

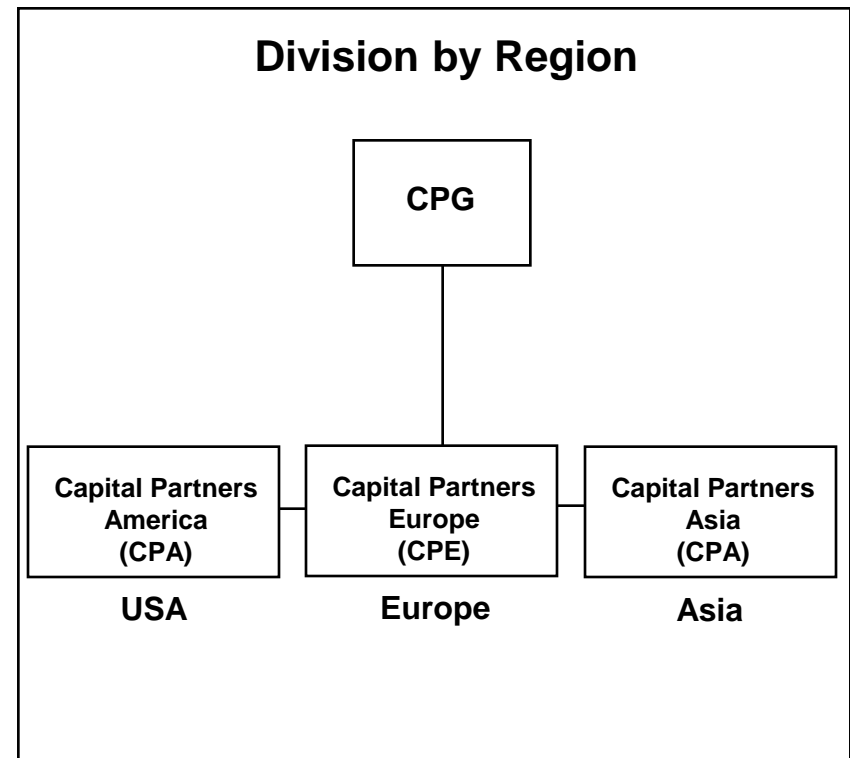
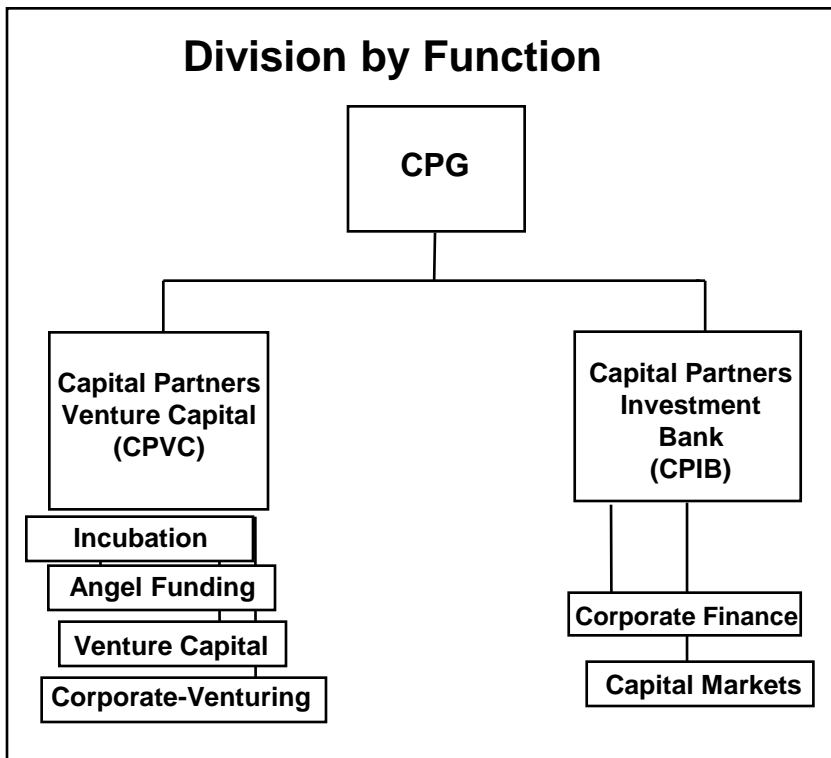


**Capital Partners Ventures**  
Venture Capital Division of Capital Partners Group

**Capital  
Partners**

# Organizational Structure-Summary

Capital Partners Group (CPG) is divided by function into 2 main divisions: a Venture Capital Division, and the Investment Banking Division, and by region between the United States, Europe and Asia.



# Executive Summary-Venture Capital

---

Capital Partners Group's Venture Capital model brings together a new entrepreneurial model for start-ups covering the entire venture life cycle (from incubation to funding).

