



danubEequity

Danube Equity: Your Partner with international network and industrial background

smart money for smart people

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Management of Danube Equity

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Peter Angermayer (University of Linz, Applied Physics)

1992 – 2000: voestalpine AG
Technical Key Account manager for automotive customers;
Head of Management Systems for the areas quality,
environmental affairs and safety;
Project Manager for IT-Integration and automation;

2001 – dato: CEO of Danube Equity

Who is Danube Equity?

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- Austria's largest Corporate Venture Capital Fund
- Founded in 2001 by

BKS · Oberbank · BTV
3 Banken Gruppe

voestalpine

- Structured as an Evergreen Fund.
- Number of Portfolio Companies at present: 4

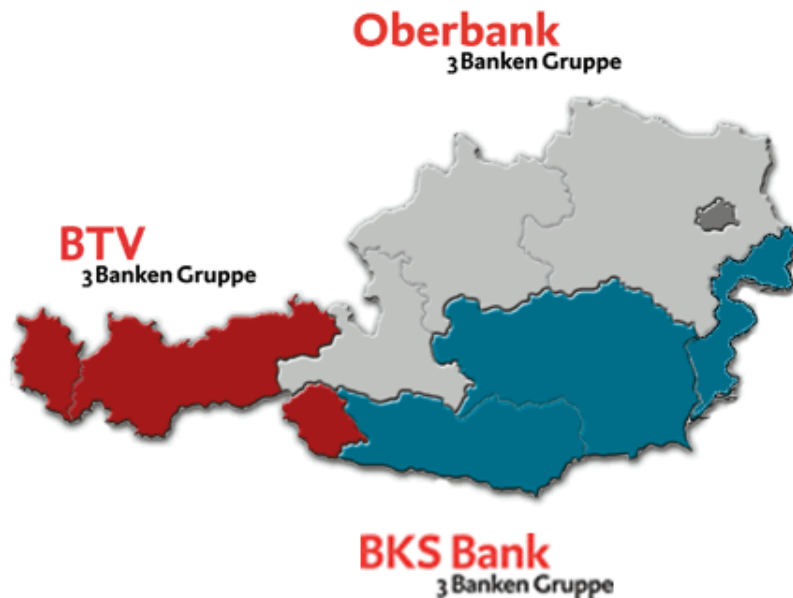
voestalpine



- International processing group:
 - **Steel Division**
Production & processing of steel
 - **Railway Systems**
World market leader: Turnouts, special rails
 - **Automotive Division**
System supplier for the automotive industry
 - **Profilform Division**
Leading in special sections and tubes
 - **Stainless Steel Division**
Global market player: tool-steel
- 300 production and distribution facilities in almost 60 countries
- Sales 10/11: 11 bn€, EBITDA: 1,6 bn€
- Staff: 40,700
- Listed on the stock market since 1995

BKS · Oberbank · BTV

3 Banken Gruppe



- **Cooperation of**
 - BKS (Bank für Kärnten und Steiermark AG)
 - Oberbank AG
 - BTV (Bank für Tirol und Vorarlberg AG)
- **Key data:**
 - 198 offices in Austria, Germany (Bavaria), Switzerland, Czech Republic, Hungary, Slovenia, Croatia and Italy
 - about 3300 employees
 - listed on the Vienna Stock Exchange
 - about 31 bn Euro total assets

Legal Structure

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71 %

29 %

Danube Equity AG

Portfolio Companies

Supervisory Board of Danube Equity:

Spreitzer (voestalpine)
 Andorfer (Oberbank)
 Fritz (voestalpine)
 Schwab (voestalpine)

Investment Committee of Danube Equity:

Ebli (Greiner)	Simon (Simon & Kucher)
Knünz (KTM)	Stephan (FACC)

Investment Criteria of Danube Equity

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- **Sectors:**
 - (new) materials & processing of materials
 - cleantech
 - railway systems
 - mechatronics / automation
 - automotive
- **Regions:** Germany, Switzerland, Austria, Czech Republic, Slovakia, Slovenia, Hungary
- **Funding Stages:** Succession plans, MBOs, MBIs and the acquisition of medium-sized companies as well as expansion financing of technology companies
- **Investment:** A transaction volume of up to 50 m Euros can be realized
- **Exit:** holding period: 3-6 years; IPO, Trade Sale, Merger, MBO/MBI
- **Co-operation:** Close co-operation with special banks like KfW in Germany, AWS in Austria and with other local and foreign funds

Investment Focus

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1. **Materials**

production and processing of metals, metal foams, plastics, wood, ceramics, ultralight systems (carbon, fibre wood,...) composites, hybrid/compound materials, coatings, foils, nanotechnology, etc.

2. **Processing of Materials**

forming, cold welding, plasma welding, laser welding, gluing, joining techniques, pressing, crimping, cutting, perforating, etc.

