



[www.gesventure.pt](http://www.gesventure.pt)



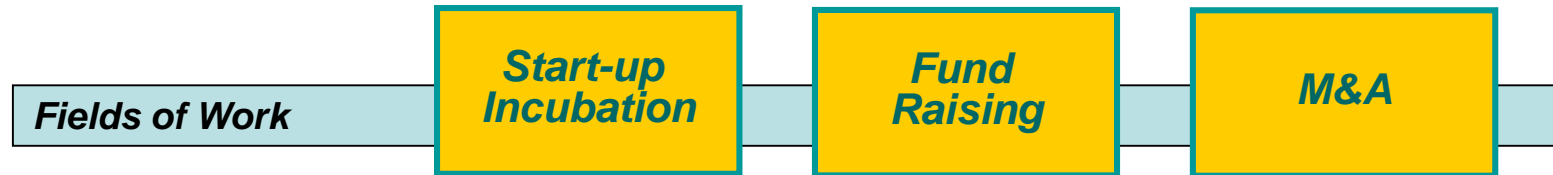
## FIRM PRESENTATION



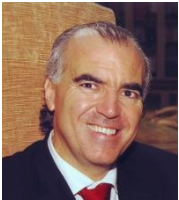
# Gesventure

## Who we are

Gesventure was founded in 1999 by Francisco Banha, a portuguese entrepreneur CEO of Gesbanha - business anf accounting services company - and Christophe Chausson, President of the french Chausson Finance – french fund raising expert.



### Francisco Banha



Francisco Banha is an unquestionable reference in the Portuguese entrepreneurial environment. Besides being an entrepreneur, he is an high skilled manager and a business angel investor. With a relevant academic background and two published books, Francisco Banha continues to influence several Portuguese young people and support them in raising capital to their projects, as well as dinamize the market so that others do the same in a way that it is more easy to an entrepreneur practice his ideas and capacities.

### PARCEIRO Christophe Chausson, Chausson Finance ( [www.chaussonfinance.com](http://www.chaussonfinance.com) )



Com €600 milhões angariados, a Chausson Finance é um dos principais operadores franceses de investimento privado e de "fusões e aquisições" para as empresas em crescimento. Suporta hoje uma rede de 250 investidores europeus especializados e uma rede de parceiros na Europa e nos Estados Unidos.



