

# 3TS Cisco Growth Fund III

## New TMT investor in the CEE region

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# 3TS OVERVIEW

**3TS Capital Partners** is one of the leading **private equity and venture capital** firms in Central and Eastern Europe

**One Team - Multiple Locations** 15 persons team cover the whole region from offices in Bucharest, Budapest, Prague, Vienna and Warsaw.

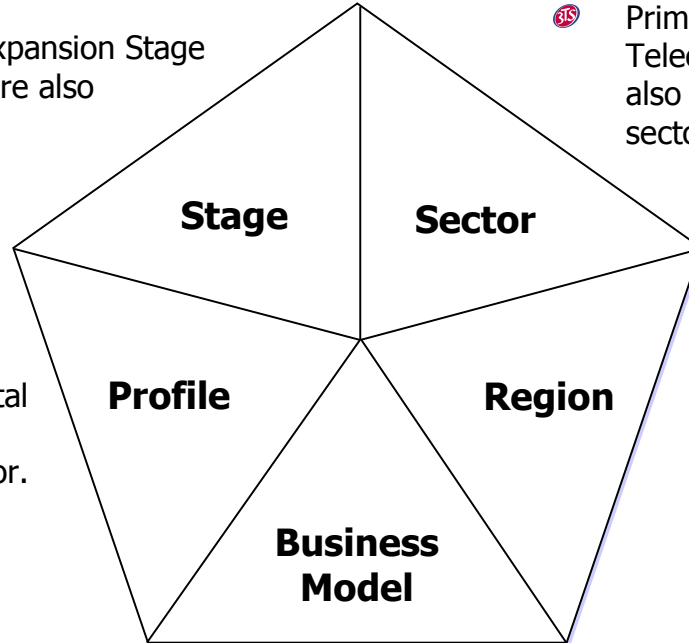
**Specialized in** EU growth sectors including

- **Technology & Telecoms**
- **Media & Marketing**
- **Environment & Energy**
- **Services** (Financial, Healthcare and Business Services)

# 3TS INVESTMENT CRITERIA

3TS Primarily Growth and Expansion Stage although other stages are also considered.

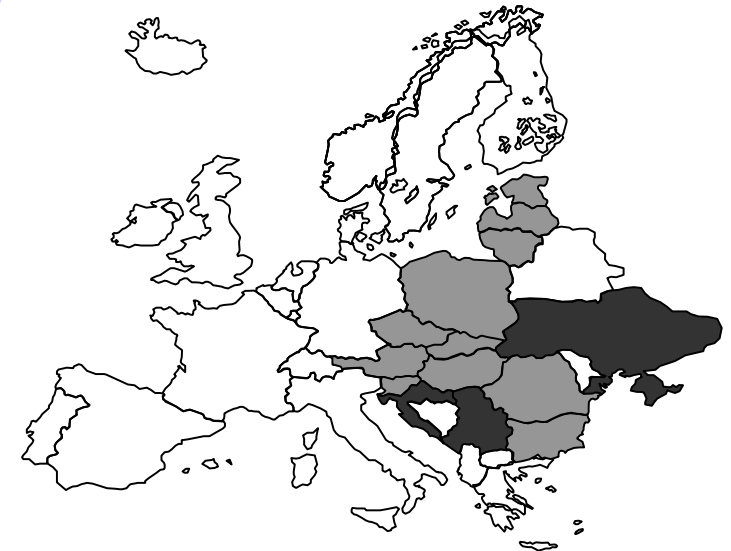
3TS Primarily TMT (Technology, Media, Telecommunication), however 3TS looks also outside the defined primary focus sectors for prosperous opportunities.



3TS Companies that require capital to accelerate growth or to consolidate an industry sector. Ideally these should be established companies with:

- 3TS positive operating cash flow
- 3TS existing products/services
- 3TS established customer base
- 3TS growth strategy that supports a future exit and
- 3TS relatively complete management team.

3TS Prospective successful companies with growth potential and capable of competing in global markets or companies that have the potential to be market leaders in local countries or the region.



3TS Primary focus on Central and East European countries.

