



Financing strong
growth plans. Now.

APMC Financial Solutions

Agenda

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APMC company profile

- APMC is an independent Private Equity company founded in 2005/2006 after several years of hands-on industry experience in Pre- and Post-M&A, IT and strategy consulting projects for SME's and large corporations
- APMC is organised in 3 interconnected business units:

APMC Financial Solutions	APMC Private Equity	APMC Projects
<ul style="list-style-type: none"> Support for innovative companies in finding appropriate financial solutions Focus on private placement of Equity: <ul style="list-style-type: none"> Capital increases Secondary transactions Direct contacts to decision makers of more than 500 investors, mainly European Venture Capital and Private Equity organizations Communication of investment cases Support in negotiation of termsheets and share purchase contracts 	<ul style="list-style-type: none"> Direct private equity investments into companies with: <ul style="list-style-type: none"> 1+ year market experience Technological leadership CAGR of 20%+ Strong growth plans High ROI expected in an IPO or trade sale Investment horizon: 3-5 years No start-ups or turnaround cases Private Equity Fund: <ul style="list-style-type: none"> Status: planed for 2007 	<ul style="list-style-type: none"> Resources and consulting for special, value boosting project types such as: <ul style="list-style-type: none"> M&A Turnaround management Business development Integration of Controlling Solutions Sales & Marketing IT Outsourcing & Integration Supply Chain Management

What's APMC's key benefit for companies in need of equity capital?

We work as catalyser accelerating and simplifying significantly the time consuming process to be presenting to investors and negotiating appropriate investment terms and conditions.

Why can APMC accelerate my process of finding capital?

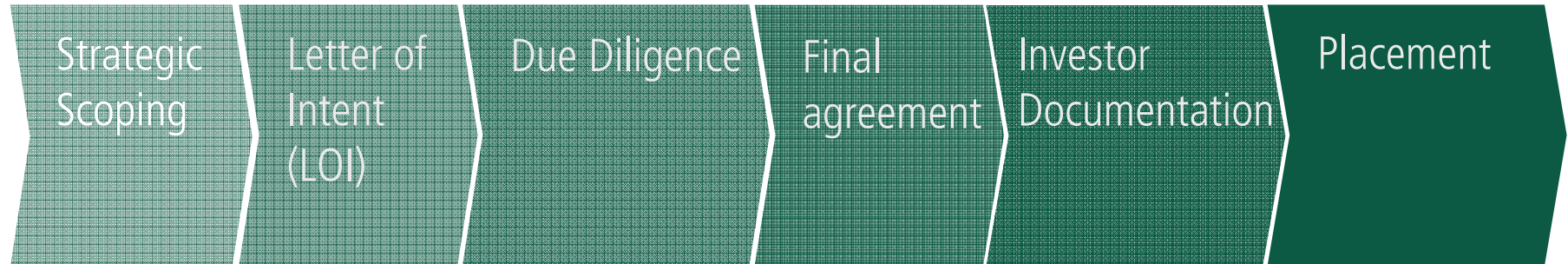
Because:

- ... we have good direct relationships with decision makers of approx. 500 institutional and private investors,
- ... we know who is looking for what type of project,
- ... we know exactly what type of information investors need to decide whether to invest or not,
- ... we have strong skills in investor relations, PR and marketing,
- ... we have a background as entrepreneurs ourselves,
- ... we know what is important for a company to know when it comes to negotiating term sheets and share purchase contracts.

Value added to entrepreneurs and companies

- Acceleration of growth
- Equity instead of debt
- Quick and flexible financing
- Simplification compared to other financing solutions (Basel II etc.)
- Preparation of high value IPO and/or trade sale
- Financing of expansion plans, follow-up regulation, MBO, MBI, full or partial exits

APMC Financial Solutions Process



- Definition of financing objectives
 - Portfolio profiling
 - Qualification and selection
 - High level quantification of financing volume
 - Definition of requirements:
 - Timeline
 - Overall risk
 - Deal structure
 - Target investors
- Letter of Intent
 - NDA: Confidentiality agreement
 - Base terms & conditions
 - Type of deal
- Full AXS Due Diligence including review of: business idea, management, markets, marketing strategy, milestones, organisation & production, risks, financials, KPIs
 - Company valuation
- Detailed terms & conditions
 - Placement Contract
- Fact sheets
 - Presentations
 - Business plans
- Contacting target investors
 - Investors presentations
 - Support in contracts setup (term sheets, final contracts)
 - Transaction monitoring
 - Fully provision based placement

