



## **EQUITY FOR GROWTH**

**We create value through  
entrepreneurial investing**

## GCP is...

- an established Venture Capital manager in Austria
- a trustworthy, reliable and transparent General Partner
- an experienced team, committed to value creation

## GCP has...

- an outstanding track record
- made 30 investments, structured over 100 transactions
- realised significant returns (Inode, 123people, FatFoogoo, Fulterer, Henn)

## GCP focuses...

- on technology companies with high growth potential and global ambitions
- on DACH and EU countries bordering Austria (H, CZ, SK, SLO)

## GCP advises...

- funds with initially over €80m committed capital in Austria and Luxembourg
- a broad base of institutional and private investors

## Burkhard Feurstein Partner, Owner

- Experienced investor and finance expert (direct and fund investment)
- Life Sciences, Greentech
- Judicial Assessor (Valuation, Turn Around)



## Karl-Heinz Götze Partner, Owner

- Experienced CEO and CFO
- Information Technology
- Background in turnaround management and M&A

- Competent and entrepreneurial team with collectively >60 years of investment & business practice
- Complementary backgrounds and deep industry expertise & networks in our respective focus sectors
- Powerful research, execution and negotiation skills

## Rigorous Selection

### **GCP focuses on significant value creation**

- Credible Teams with compelling solutions for significant market needs
- Intellectual property that creates entry barriers
- Capital-efficient development- and market entry - strategies

## Lead in Execution

### **GCP is a predictable partner with a transparent investment process**

- Lead or co-lead with syndication network and follow-on financing power
- Board representation and market-standard shareholder rights
- Lean structures, swift processes, plain and well-balanced contracts

## Hands-on Ownership

### **GCP is an active shareholder**

- Frequent contact with the teams on strategic and operational tasks
- Active search for growth opportunities, biz-dev ideas and talent
- Support in market research, opportunity assessment and negotiation

## Focus on Exit

### **GCP works on value realization from the very beginning**

- Identification of key value drivers, industry trends and M&A drivers
- Avoidance or removal of exit barriers
- Existing network to potential strategic and financial exit partners

## Focus on Tech Sectors

- New Media
- Software & IT Services
- Electronics
- Medtech
- Cleantech

## Focus on Growth Financing

- Global Technology Play
  - » global markets
  - » scalable business-models
- Regional Industry Champion
  - » attractive market position
  - » accelerated growth
  - » Sector consolidation

## Focus on Cash Flows

- Early-stage investments after proof of concept
- Expansion investments after proof of market-ability

## Software, IT Services and Electronics



**Datacenter Monitoring**

**Houston, USA; Vienna, A**



**Mobile Augmented Reality**

**Salzburg, A**



**Mobile Ad Technology**

**Zurich, CH**

## Medical Devices, Life Science, Greentech



**Enzymes for Drug Development  
and Pharma Production**

**Vienna, A**



**Non-invasive cardio-  
vascular diagnostics**
















**Graz, A**



**Organic waste-water treatment**

**Princeton, USA; Budapest, HU  
Hongkong & Shanghai, CN**

## Trade Sales & Mergers since 2010

 <p>Contract Research Lab for Pharmaco-EEG</p> <p>Trade Sale to PPRS in 2019</p>	 <p>HR software Payroll Processing</p> <p>Trade Sale to Elvaston in 2018</p>	 <p>RFID solutions</p> <p>Trade Sale to Lead- Investors in 2009/2017</p>	 <p>Transdermal drug delivery</p> <p>Trade Sale to Founders in 2016</p>	 <p>ERP Software</p> <p>Trade Sale to Alpina Partners in 2016</p>
 <p>ERP software</p> <p>Trade Sale to SOU in 2015</p>	 <p>Micro-encapsulated food additives</p> <p>Trade Sale to Founders in 2015</p>	 <p>Innovative Connecting Technology</p> <p>Mezzanine Investment Early repayment in 2015</p>	 <p>Micro-encapsulation for agro-pharmaceuticals</p> <p>Trade Sale to FMC in 2012</p>	 <p>Micro-encapsulation for agro-pharmaceuticals</p> <p>Mezzanine Investment Repayment in 2012</p>
 <p>High-end Furniture Manufacturer</p> <p>Mezzanine Investment Early repayment in 2012</p>	 <p>Meta-search engine for people related information</p> <p>Trade Sale to PagesJaunes in 2010</p>	 <p>In-game monetisation</p> <p>Trade Sale to Digital River in 2010</p>	 <p>Industrial Fittings</p> <p>Mezzanine Investment Early repayment in 2010</p>	 <p>Software for sleep analysis</p> <p>Partial exit, Trade Sale to Philips/Respironics in 2010</p>





**GCP gamma capital partners**  
Beratungs- & Beteiligungs GmbH  
Hütteldorfer Strasse 197/38  
A-1140 Vienna, AUSTRIA

T: +43-1-513 10 72  
F: +43-1-513 10 72-200  
E: [office@gamma-capital.com](mailto:office@gamma-capital.com)  
W: [www.gamma-capital.com](http://www.gamma-capital.com)

---