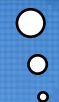


ITB Business Development: How to raise capital from investors in tough times ?



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WWW.1CORPTECH.COM



IT-branchen 2008-11-26, Copenhagen

By showing that you don't need it !

*Because: In bad times, all investors
start to think and act as bankers ...*



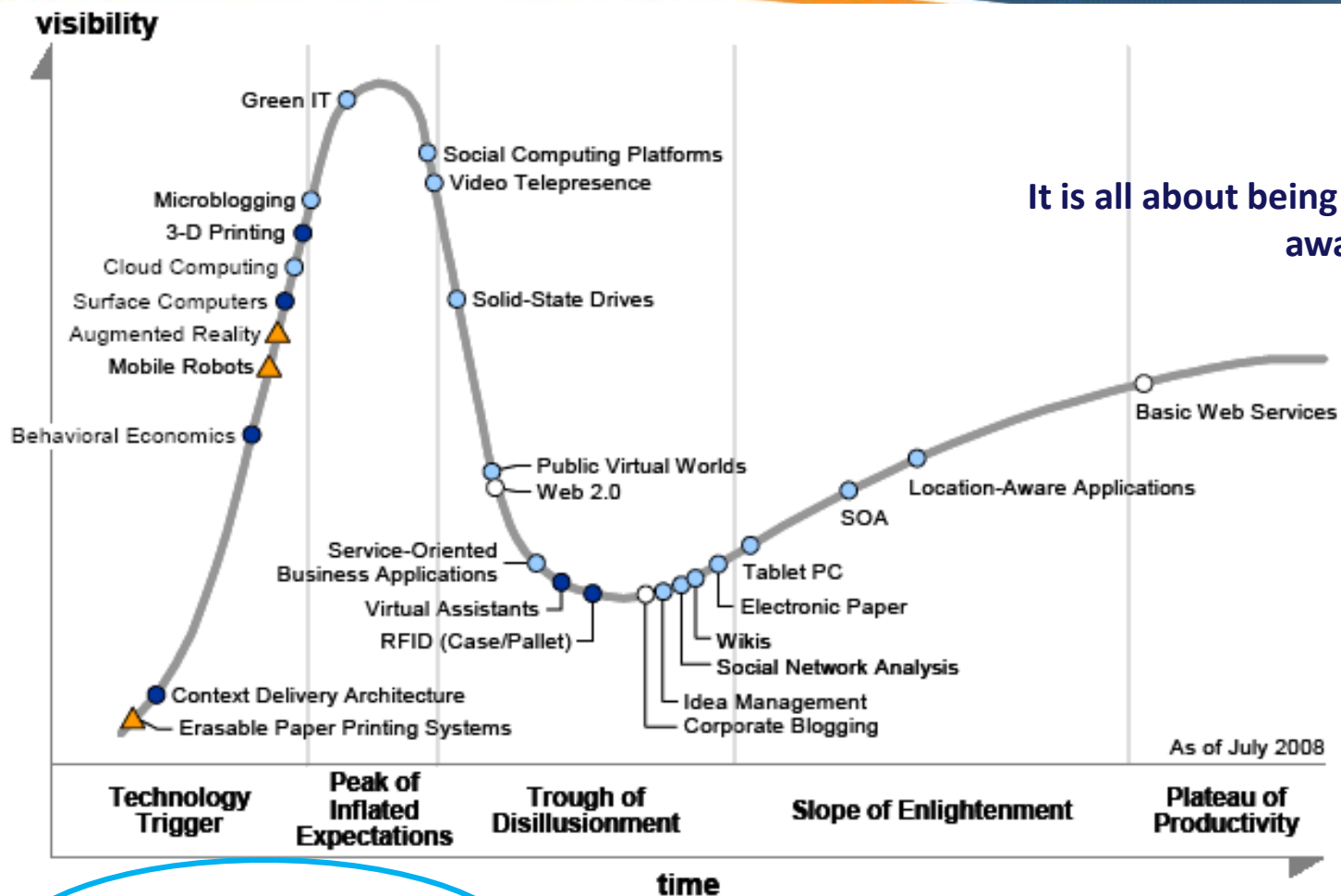
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INTERNATIONAL **ENTREPRENEURS** IN ACTION

1. We invest in exciting IT growth companies
... where our active approach is needed and appreciated
2. We match you with the right experts
... and provide the capital you need
3. We take you to international partners
... and to the exit you deserve in 3 years or less.