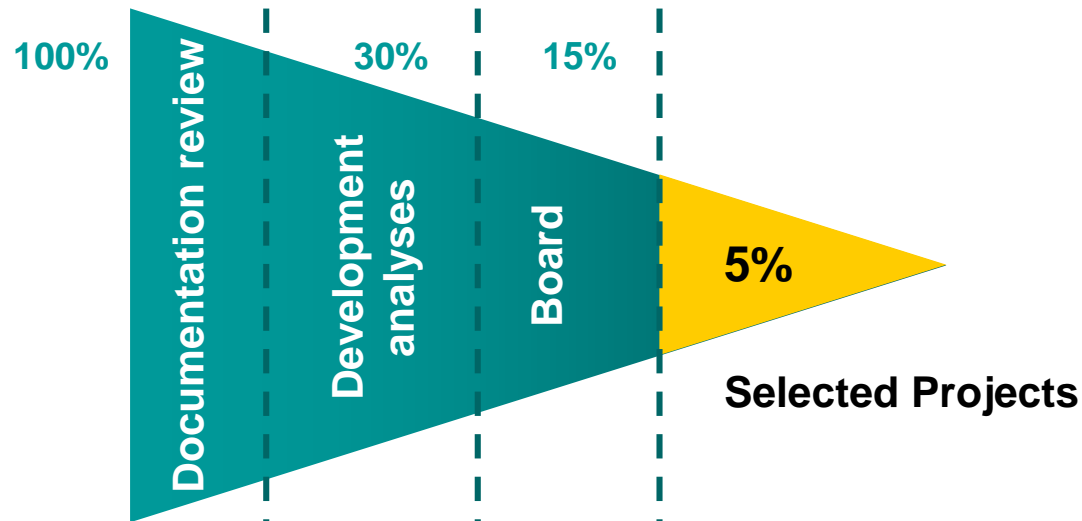
**VALUE  
ADDED**

### PROCESS



# Gesventure

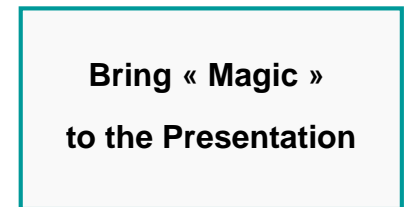
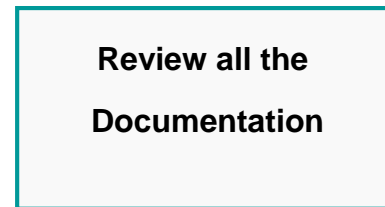
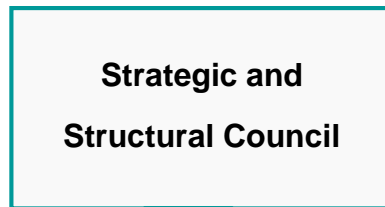
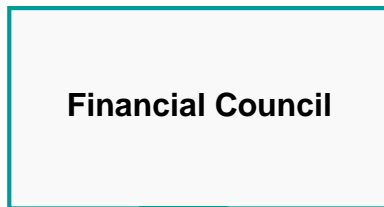
Service





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**Presentation and Business Plan « production »**

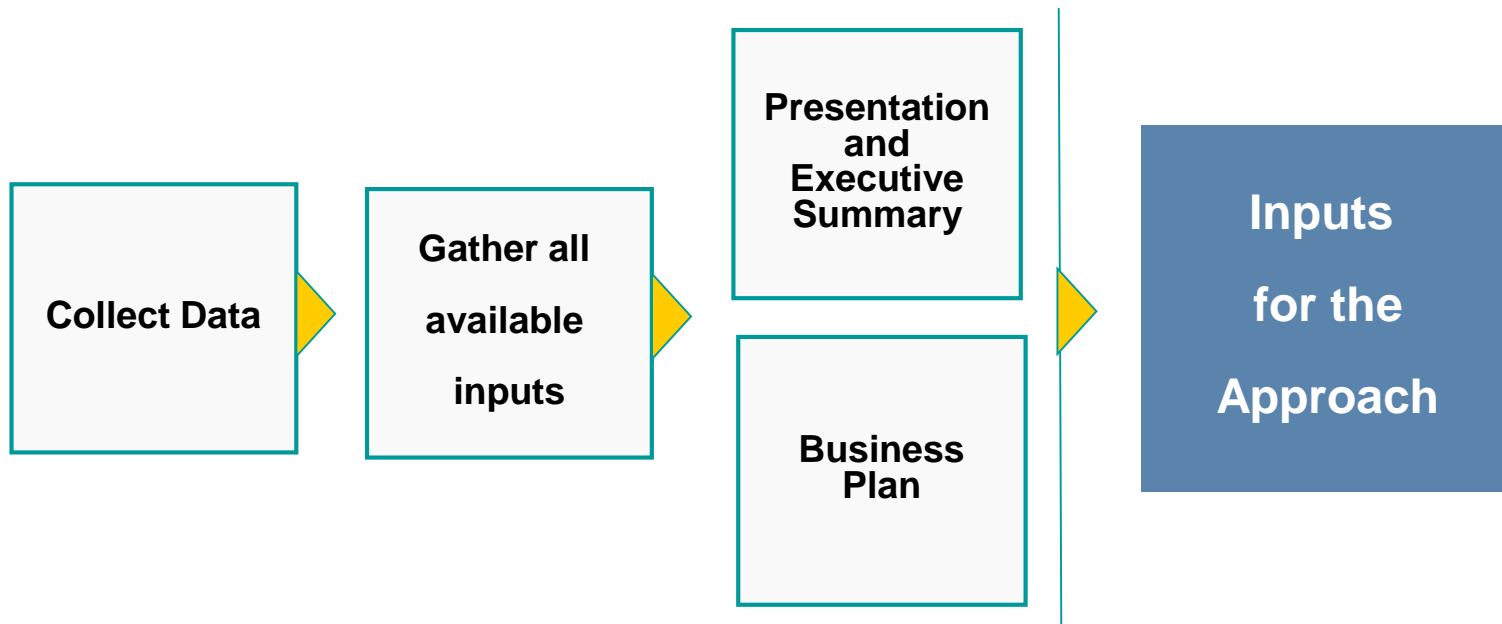
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**Deal Preparation**

