



# Opportunities in Cleantech & Resource Efficiency

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# Gimv, a pioneer in continental Europe since 1980

## Facts & figures

- Listed on NYSE-Euronext Brussels
- EUR 1.8 billion AUM
- **32** years of expertise in PE & VC
- **90** employees in **4** offices

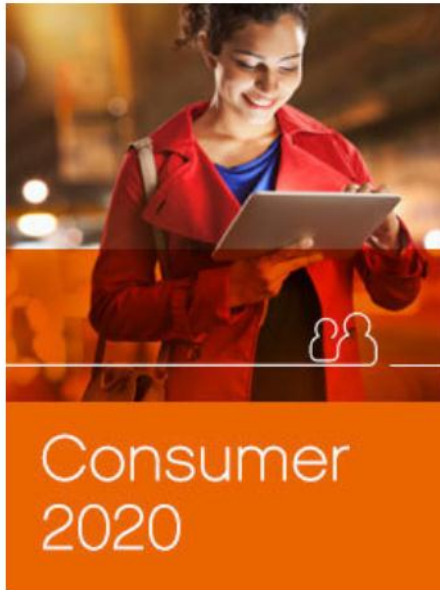
## Diversified portfolio



## Unique strengths & differentiation

- Funding from **strong balance sheet**, complemented with specialized co-investment funds.
- **Flexibility** in investment instruments and exit timing, not tied to fund structures with finite life (evergreen).
- **Long-term active support** to portfolio companies over different stages of **corporate lifetime**.
- **International reach** with a local touch, strong brand & network.
- Focus on **value creation** via 4 dedicated investment platforms.

# We re-organized into verticals to fully leverage our strong industry experience



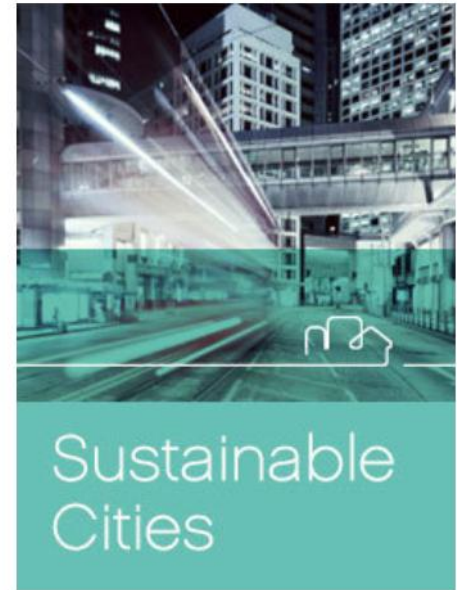
Companies with a clear vision of the needs and preferences of tomorrow's consumer



Health and Care solutions for the ageing, growing and health conscious society



Smart systems and services that add value through intelligence and technology



Services, utilities and infrastructure with a sustainable community impact

Minority & Majority equity tickets from €3m to ~€30m

Main focus on Benelux, France & Germany with flexibility to invest outside of home markets

# Clean technologies & resource efficiency will drive long term economic value

Gimv is a solid partner for Cleantech & resource efficiency companies

What companies are we looking for & how can we help?

1. Innovative advantage
2. Strategic focus on capturing value
3. International reach



# Innovative advantage

## What companies are we looking for?

- Considering new emerging business models (Software as a service?)
- Maintaining strong R&D roadmaps
- Experimenting in a structured way with new go to market approaches

## How can we help ?

- Gimv's more than 35 investment professionals provide a strong mix of engineering & business backgrounds
  - ➔ **Broad know-how, close to the markets**
- Gimv's stock market listing & evergreen investment strategy takes long term perspective
  - ➔ **Commitment to build leading companies**

## Innovation in our portfolio:

- **Oree** moved from display backlighting into general illumination based on continued R&D efforts
- **Greenpeak** found a successful market entry in consumer electronics for low power RF chips
- **Novopolymers** withstands the adverse PV market conditions through both adjusted business models and constant product innovation

# Strategic focus on capturing value

## What companies are we looking for?

- Companies where we can have a meaningful impact on strategy
- Questioning optimal positioning in value chain and active creation of strategic opportunities (M&A, partnerships & alliances)
- Planning and monitoring financial performance & funding needs in detail
- Increasing operational efficiency and optimizing margins

## How we help?

- Gimv combines 30 years of investment experience in VC, PE and Infrastructure
  - ➔ **Balanced view on all business aspects**
- Gimv financial strength and portfolio of 80+ active investments creates examples & opportunities
  - ➔ **Breadth of operational & strategic options**
  - ➔ **Flexible about financial instrument**

## Proof points in our portfolio:

- **PE International** consolidated large number of international JVs and independent local entities
- **McPhy** broadened value chain position from hydrogen storage to hydrogen generation systems
- **GreenWatt** is evolving from a full biogas EPC model towards a Techno sales model



# Building international reach

## What companies are we looking for?

- Limiting dependence from single markets and individual legislative decisions
- Opening the door to new markets, additional customers & faster growing regions
- Broadening access to necessary resources: ideas, talent, & supply chains

## How we help?

- Gimv operates from a strong European base with offices in Benelux, France and Germany  
➔ **Pan-European network & experience**
- Gimv has extensive international links & partnerships  
➔ **Access to main economic regions**

## International moves in our portfolio:

- **VCST** and **PPT** set-up local entities and industrial production in China and Mexico
- **McPhy** opened an office in Germany and acquired an Italian company
- **Govecs** is preparing distribution partnerships in the US and Asia
- **GreenWatt** is building a project pipeline in Chile with local partners

Please get in touch if you are such a company...

... Gimv is keen to support your growth.

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## CONTACT

### Robert Gallenberger

T +49 (89) 44 23 275 40

M +49 (162) 66 879 97

robert.gallenberger@gimv.com

### Matthias Vandepitte

T +32 3 290 21 50

M +32 479 61 33 53

matthias.vandepitte@gimv.com

#### Belgium

**Gimv nv**  
Karel Oomsstraat 37  
2018 Antwerpen  
T +32 3 290 21 00

#### The Netherlands

**Gimv Nederland Holding BV**  
Lange Voorhout 9  
2514 EA Den Haag  
T +31 70 3 618 618

#### France

**Gimv France SAS**  
38, avenue Hoche  
75008 Paris  
T +33 1 58 36 45 60

#### Germany

**Gimv**  
Promenadeplatz 12  
80333 München  
T +49 89 44 23 2750

The logo for Gimv, featuring the word "Gimv" in a bold, blue, sans-serif font. The letter "G" is significantly larger than the other letters.

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Building leading companies.