- Capital Partners Group, CPG, which comprises Capital Partners Europe in the UK, Capital Partners America in the US and Capital Partners Asia in Hong Kong, is a firm launched in 2000.
- Capital Partners Venture Capital Division became the first part of the group to develop around a new entrepreneurial model bringing together new technologies, a low cost (virtual) operational model and a hands-on approach.
- Our life cycle approach covers Incubation Services, our Private Equity Services (through Capital Partners Private Equity) and our Venture Capital Services (through Capital Partners Europe).
- The firm has attracted and collaborated with a group of senior, highly experienced venture capitalists, investment bankers and technologists from world class firms, most of them at Chairman, CEO, or Director level.
- CPG believes that the current market environment presents significant opportunities rather than threats. Further consolidation and restructuring will take place in the technology marketplace and a more sophisticated and experienced investment approach will be required.
- CPG combines the best of the investment, advisory and technology worlds: experienced investment knowledge from its Venture Capital team; seasoned advisory and restructuring expertise from its Investment Banking partners and a clear and deep understanding of technology waves and breakthroughs. All this, with a "lean and mean" mentality.

# Our Approach

---

Capital Partners' Venture Division has developed a new business model based on a hybrid incubation-classical entrepreneurial support network.

- Capital Partners Group (CPG) supports exceptional entrepreneurs with outstanding ideas through robust and proven business models.
- CPG also supports new ideas and projects since its concept stage up to its deployment phase. Sometimes, these new ventures and projects are nurtured and incubated within CPG.
- CPG will seek to obtain venture capital-like returns with a lower risk profile by directly investing in equity securities issued by new and developing businesses that:
  - Participate in fast growing technologies;
  - Can take a share of under-developed markets;
  - Would be attractive to strategic partners to minimise CPG's exposure and to reduce the development, operational and marketing costs

# Our Approach

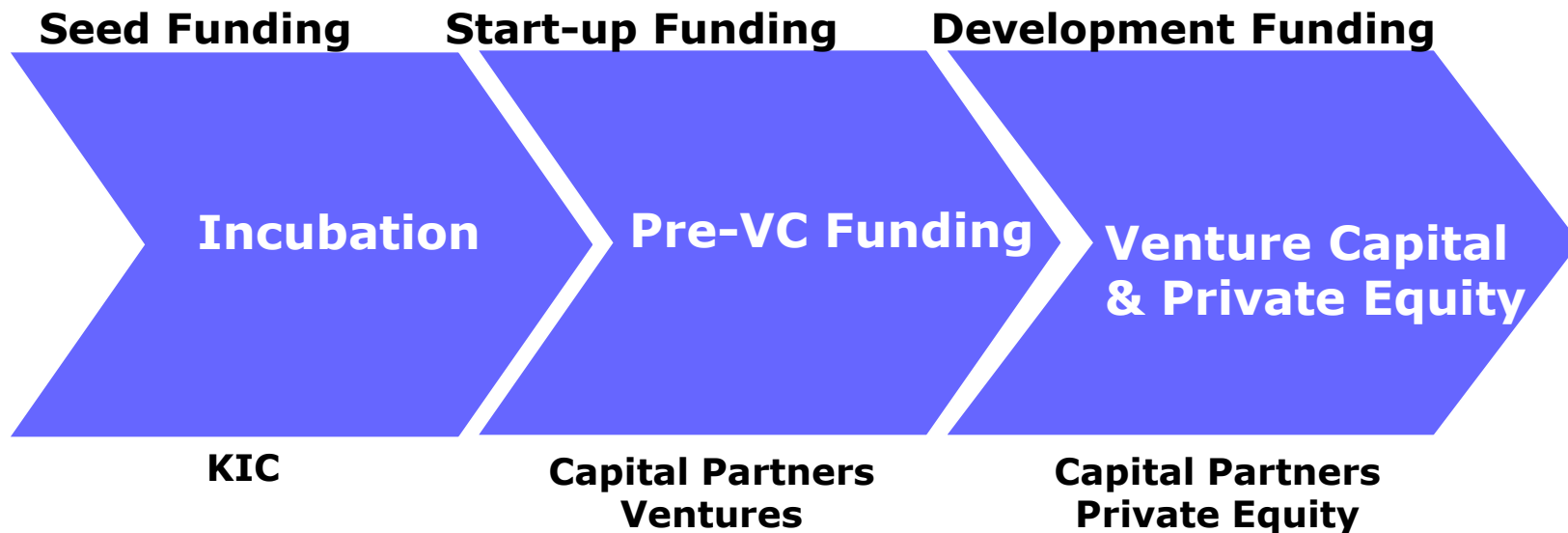
---

This new model has also an opportunistic angle by supporting ventures where our virtual operational and business development models are well suited.