It is not about where you are in the life-cycle



It is all about being 3 years or less away from an exit

Years to mainstream adoption:

- less than 2 years
- 2 to 5 years
- 5 to 10 years
- ▲ more than 10 years
- ⊗ obsolete before plateau

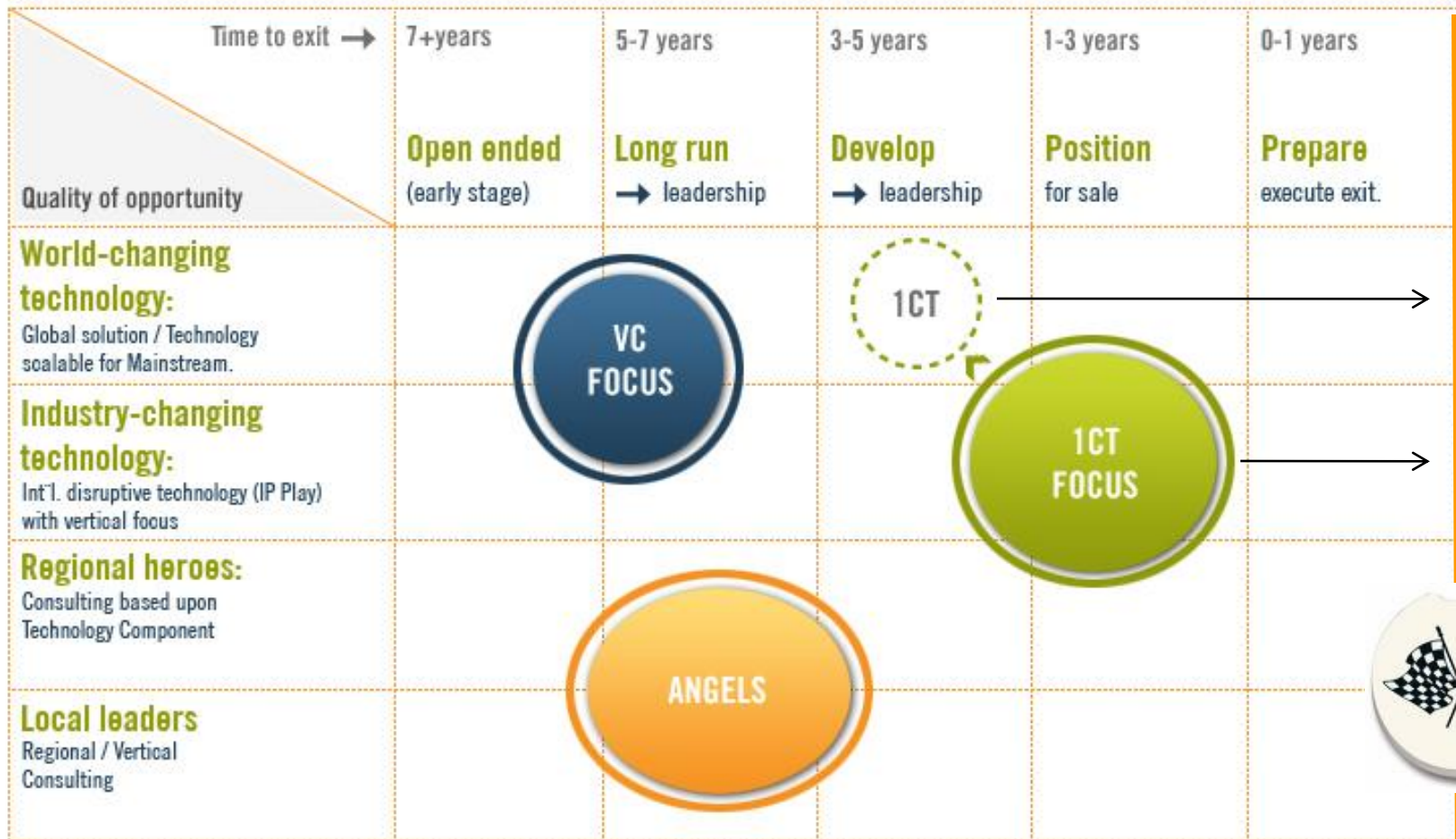
Source: Gartner (July 2008)

