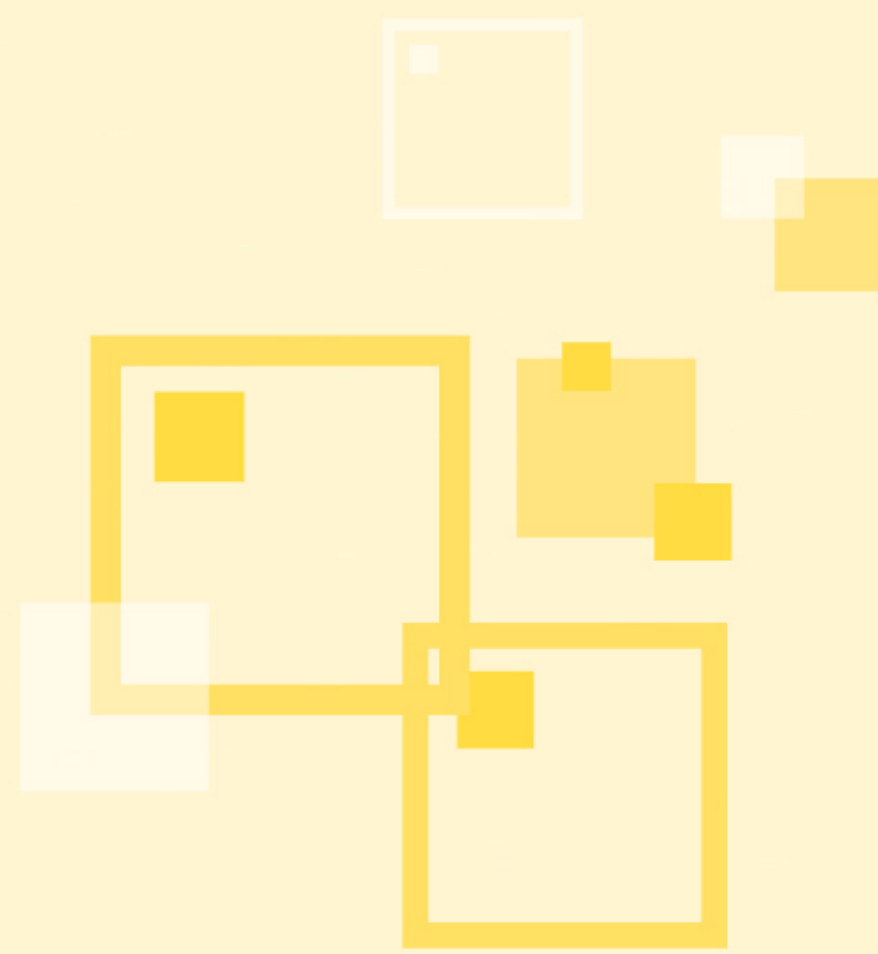


Pre Seed Acceleration of technology based Firms

LOWER AUSTRIAN TECHNOLOGY FINANCING MODEL

Thomas Ecker



Part 1:

- **LOWER AUSTRIAN TECHNOLOGY FINANCING MODEL**

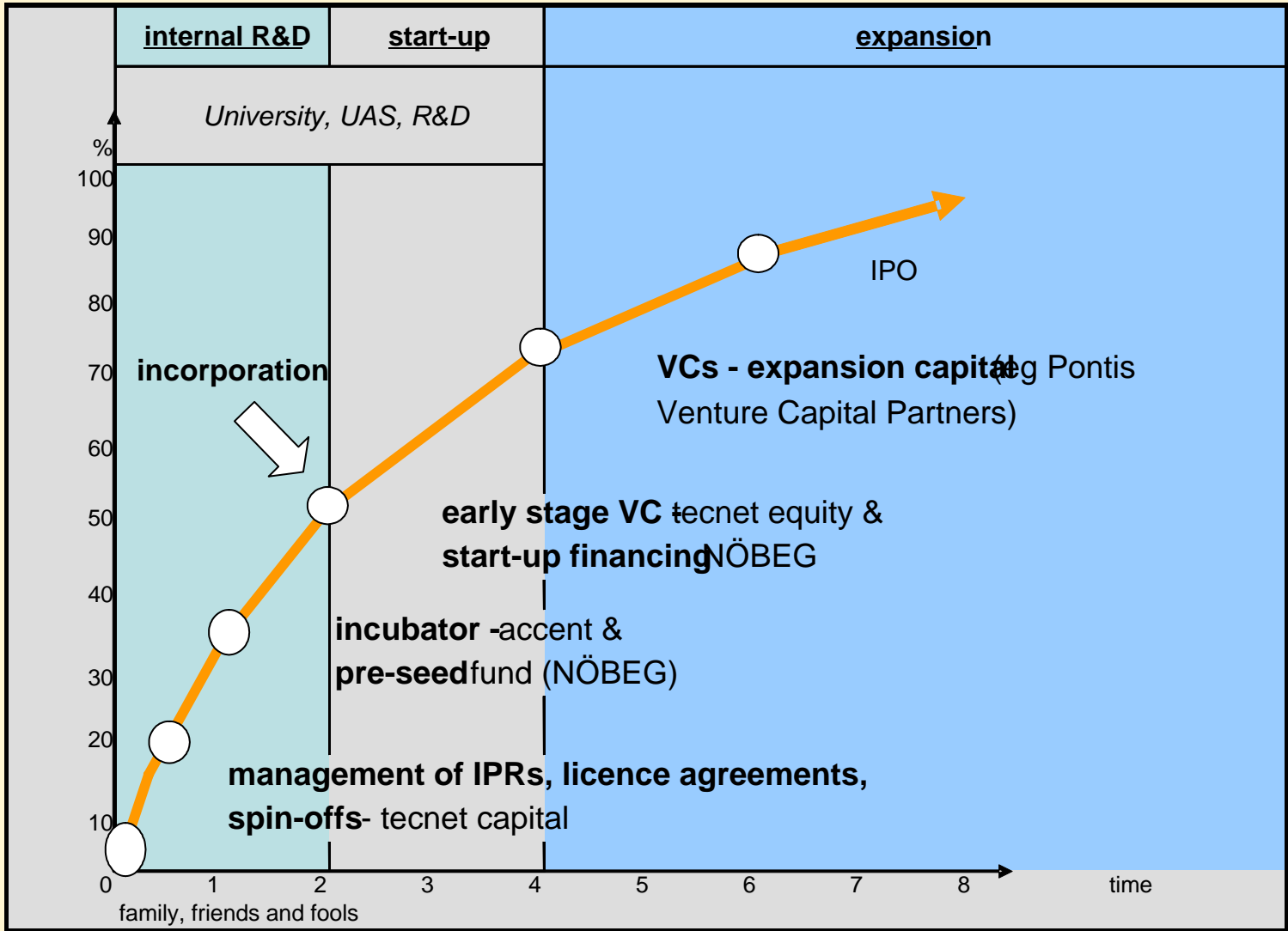
Part 2:

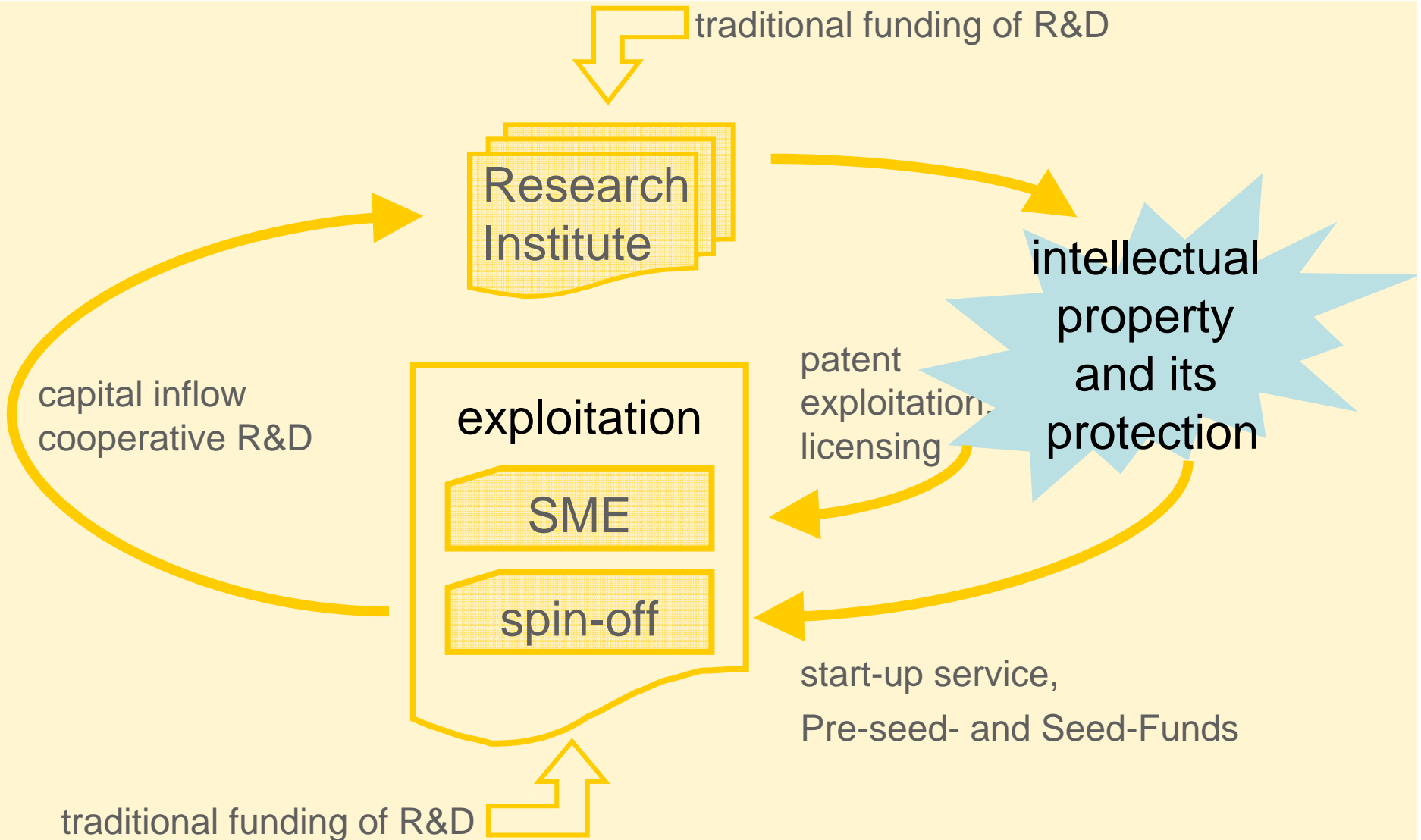
- **TRENDS IN THE ICT INDUSTRY.**

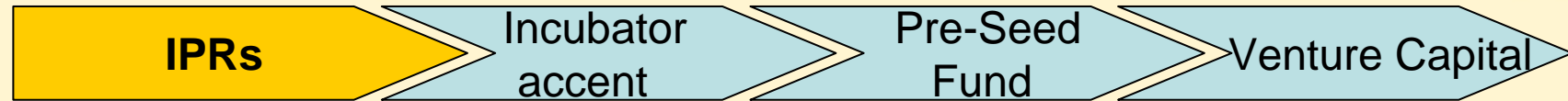
PART 1

LOWER AUSTRIAN TECHNOLOGY FINANCING MODEL

Lower Austrian Technology-financing Model



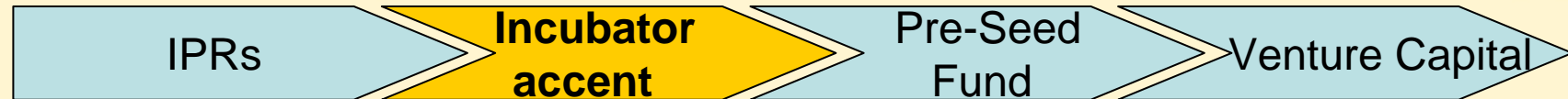




Exploitation of IPRs: tecnet capital-

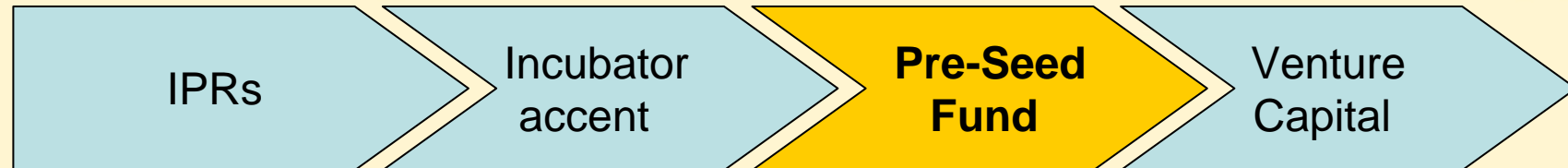
Management

- Valoriisation of IPRs
- Analysis of exploitation opportunities
- Elaborating and accompanying appropriate exploitation strategies
 - patent applications via licensing
 - selling existing patents
- Commercialisation of IPRs
- Spin-offs
- ➔ **revenues of these activities are reinvested to foster the technology and knowledge basis for further academic and technology oriented start-**



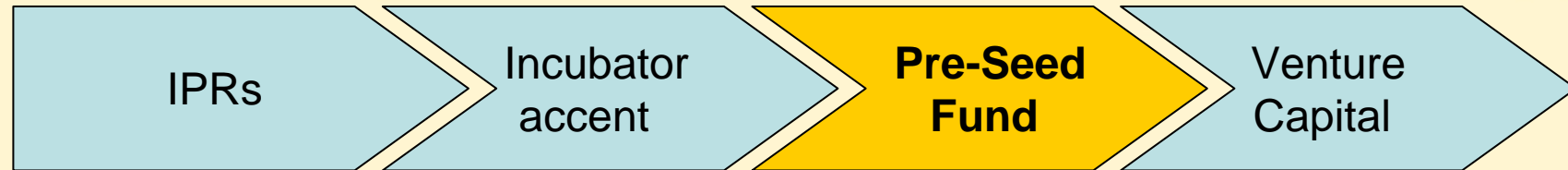
Incubator accent Start up Service

- First contact point for researchers interested in entrepreneurship
