



 via venture  
partners

The premier partner for  
technology companies expanding  
out of the Nordic region

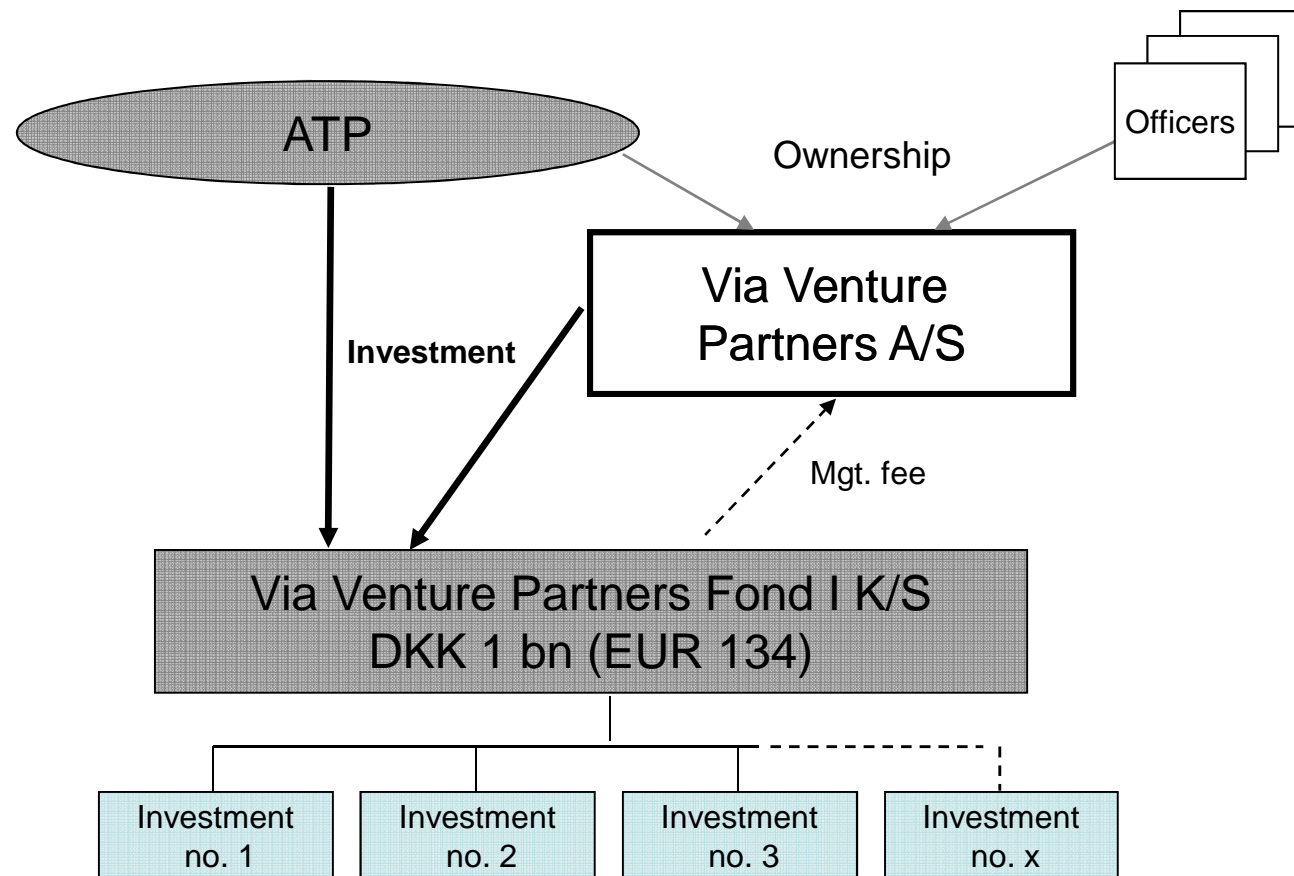
*June 10*

# Highlights



- Founded in January 2006
- Privately owned and independent
- DKK 1bn (EUR 134m) in committed capital
- Sole Limited Partner is ATP
  - ATP is DK's largest pension fund with savings in excess of EUR 54bn
- Investment focus: Exceptional technology (ICT) companies in the Nordic region
  - We support growth stage companies ready for commercialisation outside the Nordic region
  - We also support early stage ventures

# The set up



**The investment committee consists only of the investment officers**

# Our Team



**John Helmsøe-Zinck:** 20 years of senior ICT experience serving as a senior executive in global IT enterprises, management consulting and venture capital. In addition John has held independent non-executive board of director positions in the communications and IT sectors.



