expecting to attract attention by potential investors.

Beyond the presented projects under the elevator pitch form to all the audience, there will also take place simultaneously, private sessions with a Venture Capitalist, where previously selected projects will try to raise capital.

VCIT ends with the usual prize delivery to all that were evidenced in the following plans: Innovation, Internationalization, Entrepreneurship and Intrapreneurship.
Venture Capital IT
- CONCEPT

Conferences

Focused Audience

Elevator Pitch
public/private

Online Videos
presentations and interviews

Speakers Dinner

Audience participation

Networking

Awards
VCIT is mostly focused in the conferences that take place during the 2 days of the congress, and that are parted in 4 different theme sessions.

In the previous 7 editions, we have increasingly emphasized the internationalization, bringing to Portugal respected speakers of several acting fields and countries. The fact that we bring to our country speakers from United Kingdom, France, Spain, Belgium, China, Canada, United States, Brazil, Mozambique, Cape Verde, South Africa, Estonia, among others, evidences the international nature of not only the event but also of the Venture Capital itself.

For the 8th VCIT the bet in internationalization will continue and also will the specificity of the discussed themes.

The space for sharing ideas is essential in this kind of events, reason why we always give space to public discussion after each session.
Venture Capital IT
- SUBJECTS

TRENDS
- Blogs AND Media
- Second Life
- Clean Tech
- Videogames

ENTREPRENEURSHIP
- Entrepreneurship in Europe
- Entrepreneurs Testimonies
- Ideas and Entrepreneurship
- Young Entrepreneurs

EARLY STAGE
- Business Angels
- Cross Border Investments
- EASY Project
- BA Funds
- Case Study
- FINICIA Platform
- Mutual Guarantee

PRIVATE EQUITY
- Law issues
- Venture Capital in USA and Europe
- Fund Managers
- Private Equity in Portugal
Venture Capital IT
- SPEAKERS

Susan Preston, U.S.A.
Managing Director
California Clean Energy Fund (CalCEF)
Author of the book:
Angel Financing for Entrepreneurs: Early-Stage Funding for Long-Term Success

B.L. Ochman, U.S.A.
Author, blogger and marketing consultant at
whats.nextblog.com
Author of the book:
What Could Your Company Do With a Blog

Chip/Dan Heath, U.S.A.
Authors of the book:
Made To Stick

Peter Kelly
FINLAND
Helsinki School of Creative Entrepreneurship

Jenny Tooth, U.K.
EASY Project Manager
Great London Enterprise

- Erick Herzberger/ Luc Bernole (FR) – Entrepreneurs of Lisa Airplanes
- Guy Rigaud (FR) – President of Rhone Alpes Creation
- Luis Filipe Costa – President of InovCapital
- Jorge Lima (Eggy Lippmann) – The First European Second Life inhabitant | Beta Technologies
- Vasco Sousa – Director of Inovar.te
Along the congress will be given the opportunity to several entrepreneurs of exposing their projects to the public in 5 minutes presentations. The presentations take place in an interpolate way with the congress’ agenda, and have the aim to not only disclosure to the general public new emerging business opportunities, but also to transmit a little of the entrepreneurial spirit that exists in Portugal.

This is an innovative initiative in Portugal, having already been introduced in our country in the last events organized by Gesventure and with very positive results.

The concept *elevator pitch* comes from the 5 minutes that the entrepreneur has when he encounters a potential investor in the elevator. In those 5 minutes he will have to ‘sell’ his idea and arouse the investor’s interest to know more about the project.

**- PRIVATE SESSIONS**

At the same time of the congress, sessions in a private environment will take place with a venture capitalyst that is sponsor of the event. In these sessions, the entrepreneurs and projects previously selected by Gesventure, will have the opportunity to exclusively present to a VC the guidelines of their business plan and try to take them to a following meeting. Each presentation has 15 minutes.
Companies that successfully raised capital after having participated in Venture Capital IT (values in euros)

<table>
<thead>
<tr>
<th>Year</th>
<th>Company</th>
<th>Capital Raised</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>Ortik</td>
<td>45.000</td>
</tr>
<tr>
<td></td>
<td>zonadvanced</td>
<td>200.000</td>
</tr>
<tr>
<td>2006</td>
<td>SMART</td>
<td>775.000</td>
</tr>
<tr>
<td></td>
<td>MTB</td>
<td>495.000</td>
</tr>
<tr>
<td>2005</td>
<td>BioTrend</td>
<td>495.000</td>
</tr>
<tr>
<td></td>
<td>bioalvo</td>
<td>1.300.000</td>
</tr>
<tr>
<td></td>
<td>bysat</td>
<td>365.000</td>
</tr>
<tr>
<td></td>
<td>Loc@liser Glucoprime</td>
<td>480.000</td>
</tr>
<tr>
<td></td>
<td>MOVE</td>
<td>586.000</td>
</tr>
<tr>
<td></td>
<td>toLife</td>
<td>485.000</td>
</tr>
<tr>
<td>2004</td>
<td>OutSystems</td>
<td>2.200.000</td>
</tr>
<tr>
<td></td>
<td>AQUAL</td>
<td>500.000</td>
</tr>
<tr>
<td></td>
<td>toLife</td>
<td>50.000</td>
</tr>
<tr>
<td></td>
<td>toLife</td>
<td>2.200.000</td>
</tr>
</tbody>
</table>
Since the first edition of VCIT that Gesventure is giving prizes to the evidenced companies and personalities in 3 different plans: Entrepreneurship, Innovation and Internationalization and more recently also in Intrapreneurship.

