



INTRODUCTION

CORPORATE FINANCE – BUSINESS DEVELOPMENT – INVESTMENT SERVICES – VENTURE CAPITAL

HISTORY

- ECFG is an independent, autonomous and private fund manager since 2008 and also runs a corporate finance business: from business development to funding.
- ECFG manages the following funds as an independent private fund manager:
 - Stimulus Venture Capital Fund (SVCF)
 - Eindhoven Venture Capital Fund (EVCF)
 - Eindhoven Venture Capital Fund II (EVCF II, starts in 2017)

ACTIVITIES

- Active in the Business – to – Business segment.
- Advisory services for companies in every life stage.
- ECFG realizes the optimal mix between possible subsidies, public resources and (bank) loans for entrepreneurs, with venture capital as the final element.
- We offer maximum freedom for entrepreneurship, by hands-on support focused on accelerated revenue growth with optimal risk management.
- Investment services.



WHY ECFG?

- Actively involved & short, result-orientated processes
- Hands-on “getting things done” mentality.
- Access to deal flow businesses that fit our scope in terms of life phase.
- Experience & expertise to optimize and fill in all components of the business case.
- ECFG creates a win-win situation for all stakeholders.
- Extensive network (regional/international).
- A varied and experienced team (collectively over 100 yrs. Experience).



IMPROVED EFFICIENCY WITH THE
OPTIMAL FINANCING STRUCTURE

A close-up, artistic photograph of a human eye, showing the iris and pupil in detail. The eye is positioned on the left side of the slide, with the pupil on the left and the iris extending towards the center. The colors are warm, ranging from dark brown to light yellow.

VISION ECFG

- Corporate finance is necessary for a successful completion of the various life phases.
- Optimizing financing structures can accelerate the strategic development of the company.
- Venture capital can be a multiplier / accelerator for entrepreneurs and investors.

ECFG FINANCE & GROWTH



- ECFG supports entrepreneurs and businesses in all life phases.
- Pragmatic, hands-on and result oriented advice and support: “business development that matters”.
- ECFG has the experience and the network necessary to structure all aspects of modulated growth: complete and solve “the rubik’s cube”.

By combining three pillars in our expertise we can let a company accelerate:

- Combining funding
- Knowledge of business development.
- Deployment of our network.