**Anders Lindqvist:** 9 years venture capital experience from Provider Venture Partners and over 15 years experience in the classical IT Industry holding various CIO and CEO positions at SEB and Enator Group.



**Anders Grånäs:** Anders has 15 years of experience from industry R&D, consulting and venture capital, from such companies as Industrifonden, Investor Growth Capital AB, Boston Consulting Group and ABB.



**Peter Thorlund Haahr:** Has been involved in numerous start-ups and assisted several companies with fundraising and international expansion. More than 10 years of experience from consultancy, investment banking and venture capital



**Jakob Rybak-Andersen:** 10 years of experience from venture capital, the telecommunication industry and consulting. Prior to joining VIA he worked for Danisco Venture, Sense and Site Communication AS, Mobilix and McKinsey & Company.



**Jesper Hørsholt:** Has held various CFO and senior financial manager positions in FLSmidth and other international companies; including a number of directorship positions with subsidiaries as well as associated companies.

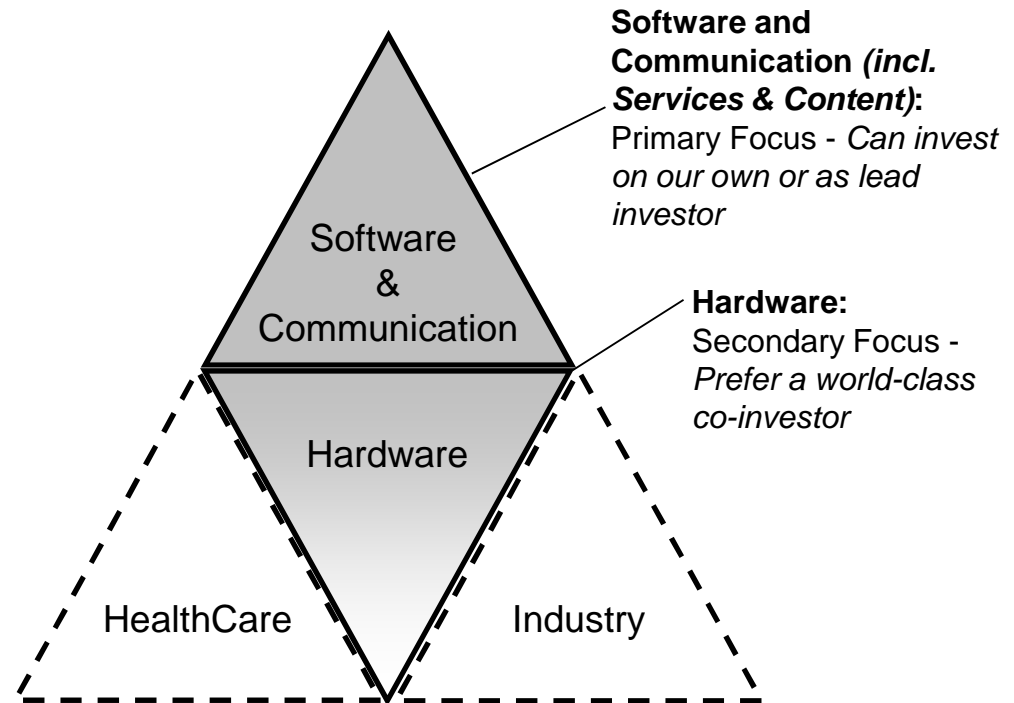


**Benjamin Kramarz:** has experience from investment banking and asset management in London and New York. In addition, Benjamin holds an MBA from Harvard Business School and an MPA from Harvard Kennedy School.