The event’s sponsors associate themselves to one of the prizes, disclosing the business perspective that each entity identifies itself with.
Since the 7th VCIT, Gesventure uploads to the web free access videos of interviews and presentations recorded during the congress.

With this tool, the VCIT can reach wider audiences and long last the event through the following months.

1500 videos watched from 7th VCIT
Venture Capital IT

– TARGET AUDIENCE

Investors

Entrepreneurs

University Community

Venture Capitalists

Financial Institutions

Businessmen

Hi-Tech Business Parks

Companies

Media

Law Consultants

Business Angels Networks

Law Consultants

Entrepise Associations

Business Angels Networks

Business Consultants

Corporate Ventures

University Community

Entreprise Associations
Taguspark has an unbeatable reputation in the Portuguese scene of investigation and incubation of hi-tech companies.

This is definitely one of the best places in Portugal to organize an entrepreneurship and venture capital congress.

Taguspark
18 km from Lisbon
Access by highway A5 and IC19
Gesventure

— PROFILE

I. INTRODUCTION

II. VENTURE CAPITAL IT

III. GESVENTURE

Missão

“Obtain adequate financing to the best projects”

Fund raising stages

Seed capital, start-up, expansion capital, buy out, buy in

Optimization of the Business Plan

Best fit investor selection

Optimization of project valuation

Time reduction of the funding process

Created in 1991 by Christophe Chausson, Chausson Finance is one of the main French operators of private investment and of “mergers and acquisitions” to the growing companies.

Chausson Finance has today a network of 250 European investors specialized and a network of partners in Europe and in the United States.

Carried out Operations: Axance.com, Cdandco.com, Medi@vet, Ibase, Aurora, France MP3, Canalweb.net, NPTV, Com6, Cerclo, NetQuartz, Datops, AlloCiné, Industry Suppliers, Integra, Optims, SolSoft, Soft2You.com, IsMap, Staff&Line, Hitit, Oxydian, Film Festivals...

€ 350 millions raised
Venture Capital IT

— TESTIMONIES OF ENTREPRENEURS SUPPORTED BY GESVENTURE

Move Interactive | €886,000
“Gesventure efforts to elaborate a sustainable Business Plan and selection of an investor with complementary competences, were essential to obtain our investment.”
Roberto Varela, CEO

BioTrend | €425,000
“Gesventure associanship was a winner bet as they always showed an extraordinary professionalism in such a complex area as Biotechnology.”
Bruno Sommer Ferreira, CEO

Satellite Newspapers | €485,000
“We are grateful to Gesventure for supporting us in raising the capital we needed to grow and for driving us to valuable channels that helped close some business with international clients represented in Portugal.”
Bernardo da Fonseca, CEO

Bioalvo | €1,300,000
“Francisco Banha’s and his team know how in the Portuguese market lead to one of the most important financing rounds in start-up companies from a sector so complex and promissory as biotechnology industry.”
Helena Vieira, CEO

BySat | €365,000
“Gesventure knew, with its deep knowledge of the Portuguese venture capital sector, to congregate strategic, financial and legal optimal conditions that lead to our first financing round.”
Michel Amorim, CEO

Glucoprime | €175,000
“Gesventure support, to whom we are very thankful, in the conception phase of our industrial process, was crucial to give us the needed orientation to take our own right steps at the right timing.”
Filipe Aguiar, founder

Localiser | €480,000
“Gesventure, a company endowed by a deep knowledge in entrepreneurship and negotiation with investors, allowed us to obtain the necessary funds in a short period of time.”
Raul Mota, CEO

MTB - Marcos, Trade & Branding | €495,000
“MTB exists thanks to the evaluation of Gesventure, organization that represents diplomacy at its best in the world of business interests. Francisco Banha, the leader is the true «Business Angels».”
Maria Teresa Barbosa, CEO

Smart Advertising | €775,000
“To raise venture capital you need to be associated to an organization well established in the market, with a rich network of contacts, strong in competencies, expertise and efficiency. We found all that in Gesventure.”
Eunico Paes, CEO & Manuel Pinheiro, CEO

Fonte Viva | confidential
Gesventure has always been an active, professional and dedicated partner. [...] supporting us in all phases of the [process], from the Business Plan draft through the Due Diligence. The know how of its team was essential to the success of this sale operation. Pinheiro de Melo, CEO

Zonadvanced | €200,000
I found in Gesventure’s team the ideal partner to move to the final stage of funding. Gesventure’s team has deep knowledge of investors’ interests and of the funding market. They also have strong experience in the preparation of Business Plans and legal issues, a wide contact directory and an excellent reading of the market, anticipating the success of the business.