- Provides:
 - Consultancy and Coaching for start-ups
 - Incubating infrastructure
 - Facilitates access to finance
 - Training and Education
 - Services up to an Amount EUR 70.000,--
- Pre-seed stage and after foundation (up to 18 months)



Pre-Seed Fund

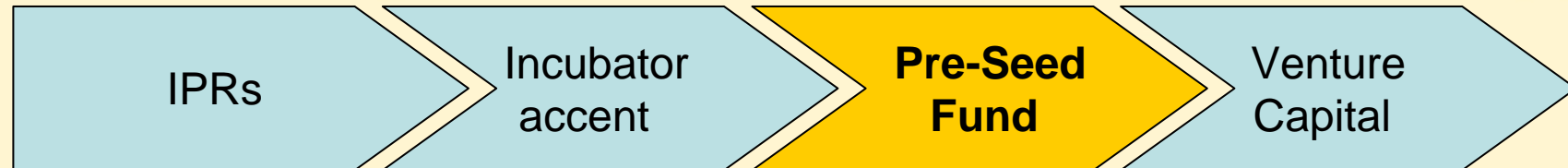
- Was part of the Lower Austrian Programme of Innovative Actions RIS++ NÖ (pilot action between February 2002 and October 2004)
- Today part of the mainstream regional programme of innovations support
- Public-private partnership of the Lower Austrian Government and NÖBEG (Management by NÖBEG)
- Fund volume up to EUR 5 Mio.
- Provides Loans up to EUR 200.000



Pre-Seed Fund

Focusing on:

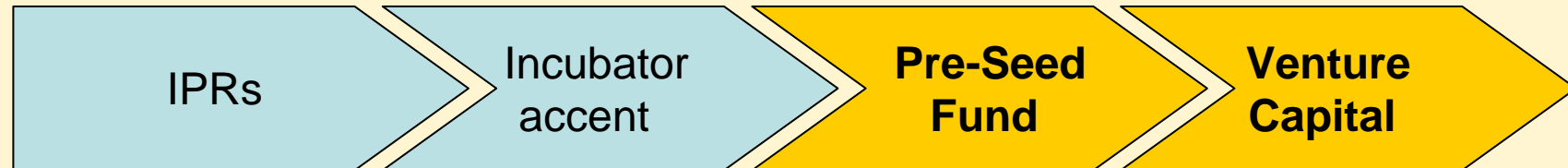
- Prototyping
- Feasibility Studies
- Market Research
- Developing Business Plan
- Search for partners



