



Halve the risk. Double the capital!

WE HAVE 100 MILJONER TO INVEST.
YOU INVEST, WE INVEST.

Presentation 2011



En investering för framtiden



EUROPEISKA
UNIONEN
Europeiska
regionala
utvecklingsfonden



SAMIINVEST

Facts about SamInvest

- Subsidiary to ALMI Företagspartner Mitt AB
- Manages a fund of 100 MSEK of venture capital investments in Jämtland and Västernorrland County, until 2014
- Follow up investments and exits in the pilot project, until 2015

100 MSEK

ALMI Företagspartner AB
20 MSEK

The County administrative
boards in Västernorrland and
Jämtland, 30 MSEK

European Union
structural fund
50 MSEK

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Double up with venture capital

SamInvest always invest together with a privat collaborating party and can acquire a maximum of 50 per cent of the investment.

The privat party can be privat venture capital companies, individual investors, network of investors or companies with the aim to invest in companies with good prospects in the region.

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You invest, we invest

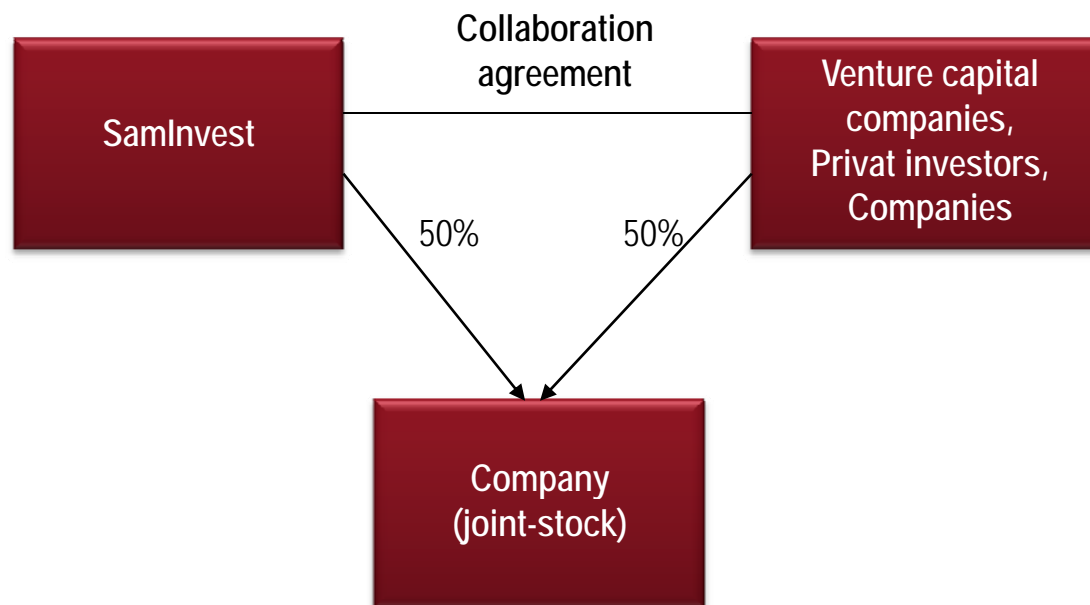
It is the collaborating party who identifies companies in the region with the potential for development, carries out the business assessment and makes a decision first about making an investment or declining the investment.

Afterwards, SamInvest makes its decision and enters into or withdraws an investment on the same terms as the collaborating party.

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Investment model



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Halve the risk, double the capital

With SamInvest:

- **Reduces risks** for the private party
- The collaborating party's money **lasts longer**
- **Increases interest** in venture capital being invested in the region
- **Frees up twice as much capital** for the company
- **Regional ownership** in the region is strengthened

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Terms and conditions for the collaborating party:

- **Experience** and **competence** of investments in small and medium-sized companies
- Shares SamInvest's view on **yields and exit**
- **Genuine interest** into region's entrepreneurship
- Access to **available capital** for investment
- Access to **network of competence**

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SamInvest´s terms for investment

- The investment concern **new issue of shares**
- The associated company has its **main business in the region**
- The investment is **businesslike** and lives up to the **yield requirements**
- **Exit strategy** exist
- The collaborating party should **not be an owner**, or have any other financial involvement in the company, at the time of the investment opportunity.
- SamInvest usually invest between **SEK 200 thousand** and **SEK 5 million** and can own up to a **maximum of 30 per cent** of an associated company

