

CAPITAL RISQUE FRIBOURG SA
RISIKO KAPITAL FREIBURG AG
VENTURE CAPITAL FRIBOURG LTD

Venture Capital Fribourg Ltd approaches innovative companies which are in the creation or the expansion phase.

Its aim is to encourage the development of new technologies and the creation of new jobs.

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What are we offering ?

- At the present time we have a capital of 7,500,000 francs. We become involved in your company through minority holdings of the order of 200,000 to 300,000 francs, but we can go as high as 750,000 francs per dossier.
- We play an active part in the orientation and development of your company by giving advice as well as by making available a network of contacts.
- Our involvement is limited with respect to time, until you either buy our quotas back from us or your company is floated on the stock exchange.

What are our investment criteria ?

The board of directors gives its decision on business plans which are submitted by its secretariat as quickly as possible. The companies which submit their dossiers to us should, however, have the following characteristics:

- The company should be established, or in the process of being established, within the canton of Fribourg.
- The company's activity should be able to gain support from new technologies; its products and services must be sufficiently innovative to generate a competitive advantage.
- The growth of the company must lead to the creation of new jobs.

How should you apply ?

Send us your request for participation accompanied by a business plan.

The latter should specifically satisfy the following conditions:

- Presentation of activities indicating a clear definition of the products sold or the services offered.
- Current and future assessment (two years) of the market/clients.
- Study of the competition and planned marketing strategy in order to maintain and increase the market position.
- Structure of the company including the training, experience and financial involvement of the managers and directors.
- Finances: supplying of accounts for the last two years (if these exist) and availability of a financial plan which includes the projected balances, profit and loss accounts and cashflow for the next three to five years. In this context, explain how the amount requested from Venture Capital Fribourg Ltd would be used.
- Development envisioned for the products or providing of services (research and development).
- Assessment of potential risks and consequences.

BUSINESSPLAN : CHECKLIST

General data concerning the company

Establishment and bodies

- ⇒ *Founding and development of the company*
- ⇒ *Headquarters, legal statutes, share capital, associates, eventually holdings and interdependencies*
- ⇒ *Make-up of the board of directors, organisation of the commercial management*

Production and sales

- ⇒ *Main activities, manufacturing programme*
- ⇒ *Sales, markets according to branches of production, conditions of the market, eventually participation in the market and state of the competition*
- ⇒ *Eventually associated in production and sales, distribution organisation*

Specific points

- ⇒ *The company's specific activities in the field of research and development*
- ⇒ *Importance of the company for the region (employment market, training, etc.)*
- ⇒ *Future development, modifications planned in the field of activity*

Financial aspects

- ⇒ *Outline of the evolution of the turnover and profits / cashflow*
- ⇒ *Balances and profit and loss accounts for the last two years*
- ⇒ *Reports on management and review of the last two years*
- ⇒ *Profits and taxable capital*
- ⇒ *Budget for the current year and for years to come*

Data concerning the project

- ⇒ *Presentation of activities indicating a clear definition of the products sold or the services offered*
- ⇒ *Current and future assessment (two years) of the market / clients*
- ⇒ *Study of the competition and planned marketing strategy in order to maintain and increase the market position*
- ⇒ *Structure of the company including the training, experience and financial involvement of the managers and directors*
- ⇒ *Finances : availability of a financial plan which includes the projected balances, profit and loss accounts and cashflow for the next three to five years. In this context, explain how the amount requested from Venture Capital Fribourg Ltd would be used*
- ⇒ *Development envisioned for the products or the providing of services (research and development)*
- ⇒ *Assessment of potential risks and consequences.*