Pre-Seed Fund

Criteria:

- technological innovation
- pre-seed idea
- potential for growth
- engagement and risk taking of the future founder



NÖBEG and tecnet – strategic partnership

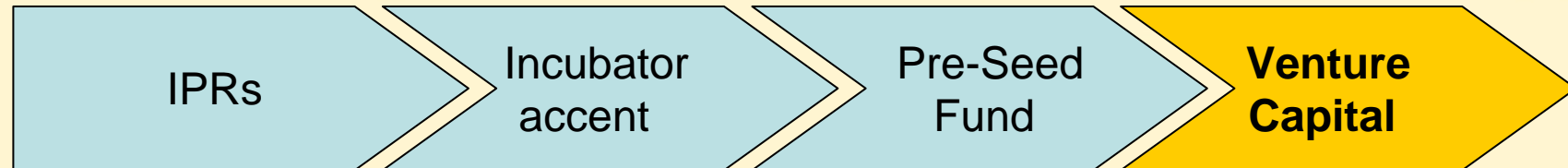
- Shareholders are **private Banks** and **Government**
- **Mission of NÖBEG:**
 - assist companies in terms of funding activities
 - company creation
 - company development
 - succession

by providing silent participations and guarantee facilities for loans

www.noebeg.at

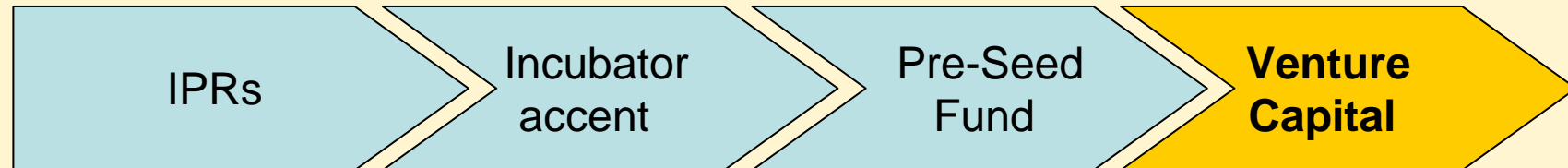
- funded by **Government**
- **Mission of tecnet:**
 - assist scientists
 - focus on funding of innovative and technology oriented companies
 - management of technology projects
 - patent and technology exploitation

www.tecnet.co.at



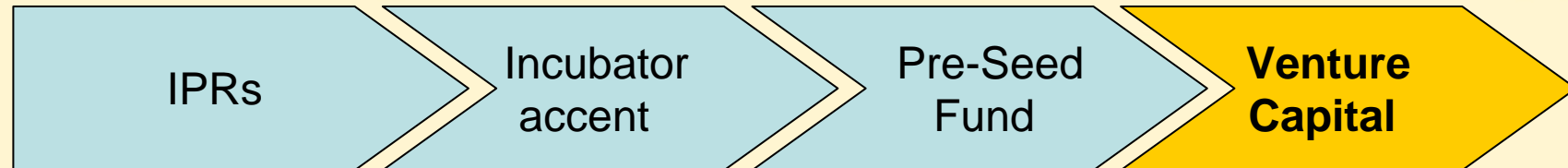
tecnet equity - Venture Capital Fund

- **Fund volume:** EUR 18.3 Mio.
- **Invests in:** technology-oriented companies with high growth potential
- **Investment stage:** seed to start up
Stake in companies: up to 49%
- **Holding period:** 4-8 years
- **Investment size:** EUR 100.000 up to EUR 1.5 Million
- **Co-Investments** with Management, Business Angels or other Financial Institutions



