



 via venture
partners

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

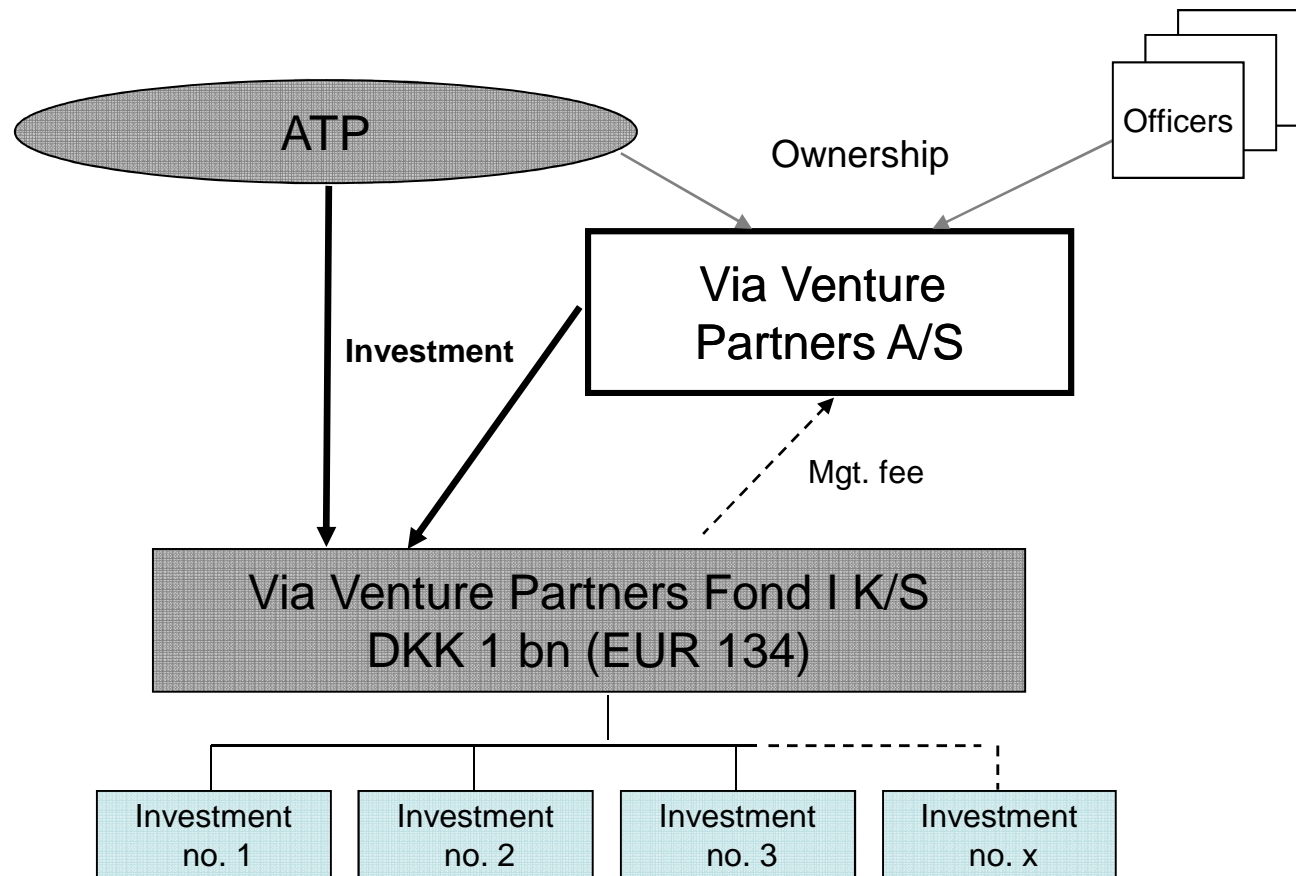
December 09

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.