- Capital Partners Group (CPG) will in some cases support innovative opportunities where it can differentiate through a niche target strategy, channel partnerships to reduce marketing costs, and a virtual and low cost operational model.
- Our channel partners are usually off-line players lacking a technology platform that can be provided by our backed ventures. In this way, the relationship becomes a win-win, by reducing costs (through the virtual sales team) and by bringing new revenue streams.
- By having technology capabilities, Capital Partners Group can support its incubated ventures not just from the managerial and strategy perspective but also from the technology point of view.
- Capital Partners Group will also look at opportunistic deals derived from ventures and models that have failed due to factors where we have a competitive advantage such as operational costs or required development investment.

# Our Approach

Capital Partners can assist new ventures throughout the entire life cycle: from its inception as an idea (incubation services), its start-up funding needs (private equity services), to its development and funding exit strategy (venture capital services).



# Our Approach

---

Our work covers different type of ventures depending on the sources and partners involved. We are involved in external independent ventures (Inter-Ventures), internal ventures (Intra-Ventures) and external company ventures (Corporate-Ventures).

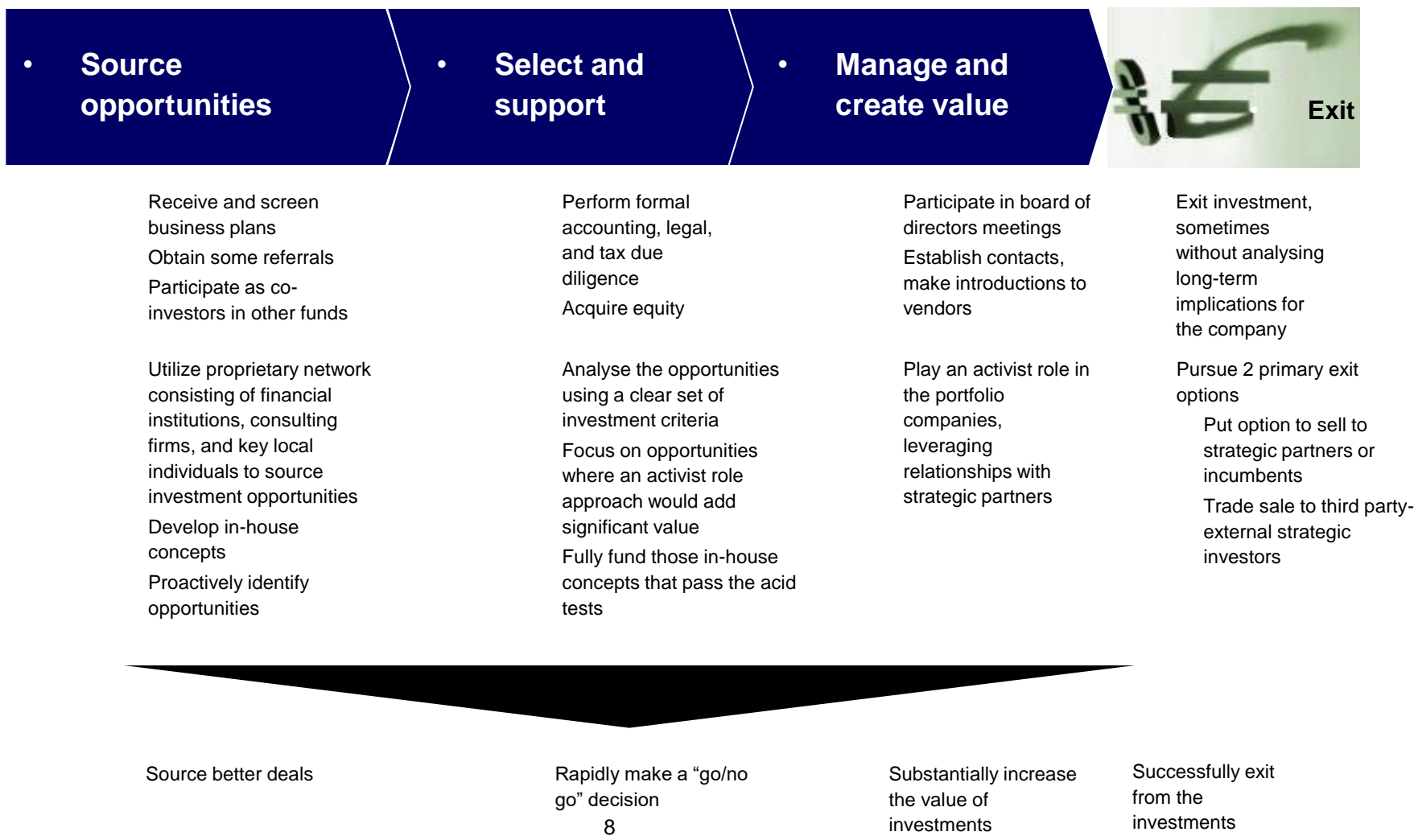
## Venture Investment Classification

**Inter-Ventures**

**Intra-Ventures**

**Corporate-Ventures**

# Our Approach





# Our People

---

Capital Partners' Venture Division has attracted a group of talented individuals.