FINANCING EXPERTISE IN ALL PHASES OF THE COMPANY LIFE CYCLE

FAMILY, FRIENDS, INFORMAL CAPITAL, BUSINESS ANGELS

STATE GUARANTEE & GOVERNMENT LOANS

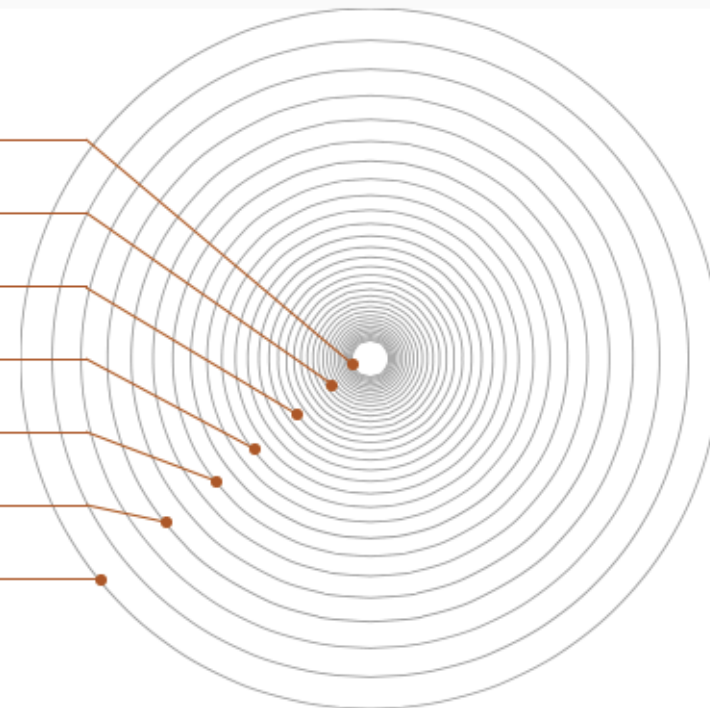
BANK LOANS

ALTERNATIVE FINANCIAL INSTRUMENTS

VENTURE CAPITAL

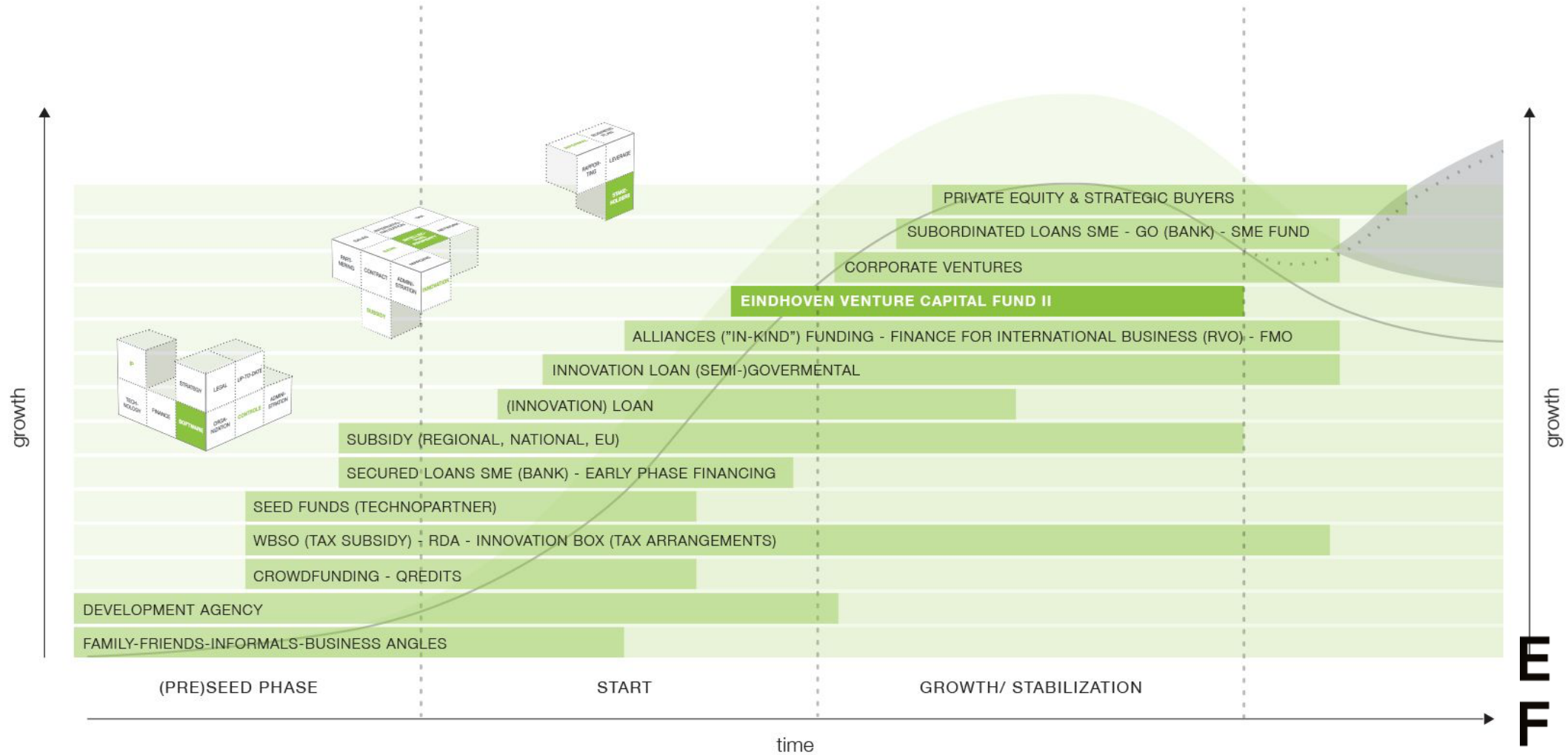
