SCALE and GLOBALIZE YOUR COMPANY

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- connecting companies with capital

Copenhagen & New York

COMPANYCAPITAL ASSISTS SCALE-UPS IN SCANDINAVIA GLOBALIZE THEIR BUSINESS and RAISE CAPITAL FROM INTERNATIONAL INVESTORS

Selected Meeting & Sparring

Investor-tailored Documentation

Targeted Capital Search & Close

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VALUE PROPOSITION

CompanyCapital assists companies in Scandinavia raise capital from international investors.

We put together individual company briefs, onepagers, business plans and other required documentation that will lead to successfully landing capital. Our main focus is:

RAISING CAPITAL and FUNDING
– for Growth and Scale-Up companies seeking to attract capital and funding

LOCATING STRATEGIC BUYERS
- for companies seeking to find a potential strategic buyer (Bolt-On, Add-On or Buy&Build)

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VALUE PROPOSITION

We offer companies more than just a strong network of investors, family offices, investment banks, CVCs and other financial institutions:

- Conference participation annually in the US and Europe
- One or two workshop sessions annually to give inspiration and input
- Bi-annual update of a ”Facts&Figures” manual
- Continuous meetings with networks and individuals in New York
- Cooperation with New York based AMERICAN INTERLINK
- Agreement with FINRA/SEC licensed Broker/Dealer in the US

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KEY FINDINGS

Learnings from our extensive network and experience captures 5 key findings to ensure an efficient process when raising capital from US investors – they include:

1. Focus on explaining the WHO, the WHAT and the WHEN to investors and save the HOW for a Q&A session to get investors involved
2. Too much time, effort and money is spent by founders/CEOs raising capital rather than focussing on the daily operation. Raising capital is not a DIY-effort
3. Build your case with advisors that have access to credible investors – and who is referred to by 3rd party interests
4. Capital has no borders and no investor is in a hurry – do not expect to show up at a street corner and meet an investor. Finding capital is a process
5. Speed and efficiency are vital to create an ”auction” mode for your case and it requires hard work to create interest in your case

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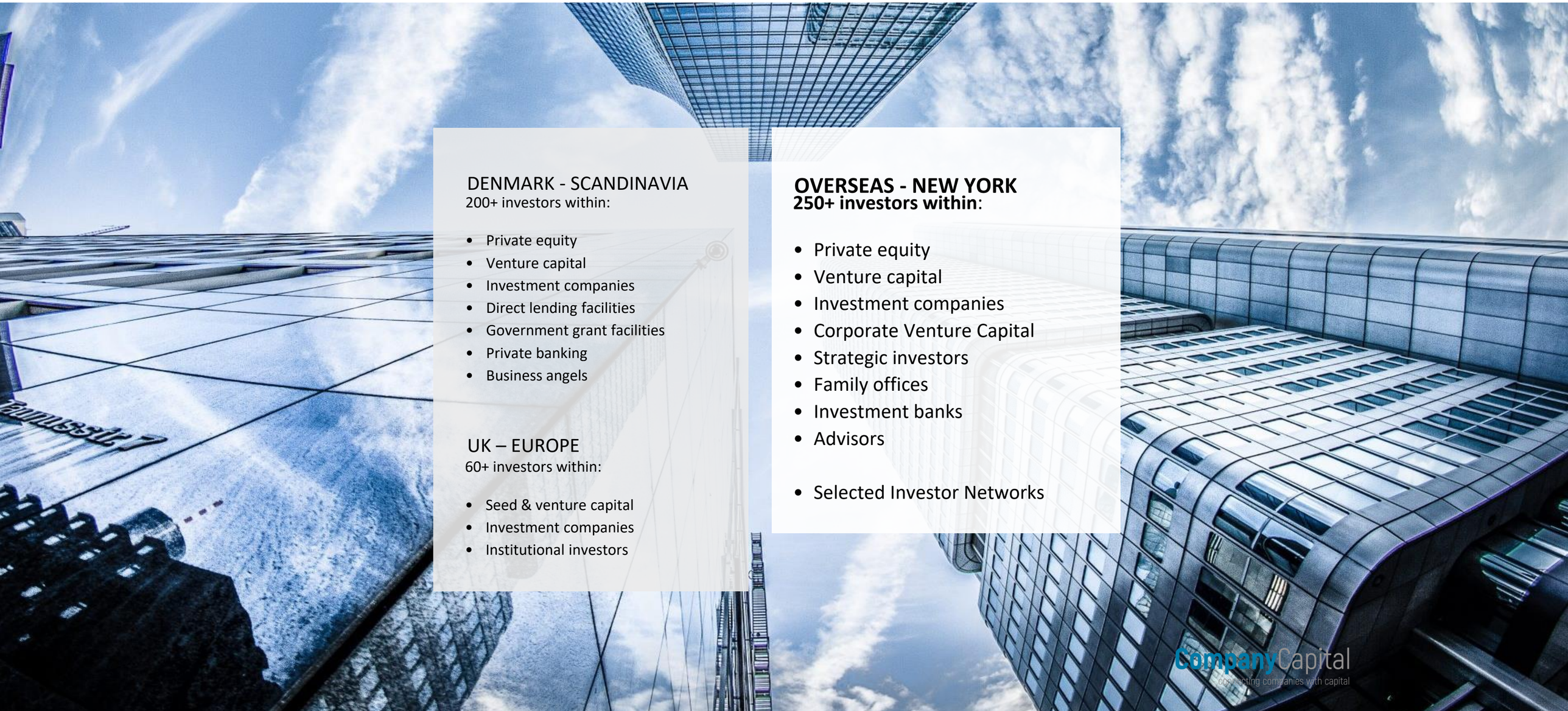
GLOBAL INVESTOR NETWORK



