



BrainsToVentures AG (b-to-v)

Investment Intelligence

BrainsToVentures AG (b-to-v)

BrainsToVentures AG (b-to-v) is a partnership of investment professionals who serve an exclusive club of entrepreneurial investors and provide customized end-to-end services along the process chain of venture investments, i.e. sourcing, screening, analysis, structuring, closing, controlling and exit management

Cornerstones of the b-to-v Investorenkreis

- The b-to-v Investorenkreis has 54 members
- Members of the Investorenkreis come from various industry backgrounds (e.g. high tech, internet, telecom, clean tech), and have (cumulated)
 - founded > 100 companies
 - and have invested in > 1'000 deals
 - sold > 300
 - realized > 100 IPOs
- The general investment strategy of the Investorenkreis is opportunity driven, i.e.
 - early stage, expansion, later stage cases, MBO, MBI
 - investments in Europe, North America, and Asia
 - investment volume per deal between EUR 0.5m and 10m
 - individual investment strategies of members may vary

b-to-v Side Fund

Strategy

- The b-to-v Private Equity S.C.S., SICAR was launched in 2006 in order to allow its members to build a diversified portfolio
- The fund is limited to co-investments and covers, on average, 33% of the total volume of any financing round of the b-to-v Investorenkreis

Deal Focus

- The fund's investment strategy is in line with the strategy of the Investorenkreis, i.e. opportunistic investments in companies from all industries and all stages
- Exit after 3 – 5 years

Further information

- The fund has a total volume of EUR 27.6m
- As of October 2008, the fund holds 24 companies in its portfolio

Track record

- On average, b-to-v closes about 20 deals per year
- We have successfully managed 6 exits between October 2006 and October 2008:
 - three IPOs: XING, Codfarmers, Fidor
 - three trade-sales: Cycleon, myBet, Plazes

Examples of b-to-v investments in various industries

Internet



Communications



Cleantech



Consumer Products



mobile-city – parking, tickets, and more.

mobile-city

Parken, Tickets, Stadtinformationen und mehr.

- ... allows users to purchase parking-, bus- or event tickets with their mobile phone
- One integrated solution
- Usability
- Reach