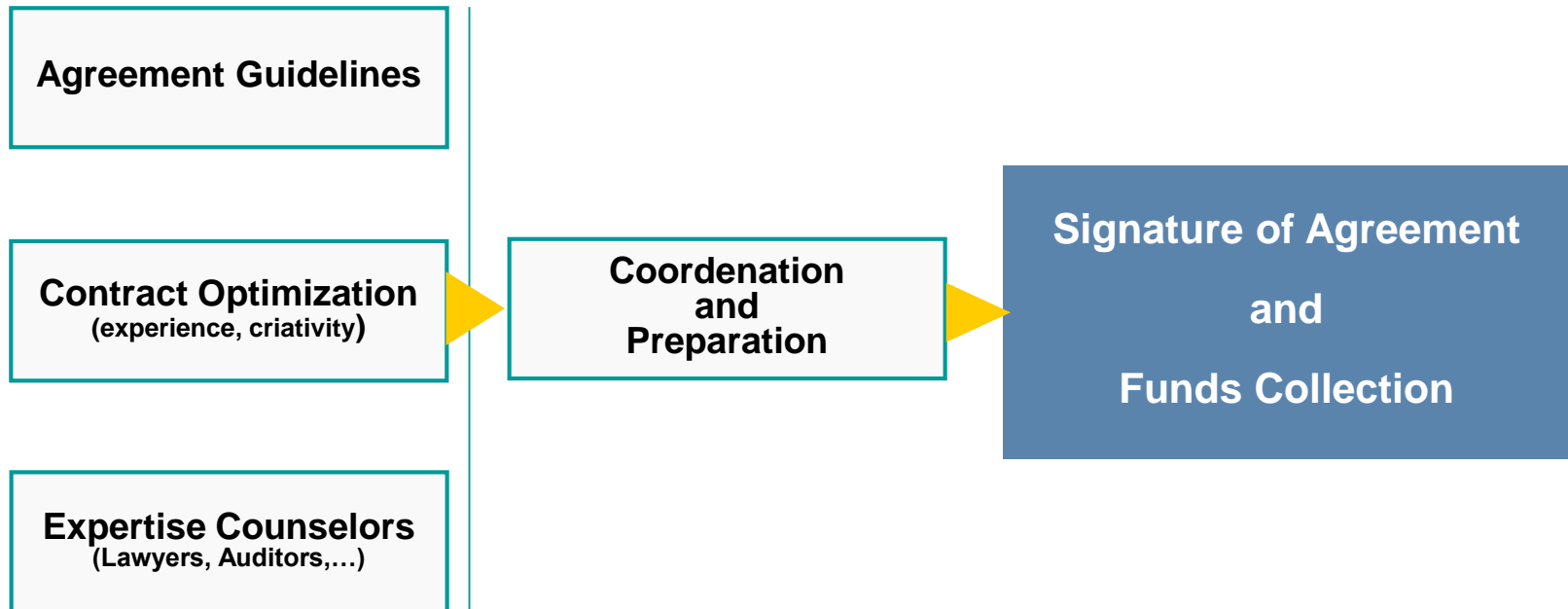
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**Gesventure, SA**