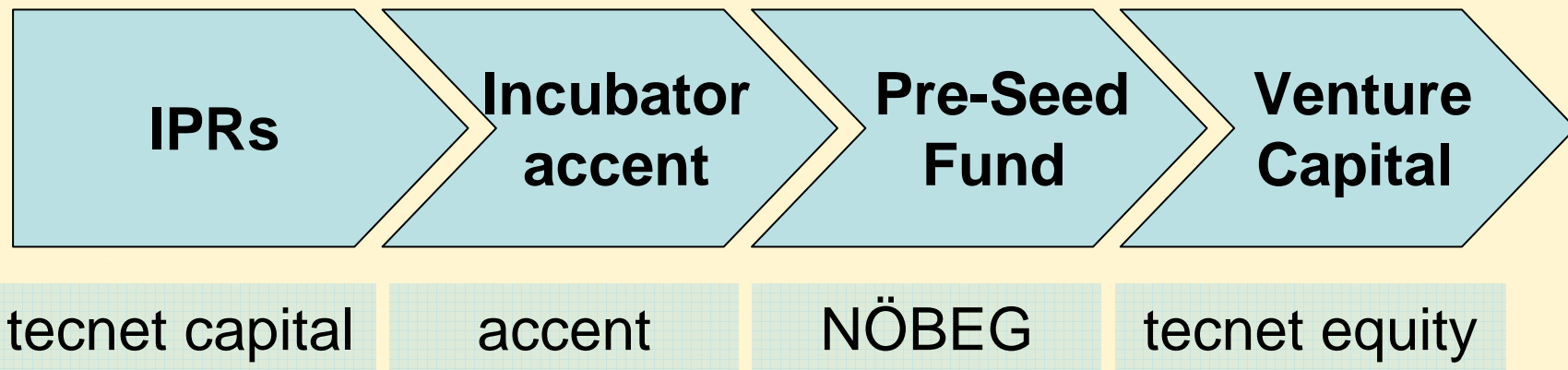
tecnet equity - Venture Capital Fund

- **Support for technology oriented, high-growth companies**
 - Implementing Business Plans
 - Structured finance
 - Expert Knowledge, Networks
 - Access to further Investors



tecnet equity - Venture Capital Fund

- **Industries:**
 - Information- and Communication Technologies
 - Life Sciences
 - Environmental Technologies
 - Material Sciences
 - Industrial Technologies