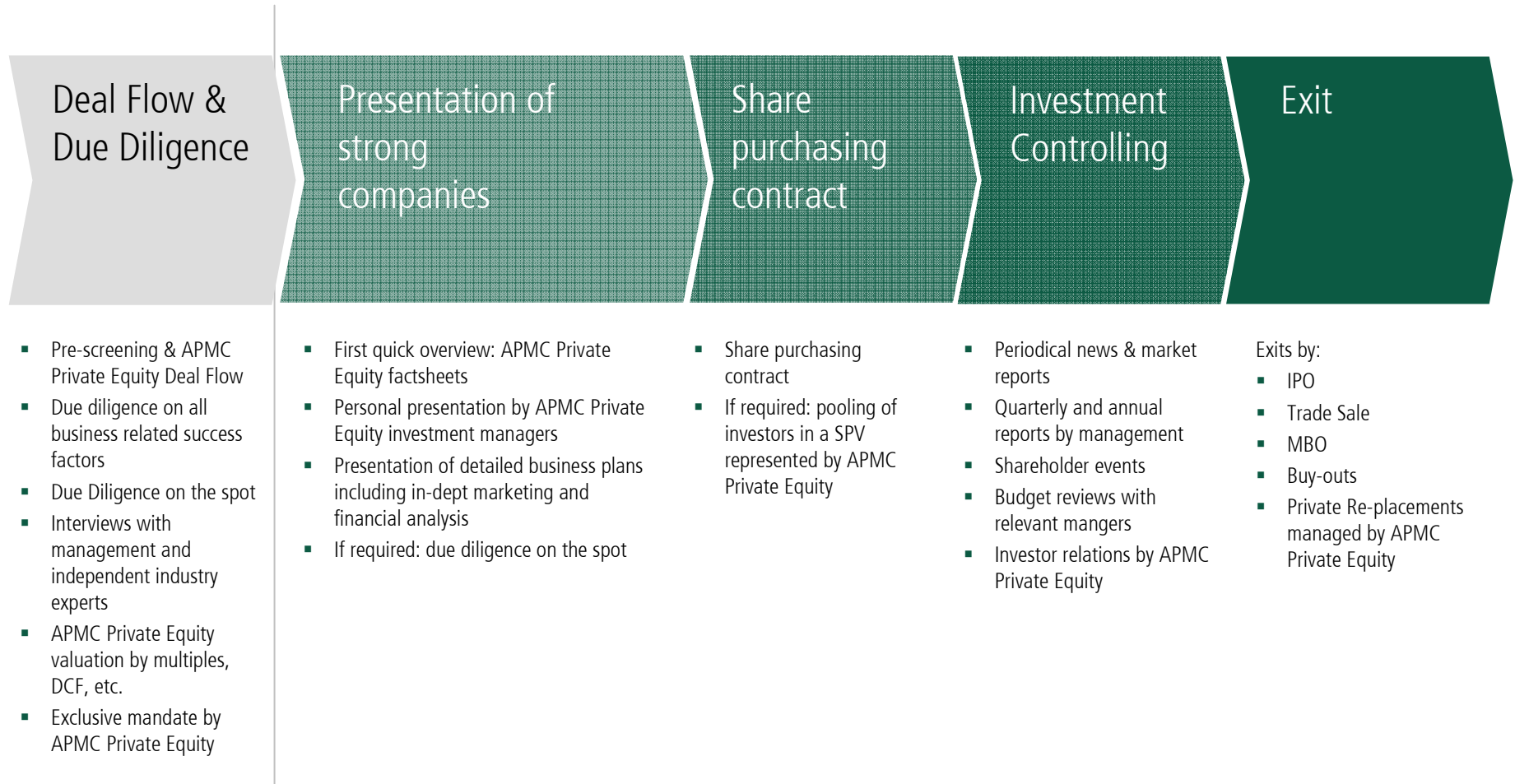
APMC Investors

- Investors looking for private equity investments related to leading technologies of tomorrow
- Investment volume: 200K Euro +
- Minorities and majorities
- Investment horizon: 2-5 years
- Typical client types:
 - HNWI & Private Investors
 - Asset Managers
 - Investment companies
 - Private Equity Funds
 - Hedge Funds
 - Venture Capital Funds
 - Alternative Investment Brokers

Value Added of APMC for investors

- Access to deals with strong expected capital gains: IRR's of 60%+
- Private Equity investments as part of alternative investment strategy
- Participation to the large economic power of privately held companies
- Participation to exciting technology market shifts
- Due Diligence by APMC guarantees that expectations are justified
- High transparency of investments: controlling and investor relations by APMC
- Improved liquidity due to the APMC private replacements services

APMC Private Equity Investment Process



APMC management

Andrea Anderheggen

Andrea Anderheggen is managing partner of APMC. He has completed his studies in philosophy, corporate finance and musicology at the University of Zurich, Switzerland. During his studies he has worked on business consulting projects for the business consulting company Scale Tools AG.

Andrea Anderheggen is a winner of the business planning competition Venture 2000 organised by McKinsey & Co. and the Federal Institute of Technology in Zurich (ETHZ). He is a co-founder of the web design and print design company Vasella|Anderheggen in Zurich.

In 2004 – 2005, before working for APMC, Andrea Anderheggen was project manager for the FTSE100 company Alliance UniChem Plc. He was responsible for introducing an operative controlling system for the 145 warehouses the company held in 8 European countries. In 2005 he was project manager for the Post-Merger integration of the Spanish pharmaceutical wholesaler Farmacen into SAFA Galenica, the Spanish division of Alliance UniChem.

Nicola Fantini

Nicola Fantini is managing partner of APMC. After his studies in information technology and business administration at the university of Zurich. He has been 7 years project manager of the technology corporation 3M within the business development department. After participating in a 3M project to build an IT outsourcing center in India, Nicola Fantini has founded his own IT outsourcing company Sciant (www.sciant.com) in Bulgaria in 1995. Today Sciant employes over 150 full time engineers in Switzerland, Bulgaria and Vietnam. The company has won several international business awards and provides IT outsourcing to major corporations worldwide.

Nicola Fantini is now president of the board of Sciant and supports project teams occasionally on projects for key accounts. He is also involved as Business Angel into two technology start-ups.

References



Alliance UniChem



▪ Strategy Realization



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