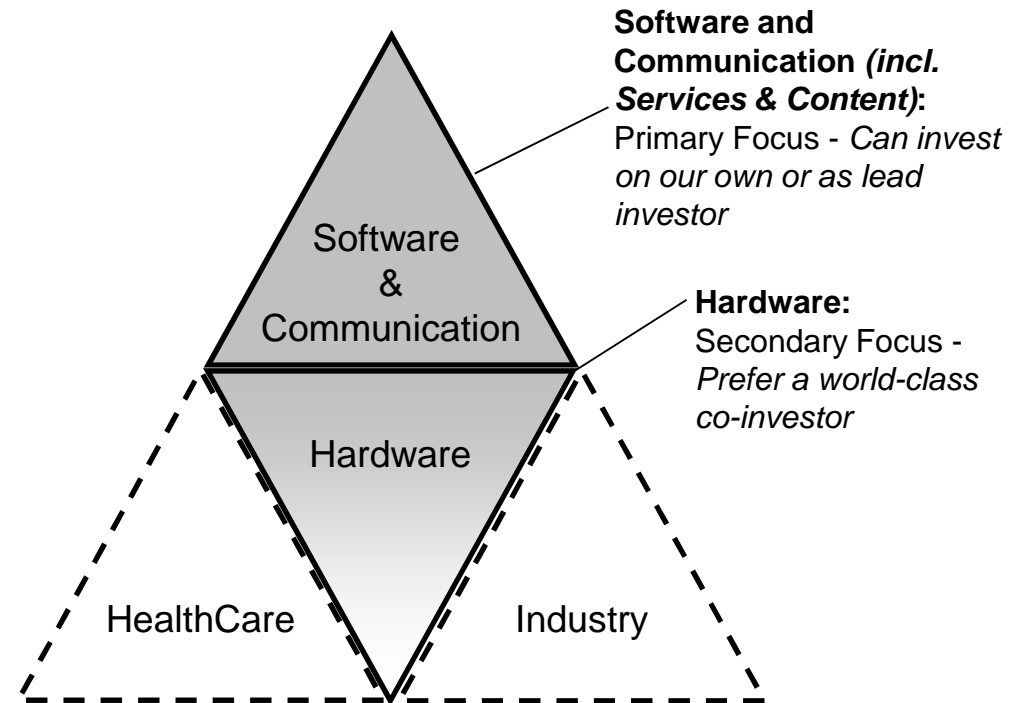


Benjamin Kramarz: has experience from investment banking and asset management in London and New York. In addition, Benjamin holds an MBA from Harvard Business School and an MPA from Harvard Kennedy School.

Broad ICT Investment Focus

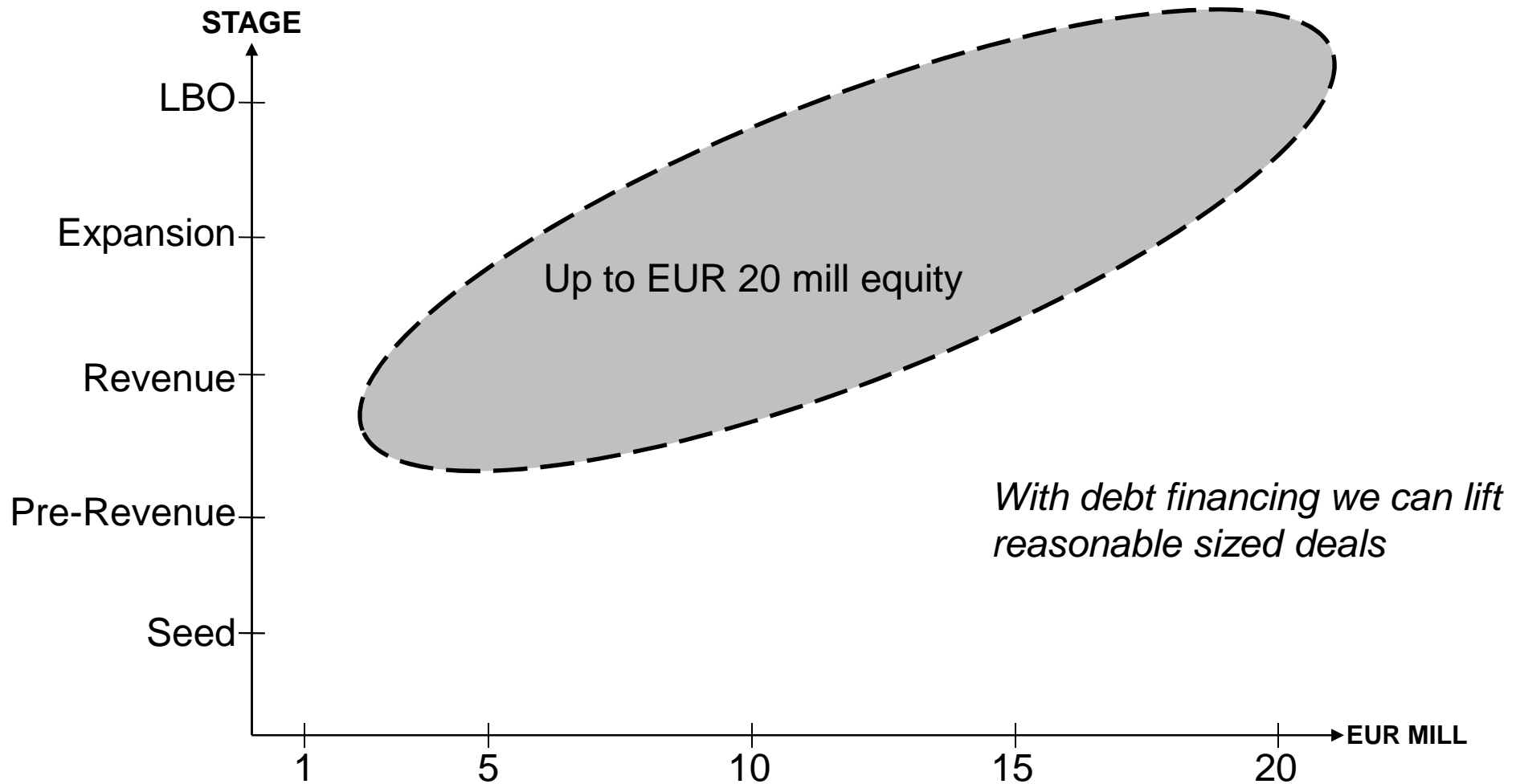


We invest in companies that reside in the **Nordic region** or have a strong **Nordic value-add**



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.