

High-Tech Gründerfonds

Leading German Seed Investor



Ecosummit, Berlin

March 24, 2011

Dr. Alex v. Frankenberg


High-Tech Gründerfonds Management GmbH

Outline

- What we do
- Results and lessons learned
- 5 biggest Successes and 5 biggest Mistakes
- Cleantech Companies in our Portfolio



High-Tech Gründerfonds: Key facts

- Founded: 2005
- Volume: 272,0 Mio. EUR
- Investors:
- Planned duration: 6 years investment plus 7 years disinvestment period
- Focus: Innovative high-tech companies in the seed phase (start of operations < 12 months)
- Investment type: Up to 2 mio. € per company, thereof 500 k€ in the seed round
- Value add: Operational support through local coaches
Hands-on and strategic support by investment managers



Coaches

- Acquisition phase:
 - Contact to HTGF
 - Support in business planning and presentation
 - SWOT review and initiation of appropriate actions (e.g. team completion, IP strategy)
- Mentoring & management phase:
 - Support during operative starting phase (e.g. establishment of controlling, reporting recruiting, early business development)
 - Detection/monitoring of critical issues
- Side investment

High-Tech Gründerfonds

- Support in acquiring follow-on investments
- Support in management recruiting
- Strategic focus
- Cost controlling
- Portfolio as growing know-how source
- Networks (e.g. industry contacts, VCs, coaches, legal & accounting firms)



Outline

- What we do
- Results and lessons learned
- 5 biggest Successes and 5 biggest Mistakes
- Cleantech Companies in our Portfolio



5+ years High-Tech Gründerfonds: Key results

- **230** Investments
- **212** follow-on financing rounds with a contribution through third parties totalling **301** mio. €, thereof:
 - ~72% private capital (64% VC, 17% BA, 19% Corp.Inv.)
- **12** exits (thereof 8 profitable); 4+ more exits under negotiation
- **28** failed companies
- **> 85** management additions/replacements within portfolio companies
- Sustainable stimulation of the German seed- and VC-market
- Multiple partnerships
- **>90** „paper millionaires“
- Highly motivated team



Key learnings

1. Wrong start is hard to correct
2. No portfolio company passed the 1 mil. revenue mark in the year following the investment (except for three)
3. Seed gap can be bridged successfully
4. Managment is the main reason for failure
5. So far it was twice as likely to fail with an investment offer on the table than with no investment offer at all
6. Main bottleneck next to financing is Value Add

Outline

- What we do
- Results and lessons learned
- 5 biggest Successes and 5 biggest Mistakes
- Cleantech Companies in our Portfolio



Biggest Successes

1. Raising 19 mil. Euros for Heliatek in 2009
2. Raising 300 mil. for our portfolio
3. Selling 175.000€ investment for 1,4 mil.
4. Filling the seed gap with 230 investments
5. Building a great team, working hard and having fun

Biggest Mistakes

1. Yelling
2. Financing a mobile messaging company that uses a blackberry
3. Getting emotionally attached to a company
4. Getting carried away by a success
5. Incompatible investors / shareholders

Outline

- What we do
- Results and lessons learned
- 5 biggest Successes and 5 biggest Mistakes
- Cleantech Companies in our Portfolio



Some cleantech portfolio companies

- **Heliatek:** Organic photovoltaic
- **Next Kraftwerke:** Flexible regulation of energy generators
- **Entelios:** Flexible regulation of energy demand
- **Cuculus:** Smart metering / home automation operating system
- **Enexion:** Management solution for energy procurement
- **Ecointense:** SaaS-Plattform for work and environmental regulations
- **ZIM Plant Technology:** Exact measurement of watering needs of plants
- **WeSustain:** SaaS-Plattform for sustainability
- **Subitec:** CO2 reduction through algae production

status: 14.1.2011



... Looking forward to work with you



Dr. Michael Brandkamp
+49.228. 82300 - 101
m.brandkamp@...



Dr. Alex von Frankenberg
+49.228. 82300 - 102
a.frankenberg@...

Committee 1: hardware, automation, optical technologies



Dr. Matthias Dill
+49.228. 82300 - 133
m.dill@...



Benjamin Erhart
+49.228. 82300 - 114
b.erhart@...



Klaus Lehmann
+49.228. 82300 - 115
k.lehmann@...



Dr. Andreas Olmes
+49.228. 82300 - 108
a.olmes@...



Andreas Quauke
+49.228. 82300 - 131
a.quauke@...



Michael Strzyz
+49.228. 82300 - 100
m.strzyz@...

Committee 2: life science, material science, regenerative energies



Kay G. Balster
+49.228. 82300 - 112
k.balster@...



Dr. Caroline Fichtner
+49.228. 82300 - 113
c.fichtner@...



Dr. Bernd Goergen
+49.228. 82300 - 136
b.goergen@...



Dr. Michael Nettersheim
+49.228. 82300 - 107
m.nettersheim@...



Dr. Mehran Rafigh
+49.228. 82300 - 139
m.rafigh@...



Marco Winzer
+49.228. 82300 - 106
m.winzer@...



Dr. Martin Pfister
+49.228.82300 - 123
m.pfister@...

Committee 3: telecommunication, media, software



Clemens von Bergmann
+49.228. 82300 - 111
c.bergmann@...



Holger Heinen
+49.228. 82300 - 118
h.heinen@...



Markus Kreßmann
+49.228. 82300 - 132
m.kressmann@...



Dr. Björn Momsen
+49.228. 82300 - 134
b.momsen@...



Simon Schneider
+49.228. 82300 - 109
s.schneider@...



Romy Schnelle
+49.228. 82300 - 135
r.schnelle@...



Curtis MacDonald
+49.228. 82300 - 141
c.macdonald@...



Jan Sessenhausen
+49.228. 82300 - 142
j.sessenhausen@...



Christine Schmiedel
+49.228. 82300 - 117
c.schmiedel@...

...@high-tech-gruenderfonds.de

High-Tech Gründerfonds, Ludwig-Erhard-Allee 2, 53175 Bonn