PRIVATE EQUITY & CORPORATE VENTURING

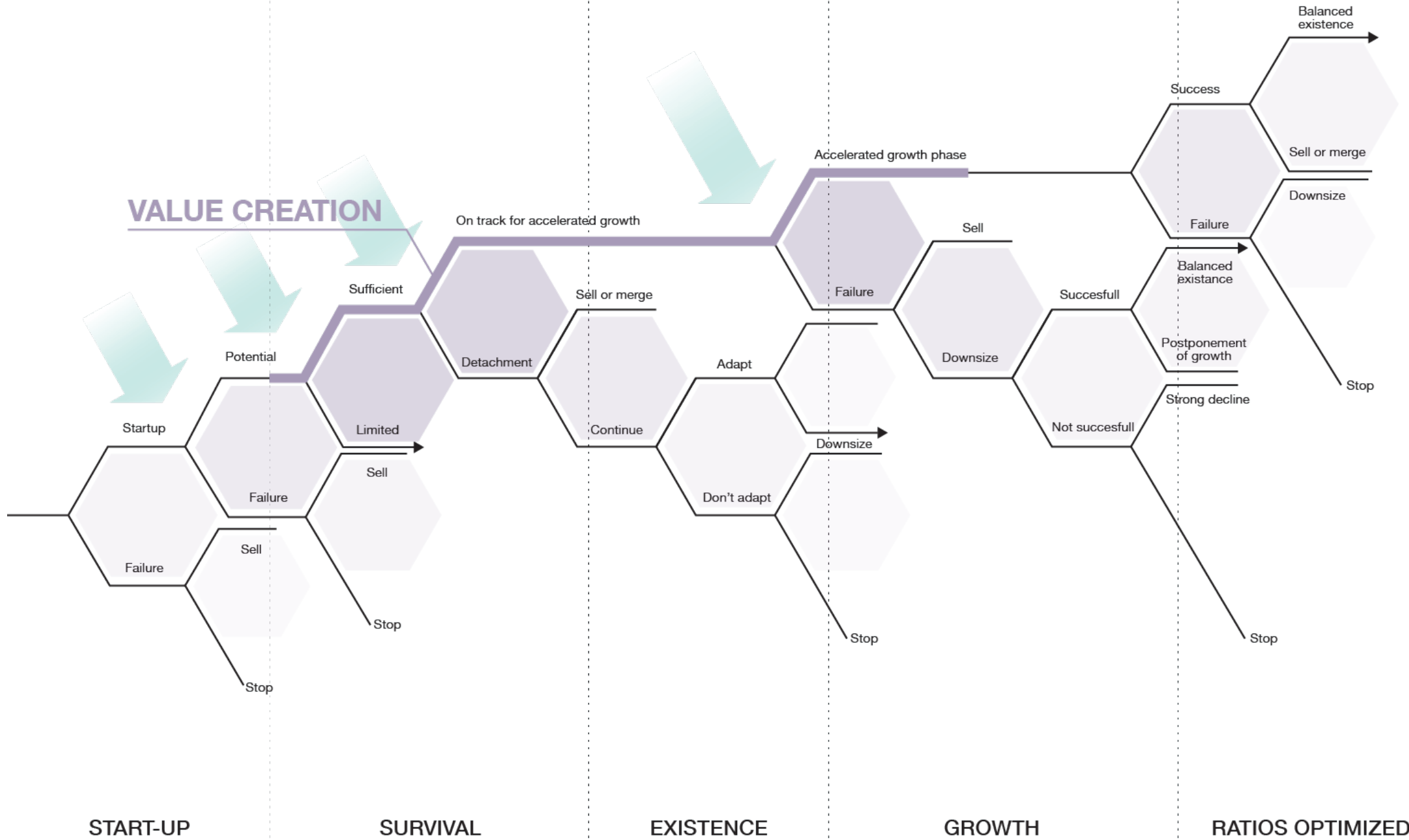
SUBSIDIES



ECFG MATCHES

FUNDING PER LIFE PHASE





ADDED VALUE ECFG

PRE DEAL

- Bottom-up business plan
- Reorganisation plan
- Funding plan
- (Technical) investment plan
- Restructuring plan
- Production plan
- Legals/agreements

