Gimv
12. Deutsche Investorenkonferenz
A value enhancing Platform Strategy to become the next generation European Private Equity and Venture Capital market leader
Gimv, a pioneer in continental Europe since 1980

UNIQUE STRENGTHS & DIFFERENTIATION

• Funding from strong balance sheet, complemented with specialised co-investment funds
• Long-term active support to portfolio companies
• International reach with a local touch, strong brand & network
• Focus on value creation via 4 platforms
• Flexibility in investment instruments and exit timing, given evergreen fund structure

FACTS & FIGURES

• Listed on Euronext Brussels
• EUR 1.8 billion AUM
• 35 years of expertise in PE & VC
• 98 employees in 4 offices

DIVERSIFIED PORTFOLIO
## Gimv key investment criteria

### STRATEGIC NEEDS

1. Clear **company vision**
2. Clear investment thesis for **growth and value creation**
3. Sustainable and defendable **competitive advantage**
4. **Strong management**

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| ![Europe Map](image) | - We fund innovative companies with proven track record.  
- We support growth strategies  
- With flexible instruments | EUR 3m –100m | Flexible |
The Private Equity and Venture Capital landscape is evolving rapidly and profoundly

- Structurally, less use of financial leverage
- Pressure on returns (in PE and VC models)
- VC-model is experiencing funding difficulties across Europe
- Increased need to specialise and deliver “real world” added value
- A number of established players are forced to reduce their ambition
- Other players disappear because of financial crisis and reshaping of financial markets
- Only the most professional and best performing teams will continue to have access to funding and best deals

Gimv is pro-active and a forerunner in re-shaping its industry
A strategy based on specialised investment platforms

**Deal thesis**
- A clear, upfront articulation of how Gimv will create equity value with the deal
- Based on a thorough understanding of how the business makes money
- Matching with Gimv’s culture (e.g. growth stories, not turnarounds)

**Gimv’s competitive advantage**
- Business clusters where similar business models (hence similar deal theses) apply and where Gimv can develop proprietary insights and deal theses
- Rooted in Gimv’s historical strongholds (e.g. food) or pertinence in local market (e.g. regulatory driven sector transformation)
- Gimv’s access to world class ecosystems (Life Sciences, Medtech, …)

**Macro-trends**
- Choices of deal theses and sectors backed-up by positive momentum from societal trends, either global (e.g. ageing population, need for infrastructure) or local (e.g. community-backed initiatives such as Innovatiecentrum Vlaanderen)

**Investment platforms**
Multidimensional cross country platform strategy to partner with the next generation entrepreneurs

- **Consumer 2020**
  Companies with a clear vision on the needs and preferences of the future consumer

- **Health & Care**
  Health and care solutions for the ageing, health- and cost-conscious society

- **Smart Industries**
  Smart, technology enabled solutions and added value services

- **Sustainable Cities**
  Services, utilities & infrastructure with a sustainable community impact

4 platforms with **dedicated and skilled team**
across Gimv’s home market: **Belgium, the Netherlands, France and Germany**
Gimv’s organisation today: Multidimensional platform strategy cross countries

4 platforms with dedicated and skilled team across Gimv’s home market: Belgium, the Netherlands, France and Germany
Diversified portfolio

**BY INVESTMENT PLATFORM**
- 27% Consumer 2020
- 10% Health & Care
- 21% Smart Industries
- 15% Sustainable Cities
- 24% 3th Party Funds
- 3% Other participations

**BY GEOGRAPHY**
- 47% Belgium
- 22% France
- 6% Germany
- 10% The Netherlands
- 11% Rest of Europe
- 2% USA
- 2% Rest of the world

**BY VINTAGE**
- 8% ≤ 2004
- 7% 2004-2006
- 43% 2007-2009
- 38% 2010-2013
- 4% ≥ 2014

* related to the year of initial investment