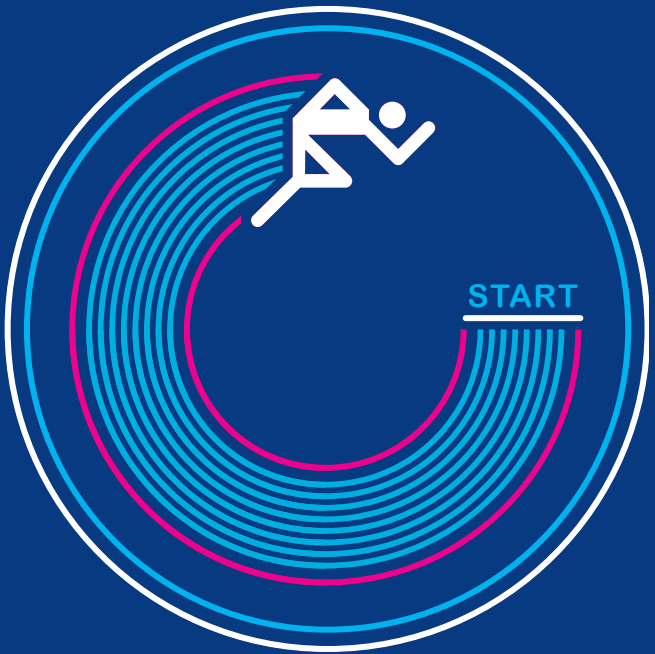




Gründerfonds



## aws Founders Fund

Mobilising capital for innovations

Pre-Startup

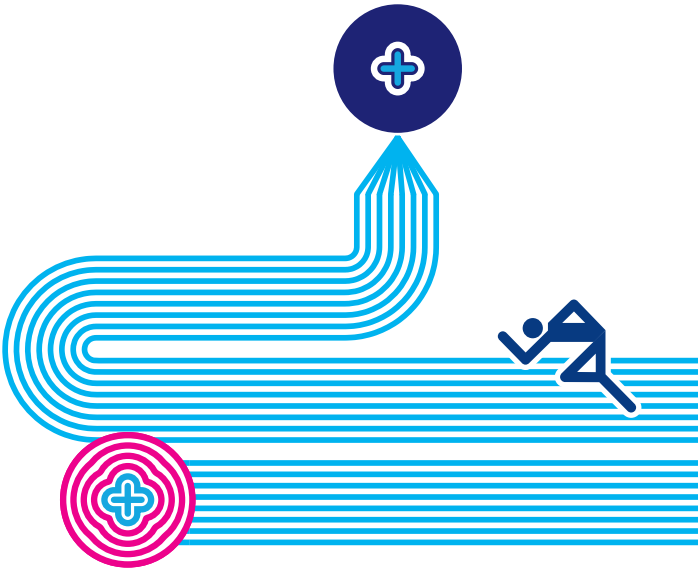
**Startup**

**Growth**

International

# aws Founders Fund

**Later seed/Series A/B capital for your business. The aws Founders Fund offers venture capital to startups with a high growth potential to enable rapid market success.**



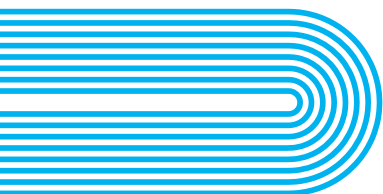
# Introducing the aws Founders Fund

On behalf of the Federal Ministry of Science, Research and Economy and of the Federal Ministry of Finance, the aws Founders Fund is offered by Austria Wirtschaftsservice Gesellschaft mbH (aws). The Fund is endowed with **euro 68.5 million**. This initiative for young entrepreneurs provides venture capital financing for startup businesses.

Startups with a high growth potential that cannot yet obtain the funds required for their business model via bank loans can seek the investment capital by the aws Founders Fund, which invests in the Later seed and Series A/B phase of commercial enterprises based in Austria.

Thus the aws Founders Fund offers long-term growth capital in the form of equity and mezzanine capital and is open for co-investments. The ticket size ranges between **euro 100,000 up to 3 million**. Capital inflows from exits/redemptions are available for further investments.

Established in early 2013 by Austria Wirtschaftsservice Gesellschaft mbH (aws), the aws Founders Fund will run for 13 years.



# Investment criteria

The aws Founders Fund invests in the Later seed and Series A/B phase of commercial companies based in Austria.