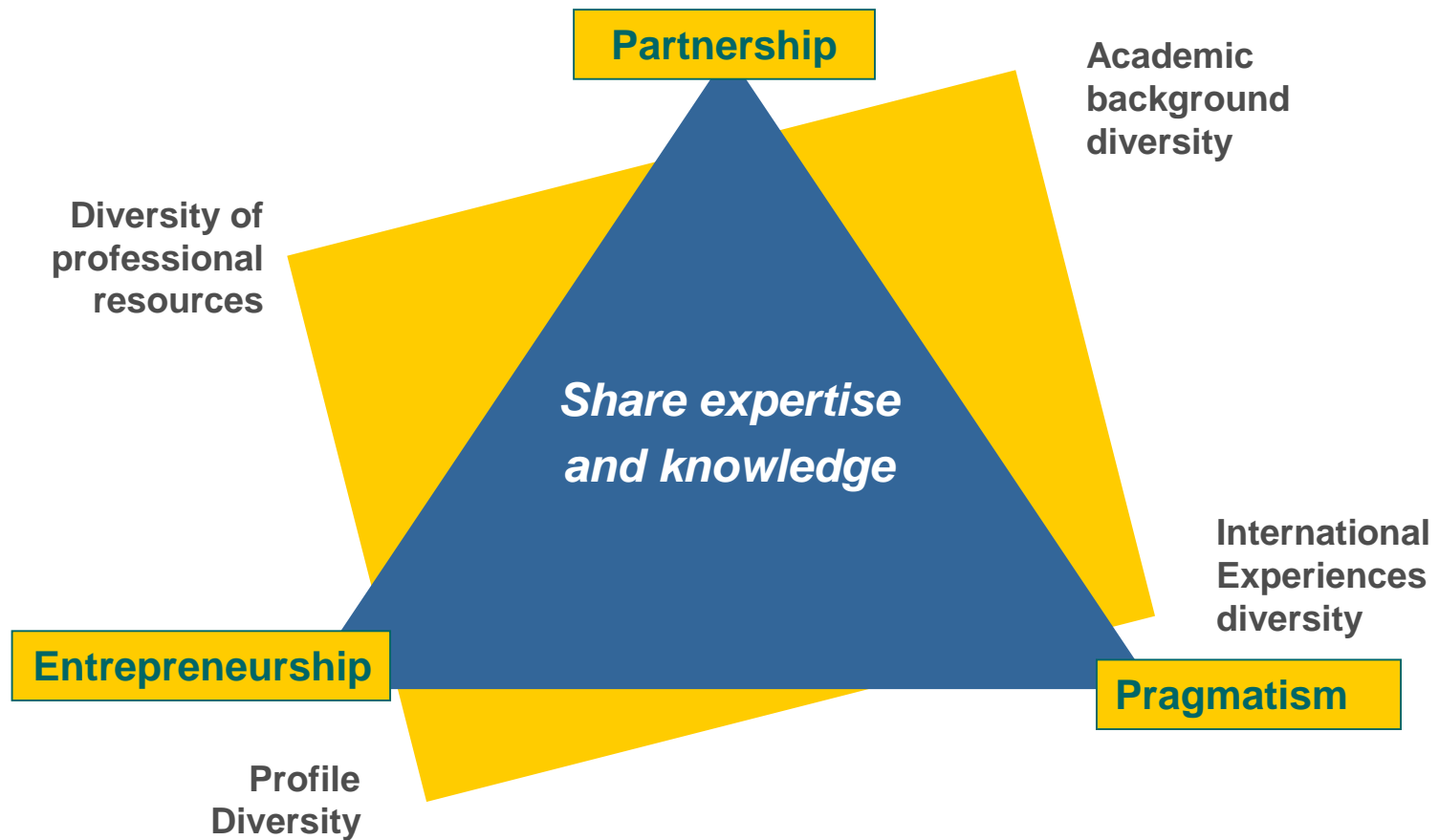
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# Gesventure

