



{ *foro capital pymes* }

Barcelona,

26th of November, 2013

Value proposal and calendar

Promoters: _____

Collaborators: _____

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DE MADRID**



**Cámara
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CaixaForum Madrid
Obra Social "la Caixa"

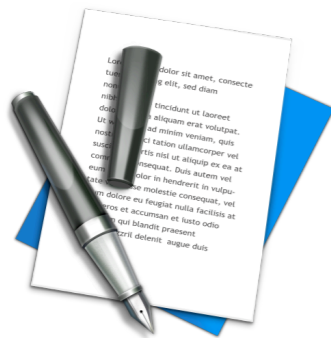


**Madrid
Network**



{ foro capital pymes }

- *What is* { foro capital pymes }



It is a recurring event that allows all those small and medium enterprises that require it, to present their business project to the corporate and financial investors community, at a national and international level.



It is not an Investment Fund. It does not invest directly as a company or a fund. It is the investors attending the events the ones taking their own investment decisions.

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• *Companies*

Who can present their project at “foro capital pymes”?

- ▶ *Companies with a track record of at least **5** years time.*
- ▶ *With a good position in their markets and a minimum turnover of **3.000.000 €***
- ▶ *Willing to increase their own resources via a capital increase, to strengthen their financial capacity in order to:*

boost sales

expand abroad

merge and/or buy

improve production systems

create a new spin-off.

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• *Investors attending the event*



- ▶ *Venture capital funds, corporate banking, “family offices” and other corporate investors interested in investing*

500.000 € to 3.000.000 €

in already consolidated sme’s with an important potential to expand and develop their activities.

- ▶ *Only under invitation from the organization and with acceptance of the confidentiality rules of the forum.*
- ▶ *The organization reserves the right to admit and register investors.*

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• *Summary of the first previous 5 events*

▶ *70 registered investors to the Forum:*

40% Venture capital funds

36% Business Groups or "Family Offices"

24% Private Equity and M&A

all of them with a capacity to invest between

500.000 € y 5.000.000 € company

▶ *Ist Forum in Barcelona:*

13 companies presented a project

Joint Turnover: 84 Mio euros

Searching to raise: 28 Mio euros

▶ *IInd Forum in Barcelona:*

12 companies presented a project

Joint Turnover: 58 Mio euros

Searching to raise: 18 Mio euros

▶ *IIIrd Forum in Madrid:*

12 companies presented a project

Joint Turnover: 60 Mio euros

Searching to raise: 22 Mio euros

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• *Summary of the first previous 5 events*

▶ *70 registered investors to the Forum:*

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36% Business Groups or “Family Offices”

24% Private Equity and M&A

all of them with a capacity to invest between

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▶ *IVth Forum in Barcelona:*

10 companies presented a project

Joint Turnover: 52 Mio euros

Searching to raise: 21 Mio euros

▶ *Vth Forum in Madrid:*

10 companies presented a project

Joint Turnover: 54 Mio euros

Searching to raise: 17 Mio euros

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• *Projects selection process and calendar*



Companies can download the registration form from

www.forocapitalpymes.com



There will be an oral presentation of the project to the Selection Committee.

A prestigious jury will select the 12 projects to be presented to the forum.



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• *Projects selection process and calendar*



Deadline to send application form for companies 12th of November 2013



Oral defense of the project 15th of November 2013



Communication to the 12 selected companies 15th of November 2013

VI *“foro capital pymes”* in

Barcelona

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Obra Social “la Caixa”

26th of November 2013

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• *Projects selection process and calendar*

▶ *All those selected companies willing to, will enjoy the possibility to participate, prior to the forum, in **5 practical workshops**, very useful for the process they will be engaging:*

- 1. “workshop” on private investment, investors and investment tools*
- 2. “workshop” on steps and timings in the investment process*
- 3. “workshop” on company valuation: technique and concept*
- 4. “workshop” on the due diligence process*
- 5. “workshop” on how to present your project to the forum in 10 minutes*



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- *Value proposal to the investor*

Investment in Spanish SME presents very interesting opportunities at present, since:

- *They have a great potential to grow*
- *They have very good opportunities in internationalization, especially in Latin America and Europe*
- *The management teams are increasingly professionalized*
- *They have adapted their production structures*

- ▶ *SME presenting their projects to the investors community have been selected because their projects show very profitable expectations and have a great capacity to generate value*
- ▶ *Contributions to the companies through capital increases or equity loans are the most practical way to promote the creation of value and share the results*
- ▶ *Companies achieving agreements with investors will not only receive funds from them but will also have someone helping them to professionalize and expand their business, and to monitor the investment*
- ▶ *Foro Capital Pymes defines accurately (by size, track record, business model and brief description) the type of companies that will present their projects, allowing investors to have a clear idea of what they will find in the forum*



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- *Value proposal to the investor*

- ▶ *Companies presenting their growth projects belong to very diverse industries of the Spanish economy, which allows investors to diversify their portfolios and to determine whether the companies meet their needs. All of them are consolidated companies in their markets*
- ▶ *The way projects are presented (10-12 projects in a single morning or afternoon session, each one with a maximum of 15 minutes) allows investors to quickly form an idea about their possible interest in a company , and do it in a really short period of time*
- ▶ *After the presentation at the forum, negotiations are directly held between the company and investors interested in analyzing a potential investment in the project*
- ▶ *So far, 3 out of every 4 companies having presented their projects have initiated formal conversations with investors to try to reach an agreement*
- ▶ *The process is completely confidential from the very beginning, both for companies and investors attending the events . Attendance to the Forum does not generate any cost to the investor by the Organization*



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• *Promoters and collaborators*

Promoters

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Collaborators



Madrid Network



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- *Contact with* { *foro capital pymes* }

Information, download of companies' forms and Investors registration

www.forocapitalpymes.com

Forms sending address

empresas@forocapitalpymes.com

Personalized Information

Companies: mcosta@forocapitalpymes.com

Investors: inversores@forocapitalpymes.com

International investors: capital@forocapitalpymes.com

Mass media: comunicacion@forocapitalpymes.com

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