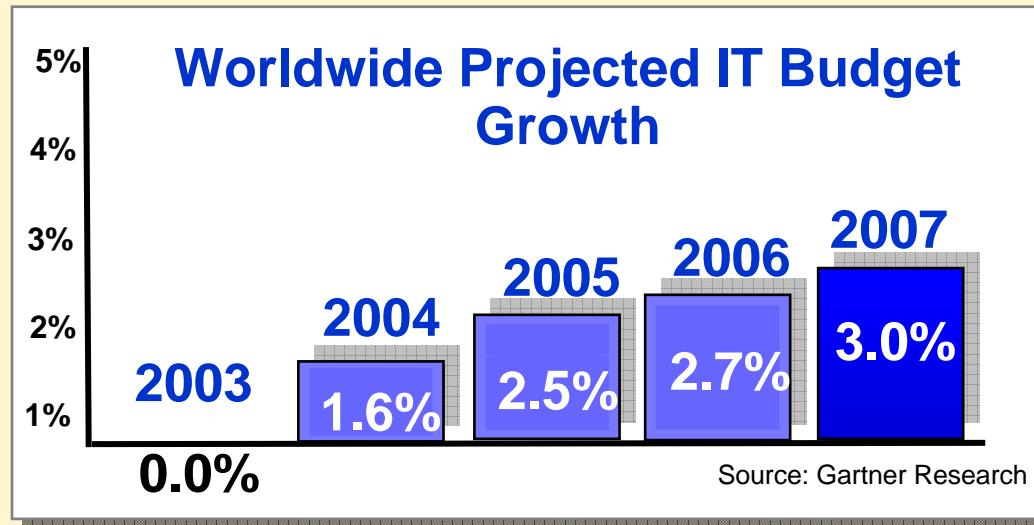
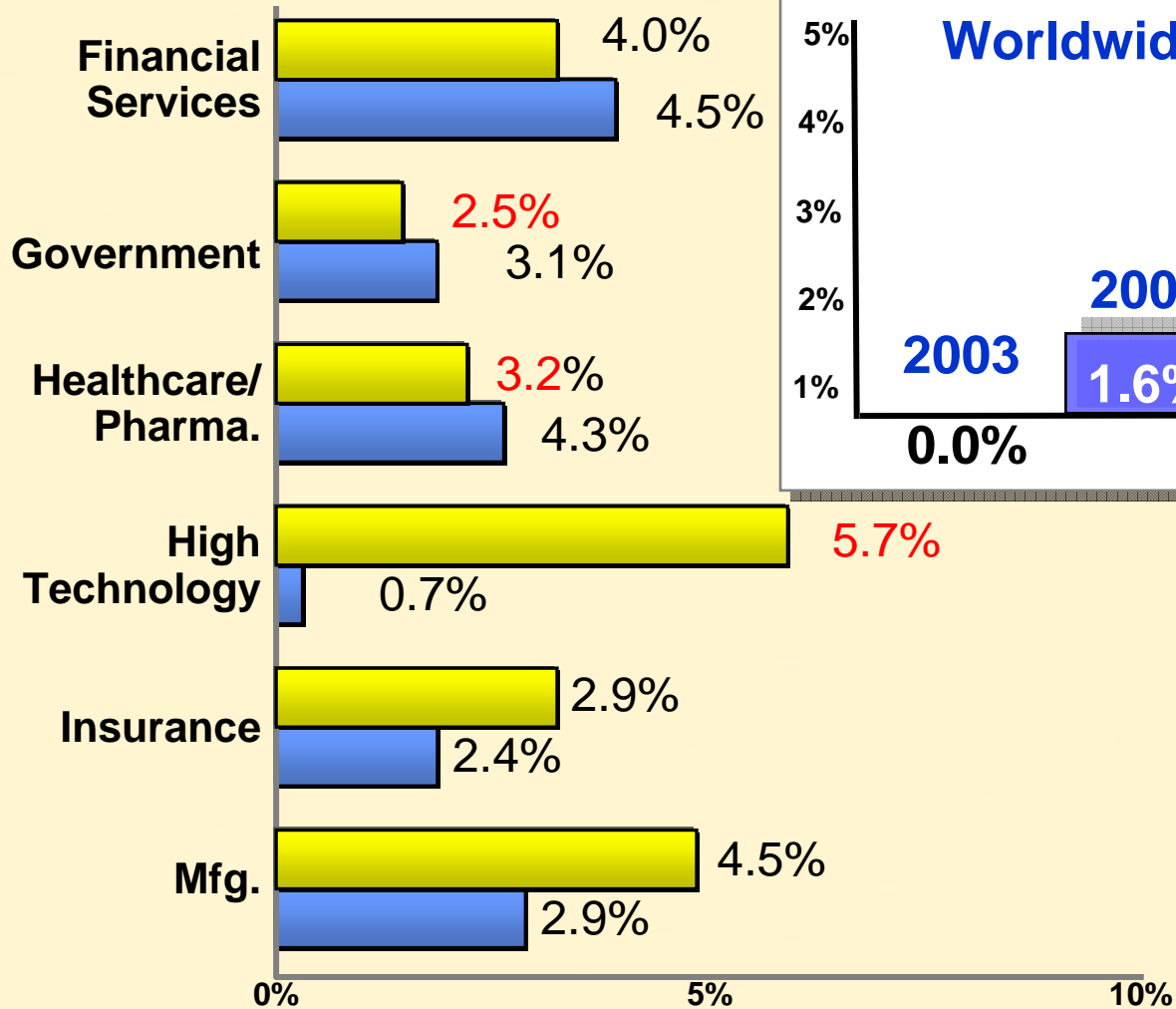


Position Lower Austria as a technology and innovation region

PART 2

ACTUAL TRENDS IN THE ICT INDUSTRY

Comparison of Business and IT Growth in Selected Industry Segments: 2007 vs. 2006