3. **Cleantech**

Solar technology, wind power, terrestrial heat, waste and drinking water treatment technologies, fuel cell technology, geothermal energy, heat storage, storage of energy, thermo electricity, raw materials production through recycling, cycle of matter – systems, etc.

4. **Mechatronics / Automation**

micro systems, laser technology, sensor technique, industrial electronics, LED-light systems, polymer electronics, mechanical engineering, transportation, toolmaking, etc.

5. **Railway Systems**

trails, turnouts, storage, sound insulation, engineering and maintenance of railway lines, logistics (e.g. the delivery of rails to the construction site), signal and light systems, monitoring systems of rail and train, point control systems, etc.

6. **Automotive**

Manufacturer of car parts systems for the automotive industry offering a unique technology or a special USP focused on safety, comfort, weight and styling.

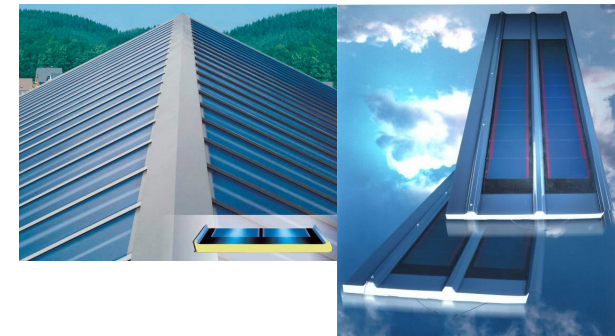
Systematic screening of targets: Example: analysis of the PV value chain

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Thin film – Photovoltaic (PV)

outstanding growth potential of flexible CIGS PV-technology

- Integrated roll-to-roll production process
- Substantial cost saving potential as a result of „Economies of scale“: transition into mass production
- Increase of efficiency level
- Independence of substrate: possible application on steel
- Lower manufacturing costs than silicon based PV products
- flexible substrate

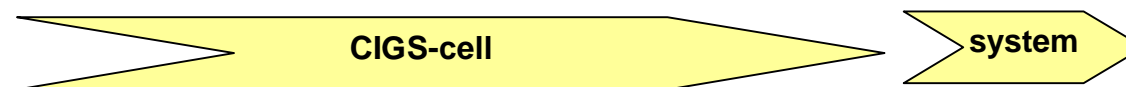


Photovoltaic value chain

(a) Crystalline silicon



(b) Thin film PV (CIGS, CdTe, a-Si) on flexible substrate (stainless steel, polymer)



Portfolio Companies of Danube Equity

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„Long-range active RFID“



iDENT TECHNOLOGY AG

„Human Area Network-GestIC“



„Machinery for Semiconductor Ind.“



„cigs solar cells“



M-O-SYS
CONNECTING MATERIALS

„Multi-orbital friction welding machines“



HÄUSERMANN

„PCBs - Printed Circuit Boards“

Investment process of Danube Equity

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Investment Phase

Business Plan

Analysis & Evaluation

Letter of Intent (LOI)

Due Diligence

Investment Memo

Investment Agreement

Capital Increase



Start the engine.

3-4 Months

Investment process of Danube Equity

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Participation Phase



Gain height.

Active Assistance of your Growth Strategy:

- Organic Growth
- Buy and Build
- Pricing
- Innovations in medium-sized enterprises
- Internationalization

4-7 Years

Investment process of Danube Equity

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Alight safely.

Exit

IPO

Trade Sale

MBO / MBI

Merger

Buy Back

4-6 Months

Investment process of Danube Equity

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Initial Contact

Business Plan
 Analysis & Evaluation
 Letter of Intent (LOI)
 Due Diligence
 Investment Memo
 Investment Agreement
 Capital Increase

3-4 Monate

Investment Stage

Active Assistance of your Growth Strategy:

- Organic Growth
- Buy and Build
- Pricing
- Innovations in medium-sized enterprises
- Internationalization

4-7 Years

Exit

IPO
 Trade Sale
 MBO / MBI
 Merger
 Buy Back

4-6 Months

Value-Added Services for our Portfolio Companies

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If required **Portfolio Companies benefit** from our shareholders and have **access to experts** of:

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Development of **Growth Strategy**

Access to **Tax-, Legal-, IT-, R&D, IP-Departments**

Planning, start-up, operating and **automation of industrial plants** and machineries

Find **Customers** in new markets, due to first-class market contacts and **international distribution network**

First **Reference Customer** through „**industrial approval**“

Human Resources: Recruiting, personelle lease, management

Procurement

Implementation of **Reporting Systems**

Providing **Financial Solutions**

Grants

Financial Engineering

IPO

This is important for us.

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- **You are looking for a sustainable investor.**
As evergreen-funds we offer stability and continuity.
- **We have an industrial background.**
Our employees provide longterm industrial experience. We think and act as „Industrialist“. We understand your demands!
- **You get new contacts through our Internationality.** Benefit from our international network and the worldwide subsidiaries of our owners!

Tell us your plans - together we realise them!