# Broad ICT Investment Focus

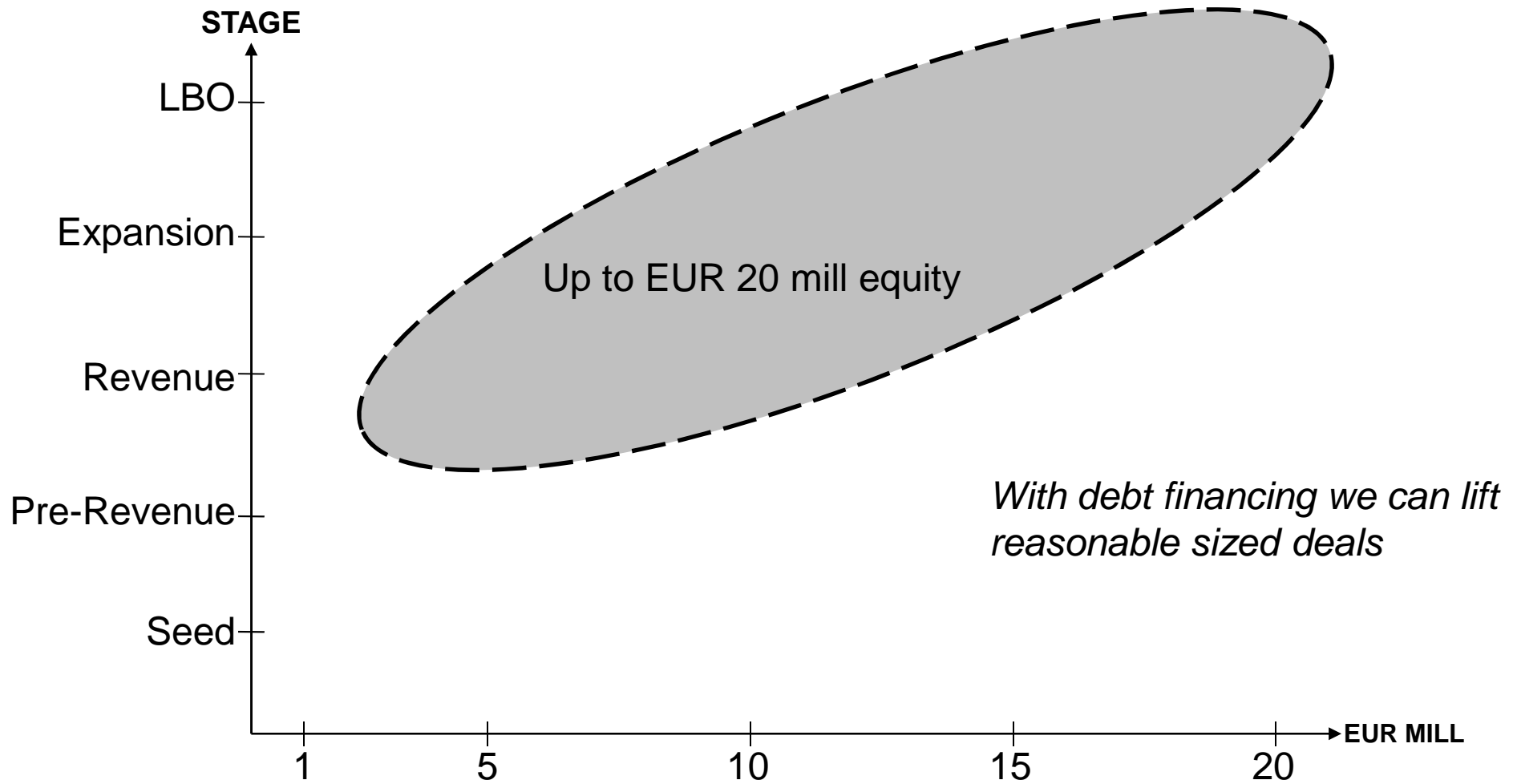


We invest in companies that reside in the **Nordic region** or have a strong **Nordic value-add**



**HealthCare and Industry:**  
Outside our investment space, unless strong IT-components are included

# Investment space



# Portfolio Companies



# Investment Criteria



1. Strong management team with proven track record.
2. Products or services addressing a "real need" with unique sustainable competitive advantage.
3. Global potential in a high growth market segment.
4. Well-defined attractive business model.
5. Attractive exit opportunities.
6. Partnership & "chemistry" with Via Venture Partners.

# VIA – a strong partnership



## Experience

Many years of experience growing internationally successful companies. Know what it takes to build a venture from scratch into a profitable niche leader.

## Network

Extensive ICT-industry network, e.g. financial sponsors, potential customers and partners. Assist in formation of advisory relationships + executive recruitments.

## Capital

Have the strength to provide sufficient funding. Are able to commit further capital at a later stage, if needed – alone or in syndication.

## Partnership

We offer frank, unbiased advice and support based on our shared financial goals and objectives.