Team





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## TEAM



**Francisco Banha**  
Partner & CEO



**Sérgio Póvoas**  
Partner &  
Director of Deals



**Carla Coelho**  
Partner & Lawyer



**Albino Freire**  
Board Assessor



**Francisco Banha**  
**Partner & CEO**

Francisco Banha is an unquestionable reference in the Portuguese entrepreneurial environment, namely in what concerns to venture capital and business angels. Since the mid-90's he keeps speaking at conferences, universities, entrepreneurship contests and other public events in order to promote entrepreneurship among young generations. Besides being an entrepreneur, he is an high skilled manager with 28 years of experience in Corporate Finance, Corporate Governance, Reporting, IT, Internet and Healthcare. Francisco is also a business angel investor with currently 3 investments in ICT, Design and Food. With a relevant academic background and two published books, Francisco Banha continues to influence several Portuguese young people and support them in raising capital to their projects, as well as dinamize the market so that others do the same in a way that it is more easy to an entrepreneur practice his ideas and capacities.



**Sérgio Póvoas**  
**Partner &**  
**Director of Deals**

Sérgio Póvoas is an economist who runs the daily deal generation process. He is an expert in preparing investment and economical viability reports, designing business plans and running the deals. He was directly involved in 12 Gesventure's operations in the amount of 16,4 million euros.



**Carla Coelho**  
**Partner & Lawyer**

Carla Coelho is a lawyer specialized in the business area. She has been involved in all Gesventure's deals, namely in the process of preparing contract agreements and all the follow up duties regarding legal statutory procedures.



**Albino Freire**  
**Board Assessor**

António Albino Freire seated at the board of many portuguese companies in the banking, venture capital, factoring, leasing, insurance, sea trade and health industries. He also joined the Portuguese Government in 1983/85 as Assessor for the Sea Minister Office.

Currently, Albino Freire cooperates with Gesventure in the analyses and selection of the projects received for fund raising. He also has na active role in Entrepreneurship learning courses.

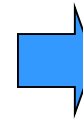


- Fund raising
  - Venture capital investments
    - Business angels
    - Venture capital



**Capitalizing on Gesventure's internal competencies**

- Fund raising
  - Private equity investments
    - Later stage investments
    - MBO/MBI
- M&A advisory services
  - Sale of family owned companies, of non-core businesses and of non-strategic assets
  - Domestic and cross-border (through a network of partners) transactions
- Strategic advisory services
  - Strategic and Financial Advisory and Business Planning
  - Reorganizations and Restructurings
  - Business Valuation
- Transaction complementary services
  - Due-diligences (buyer or vendor)



**Enlarging the scope of the fund raising activity**



**Diversifying into Corporate Finance activities**



**Capitalizing on group's internal competencies**





- Company's present fund raising activity and also larger private equity (later stage) transactions, which is an area that can also be considered as Corporate Finance advisory.
- **M&A advisory** focused on:
  - Domestic Market **Small and Mid size transactions** (preferably sell side)
    - Sale of family owned companies, of non-core businesses and of non-strategic assets to industrial or financial investors
    - Acquisitions (Buy side)
  - Cross-border **Mid size transactions** (supported on an international partner's network)
    - Advising foreign investors to buy businesses in Portugal (both industrial and financial investors)
    - Advising Portuguese clients selling to foreign investors or acquiring businesses abroad
- **Strategic advisory services**, assignments that can be followed by a fund raising or M&A transaction
  - Strategic and Financial Advisory and Business Planning
  - Reorganizations and Restructurings
  - Business Valuation
- **Transaction complementary services**, capitalizing Gesbanha group's expertise without entering into any sort of conflict of interests
  - Due-diligences (buyer or vendor)
  - Transaction structuring, optimizing tax and accounting issues

# Gesventure

## Competitive Advantages



- Confidentiality and Independence from financial and industrial groups
- Experienced team
- International perspective
- Wide/integrated services offer