- Primary countries
- Secondary countries

# 3TS FUNDS

3TS Capital Partners exclusively advises three regional funds

- **TCEE Funds** - €66 M Capital (since 1999)  
Invested in **15 companies** – currently 4 in portfolio and 11 exited
- **3TS Central European Fund II** - €130 M Capital (since 2005)  
By now invested in **8 companies**
- **3TS Cisco Growth Fund III** – €30+ M Capital  
Launched in **November 2007**  
Target **€ 50 M capital** – second closing in Q2/Q3 2008  
By now invested in **1 company**

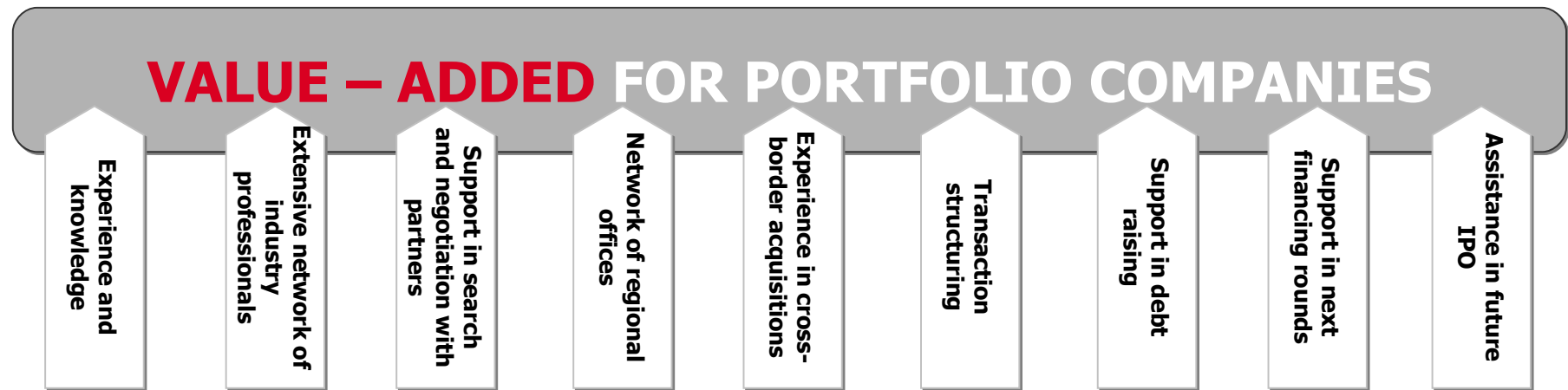
# FUND III INVESTMENT FOCUS

- ③ Focusing on Growth Capital into companies which are or can become  
**Regional Leaders** or **Global Challengers**
  
- Sector focus: **TMT** - Technology, Media and Telecoms
  - **Technology** - Software and software solutions, hardware, technology enabled services, technology BPO, etc.
  - **Media** - Electronic media, digital solutions, printed media, media and marketing services, etc.
  - **Telecoms** - wireless and wire-line operators, operator software, hardware and services, etc.
  
- ③ Cross border investments (regional and worldwide)
  - Inbound and outbound CEE investments
  - Western companies moving into or strengthening in CEE
  - CEE companies growing out of the region

# FUND III INVESTMENT FOCUS

- **Geographic Focus: Whole CEE – Baltics to Balkans**
  - CEE EU members and other CEE countries (primarily likely EU entrants)
- **Company Types: Early expansion to late growth stage**
  - Solid companies with existing business model and paying clients
  - Exceptional early stage, high growth companies possible
- **Investment Types: Growth capital and buyouts**
  - Expansion, MBO/MBI, leveraged buyouts, etc.
  - Both minority and majority participations
- **Investment Instruments: Equity and quasi-equity**
  - Capital increases, convertible loans and secondary purchases
- **Typically invests € 2-4 million / company**
  - Min € 1 M and max € 4.5 M

# 3TS - YOUR BUSINESS PARTNER



**3TS Capital Partners** provides not only an access to funds but a combination of capital and experienced personal input from professional team to support companies' growth and expansion.

**3TS Capital Partners** offers active approach aiming at adding value to companies. In addition to advising on strategy and development, we can share our experience and network of business connections in order to help a company succeed in achieving its goals.

# 3TS INVESTEE COMPANIES





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