DENMARK - SCANDINAVIA
200+ investors within:

- Private equity
- Venture capital
- Investment companies
- Direct lending facilities
- Government grant facilities
- Private banking
- Business angels

UK – EUROPE
60+ investors within:

- Seed & venture capital
- Investment companies
- Institutional investors

OVERSEAS - NEW YORK
250+ investors within:

- Private equity
- Venture capital
- Investment companies
- Corporate Venture Capital
- Strategic investors
- Family offices
- Investment banks
- Advisors

- Selected Investor Networks

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CLIENTS

SCANDINAVIAN/NOTHERN EUROPEAN COMPANIES LOOKING TO RAISE USD2-50M:

- Growth plan to increase revenue and profits
- Strong market position on current markets
- Scalability and strong opportunity to reach new markets
- Proven product in market – post-revenue
- Dedicated and ambitious management team
- Vision to on-board an international investor

More and more international investors are looking to help meet one or more of the SDG Goals set by the UN. In our role as advisors we therefore look at how a company is working with SDG / ESG goals.

INDUSTRIES OF INTEREST:

- Electric mobility
- Robotics & Drone Technology
- Manufacturing
- IT & FinTech
- CleanTech
- Healthcare / MedTech
- Energy Solutions

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GROWTH, SCALE-UP AND EXIT

STAGE 1

Idea

STAGE 2

Development
Proof of Concept

STAGE 3

Targeted
Go-to-market

CompanyCapital support

STAGE 4

Commercialize

Operation

Growth

STAGE 5

Scale-Up

Commercial
and
Operational
Excellence

STAGE 6

Globalize

Exit

Bridge Capital → Scale-Up funding

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APPROACH

PHASE 1

Meeting
Business Overview
Selected Presentation
Data Room
Valuation & Capital Need
Funding Strategy
Investor Profile

PHASE 2

Investor Deck & Summary
Business Plan
Budget and Assumptions

Investor Search
& Follow-up

PHASE 3

Investor Presentation
Individual Meetings

Follow-up

PHASE 4

LOI
Term Sheet Draft

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BUSINESS MODEL

Existing Company Funding - Equity and supplement funding

KAPITALBØRSEN®

Capital from Private Investors, Venture Capital and supplement funding in Denmark

USD0,2M-1,5M

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Capital need USD2-50M+

American and European based PE, VC, CVC, Family Offices and Strategic Investors

Bridge Capital from Scandinavian Investors – USD1-2M

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TEAM

CARSTEN FAERGE

25+ years of experience from top/senior level management positions

1990-2009

- Industrial Manufacturing, Automotive, Retail&WholeSale, Import and Export
- Several Board positions – current elected Board Member at MedicoTrust A/S and Lavmands A/S
- NASDAQ First North Copenhagen – Certified Advisor (2017-2018)

Co-Founder of Kapitalbørsen - 2009

- Capital and funding for SMEs in Denmark
- The Company has raised USD80M+ since 2010
- Sold equity share in January 2019 – continues as Senior Partner

Founder of CompanyCapital – May 2018

HENRIK THEISLER

International Strategy Consultant at Monitor Company (Michael Porter) on assignments for intl. corporations

CEO/CSO/ VP positions in international corporations
- Industry, Design, Building materials B2B and B2C

Co-owner of SME in turnaround / Scale-up positions since 2005

Board member and Advisory boardmember of selected Enterprices

- B2B software company
- Design technology company
- Enviromental friendly catering equipment and solutions company

Co-Owner of CompanyCapital – August 2019

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THANK YOU

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