## Requirements for an investment

- The company can show high growth perspectives over the next two to three years, underpinned by a convincing business plan.
- The company has scalable business models with clearly identifiable customer benefit and “proof of concept”.
- The target market shows a considerable volume or high growth potential.
- An investment by the aws Founders Fund allows the company to achieve important milestones on its way to the market or to further financing.
- Time of company incorporation less than 6 years ago or first revenues not more than 6 years ago.\*
- The management and/or the entrepreneur has relevant experience.
- At the time of the investment, the company has less than 50 employees and not more than euro 10 million in revenues and total assets.
- The founder or the acquirer holds at least 25 % of the company and is the managing director under commercial law.
- For mezzanine instruments: The company is already generating revenues in the core business.

\* in this case the above mentioned criteria are reduced to 70 % (of employees, revenues, total assets)



## **Rationales for an investment**

The aws Founders Fund may decide to do a venture capital financing in the Later Seed and Series A/B phase in the following events:

- Market launch of an innovative product or service
- Transition of R&D results to serial production
- Setting up sales and marketing/market roll-out
- Investments in production sites
- Investments in working capital

## **The aws Founders Fund does not invest in:**

- Business models without any adequate risk contribution of the founder
- Companies in a restructuring phase or companies in difficulties
- Companies with trend-dependent sales or unclear USP
- Finance, banking and insurance companies or
- Heavy industry companies

## **Advantages for companies**

- Improved equity financing for your business model
- Increased financing scope through improved credit rating
- Long-term partnership (with terms up to ten years)
- Equity capital can be used to finance longer periods of development, as there will be no current expenditure for the investment capital
- Mezzanine instruments can be used without transferring company shares
- With amounts from **euro 100,000** the aws Founders Fund is also available for small enterprises

# Smooth execution of investments



1

## Planning the business model

Required documents:

- Business plan
- Financials (company structure, the last two year-end financial statements, if available, and medium-term planning)
- Capital requirement and use of proceeds



2

## Initial contact and first screening by aws Founders Fund

We want to understand your business and invite you to share your growth plans with us.



3

## Termsheet

Together we define the major key points of our cooperation, writing them down in a termsheet.



4

## Due Diligence

Within the framework of due diligence we evaluate essential financial, legal and commercially relevant aspects in cooperation with independent experts, summarising them in an investment memorandum. Then we present your project to our investment committee.



5

## Signing/Closing

The investment agreement can be finalised and signed within two to four months from initial contact.



6

## Exit

Equity: sale of stake

Mezzanine instruments: repayment by the company, usually from the third year of the term.

# Venture capital boosts growth

Austria Wirtschaftsservice Gesellschaft mbH (aws) offers a wide range of measures aimed at stimulating the Austrian venture capital market, with the aws Founders Fund serving as an essential pillar.

Further aws pillars in the area of venture capital include the raising of venture capital for growth and innovation projects by providing guarantees and finding investors. aws also helps businesses implement their innovative projects by awarding low-interest loans, grants and guarantees, especially if the necessary funds cannot be sufficiently obtained through other forms of financing.

## aws Risk Capital at a glance

- aws **Founders Fund**
- aws **Growth Capital Fund**
- aws **Business Angel Fund**
- aws **i2 – Business Angels**
- aws **Cleantech Initiative**
- aws **Venture Capital Initiative**

## Services provided by aws

- aws **New Launches & Startups**
- aws **Innovation & Investment**
- aws **High Technology**
- aws **Risk Capital**
- aws **Service**
- aws **Competition**

Detailed information on aws instruments:

**[www.awsg.at](http://www.awsg.at)**

# Venture Capital

## for Ideas and Innovations

In the initial phase, or when taking their first steps towards further growth, committed and innovative entrepreneurs often come to a premature standstill. To enable entrepreneurs, the aws Founders Fund provides venture capital. The aws Founders Fund helps startups implement their ambitious business plans. Along with the investment capital of aws Founders Fund, Austria Wirtschaftsservice Gesellschaft mbH (aws) offers various forms of financial aid. Grants, low-interest loans, guarantees, accompanying services and consulting for companies, all in order to boost growth and development chances both at home and abroad.

From the idea to market success.

### Contact



Further information on the aws Founders Fund:

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[www.gruenderfonds.at](http://www.gruenderfonds.at)