POST DEAL

- Budget control (quick scan productivity)
- Coaching management team
- Distribution channel development (internationalization)
- Mergers & acquisitions advice
- Optimization planning (milestones/business development)
- Strategic control
- Refinancing / exit

A nighttime photograph of a city square. In the foreground, a large, modern, white, curved fountain structure is illuminated. Water jets are spraying upwards from the fountain. The ground is wet and reflects the lights. In the background, there are multi-story buildings with lit windows. On the ground floor, there are shops with signs for 'SCAMM', 'PEARLE', and 'TEAM'. People are walking around the square, and a blurred car is visible on the right side.

Supported more than 400 companies with business development, funding & strategy

“During the preparation of the document I appreciated the very rapid and sharp feedback. Even substantive discussions on the assumption and the development of the business case if found particularly interesting. On behalf of Robot Care Systems I can wholeheartedly recommend ECFG.”

Robot Care Systems

“ECFG is extremely personally involved, has an active attitude and a no-nonsense mentality. As a result one could realize the acquisition and financing on short-term”

Veba Meditemp

“ Service is adequate, supportive (proactive) and effective.”

Bredemeijer Group

ECFG FUNDS

Investment funds focusing on regional, promising innovative SME companies.

Product criteria

- Proven technology
- Innovation on existing market
- Proof-of-product
- Proof-of-market

Business plan criteria

- Realistic forecast and milestone planning
- Right timing for participation / life phase
- Growth opportunities present
- Accelerator in existing business
- Risk limitation (legal commitment)
- Initial funding requirement minimum ca. € 350k, maximum ca. € 1,5M
- Leverage possibilities

Company criteria

- Management qualities present
- Willingness management adjustment in time
- Life phase: (early) growth phase
- Revenue minimal € 500k
- Organisation minimal 5 persons
- Exit-possibility at 5-7 year term present by strategic sale based upon technology position or other uniqueness
- Investment efficiency of minimal 25% per year sufficiently plausible
- Headquarters/R&D situated in Brainport region

Market criteria

- Niche market of sufficient size
- Growth potential in market
- Distribution channels available and accessible
- Focus on business-to-business sectors:
 - Agrotech
 - ICT
 - High-tech manufacturing industry



INVESTERINGS- AANPAK

EVCF II

Lead selection

Clear scope and focus. ECFG, third round fund manager and recognizes:

- Timelines
- Risks
- Breakthrough moments
- Product/market situations,
- Sector-/life phase status
- Deal making- and entry valuation

Organizing the conditions for success

Unique network to organize and strengthen every aspect:

- Financing parties
- Informals
- Companies
- Entrepreneurs
- Universities
- Advisors

Active involvement with the company towards success

Hands-on and pro-active investment management:

- In cooperation with entrepreneur c.q. management:
- Direct added value
- Crisis management
- Deal making
- Exit transaction experience

INVESTMENT SERVICES

- Professional venture capital activities that can be purchased as a service by informal investors or participation-/fund managers.
 - Pre analysis for investment
 - Transaction guidance
 - Closing and exit support
 - Coordination roles, administration system, periodic reports and format.
 - Reconciliation financial and legal structure.
 - Determining KPIs
 - Coordinating budgets and forecasts (prognosis determined with management participations)
 - Auditing internal numbers & accountant figures
 - Sanity checks on structures and contracts
 - Company valuation.



WHO ARE WE?

ADVISORY TEAM

Hands on support, business development, consultancy

Partners



Hans
Bloemen



Ruben
Baijens

Senior advisors



Rene
den Boer



Hubert
Bosch



Marc
Habraken

Analysts



Ifrenslly
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Annemiek
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