- **Family owned groups**
  - Sale of majority or minority stakes to industrial or financial partners
  - Transactions involving change of shareholder's structures in family owned companies
  - Growth through acquisitions (in Portugal and abroad)
- **Diversified groups (holdings) that periodically review their strategies and their business portfolio in order to identify areas of value creation and/or value destruction**
  - Analysis of diversification strategies aiming to allocate resources in companies/sectors with higher perspectives of return
  - Valuation and analysis of ROI, ROE, ... of a portfolio of investments
  - Implementation of new investment/divestment strategies through sale of business or growth through acquisitions (in Portugal and abroad)
- **Venture capitalists, private equities and family offices**
  - Investment opportunities search and analysis
  - Advisory to portfolio companies in buy&built processes, at domestic and international level
  - Sale of portfolio business
- **Managers able to lead MBO and MBI initiatives**
  - Analysis of deal opportunities
  - Optimization of the equity and debt structures
  - Assistance to the negotiation with debt providers
  - Negotiation and deal closing
- **Entities involved in instable shareholding structures**
  - Minority shareholders
  - 50/50 situations
  - Financial investors
  - Shareholders with new strategies (new core-businesses) no longer involved in the development of the affiliate

**As much as possible, we will privilege entities able to provide us repeated deals...**

**... or/and have potential for cross border transactions**

















# Gesventure

## Tombstones

- Over 500 projects analysed
- €26 millions raised



|                                                                                                                                                          |                                                                                                                         |                                                                                                                                      |                                                                                                                               |                                                                                                      |                                                                                                                                   |                                                                                                                                     |                                                                                                                                                         |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| <br><b>Luma</b><br><small>Grupo Promosoft</small><br><i>confidential</i> | <br><b>out systems</b><br><b>2.2M€</b> | <br><b>BioTrend</b><br><b>425.000€</b>              | <br><b>Loc@liser</b><br><b>480.000€</b>      | <br><b>50.000€</b> | <br><b>MOVE Interactive</b><br><b>518.000€</b> | <b>MTB</b><br><b>Marcas, Trade &amp; Branding</b><br><b>495.000€</b>                                                                | <br><b>zonadvanced</b><br><b>200.000€</b>                            |
| Hardware - Distrib                                                                                                                                       | Software                                                                                                                | Biotech                                                                                                                              | Geo Systems                                                                                                                   | Toy Factory                                                                                          | Videogames                                                                                                                        | Trading                                                                                                                             | Telecommunications                                                                                                                                      |
| MBO                                                                                                                                                      | Expansion                                                                                                               | Seed Capital                                                                                                                         | Seed Capital                                                                                                                  | Seed Capital                                                                                         | Seed Capital                                                                                                                      | Seed Capital                                                                                                                        | Seed Capital                                                                                                                                            |
| <br><b>bysat</b><br><b>364.570€</b>                                     | <br><b>AQUAL</b><br><b>500.000€</b>    | <br><b>SATellite Newspapers</b><br><b>485.000€</b> | <br><b>Fonte Viva</b><br><i>confidencial</i> | <b>Gluco Prime</b><br><b>175.000€</b>                                                                | <br><b>bioalvo</b><br><b>1.3M€</b>            | <br><b>SMART Advertising</b><br><b>775.000€</b> | <br><b>Ortik</b><br><small>for alpine use</small><br><b>45.000€</b> |
| I.T./ Infrastructures                                                                                                                                    | Aquaculture                                                                                                             | Distribution                                                                                                                         | Watercoolers                                                                                                                  | Biotech                                                                                              | Biotech                                                                                                                           | Advertising                                                                                                                         | Equipment/ Design                                                                                                                                       |
| Seed Capital                                                                                                                                             | Seed Capital                                                                                                            | Seed Capital                                                                                                                         | Venda                                                                                                                         | Seed Capital                                                                                         | Seed Capital                                                                                                                      | Seed Capital                                                                                                                        | Seed Capital                                                                                                                                            |

