



{ *foro capital pymes* }

Madrid, 24th of October, 2013

Value proposal and calendar

Promoters: _____ Collaborators: _____

**EMPRESARIOS
DE MADRID**



**Cámara
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CaixaForum *Madrid*
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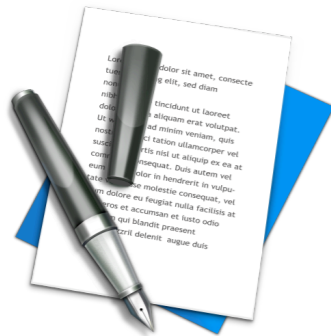


**Madrid
Network**



{ *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 organisation and with acceptance of the confidentiality rules of the forum.*
- ▶ *The organisation reserves the right to admit and register investors.*

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• *Summary of the first previous 4 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 € per company

▶ *Ist Forum in Barcelona:*

13 companies presented a project

Joint Turnover: 84 Mio euros

Searching to raise: 28 Mio euros

*2 signed agreements (1,7 and 2,0 Mio)
and 2 else close to it (1,5 and 2,0 Mio)*

▶ *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 compamies presented a project

Joint Turnover: 60 Mio euros

Searching to raise: 22 Mio euros

▶ *IVth Forum in Barcelona:*

10 companies presented a project

Joint Turnover: 52 Mio euros

Searching to raise: 21 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 **30th of September 2013**



Oral defense of the project **10th of October 2013**



Communication to the 12 selected companies **11th of October 2013**



“foro capital pymes” in

Madrid

CaixaForum^{Madrid}
Obra Social “la Caixa”

24th of October 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 dilligence process*
- 5. “workshop” on how to present your project to the forum in 10 minuts*



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- *Value proposal of the project*

Companies performing reasonably well are those:

Having a Long-Term vision

Expanding their activity at International level

With Professionalized managing teams

- ▶ *To achieve all this, companies need to have the right size.*
- ▶ *Companies trying to get a capital increase via Venture Capital generally spend considerable amounts of money and time, and are hardly ever able to present their project to “ALL” the potential investors.*
- ▶ *There are many Investment forums for Start-ups in Spain, but none for already consolidated companies. The Spanish SME needs to reinforce its future: increasing own resources, via capital increase or merger, is a very consistent way to achieve this objective.*



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- *Value proposal of the project*

- ▶ *The SMEs must realize that the organizational structures of the company must be stronger in order to ensure their long-term possibilities. Only a larger size can make it possible.*
- ▶ *Foro Capital Pymes offers the opportunity to contact the International Corporate Investment Community.*
- ▶ *To present one's own project to the Forum will give access to contacts, feedback, and to enter a professional, efficient process.*
- ▶ *To present to the Forum may be the opportunity that the company needs. We open a door to the SME*
- ▶ *Companies presenting their project to the Selection Committee do not have to pay anything. Only if they are selected to present to the Forum will they have to pay a fee.*



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• *Promotors and collaborators*

Promotors

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Collaborators



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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: cmoreno@forocapitalpymes.com

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