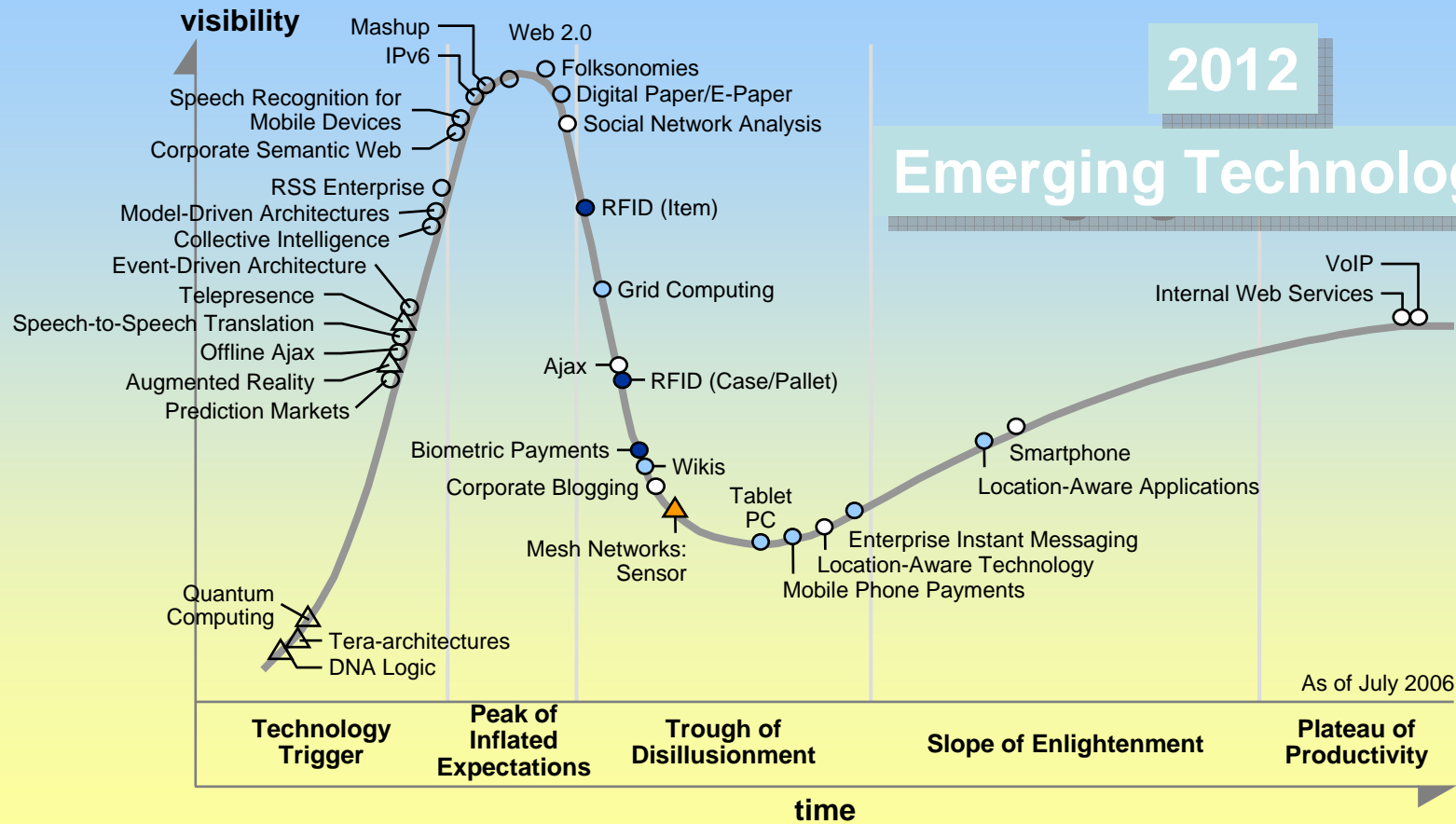
Projected 2007 Business Growth
Source: Global Insight January 2007

Projected 2007 IT Budget Growth
Source: Gartner EXP 2007 CIO Survey

Current Emerging Technologies Hype Cycle



MFAQ 2012: "What Are the Most Important Technologies and Trends in the ICT Industry?"



As of July 2006

Years to mainstream adoption:

- less than 2 years
- 2 to 5 years
- 5 to 10 years
- ▲ more than 10 years
- ⊗ obsolete before plateau

Multicore will drive mainstream platforms,
with tera-architecture emerging
through 2012.

Web-centric technologies will drive
disruptive change in business and
technology markets through 2020.

Network virtual worlds will drive broader
interest in immersive interfaces.

Power-related issues will increasingly
influence IT and business decisions.

Top 10 Disruptive Technologies

1. Multicore
2. Web Platforms
3. User Interface
4. Web mashups
5. Social Software
6. Tera-Architecture
7. Power and Green IT
8. Networked Virtual Worlds
9. Video
10. Semantics

Source: Gartner Research

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