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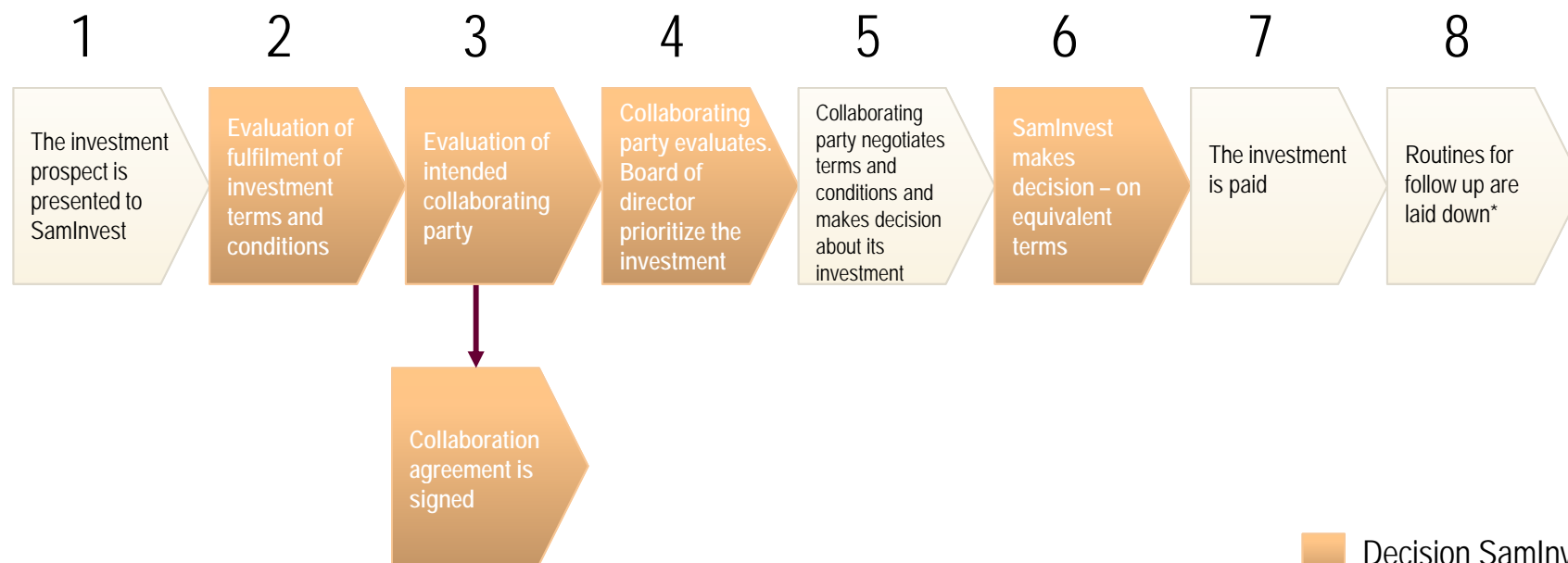
Criteria for investment

Collaborating party	Experience, competence, capital
Entrepreneur	Will, ability, commitment
The product	Unique, scalable, development completed
The market	Size and growth potential
Financial aspects	Yield a good return, evident exit
Other aspects	Openness for external ownership

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Investment and decision process



Decision SamInvest

*The collaborating party appoints a board member

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Collaborating parties



- Investment AB Vitrinen
- Windchange Holding AB
- Privat investors

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Associated companies in the "Mål 2-fund"



Brands of Sweden AB

unitechpharma



ZPECTA



jp.industri



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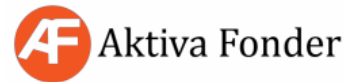


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Associated companies in the "Mål 1-fund"



ascendo

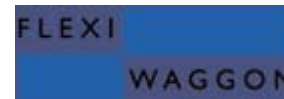


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Lassiebyn



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Organisation

CEO

Eva Nordlander

Board

Hans Selling, Sundsvall, chairman

Knut Nordin, Arnäsvall, member

Bibbi Högbom, Östersund, member

Jan Bengtsson, Stockholm, member

Kurt Johansson, County administrative board Västernorrland,
co-opted member

Örjan Berglund, County administrative board Jämtland,
co-opted member

Hans Selling,
chairman



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