



Founding member of the EVCA Luxembourg Committee

FINANCING INNOVATIVE DEVELOPMENT – UNECE - GENEVA

MANGROVE CAPITAL PARTNERS
April 2008

Mangrove Capital Partners



- ◆ Luxembourg based
- ◆ Started in 2000
- ◆ Seed and early stage focus
- ◆ Exclusively technology investments
 - ◆ Software
 - ◆ Internet
 - ◆ Online media
 - ◆ Mobile telephony
- ◆ €180 mio under management
- ◆ 50 investments so far
- ◆ Sole or lead investor
- ◆ Hands on approach



International Investment Scope



- ◆ Unique and disruptive ideas
- ◆ Potential to go global from day one
- ◆ International sourcing
- ◆ 1000 business plans a year,... 8 investments a year on avg.
- ◆ Most successful investment and exit - Skype
- ◆ Portfolio companies in
 - ◆ The Netherlands, Germany, UK, Luxembourg, Spain, France, Denmark, Poland, Czech Republic, Israël,
 - ◆ US,
 - ◆ ...and Russia

The New Frontier - Russia

- ◆ No need to go to India and China
- ◆ Large Russian speaking community
- ◆ Tremendous engineering skills
- ◆ For Europeans, it is close and culturally similar
- ◆ Hungry for success
- ◆ Advantageous cost base
- ◆ This region will produce several massive winners in the next decade
- ◆ Number of active angels, but...
- ◆ ... few early stage venture capital firms, none are Western

Partnering up in Russia



- ◆ Started in July 2006
- ◆ Partnership with ABRT Venture Fund
 - ◆ Successful entrepreneurs and business angels
 - ◆ Share our vision
 - ◆ Bridge to local culture
 - ◆ Active presence
 - ◆ Win-win
- ◆ Startup Days initiative
- ◆ About 100 investment opportunities reviewed
- ◆ Same balance of good and bad opportunities
- ◆ Leading role in the ecosystem



Key Drivers

- ◆ Be actively involved locally

- ◆ Deal flow availability and critical mass

- ◆ Initiatives
 - ◆ Coaching, guidance, conferences
 - ◆ Promote entrepreneurship and innovation
 - ◆ Set up infrastructure for innovation, techno. transfers, incubators, etc...

Conclusions



- ◆ Money is there,...
- ◆ ... it is about getting the right combination of product, market, management team
- ◆ ... being bold and pushing the vision

Thank you...



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