Gartner's Hype Cycle



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A Sweeter spot



Track Record

Great deal-flow

Unique Recipe

Critical Mass

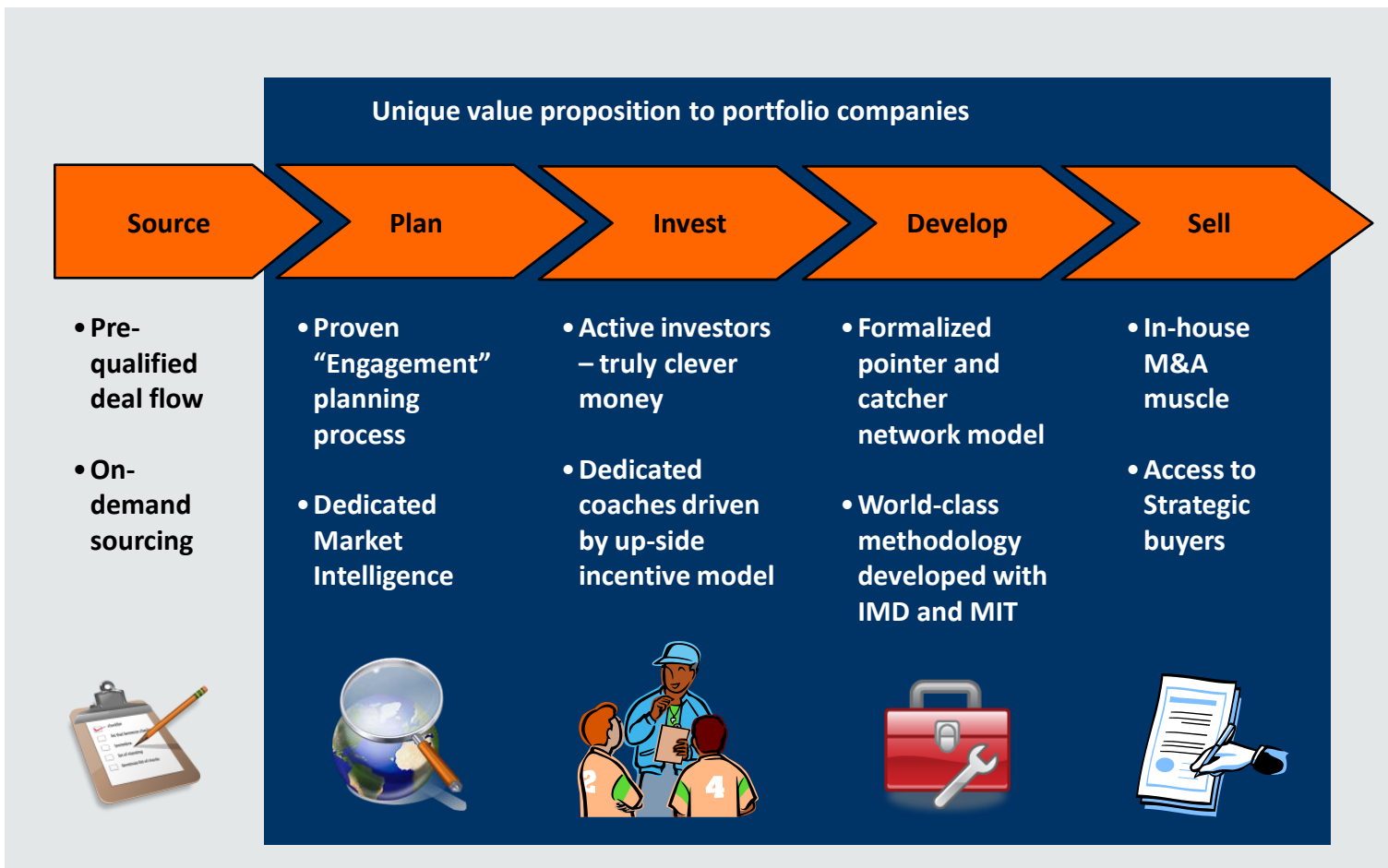
Returns



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Can you fly against the wind ?





Process towards investment

Dating

Fast screening of company, focus on ROI for customer, unique technology (preferably protected), need and appreciate experienced hands-on people, short time to exit, great international perspective, we have competence in the network

Agree on basic terms

Month 1

Engagement

Partnership begin: Workshops on positioning, value proposition to target market, Product development, Go-to-market strategy and Exit Strategy – all to be described in a new Business Plan that we are all keen on and prepared to dig into

Agree on termsheet

Month 2

Marriage

Classic due dilligence: customer/partner/supplier/employee contracts, IPR, Open Source, Accounts etc.