- Robert Bowen has been actively involved investing in the markets for several years with an emphasis on the small cap sector in particular. . He has previously worked for Charles Stanley PLC in the City as well as Management Consultants Towers Perrin. He has a BA(hons) degree in Economics and Business with East European Studies from University College London (UCL) and attained an MSc in European Political Economy at the London School of Economics (LSE).
- Claudio Rojas is Advisory Board Member of Euro Technology Forum (part of Library House), Non-Executive Director of Exprinter Bank, Non-Executive Director of 2020 Imaging and member of the Institute of Nanotechnology. He has been advisor to the CEOs of Credit Suisse PF and Bank Leumi Private Bank and former member of the IT Non-Executive Directors Association. He was a Senior Investment Banker with Dresdner Kleinwort Wasserstein, a Strategist with Accenture and a Technologist with Alcatel. He holds a MSc Finance (London Business School), a MSc Technology Management (Sussex University), a MBA (IESA Business School), a BSc in Electronics and PQ Accountant.

# Our Portfolio

---

Capital Partners is incubating a portfolio of internal ventures in which it has equity control.

 eOfferings.com

 FREWHIZ

 Private-Exchanges.com

 UNDBLE®

BondsExchange.com

Jobs4Consultants.com

# Our Portfolio

---

Capital Partners' Venture Division has obtained equity participation in external ventures in which we have been involved assisting them with their strategies.

purplehealth



# Our Portfolio

...and we have also worked with several external clients assisting them with their start-up and development fund raising strategies.



# Our Funding/Operational Capabilities

---

Incubation Services: Capital Partners founded an incubator as a JV with a leading UK University.

- The rationale was to leverage very early stage R&D opportunities generated by this UK University. However the model has been extended to external ventures looking for incubation services.
- The incubator was a member of the National Business Angel Centre which provided it with access to an extensive network of angel investors.
- Capital Partners Group expects to use it as the first stage of its life cycle model, for clients and ventures which are at a very early stage and usually looking for very small financing.
- The model can be replicated to other universities which are orphans (without incubation facilities) and it could also serve as a step-stone for the development of Intellectual Property model derived from Universities' academic departments.

# Our Funding/Operational Capabilities

---

Pre-VC Services: Capital Partners Ventures has developed a very strong angel finance (pre-VC) offering for entrepreneurs looking for finance.

- Capital Partners Ventures CPV ([www.CapitalPartnersVentures.com](http://www.CapitalPartnersVentures.com)), is currently one of the special advisers to the National Business Angels Network.
- We have also a list of partners angel network, which bring our business angel reach to several thousands angel investors in the UK.
- Similarly our large deal-flow in this space, allows us to filter those opportunities which look more promising for angel funding.
- Some of our forthcoming plans include the launch of a listed Angel Funding Vehicle.
- Similarly, we expect to continue increasing our angel network by developing innovative recruitment initiatives.
- Finally, we also intend to continue increasing our deal-flow, by collaborating with several key entrepreneurial networks in the UK.

# Our Funding/Operational Capabilities

---

VC Services: Capital Partners Private Equity provides access to several leading Venture Capital and Private Equity Houses in the UK as partner firms.

- Capital Partners Private Equity has strong connections to several leading Venture Capitalists in the UK and the US.
- We have a trusted partner status with several firms, which gives us a privilege access to funding partners to review business plans and opportunities referred by us.
- Our intention in the future is to leverage our existing deal-flow, our experienced people and our understanding of the marketplace to raise our own fund and become a principal investor.

# Strategic Outlook

---

In summary, there is significant value in our VC Division's business model as we have built equity stakes in several ventures.

- Across the group, Capital Partners is involved in a significant number of projects now (internal and external) and our existing deal-flow continues to increase.
- Most of the ventures backed by Capital Partners are fully operational.
- We expect to continue investing in new internal ventures and services as our model develops.
- For external clients seeking assistance with their financial strategies, we have developed a sustainable revenue model from an increasing list of clients that have retained us to assist them with their funding needs.



# Contact Us

---

## Please find below our contact details:

Address: 33 St James's Square London SW1Y 4JS and 86-90 Paul Street London EC2N 4NE  
Switchboard: +44 (0) 207-748-2215  
Fax: +44 (0) 207-504-8421

Email: [info@Capital-Partners.co.uk](mailto:info@Capital-Partners.co.uk)  
Web: [www.Capital-Partners.co.uk](http://www.Capital-Partners.co.uk)