# Gesventure

## Partnerships



### » International

**Chausson Finance**

**Chausson Finance is a founding partner with a successful track record of deals made in France. With over 600 million euros raised Chausson Finance is a key reference in the French fund raising market.**

**linQventure**

***LinQventure focusses on medium-sized operations with a tailored, customer-oriented approach. The firm's characteristics and its partners' experience give it a multi-sector focus.***



**Gesventure lead the process for the creation of the first worldwide business angels network. Even though the association is still not official, the network is already running.**

**VCChina**  
维新 中国

**Gesventure has an agreement with VCChina with the purpose of promoting mutual fund raising options for projects from the both regions.**

**eban**  
\* european business angel network

**Gesventure, through its Business Angels Club, is a board member of EBAN and has already organized in Portugal the 7th EBAN Congress (2007).**

### » National

**FNABA**

FEDERAÇÃO NACIONAL  
DE ASSOCIAÇÕES DE  
BUSINESS ANGELS

**Gesventure and its Business Angels Club is a member of the Portuguese Business Angels Federation.**



**Gesventure is a member of APCRI - the National Venture Capital Association and actively cooperates in its semester venture capital activity statistics.**

# Gesventure

## Testimonies of Entrepreneurs supported by Gesventure



### **Move Interactive | €886.000**

O empenho da Gesventure na elaboração do Plano de Negócios sustentado e na selecção do investidor com competências complementares, foram essenciais na obtenção do investimento.  
*Roberto Varela, CEO*



### **BioTrend | €425.000**

A assessoria da Gesventure foi para nós uma aposta ganha, pois demonstrou sempre um profissionalismo inexcédível numa área de grande complexidade como é a Biotecnologia.  
*Bruno Sommer Ferreira, CEO*



### **Satellite Newspapers | €485.000**

Estamos gratos à Gesventure por nos ter apoiado na obtenção do financiamento crítico que precisávamos para crescer [e por nos permitir] o acesso a canais valiosos que nos ajudaram a concretizar negócios com clientes internacionais instalados em Portugal.  
*Bernardo da Fonseca, CEO*



### **Bioalvo | €1.300.000**

O know-how do Dr. Francisco Banha e sua equipa do sector no mercado português conduziu à concretização de um dos mais importantes rounds de financiamento de empresas em fase start-up num sector tão complexo e promissor quanto é a indústria biotecnológica.  
*Helena Vieira, CEO*



### **BySat | €365.000**

A Gesventure soube, com o seu profundo conhecimento no sector de capital de risco português, reunir as condições estratégicas, financeiras e jurídicas óptimas para o nosso primeiro "round" de financiamento.  
*Michel Amorin, CEO*



### **GlucoPrime | €175.000**

O apoio da Gesventure, a quem muito estamos reconhecidos, na fase da concepção do nosso processo industrial, foi crucial para nos dar a orientação necessária e tomar os passos correctos no timing correcto.  
*Filipe Aguiar, fundador*



### **Localiser | €480.000**

A escolha da Gesventure, empresa dotada de um conhecimento profundo na área do Empreendedorismo e nas negociações com os investidores, permitiram-me obter os fundos necessários e num célere prazo, para a implementação do Projecto.  
*Raúl Mota, CEO*



### **MTB - Marcas, Trade & Branding | €495.000**

A MTB, SA, existe graças à avaliação da Gesventure, empresa que representa a diplomacia do que de melhor há no mundo dos interesses económicos. Francisco Banha, líder da Gesventure, é o verdadeiro "Business Angel".  
*Maria Teresa Barbosa, CEO*



### **Smart Advertising | €775.000**

Para obter um financiamento em capital de risco é preciso associar-se a uma empresa que prime por forte implementação no mercado, network de contactos, competências e especializações comprovadas e actualizadas e rigor & eficácia. Foi isso tudo que encontrámos na Gesventure.  
*Eurico Paes, CEO & Manuel Pinheiro, CEO*