Agree on SHA and Investment Agreement

Month 3

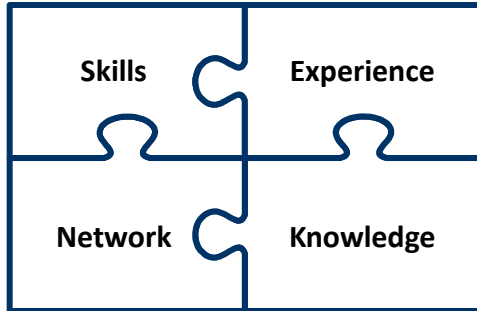
Time



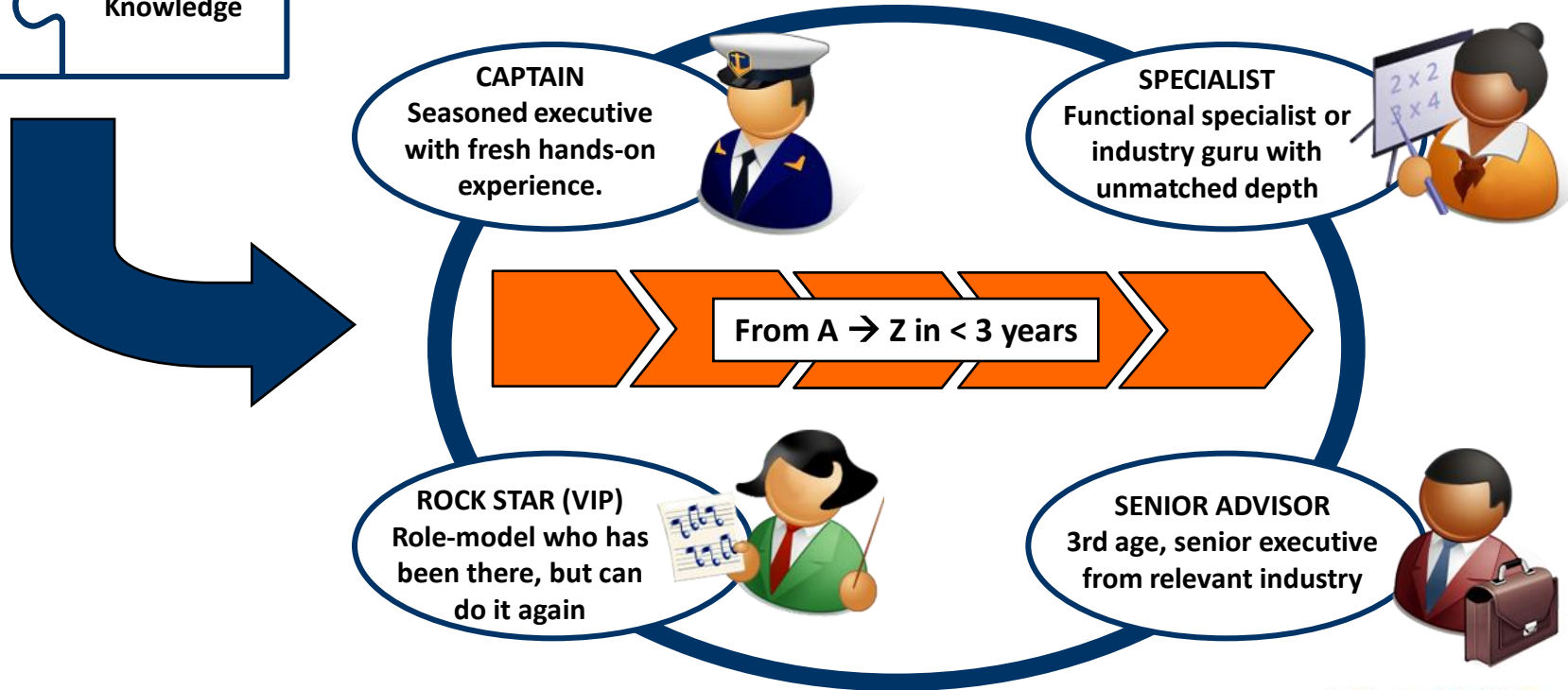
15T CORPORATE TECHNOLOGIES

Know-how, **know who** = real value

The 4 key components needed to succeed



Translated into the 1CT resource model for portfolio companies



Track Record

Great deal-flow

Unique Recipe

Critical Mass

Returns



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Track Record

2005



KiSS (DK) sold to Cisco (US)



1CT acted as development advisor.



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2005



Speed of Mind (DK) sold to Surfray (DK)



1CT acted as exclusive development and transaction advisor.



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2006



National Procurement (DK) sold to EU-Supply (S)




1CT acted as exclusive development and transaction advisor.



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2007



SQL (CH) sold to Infoniqua (A)



1CT acted as exclusive development and transaction advisor.



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2005



FocusIT (DK) sold to consortium of leading employees (management buy-out)

1CT acted as development and transaction advisor.



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2006



Encode (DK) sold shares to Business Consulting International (UK)



1CT acted as exclusive development and transaction advisor.



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2006



Pixmantec (DK) sold to Adobe (US)



1CT acted as exclusive development and transaction advisor.



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2007



IT Gruppen (DK) sold to EDB Gruppen/IBM (DK/US)





1CT acted as exclusive advisor (buy side)




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2005



Approx (DK) sold to Flemming Søbørg Sørensen, Linatex (DK)



1CT acted as transaction advisor.



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2006



IMS Learning (DK) sold to Assima (S)



1CT founder was investor, and early stage advisor in development.



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2007



Fridrix/Soccertrix (DK) sold to Logopaint (DK)



1CT acted as exclusive development and transaction advisor.



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2008

Thinstall, Inc. (US) sold to VMware, Inc (US)



1CT and MLC acted as exclusive development and transaction advisors.



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- If you have what it takes, 1CT is **not** for you
- You get what you pay for ... and you get a lot
- We take (some) control ... you do what you do best
- We help you get rich ... by selling too early!
- We are just like you – except we have done it before.